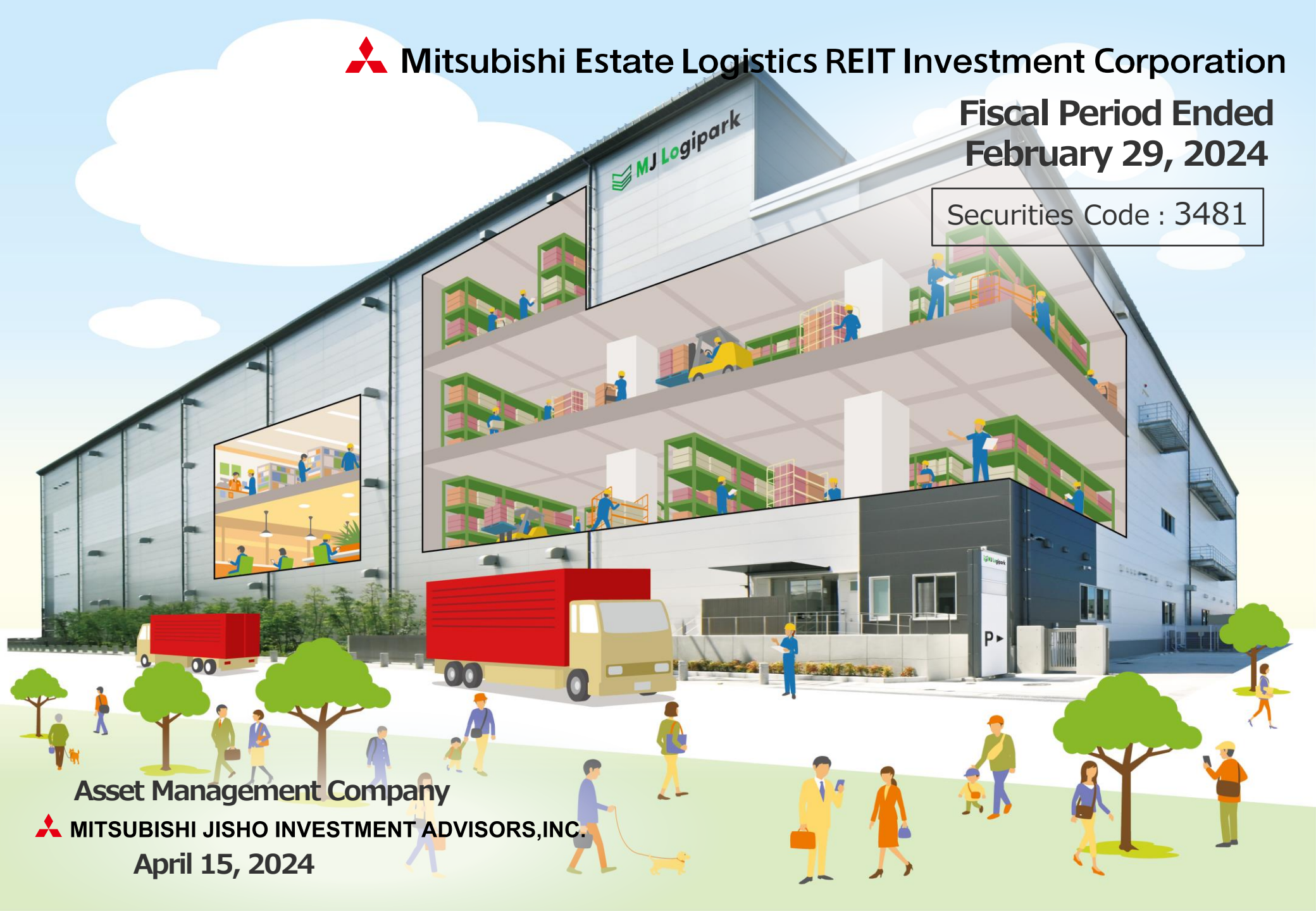


 **Mitsubishi Estate Logistics REIT Investment Corporation**

**Fiscal Period Ended  
February 29, 2024**

Securities Code : 3481



**Asset Management Company**

 **MITSUBISHI JISHO INVESTMENT ADVISORS, INC.**

**April 15, 2024**

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MJ Logipark Ichinomiya 1

1

# Highlights, Financial Results and Forecasts



# Highlights Since October 2023

## Financial Results Summary (15th FP)

- Achieved consistent NOI growth since listing and 11 consecutive periods of increased revenue, profit and DPU due to contribution to earnings from assets acquired in 15th FP and solid internal growth

NOI	6,359 mn yen	vs 14th +5.2%
DPU	8,083 yen	vs 14th +3.2%

## Hybrid External Growth Asset Replacement

- Implemented strategic asset replacement to improve profitability over the med-to long-term. Dispose property expected to increase in repair costs, etc. in the future. Use the proceeds to acquire newer property expected to have stability and profitability. Continue disciplined growth
- Realized unrealized gain through timely property disposition and distribute gains to unitholders over next two fiscal periods; 16th FP and 17th FP. Expect to realize record-high DPU
- Remaining proceeds from the disposition will be used for future growth and/or buyback, etc. considering financial market and other factors.

### NOI Yield after depreciation

<Asset to be acquired> MJ Logipark Ichinomiya 1	3.8 %
<Asset (to be) disposed> MJ Logipark Sendai 1	3.2 %

### Year built

Asset to be acquired	1.5 yrs
Portfolio after asset replacement	7.6 yrs

### Disposition gain

16th FP	1,392 mn yen 2,766 yen/unit
17th FP	1,361 mn yen 2,704 yen/unit

## Hybrid Internal Growth

- Expect to achieve 13 consecutive period of rent growth and maintained high occupancy rate. Internal growth with both stability and growth potential
- Continued internal growth through MJIA's unique initiative such as green lease agreements

### Average rent growth<sup>(Note)</sup>

15th FP (Actual)	5.4%
16th FP (Executed)	6.0%

### Average occupancy rate

99.9 %

## ESG

- CDP Climate Change recognition as "A-List" (highest rating) (Feb. 2024)
- Conduct TCFD quantitative analysis (Mar. 2024)

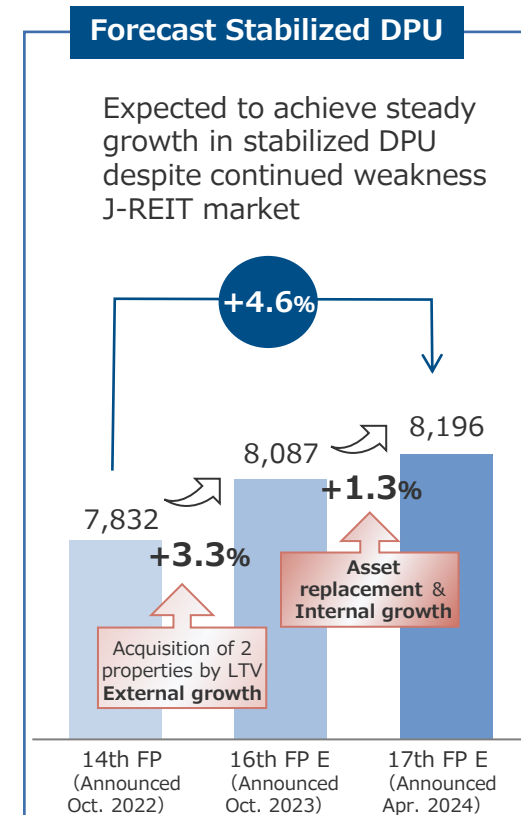
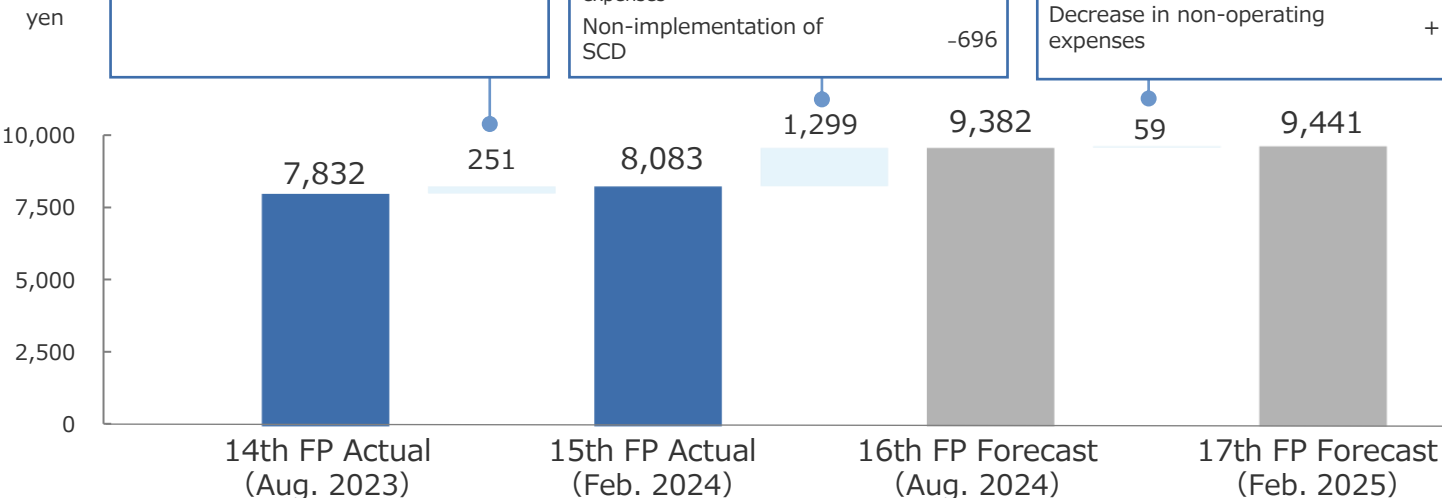
Note : Average rent growth for the leases is expired or will be expired during the relevant period(Excluding short-term contracts). For the 16th FP, the figures are for the portion of the contract that has been signed.



# DPU Transition

- 15th FP** : DPU landed at 8,083 yen, up 251 yen from 14th FP, increasing revenue mainly due to properties acquired in 15th FP and internal growth on existing properties, etc.
- 16th & 17th Stabilized DPU** : Expect a significant increase in DPU by the disposition gain without SCD.  
: Steady growth due to continued internal growth and the effect of asset replacement, Expected to be 8,196 yen in 17th FP

Contribution of revenues from properties acquired in 15th FP	+435	Disposition gain from MJ Logipark Sendai 1	+2,766	Decrease in disposition gain from MJ Logipark Sendai 1	-61
Rent growth, etc. on existing properties	+106	Decrease in operating P/L due to asset replacement	-41	Increase in operating P/L due to asset replacement	+92
Decrease in leasing cost	+81	Full contribution of revenues from properties acquired in 15th FP	+73	Rent growth, etc. on existing properties	+26
Increase in depreciation	-88	Rent growth, etc. on existing properties	+23	Temporary revenue loss from existing properties (Estimate downtime, etc.)	-216
Increase in general and administrative expenses	-69	Increase in leasing cost	-188	Decrease in leasing cost	+152
Increase in non-operating expenses	-46	Increase in property tax (starting expenses of properties acquired in 15th FP, etc.)	-86	Increase in repair cost	-8
Decrease in SCD	-171	Increase in other operating expenses on existing properties	-58	Increase in other operating expenses on existing properties	-14
		Increase in general and administrative expenses	-356	Decrease in general and administrative expenses	+28
		Increase in non-operating expenses	-133	Decrease in non-operating expenses	+60
		Non-implementation of SCD	-696		



# 2

## Growth Strategy



# Changing Market Circumstances and Our Growth Strategies

## Logistics Real Estate Transaction Market

- **Real Estate Market price remains at a high level**
  - Despite rising interest rates, CAP rate remains low level

## Logistics Real Estate Rental Market

- **Expectation of improvement in the supply-demand environment**
  - With construction costs surging, future supply is expected to decrease. Demand from EC and other sectors remain strong, the supply-demand environment is expected to be improved

## Finance

- **Response to interest rate trends**
  - The BOJ's policy has dispelled a certain degree of uncertainty, although there are concerns about a temporary rise in interest rates.
  - Anticipation of a rate cut in the U.S. and other countries in early timing in this year has receded

## External Growth Strategy

- Aim to acquire properties in a timely manner by utilizing bridge scheme through building up a high-quality pipeline with a hybrid strategy
- Continuous improvement of portfolio quality, including property disposition at appropriate timing



## Internal Growth Strategy

- Continued upward rent revision outpacing inflation by realizing the rent gap
- Pursue further internal growth through MJIA's unique initiatives



## Financial Strategy

- Control costs while maintaining stability by targeting a fixed ratio at a minimum of 85% and combining floating interest rates
- Securing cash on hand through proceeds from the disposition of the property
- Continue to finance considering equity cost



# Asset Replacement

## Outline of Replacement

### Disposition MJ Logipark Sendai 1

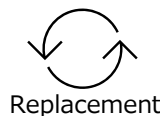


Acquisition Price	7,388 mn yen
Appraisal Value	7,850 mn yen
Sales price	10,000 mn yen
Location	Tagajo, Miyagi

(Anticipated)  
Disposition Date

① April 10, 2024  
(Co-beneficiary interest 51.0%)

② September 3, 2024  
(Co-beneficiary interest 49.0%)



### Acquisition MJ Logipark Ichinomiya 1



Anticipated Acquisition Price	5,851 mn yen
Appraisal Value	6,790 mn yen
Location	Ichinomiya, Aichi

Anticipated Acquisition Date  
August 1, 2024

## Effects of Replacement



### Improvement in profitability

Disposition of the property that is older and expected to increase repair costs in the future, and acquisition of property that is newer and expected to be more stable and profitable with **14%** discount vs appraisal value

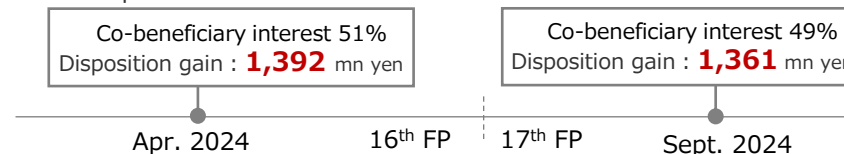
	Disposition		Acquisition	
Appraisal NOI Yield after depreciation	3.2%	<	<b>3.8%</b>	<b>+0.6 %</b>
Year built	14.9 yrs	>	<b>1.5 yrs</b>	<b>-13.4 yrs</b>



### Realizing gain on disposition

Realized an opportunity to sell the property at a price **27%** higher than the appraisal value.  
Realized the gain on disposition to unitholders over next two fiscal periods.

#### <Anticipated Schedule>



### Securing cash on hands

Securing cash on hands by disposition of the property.  
Consider the market environment and equity cost to utilize it

Cash on hands after replacement    Approx. **3** bn yen

+

Acquisition Capacity (LTV up to 45%)    Approx. **25** bn yen

➤

- Asset acquisitions
- CAPEX
- Buyback
- Debt repayment



# MJ Logipark Ichinomiya 1

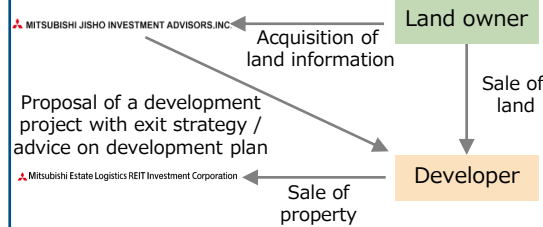
- Logistics facilities with excellent proximity to Nagoya City, located in a key transportation hub with access to multiple expressways and artery roads, providing access to a wide area

MJIA-sourced PDP  
Multi-tenanted type CASBEE/BELS



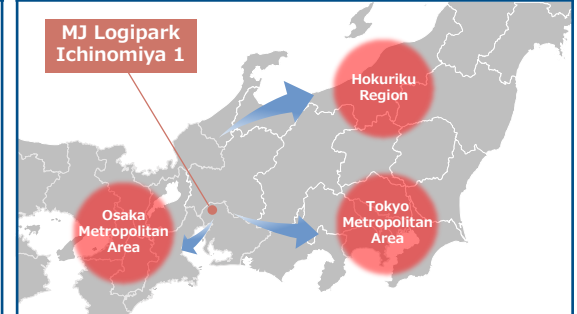
## Acquisition Based on Continued Relationship with Development Partner

Following the acquisition associated with the public offering in October 2022



- MJIA acquired land information
- Odakyu Real Estate Co., Ltd. served as a developer following MJ Logipark Funabashi 2 and MJ Logipark Inzai 1

## Location at Hub or Major Artery Roads, Convenient for Wide-area Delivery



- Location at a hub of extensive road networks, functioning as a point of connection of routes toward the Tokyo Metropolitan Area, Osaka Metropolitan Area and Hokuriku region

Anticipated Acquisition Price	5,851 mn yen
Appraisal Value	6,790 mn yen
Appraisal NOI Yield	4.9%
Location	Ichinomiya, Aichi
Year Built	August 2022
Total Floor Area	26,922.21m <sup>2</sup>
Land Area	13,234.63m <sup>2</sup>
No. of Tenants	1
Main Tenant	TOBU TRANSPORTATION CO., LTD.



## Location Characteristics

Approx. 2.5km from "Ichinomiya Naka IC" on Nagoya Expressway No. 16 Ichinomiya Line

3-odd km from "Ichinomiya Kisogawa IC" on Tokai-Hokuriku Expressway

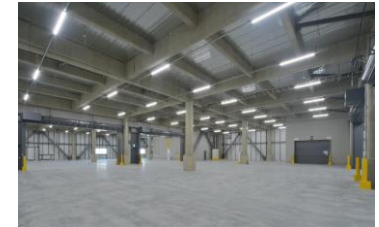
Approx. 6km from "Ichinomiya IC" on Meishin Expressway

Approx. 130m from "the Naka Hoken Center bus stop" of Ichinomiya City Community Bus

## Property Characteristics



Platform-type truck berths



Ladies' rooms with large mirrors

- A 4-story, box type logistics facility
- A facility supporting efficient operation, with 4 vertical conveyors and 2 cargo elevators installed in the warehouse section, equipped with platform-type truck berths for 22 vehicles as well
- Pleasant labor environment, equipped with the approx. 60m<sup>2</sup> refreshing room dedicated to tenant workers, and ladies' rooms with large mirrors at every floor
- Employment security is advantageous due to the large number of residents in the surrounding area

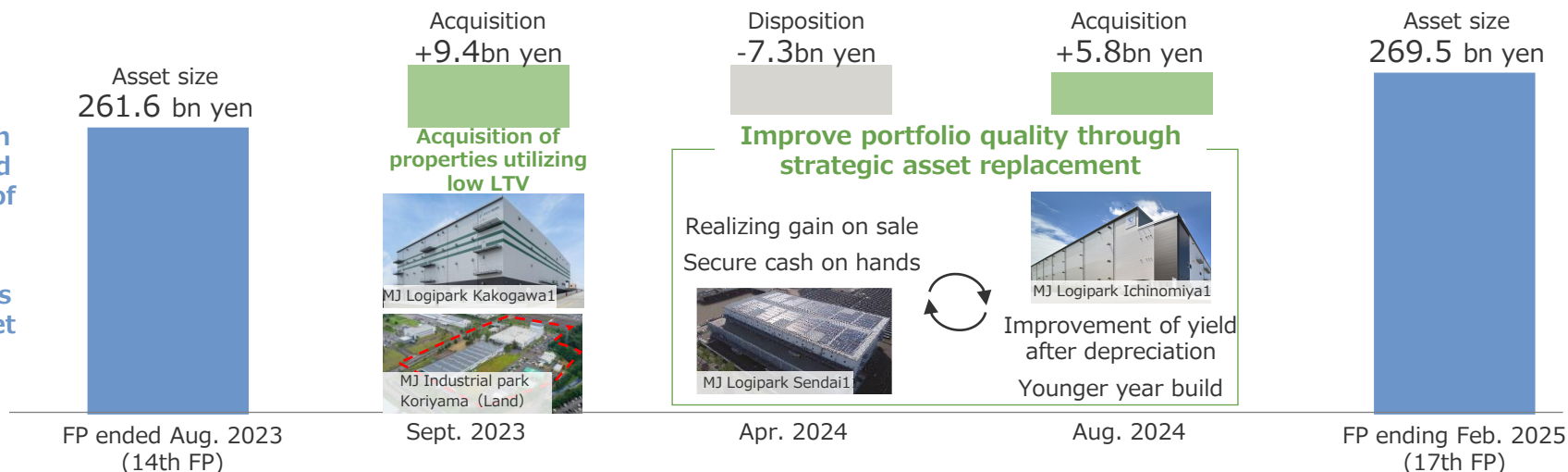


# Continuous Effort for Growth

- **Continuous external growth** through utilization of low LTV and strategic assets replacement even under the weak performance of unit price. Steady progress toward the asset size target of 300 billion yen
- Continued acquisition of properties with consciousness of equity cost to achieve **DPU growth**

Continuous external growth with quality and consciousness of equity cost

Steady progress toward the asset size target of 300 bn yen



	14th FP	Acquisition	Disposition	Acquisition	Avg (after asset replacement)
Stabilized DPU	7,832yen	8,087 yen <small>(16thFP(E)) after acquired 2 properties</small>	—	—	8,196 yen
Appraisal NOI Yield	4.7%	4.7%	4.9%	4.9%	4.7%
Appraisal NOI Yield after Depreciation	3.7%	3.8%	3.2%	3.8%	3.7%
Year Built	7.7 years	1.1 years	14.9 years	1.5 years	7.6 years
LTV	38.0%	—	—	—	40.0%

Note: The figures for the end of the 14th fiscal period and the total/average of the two properties are as of the end of Aug. 2023, while the figures for property to be disposed, the property to be acquired and the total/average after replacement are the actual and assumed figures as of the end of Feb. 2024.

# Pipeline to Realize External Growth Strategy

Aim for further external growth leveraging 14 properties (with expected preferential negotiation rights) with total floor area of 799,000m<sup>2</sup> including 11 completed properties with total floor area of 608,000m<sup>2</sup>

Property Name	Total Floor Area (approx.)	Schedule				
		until FP2024/2	FP2024/8	FP2025/2	FP2025/8	FP2026/2 and after
Logicross Hasuda	78,000m <sup>2</sup>	Completed in 2021	Included in bridge scheme			
Logicross Kasukabe	38,000m <sup>2</sup>	Completed in 2021	Included in bridge scheme			
Logicross Funabashi	23,000m <sup>2</sup>	Completed in 2021	Included in bridge scheme			
Logicross Zama Komatsubara	44,000m <sup>2</sup>	Completed in 2022				
Logicross Osaka Katano	20,000m <sup>2</sup>	Completed in 2022	Included in bridge scheme			
Logicross Zama	178,000m <sup>2</sup>	Completed in 2023				
Logicross Sagamihara	170,000m <sup>2</sup>	Completed in 2023				
Logicross Osaka Suminoe	43,000m <sup>2</sup>	Development		Completion Planned March 2025		
Logicross Misato*	125,000m <sup>2</sup>		Construction and Development (Planned)		Completion Planned 2026	
Osaka Taisho Hirao Cold Storage Project*	21,000m <sup>2</sup>		Construction and Development (Planned)		Completion Planned 2026 Spring	
MJ Logipark Aisai 1*	9,000m <sup>2</sup>	Completed in 2022				
MJ Logipark Daito 1*	11,000m <sup>2</sup>	Completed in 2022				
MJ Logipark Ichinomiya 1	26,000m <sup>2</sup>	Completed in 2022				
MJ Logipark Okazaki 1*	24,000m <sup>2</sup>	Completed in 2023				
MJ Logipark Toyonaka 1*	8,000m <sup>2</sup>	Completed in 2024				
<b>Total</b>	<b>799,000m<sup>2</sup></b>	<b>608,000m<sup>2</sup></b>	<b>608,000m<sup>2</sup></b>	<b>608,000m<sup>2</sup></b>	<b>652,000m<sup>2</sup></b>	<b>799,000m<sup>2</sup></b>

Sponsor-developed properties with expected preferential negotiation rights



Brand of logistics facilities MEC develops throughout Japan

MJIA-sourced properties with expected preferential negotiation rights



Brand of logistics facilities which MEL acquired or intends to acquire from third parties

\*Tentative name

Note: As of Apr. 15, 2024, MEC Group-developed properties with expected preferential negotiation rights and MJIA-sourced properties with expected preferential negotiation rights are highlighted in blue and in green, Total floor area and number of properties exclude properties to be acquired



Logicross Hasuda



Logicross Zama



Logicross Osaka Suminoe



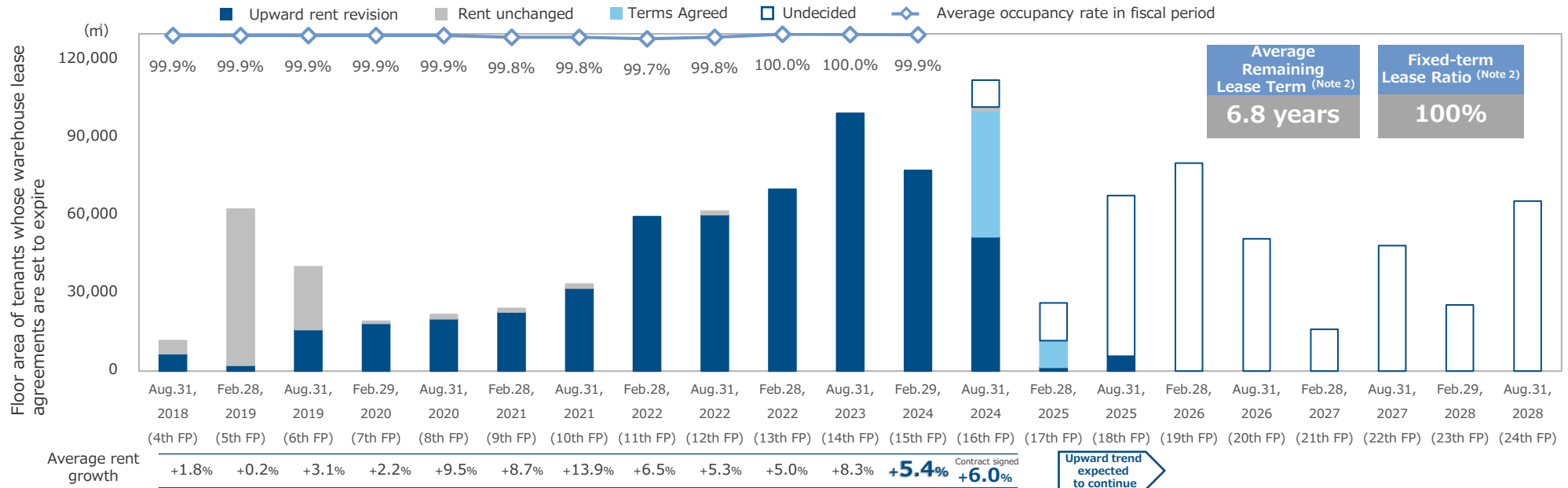
MJ Logipark Toyonaka 1\*



# Internal Growth Strategy

## Rent Revision Track Record and Lease Agreement Expiration Schedule (Note 1)

Expect to achieve rent growth for **13 consecutive fiscal periods** through FP Aug. 2024 (16th FP) with upward trend expected to continue for FP Feb. 2025 (17th FP)



### MJIA-led Internal Growth

Newly executed a green lease agreement for LED with a tenant

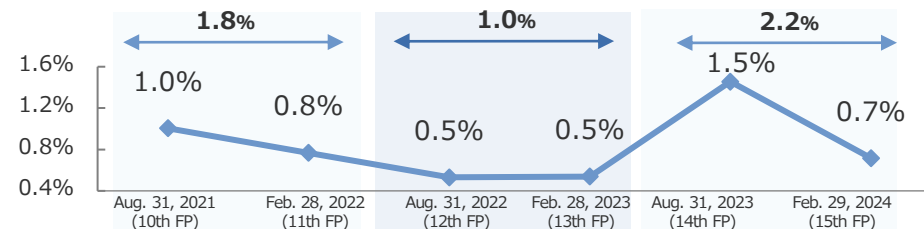
Installed LED lighting at the cost of MEL, and MEL receives green lease fee as a portion of the reduction in cost to be borne by the tenant



ROI approx. **20 %**  
 Rent approx. **+3 mn yen/FP**

### Contribution to DPU from Rent Growth

DPU contribution from rent growth has been more than 1% per year for past 3 years



Note 1: As of Mar. 1, 2024, However, the floor areas of tenants whose lease agreement are set to expire in the future excludes asset (to be) disposed. Average rent growth for the leases is expired or will be expired during the relevant period. For the 16th FP, the figures are for the portion of the contract that has been signed.

Note 2: As of Feb. 29, 2024.

Note 3: Calculated by (Rent increase or decrease (warehouse portion) for each tenant whose contract was renewed for the relevant period / total number of investment units issued and outstanding) / DPU for the relevant period.

# Inflation-resistant Portfolio with Long-term Stability

## Basic Policy by Contract Type

### BTS/Land/Single-Tenants

Long-term operation with stability and efforts to address inflation

Average Lease Term : 22.9 years  
 Average Remaining Lease Term : 19.3 years  
 Remaining term of more than 5 years : 78.6%

- Achieve long-standing stability through longer-term lease contracts which generate rental income more resistant to downward pressure
- Handle inflation impacts by incorporating contract provisions which allow for rent revision in the middle of the contract period

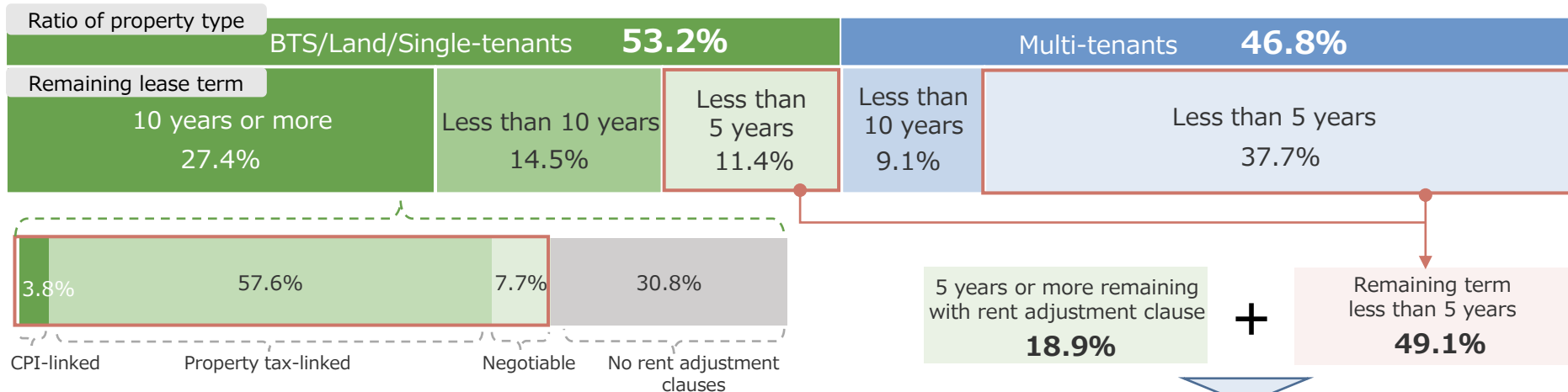
### Multi-Tenants (excluding whole-building leases)

Rent increase according to the rent gap with the market level

Average Lease Term : 6.2 years  
 Average Remaining Lease Term : 3.0 years  
 Remaining term of less than 5 years : 80.5%

- Reflect the rising trend of market rent by renewing contracts with shorter contract terms, resulting in higher revisions than inflation in the current period
- Shorten the lease terms for some contracts

Portfolio (Based on leased area)



Approx. **70%** have contracts including rent adjustment clauses (including negotiable clauses) of those with 10 years or more remaining.

Approx. **70%** of the total portfolio is able to cope with inflation

Note: As of Feb. 29, 2024

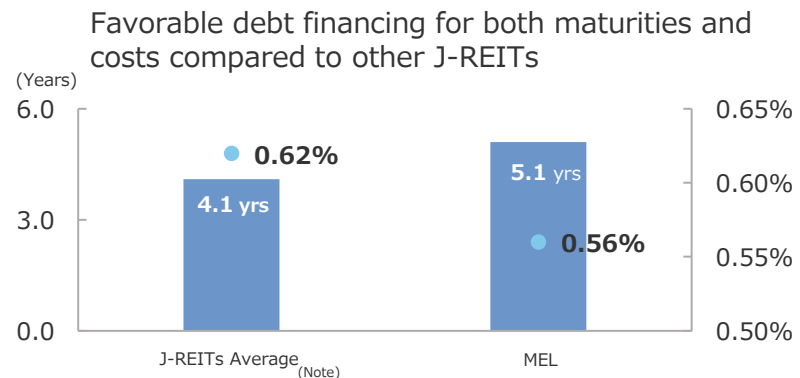


# Financial Strategy

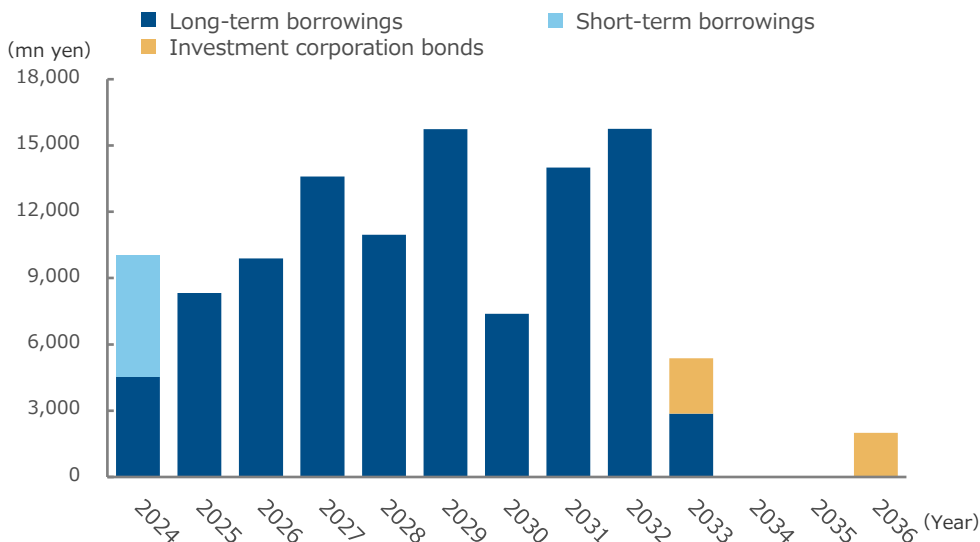
## Financial Highlights (As of Feb. 29, 2024)

Total Debt Balance <b>113,049</b> mn yen	LTV <b>40.2</b> %
Long-term Debt Ratio <b>95.1</b> %	Fixed Interest Rate Ratio <b>91.5</b> %
Average Remaining Debt Duration (all / excluding short-term) <b>5.1</b> years / <b>5.3</b> years	Average Interest Rate (all / excluding short-term) <b>0.56</b> % / <b>0.58</b> %
Acquisition Capacity (LTV up to 45%) Approx. <b>25.0</b> bn yen	Credit Rating (JCR) <b>AA</b> (stable)

## Stable financial operation by leveraging the sponsor's credibility



## Debt Maturity Schedule



## Achieved cost reduction from Sustainability-linked loans

Obtained spread incentive as a result of achievement of multiple SPTs on Sustainability-Linked Loans executed in 2022.

SPTs	Results
30% reduction in CO2 emissions (compared to FY2017)	Achieved
Green building certification 100%	-
15% reduction in energy consumption (compared to FY2017)	Achieved
4Stars in GRESB Real Estate Assessment	Achieved

Lender	Balance	Borrowing date	Term
The Norinchukin Bank	2,000 mn yen	Oct. 2022	9 yrs
SBI Shinsei Bank	2,000 mn yen	Dec. 2022	9 yrs



Note : Compiled by the Asset Management Company based on disclosed material as of the end of Feb. 2024



# ESG Initiatives (Topics)

## Acquisition of External Certification / Evaluation



- First participation in the Carbon Disclosure Project (CDP) Climate Change Program in 2023 and recognition as an "A List" (Highest List)



- 5 Stars (the highest rating) for 4 consecutive years



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- MSCI ESG Rating improved to A from BBB in Aug. 2023

## Quantitative Impact Analysis of TCFD



- In response to increasing demands for greater sustainability information disclosure, MEL conducted Quantitative Impact analysis which further advanced the Qualitative Impact analysis of climate change risks that had been conducted in 2021. (please refer to P35~37)
- For the details of the analyses, please refer to the our ESG website. URL : <https://mel-reit.co.jp/en/esg/environment/climate.html>

## Revision of Sustainability Policy

<Main points of revision>

Enhance of address for climate change toward achieving net zero GHG by 2050

Establishing nature and biological diversity sections

Changing "Empower Our People" to "Create Opportunities for Diverse Human Resources" to create new corporate value

- To clarify responsible responses to ESG issues, revised Sustainability Policy of the Asset Management Company on January 2024.
- Sustainability Policy  
URL : <https://mel-reit.co.jp/en/esg/sustainability/policy.html>



# 4

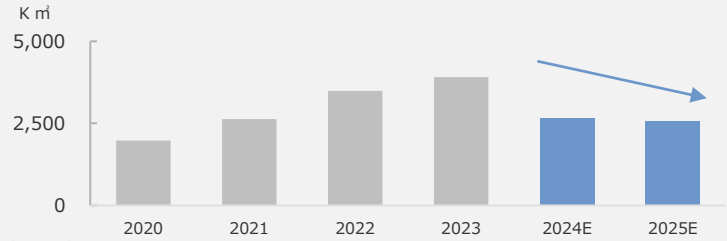
## Logistics Market



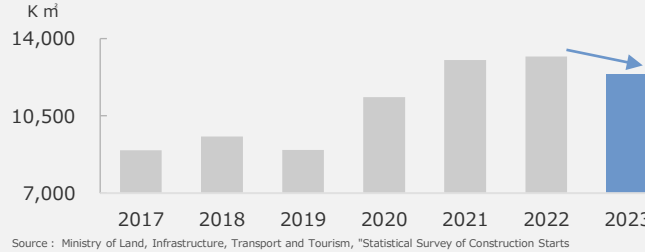
# Expected to See a Turnaround in the Supply-Demand Environment

## Decrease in future supply

Supply Trends (Tokyo Metropolitan Area)



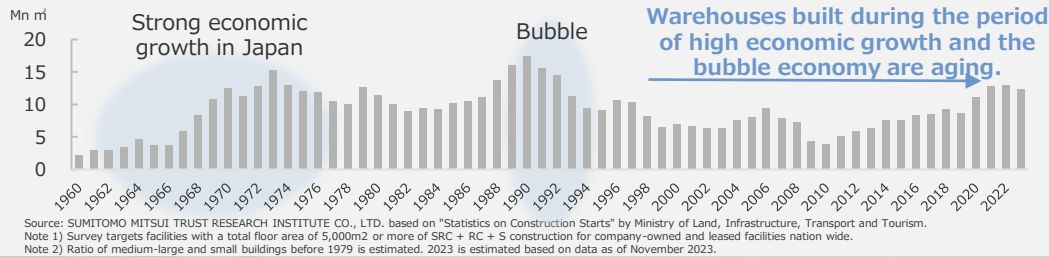
Construction Start Statistics



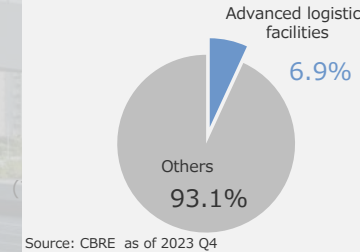
Future supply is expected to decrease due to soaring construction costs, etc.

## Rarity of advanced logistics facilities

Long-term data on construction starts of logistics facilities



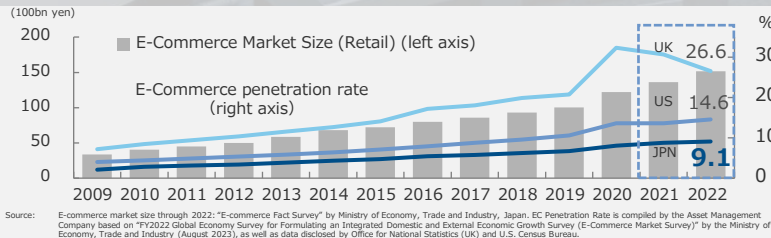
Proportion of advanced logistics facilities



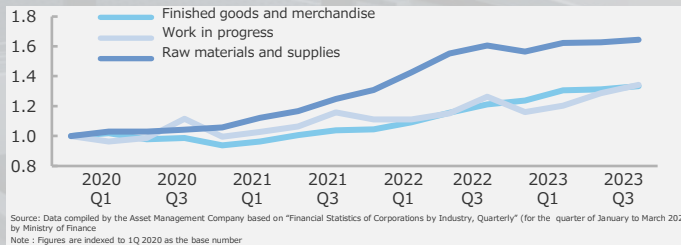
Proportion of advanced logistics facilities remains low and scarce

## Solid demand led by E-commerce

Trend in Retail E-Commerce Market Size and E-commerce Penetration Rate



Increase in Business Inventories



Demand remains strong due to expansion of the EC market and growing demand from the manufacturing sector

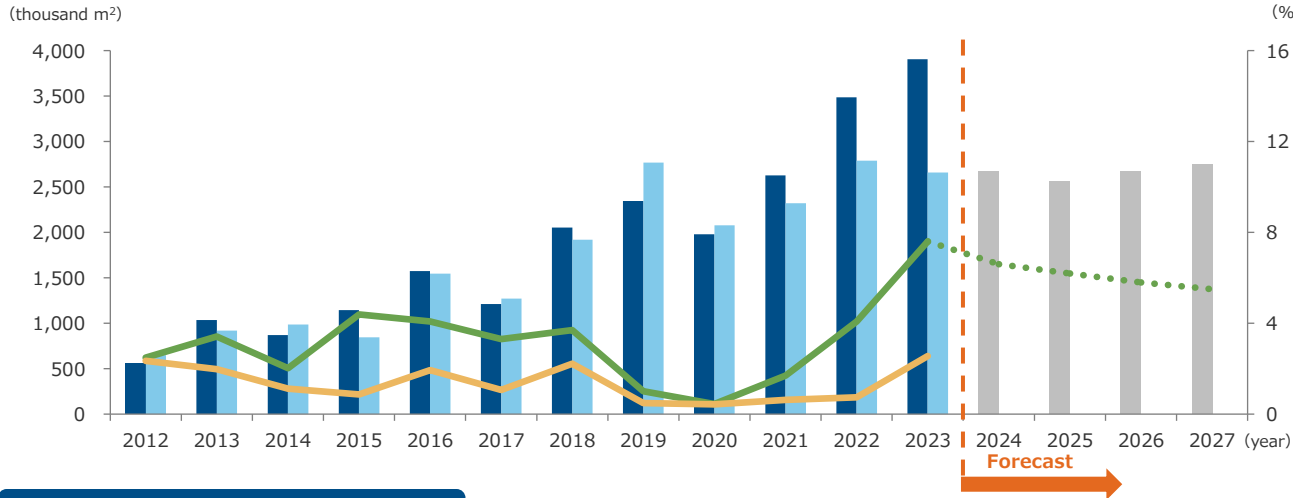


# Logistics Market Overview : Supply-Demand Trends by Region

## Tokyo Metropolitan Area



■ New supply (left axis)    ■ New demand (left axis)    ■ Forecast new supply (left axis)  
— Vacancy rate (right axis)    — Vacancy rate for one year or more after completion (right axis)



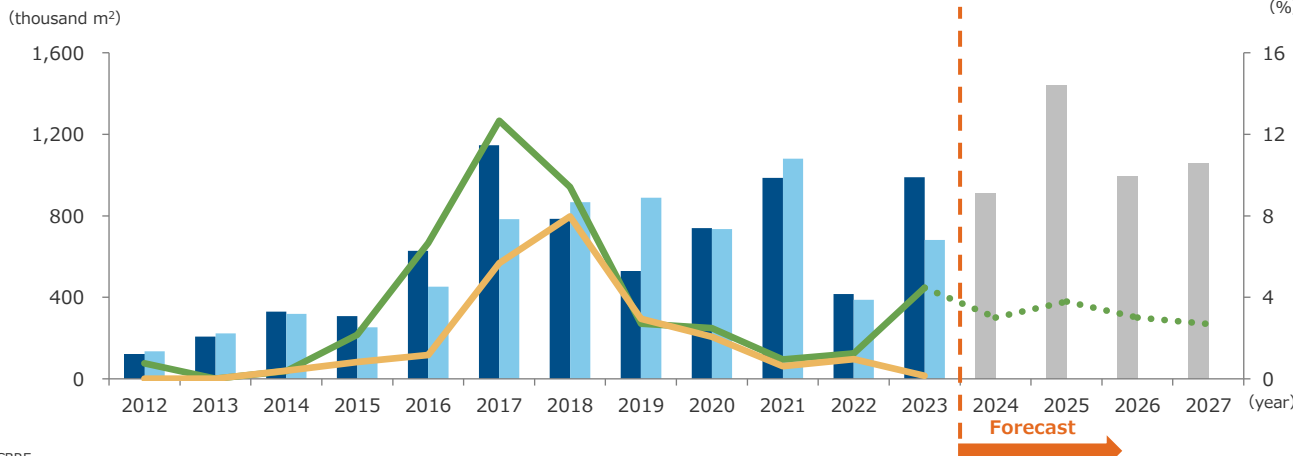
### < 2023 Q4 >

Vacancy rate	7.6%	(+0.4% QoQ)	▲
Vacancy rate (for one year or more after completion)	2.6%	(±0% QoQ)	—

● In 2023, the vacancy rate rose to 7.6% due to the largest supply ever. Although it is taking time to leasing up, supply is expected to decline from 2024 onward, and the supply-demand environment is expected to settle down.

## Osaka Metropolitan Area

■ New supply (left axis)    ■ New demand (left axis)    ■ Forecast new supply (left axis)  
— Vacancy rate (right axis)    — Vacancy rate for one year or more after completion (right axis)



### <2023 Q4>

Vacancy rate	4.5%	(+1.4% QoQ)	▲
Vacancy rate (for one year or more after completion)	0.1%	(-1.4% QoQ)	▼

● Although the vacancy rate rose in 2023 due to the large supply in emerging areas, the vacancy rate for one year or more after completion was 0.1%, almost fully occupied. 2024 and beyond are expected to have a certain amount of supply, but the around 80% of expected supplies in next twelve months is pre-leased and the vacancy rate is expected to decline.

Source: CBRE

(Note 1) "Tokyo Metropolitan Area" refers to Tokyo, Chiba, Saitama, Kanagawa and Ibaraki prefectures. "Osaka Metropolitan Area" refers to Osaka, Hyogo and Kyoto prefectures.  
 (Note 2) "New supply" refers to the total leasable area of newly constructed logistics facilities for lease. "New demand" refers to an increase or decrease in occupied floor space. An increase or decrease in occupied floor space is newly contracted floor space minus vacated floor space.  
 (Note 3) "Mid to Large Logistics Facilities" refer to logistics facilities for lease with a total floor area of 5,000 m<sup>2</sup> or more, which are owned by real estate investment companies or real estate development companies, etc. The survey does not include logistics facilities for lease owned by logistics companies, etc., and does not cover all logistics facilities for lease with a total floor space of 5,000 m<sup>2</sup> or more.

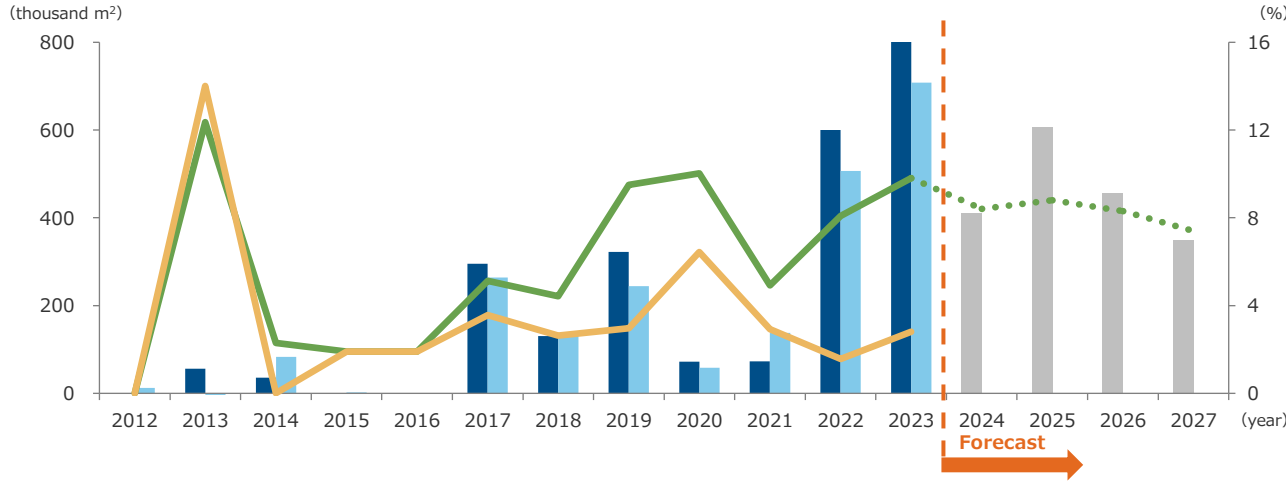


# Logistics Market Overview : Supply-Demand Trends by Region

## Nagoya Metropolitan Area



■ New supply (left axis)   
 ■ New demand (left axis)   
 ■ Forecast new supply (left axis)  
— Vacancy rate (right axis)   
 — Vacancy rate for one year or more after completion (right axis)



### <2023 Q4>

Vacancy rate	9.8%	(+1.6% QoQ)	▲
Vacancy rate (for one year or more completion)	2.8%	(-4.7% QoQ)	▼

- Although 2023 saw the largest supply in history, demand is at an all-time high, with significant needs from the automotive and other manufacturing sectors, and expansion needs are expected to continue in the future. Vacancy rate is expected to gradually decline from 2024 onward as supply decreases.

## Kyushu Area



### <2023 Q4>

Vacancy rate	7.4%	(+1.9% QoQ)	▲
--------------	------	-------------	---

- The vacancy rate increased in 2023 due to large properties leaving vacancies, but demand is strong at the second highest level since the survey began. The vacancy rate is expected to decline in the future, as more than 60% of properties to be supplied in 2024 is expected to be pre-leased.

Source: CBRE

(Note 1) "Nagoya Metropolitan Area" refers to Aichi, Mie and Gifu prefectures. "Kyushu Area" refers to Fukuoka and Saga prefectures.

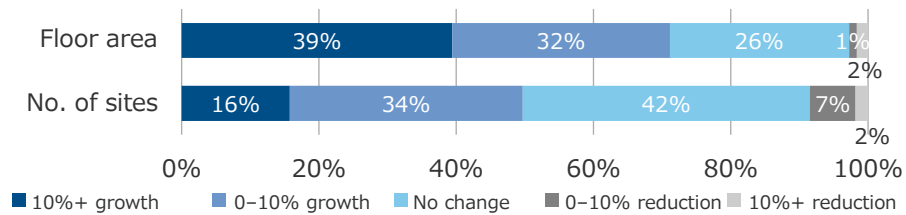
(Note 2) "New supply" refers to the total leasable area of newly constructed logistics facilities for lease. "New demand" refers to an increase or decrease in occupied floor space. An increase or decrease in occupied floor space is newly contracted floor space minus vacated floor space.

(Note 3) "Mid to Large Logistics Facilities" refer to logistics facilities for lease with a total floor area of 5,000 m<sup>2</sup> or more, which are owned by real estate investment companies or real estate development companies, etc. The survey does not include logistics facilities for lease owned by logistics companies, etc., and does not cover all logistics facilities for lease with a total floor space of 5,000 m<sup>2</sup> or more.



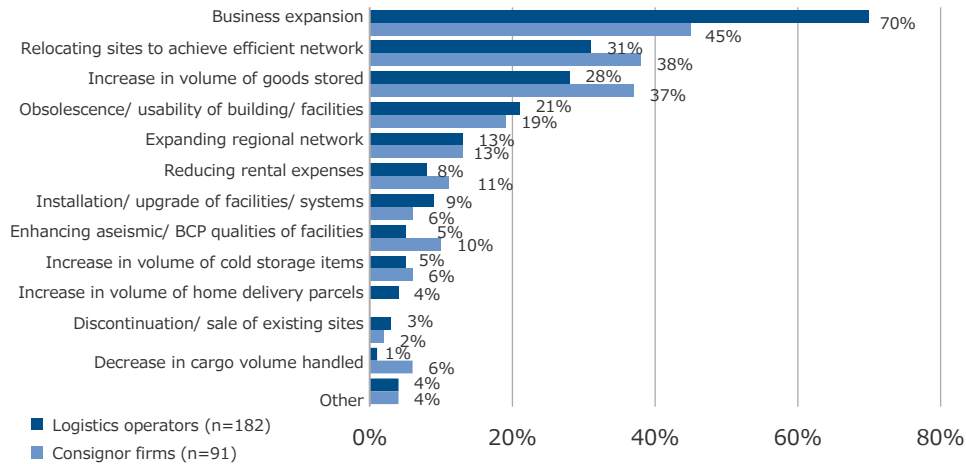
# Logistics Facility Tenant Trends

## Logistics Tenants' Expansion Plan Over the Next Three Years



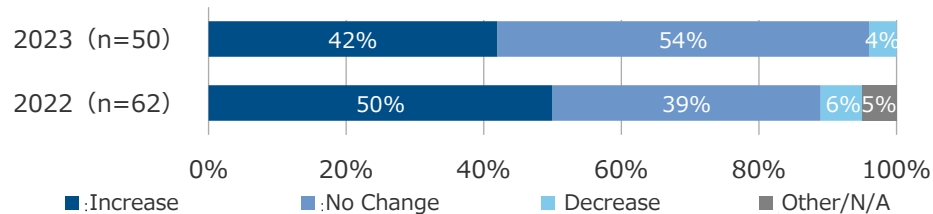
Source: CBRE K.K. "Japan Logistics Occupier Survey 2023" (June 2023)

## Reasons for Logistics Network Plans (up to three answers allowed)



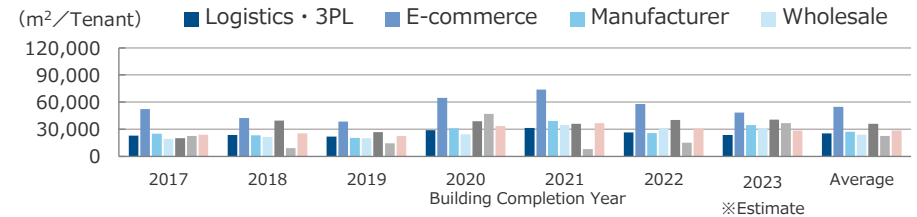
Source: CBRE K.K. "Japan Logistics Occupier Survey 2023" (June 2023)

## Outlook on 3PL Outsourcing for the Next Three Years (n=Consignor Firms)



Source: CBRE K.K. "Japan Logistics Occupier Survey 2023" (June 2023)

## Trend in Facility Area Usage per Tenant by Industry



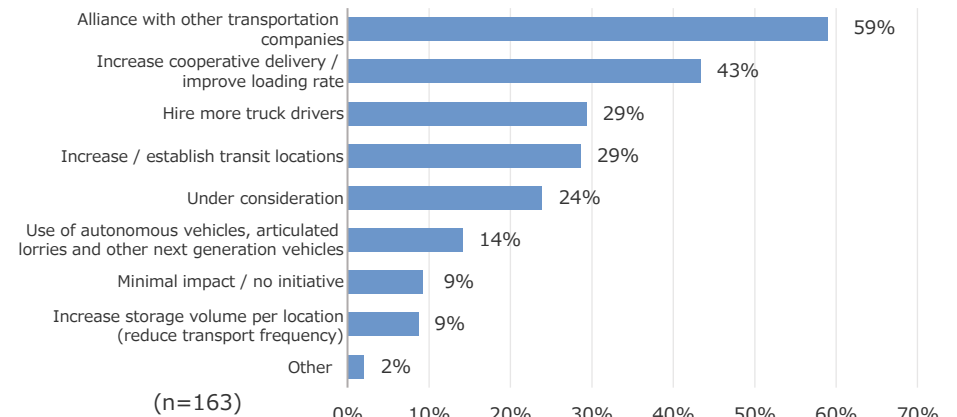
Source: SUMITOMO MITSUI TRUST RESEARCH INSTITUTE CO., LTD.

Note 1: As of end of Nov. 2023. Only tenants with disclosed estimate values are considered for 2023

Note 2: Tenant information is obtained from public information as well as local information and is not exhaustive. Usage area is for reference only

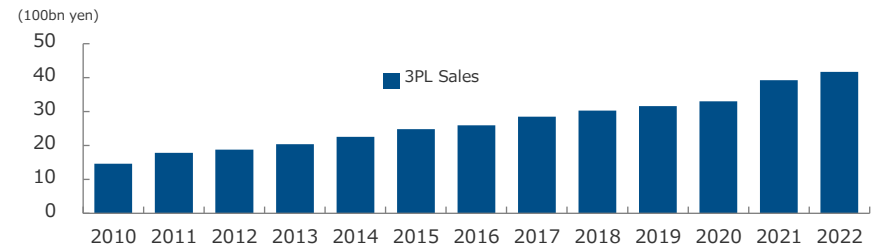
Note 3: Some tenants may have been replaced since completion as the data used is current information, not at the point of completion

## Initiatives to Address the "2024 Problem" (multiple answers allowed)



Source: CBRE K.K. "Logistics Occupier Survey 2023" (June 2023)

## 3PL Market Size



Source: Compiled by the Asset Management Company based on "Monthly Logistics Business Sep. 2023"

Note: Each fiscal year is the period beginning on April 1 and ending on March 31 of the following year, which does not coincide with the fiscal period of MEL

# 5

## Appendix



# Financial Results for the Fiscal Period Ended Feb. 2024

Operating Results (mn yen)	FP Ended Aug. 2023 Actual (14th FP)(A)	FP Ended Feb. 2024 Actual (15th FP)(B)	Difference (B) - (A)	FP Ended Feb. 2024 Forecast (15th FP)
Operating Revenues	7,510	7,746	① +235	7,783
Operating Rental Revenues	7,510	7,746	+235	7,783
Operating Rental Expenses (excluding depreciation)	1,465	1,386	-78	1,542
NOI	6,045	6,359	+313	6,241
Depreciation	1,317	1,361	+44	1,366
General and Administrative Expense	927	962	+34	954
Operating Income	3,800	4,034	② +234	3,919
Non-operating Profit and Loss	-292	-314	-22	-318
Ordinary Income	3,507	3,719	③ +212	3,600
Net Income	3,506	3,718	+212	3,599
<b>Distributions per Unit (yen)</b>				
Distributions per Unit (including SCD)	7,832	8,083	+251	7,963
Distributions per Unit (excluding SCD)	6,965	7,387	+422	7,149
Surplus Cash Distributions (SCD) per Unit	867	696	-171	814
Ratio of SCD to Depreciation	33.2%	25.8%	-7.4%	30.0%
Number of Investment Units Issued and Outstanding (units)	503,485	503,485	±0	503,485
<b>Other Statistics</b>				
FFO per Unit (yen)	9,581	10,091	+510	9,863
AFFO per Unit (yen)	9,032	8,821	-211	8,553
AFFO Payout Ratio	86.7%	91.6%	+4.9%	93.1%
LTV	38.0%	40.2%	+2.2%	40.3%
NAV per Unit (yen)	395,815	397,624	+1,809	-

## Main Factors of Variance 14th FP Actual vs. 15th FP Actual (Contribution to Net Income)

①	<ul style="list-style-type: none"> <li>Contribution of revenues from properties acquired in 15th FP +219mn yen</li> <li>Rent increase, etc. from existing properties +54mn yen</li> <li>Decrease in utilities income -35mn yen</li> <li>Decrease in other revenue -3mn yen</li> </ul>
②	<ul style="list-style-type: none"> <li>Increase in Operating Revenues (above①) +235mn yen</li> <li>Increase in Operating expenses -0.7mn yen                             <ul style="list-style-type: none"> <li>Decrease in leasing cost +40mn yen</li> <li>Decrease in utilities cost +32mn yen</li> <li>Decrease in repair cost +2mn yen</li> <li>Increase in depreciation -44mn yen</li> <li>Decrease in other operating rental expenses +3mn yen</li> <li>Increase in general and administrative expenses -34mn yen</li> </ul> </li> </ul>
③	<ul style="list-style-type: none"> <li>Increase in Operating Income (above②) +234mn yen</li> <li>Change in non-operating profit and loss -22mn yen                             <ul style="list-style-type: none"> <li>Increase in interest expenses -32mn yen</li> <li>Increase in interest expenses on investment corporation bond -8mn yen</li> <li>Absence of investment corporation bond issuance costs +17mn yen</li> </ul> </li> </ul>

### Properties Acquired in 15th FP

Total Acquisition Price 9.4 bn yen





# Forecasts for the Fiscal Periods Ending Aug. 2024 and Feb. 2025

Operating Results (mn yen)	FP Ended Aug. 2023 Actual (15th FP)(A)	FP Ending Feb. 2024 Forecast (16th FP)(B)	Difference (B) - (A)	(Reference) FP Ending Aug. 2024 Forecast (17th FP)
Operating Revenues	7,746	9,125	① +1,379	9,004
Operating Rental Revenues (excluding gain from disposition)	7,746	7,732	-13	7,642
Gain from Disposition	-	1,392	+1,392	1,361
Operating Rental Expenses (excluding depreciation)	1,386	1,509	+122	1,411
NOI	6,359	6,223	-135	6,231
Depreciation	1,361	1,365	+3	1,358
General and Administrative Expense	962	1,142	+179	1,127
Operating Income	4,034	5,108	② +1,073	① 5,107
Non-operating Profit and Loss	-314	-383	-68	-352
Ordinary Income	3,719	4,725	③ +1,005	4,754
Net Income	3,718	4,724	+1,005	4,753
<b>Distributions Per Unit (yen)</b>				
Distributions per Unit (including SCD)	8,083	9,382	+1,299	9,441
Distributions per Unit (excluding SCD)	7,387	9,382	+1,995	9,441
Surplus Cash Distributions (SCD) per Unit	696	-	-696	-
Ratio of SCD to Depreciation	25.8%	-	-25.8%	-
Number of Investment Units Issued and Outstanding (units)	503,485	503,485	±0	503,485
<b>Other Statistics</b>				
FFO per Unit (yen)	10,091	9,329	-762	9,433
AFFO per Unit (yen)	8,821	9,099	+278	9,177
AFFO Payout Ratio	91.6%	103.1%	+11.5%	102.9%
LTV	40.2%	40.1%	-0.1%	40.0%

## Main Factors of Variance 15th FP Actual vs. 16th FP Forecast (Contribution to Net Income)

①	• Disposition gain from MJLP Sendai 1	+1,392mn yen
	• Decrease in operating revenues from asset replacement	-61mn yen
	• Increase in operating revenues mainly due to full contribution of revenues from asset acquired in 15th FP	+48mn yen

②	• Increase in Operating Revenues (above①)	+1,379mn yen
	• Increase in Operating Expenses	-305mn yen
	Increase in leasing fee	-95mn yen
	Decrease in rental operating expenses from asset replacement	+40mn yen
	Increase in property tax due to properties acquired in 15th FP, etc.	-43mn yen
	Increase in depreciation for existing properties	-23mn yen
	Increase in other operating expenses on existing properties	-5mn yen
	Increase in general and administrative expenses	-179mn yen

③	• Increase in operating income(above②)	+1,073mn yen
	• Change of non-operating profit and loss	-68mn yen
	Increase in interest expenses	-26mn yen
	Increase in other non-operating cost	-40mn yen

## Main Factors of Variance 16th FP Forecast vs. 17th FP Forecast (Contribution to Net Income)

①	• Decrease in operating revenues mainly due to temporary loss from existing properties (Estimate downtime, etc.)	-121mn yen
	• Decrease in operating expenses due to decrease in leasing fee and operating expenses from asset replacement, etc.	+119mn yen

# MEL's Features

## Stable Growth Strategy with Hybrid Model “Developer × Real Estate Asset Manager”

### Mitsubishi Estate Logistics REIT Investment Corporation

No. of Properties / Asset Size <b>34</b> properties/ <b>271.0</b> bn yen	Sponsor-developed Properties / MJIA-sourced Properties <b>65.3%</b> / <b>34.7%</b>	Average Occupancy Rate <b>99.9%</b>	Avg. Appraisal NOI Yield <b>4.7%</b>	LTV <b>40.2%</b>	Credit Rating (JCR) <b>AA</b> (Stable)
--	--	--	---	---------------------	--

Sponsor

 **MITSUBISHI ESTATE**



Development / Facilities Management

#### Contribution to the Pipeline Supply

- **Continuous contribution to the portfolio** through the development of state-of-the-art logistics facilities based on MEC's extensive development know-how and high creditworthiness

#### Leasing Support

- MEL has achieved stable operations since its listing, **provided by MEC's leasing capabilities** based on its strength in customer relations cultivated through a wide range of business areas.

External Growth

Internal Growth

Asset Management Company

Investment / Asset Management



 **MITSUBISHI JISHO INVESTMENT ADVISORS, INC.**

#### MJIA's Sourcing

- **Acquired properties at favorable conditions** by utilizing MJIA's **various ingenious strategies** based on its experience of investing and managing various assets since the early days of real estate funds

#### MJIA's Unique Initiatives other than Rent Revision

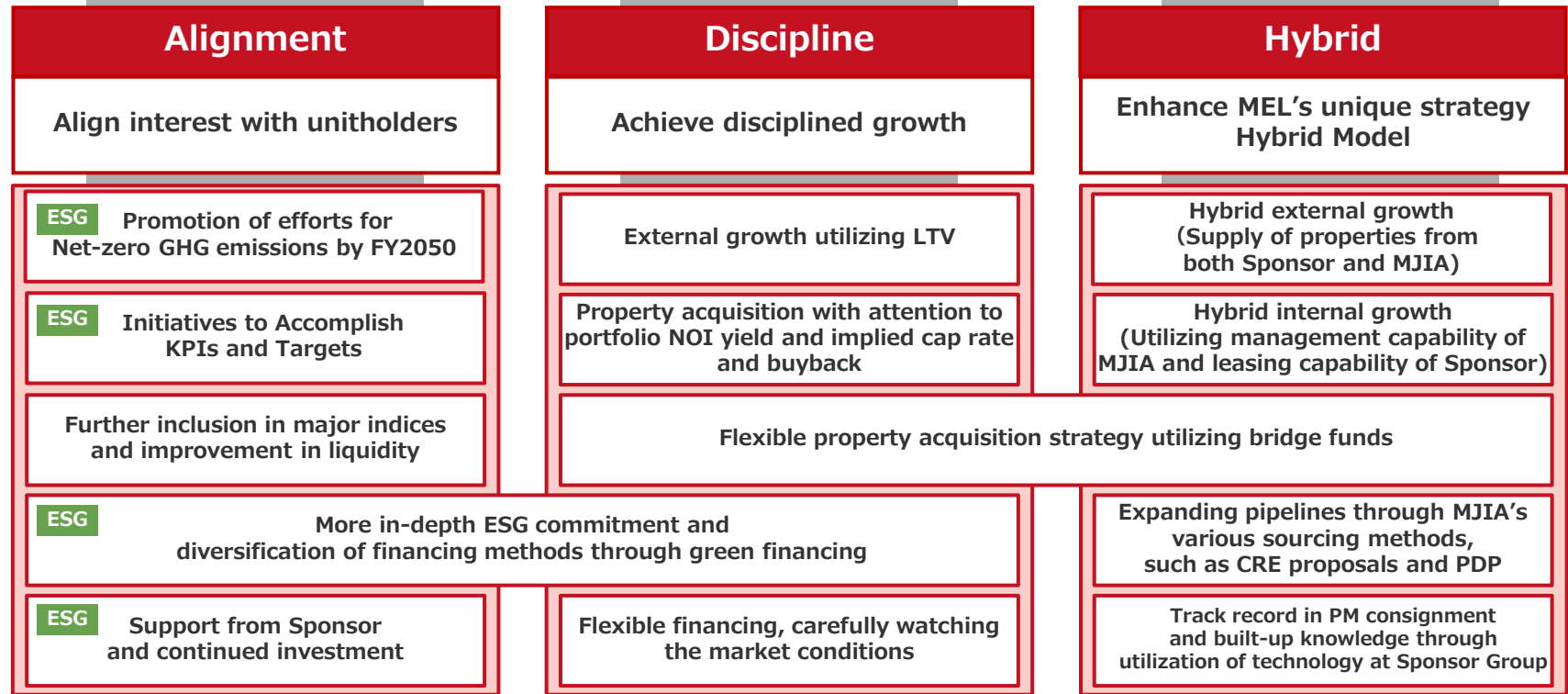
- **Realized revenue increase/expense reduction other than rent revision** by utilizing MJIA's proprietary know-how based on its extensive experience in real estate fund management

Note: As of Feb. 29, 2024



# Management Policy based on “Three Pillars” (Amended in Oct. 2021)

## Maximization of Unitholder Value in Mid- to Long-term



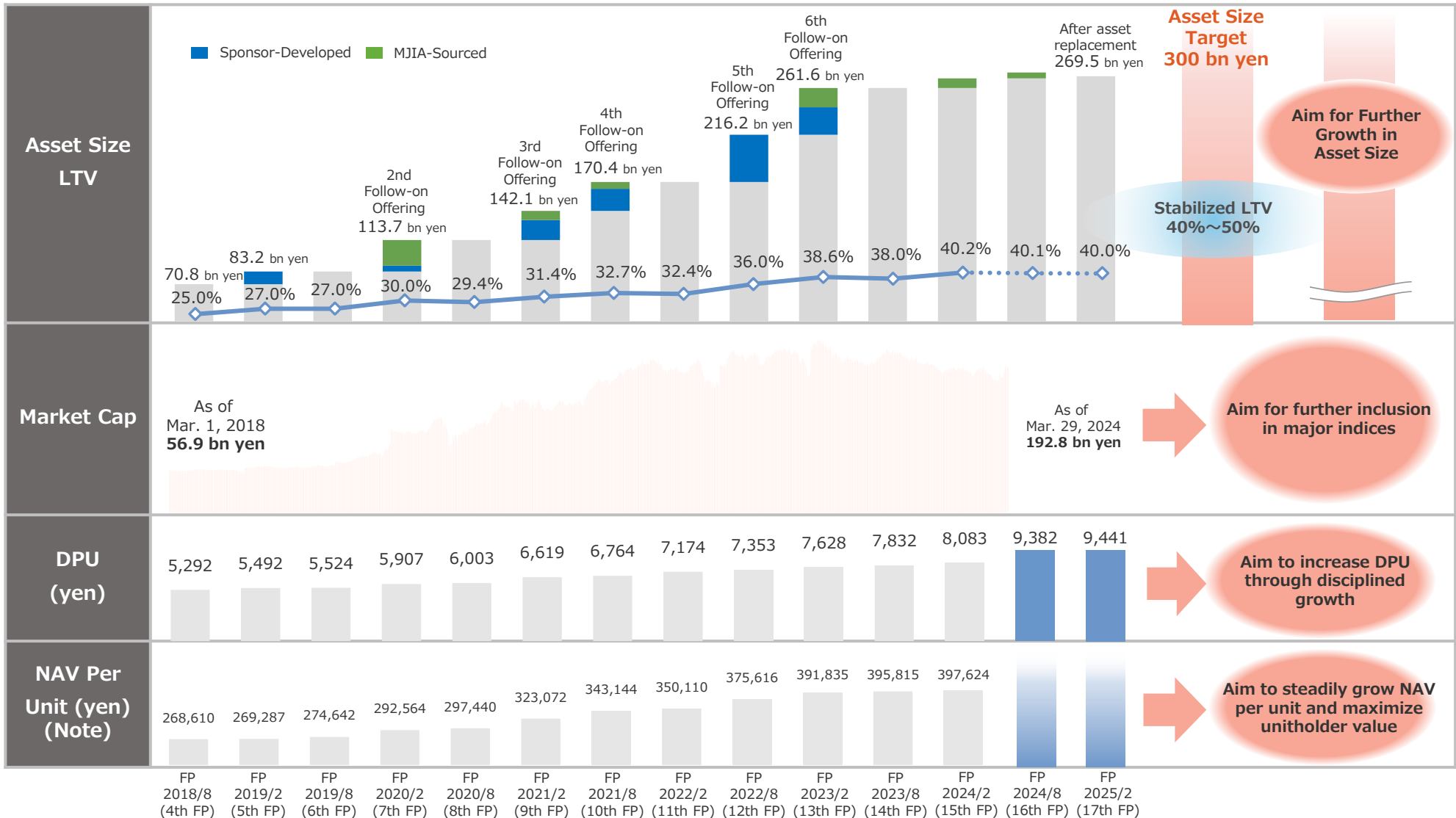
Measures continued from the past and to be taken in the future

Measures executed and achieved

- ✓ Continued growth through execution of follow-on offerings based on “Three Pillars” (Oct. 2022, Mar. 2022, Mar. 2021, Sept. 2020 and Oct. 2019)
- ESG** ✓ Acquisition of the highest rating “5 Stars” from GRESB for four consecutive years (Oct. 2023, Oct. 2022, Oct. 2021 and Nov. 2020)
- ESG** ✓ Conduct TCFD quantitative analysis, CDP Climate Change rating “A-List”, Established KPI based on SBT, formulated Transition Plan (Mar. 2024, Feb. 2024, Jun. 2023, Apr. 2023, Dec. 2021)
- ESG** ✓ Introduction of cumulative investment for employees of Sponsor and MJIA (Mar. 2021)
- ✓ Inclusion in the FTSE EPRA Nareit Global Real Estate Index Series (Jun. 2020)
- ESG** ✓ Introduction of the asset management fee structure fully linked to unit price performance, first among J-REITs (May 2019)

# Mid-to Long-Term Growth Strategy

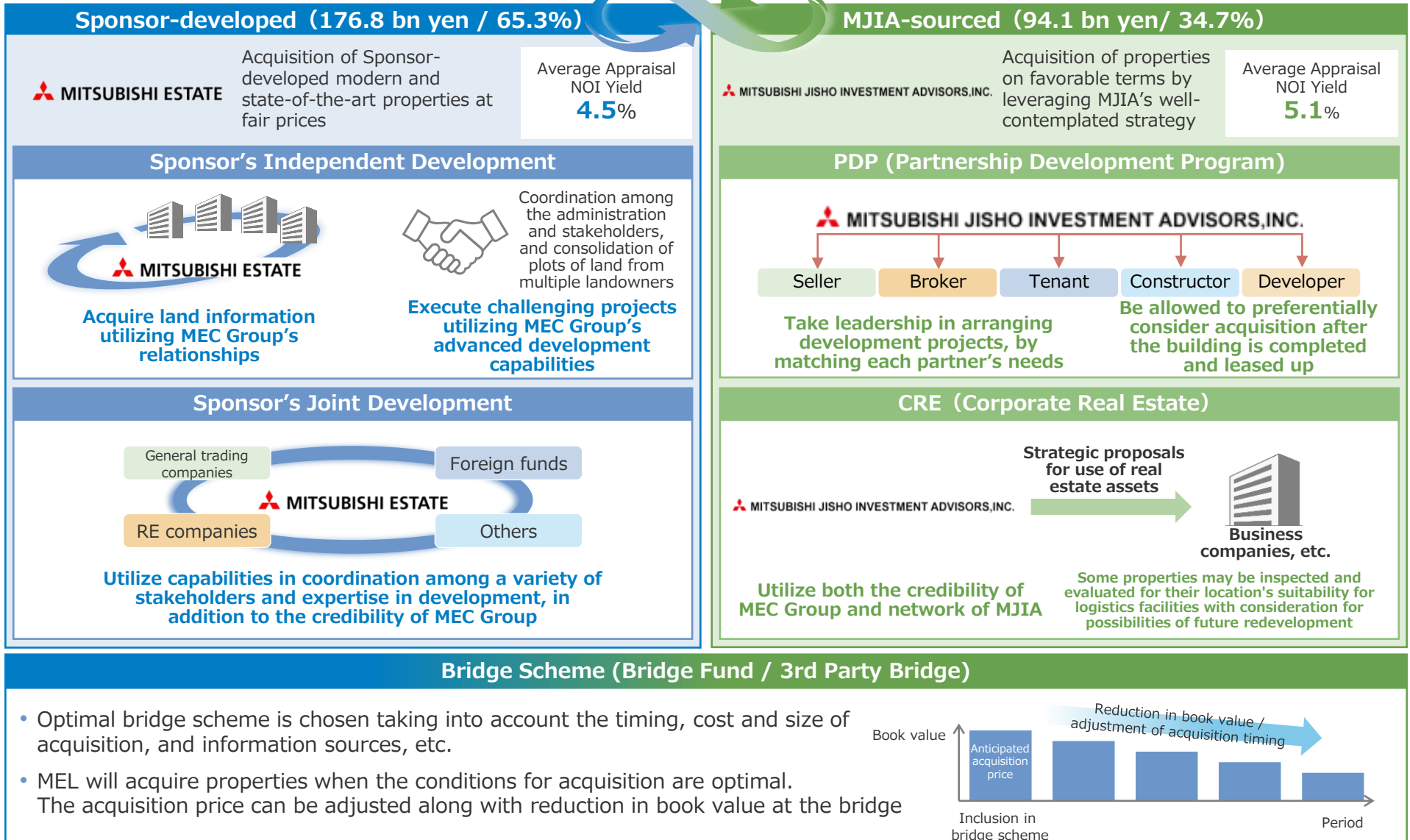
## Asset size target and transition of key financial figures



Note : NAV Per Unit shows after paying Surplus Cash Distributions NAV



# Strategy for Achieving Hybrid External Growth



Note: As of Feb. 29, 2024



# Strategy for Achieving Hybrid External Growth(2)

## Role of MJIA in PDP (Partnership Development Program)

MJIA leads entire development process and considers the needs of all parties involved. This approach enables MEL to obtain preferential negotiation rights after the property is completed and leased up

### Flow of PDP and MJIA's Role

Typical Development Process	Contribution of MJIA
<b>Sourcing</b>	<ul style="list-style-type: none"> <li>Acquire a wide range of property information through strong relationships with a wide variety of real estate brokers and access to information on related/closed deals</li> </ul>
<b>Planning</b>	<ul style="list-style-type: none"> <li>Analysis of the market environment of nearby logistics facilities</li> <li>Support of selection of optimal plan specifications based on tenant needs, site, and surrounding environment</li> <li>Simulation of estimated costs and project cash flow</li> </ul>
<b>Land Acquisition</b>	<ul style="list-style-type: none"> <li>Search for holders according to return characteristics for each deal</li> <li>Planning ability and broad and strong relationships to invite the most suitable partner for each project</li> </ul>
<b>Development Support</b>	<ul style="list-style-type: none"> <li>Support for selection of construction companies and conclusion of construction contracts</li> <li>Participation in regular on-site meetings and advice on changing plan</li> <li>Manage overall project progress</li> <li>Participation in a variety of inspections after construction completion</li> </ul>
<b>Leasing</b>	<ul style="list-style-type: none"> <li>Leasing activities by utilizing the MEC Group's wide tenant network</li> <li>Provide advice on determining terms of lease agreements with tenants</li> </ul>
<b>Operation Management</b>	<ul style="list-style-type: none"> <li>Support for selection of Property Management and Building Management</li> <li>Support for periodic reportings regarding operational management</li> </ul>
<b>Exit Strategy</b>	<ul style="list-style-type: none"> <li>Obtain preferential negotiation right on the background of MEC Group's high credibility</li> <li>Meeting holders' selling intention by providing exit function</li> </ul>

### MJIA's Strengths Shown in the Acquired Properties

#### MJ Logipark Ichinomiya 1



- Obtained land information from a close general contractor
- Assigned the developer which has several transactions with MJIA and advised its development plan and cash flow simulation
- Obtained the preferential negotiation right by providing an exit and started to develop

#### Functions offered by MJIA<sup>(Note)</sup>



#### MJ Logipark Inzai 1



- Established a new project through MJIA's expertise in land information
- Advised on development plans and cash flow simulation to a development partner
- MEC Group invited tenants and leased up

#### Functions offered by MJIA<sup>(Note)</sup>



#### MJ Logipark Takatsuki 1



- Obtained land information from a broker with close ties to MJIA
- Identified the tenant's needs based on MJIA's familiarity with the surrounding area
- Development launch by developer with the preferential negotiation right immediately after selection of potential tenant and developer

#### Functions offered by MJIA<sup>(Note)</sup>



Note: Functions offered by MJIA are colored same as in the left chart





# Strategy for Achieving Hybrid Internal Growth

## Mitsubishi Estate Logistics REIT Investment Corporation

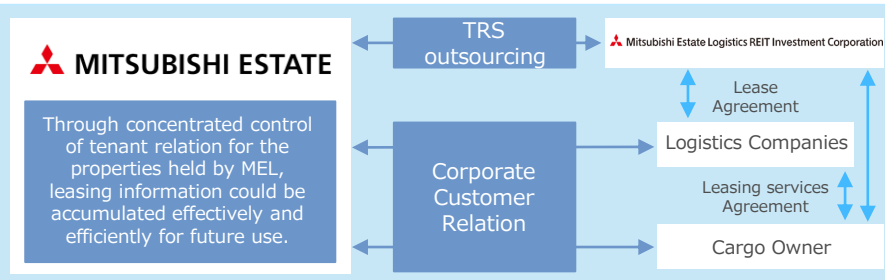
### Sponsor

#### Utilize Accumulated Know-How and Relations with Customers of MEC Group

**MITSUBISHI ESTATE** Aim for steady internal growth that meets market needs by leveraging customer relations cultivated in the office and retail property business, etc.

#### TRS (Tenant Relation Support) Services

Aim to realize internal growth over the medium-to-long-term by outsourcing tenant relation, tenant recruitment and proposal of leasing policy to the Sponsor



#### Example of tenant leasing by MEC

Successfully invited the existing tenant of the office building managed by the MEC Group by meeting their needs for logistics facilities.

Logicross Fukuoka Hisayama



### MJIA

#### Realize Internal Growth by MJIA's Unique Initiatives

**MITSUBISHI JISHO INVESTMENT ADVISORS, INC.** Realized internal growth by leveraging MJIA's proprietary know-how based on extensive experience of real estate fund management capabilities

#### Profit Improvement Measures (example)

##### Switching to LED based on Green Lease contract

Aggregate total Approx. +8.2 mn yen/FP

MJ Logipark Fukuoka 1, etc.



- Installed LED lighting at the cost of MEL, and MEL receipts Green Lease fee as a portion of the reduction in cost to be borne by tenant
- Improved tenant convenience and satisfaction with the latest dimming functions and reduced electricity costs significantly

#### Cost Reduction Measures (example)

##### Review Asset Evaluation of the Properties

Aggregate total Approx. -2.2 mn yen/FP (Except lump-sum refunds)

Logicross Atsugi, etc.



- Review asset evaluation of the properties. Realized to decrease property tax by negotiating with relevant government office regarding difference from evaluation
- Gained refund of property tax due to review in asset valuation

### Partnership with Tokyo Ryutsu Center (TRC)

- TRC is a consolidated subsidiary of MEC since 2016. MEL promotes PM outsourcing to TRC in our portfolio
- Promoting the accumulation of know-how thorough personnel exchange among TRC, MEC and MJIA

#### Example of tenant leasing by TRC

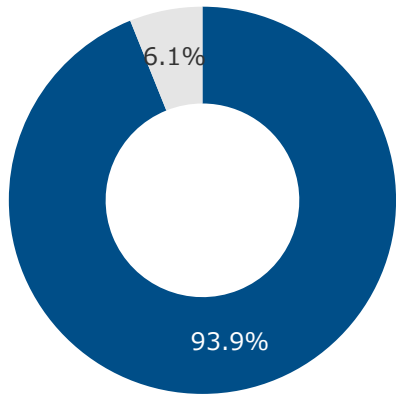
Successfully invited the existing tenant of the property managed by TRC by meeting their needs for opening new offices in Nagoya area

Logicross Nagoya Kasadera

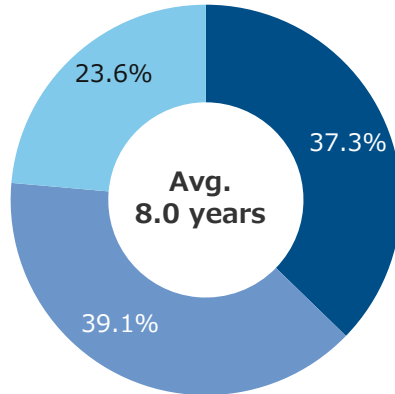


# Portfolio Summary

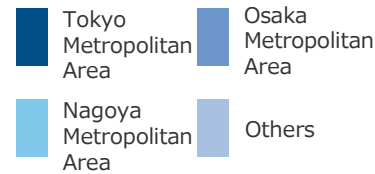
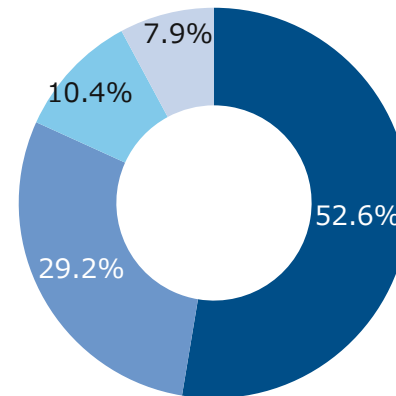
Logistics facility /Others  
(Based on acquisition price)



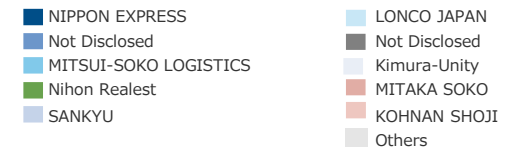
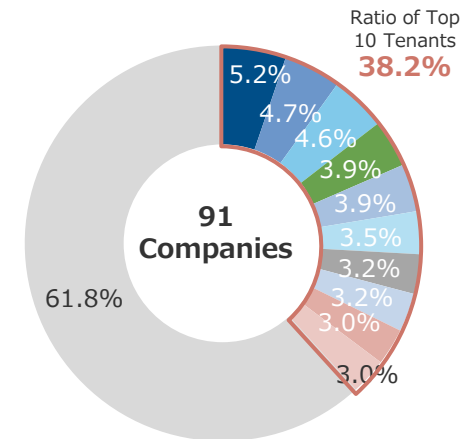
Property Age  
(Based on acquisition price)



Area Diversification  
(Based on acquisition price)



Tenant Diversification  
(Based on leased area excluding Land)



Note : As of Feb. 29, 2024



# Portfolio Overview

## Sponsor-Developed Properties

Logicross Fukuoka Hisayama



Logicross Atsugi



Logicross Kobe Sanda



Logicross Osaka



Logicross Nagoya Kasadera



Logicross Narashino



Logicross Atsugi II



LOGIPOINT Sagamihara  
(49% co-ownership interest)



LOGIPOINT Hashimoto  
(45% co-ownership interest)



LOGIPOINT Osaka Taisho  
(37.5% co-ownership interest)



LOGIPOINT Kawasaki Bay  
(45% co-ownership interest)



Logicross Yokohama Kohoku



LOGISTA・Logicross Ibaraki Saito  
(A) (45% co-ownership interest)



LOGISTA・Logicross Ibaraki Saito  
(B) (45% co-ownership interest)



MJ Industrial Park Sakai(Land)



MJ Industrial Park Kobe (Land)



## MJIA-Sourced Properties

MJ Logipark Funabashi 1



MJ Logipark Atsugi 1



MJ Logipark Kazo 1



MJ Logipark Osaka 1



MJ Logipark Fukuoka 1



MJ Logipark Tsuchiura 1



MJ Logipark Nishinomiya 1



MJ Logipark Kasugai 1



MJ Logipark Kazo 2



MJ Logipark Sendai 1



MJ Logipark Inzai 1



MJ Logipark Takatsuki 1



MJ Logipark Higashi Osaka 1



MJ Logipark Funabashi 2



MJ Logipark Kakogawa 1



MJ Industrial Park Chiba-Kita (Land)



MJ Industrial Park Kawanishi (Land)



MJ Industrial Park Koriyama (Land)

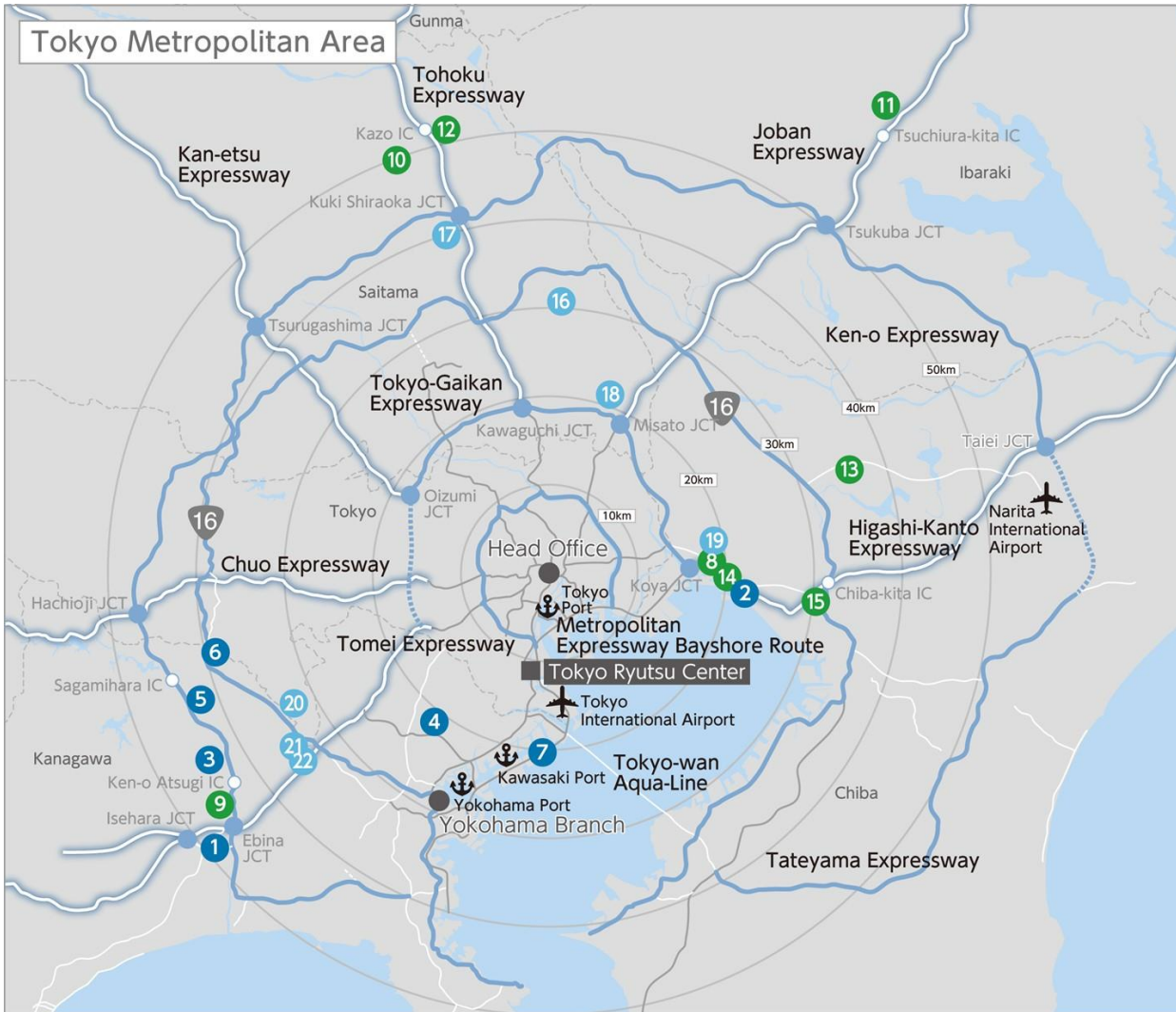


Note: As of Feb. 29, 2024





# Portfolio Map



- Current Properties (Sponsor-developed)    ● Pipeline Properties (Sponsor-developed)
- Current Properties (MJJA-sourced)       ● Pipeline Properties (MJJA-sourced)
- Head Office / Branch of Mitsubishi Estate    ○ Property to be Acquired

## Tokyo Metropolitan Area

1	Logicross Atsugi
2	Logicross Narashino
3	Logicross Atsugi II
4	Logicross Yokohama Kohoku
5	LOGIPOINT Sagamihara
6	LOGIPOINT Hashimoto
7	LOGIPOINT Kawasaki Bay
8	MJ Logipark Funabashi 1
9	MJ Logipark Atsugi 1
10	MJ Logipark Kazo 1
11	MJ Logipark Tsuchiura 1
12	MJ Logipark Kazo 2
13	MJ Logipark Inzai 1
14	MJ Logipark Funabashi 2
15	MJ Industrial Park Chiba-Kita (Land)
16	Logicross Kasukabe
17	Logicross Hasuda
18	Logicross Misato*
19	Logicross Funabashi
20	Logicross Sagamihara
21	Logicross Zama
22	Logicross Zama Komatsubara

\*Tentative name



# Portfolio Map

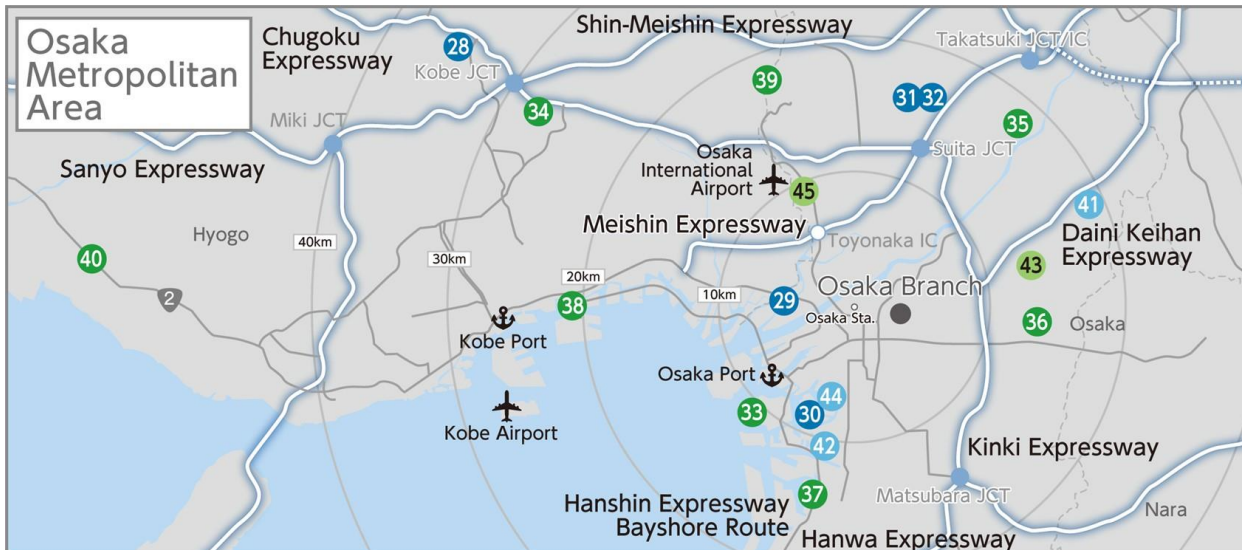


## Nagoya Metropolitan Area

23	Logicross Nagoya Kasadera
24	MJ Logipark Kasugai 1
25	MJ Logipark Ichinomiya 1
26	MJ Logipark Aisai 1*
27	MJ Logipark Okazaki 1*

## Osaka Metropolitan Area

28	Logicross Kobe Sanda
29	Logicross Osaka
30	LOGIPOINT Osaka Taisho
31	LOGiSTA·Logicross Ibaraki Saito (A)
32	LOGiSTA·Logicross Ibaraki Saito (B)
33	MJ Logipark Osaka 1
34	MJ Logipark Nishinomiya 1
35	MJ Logipark Takatsuki 1
36	MJ Logipark Higashi Osaka 1
37	MJ Industrial Park Sakai (Land)
38	MJ Industrial Park Kobe (Land)
39	MJ Industrial Park Kawanishi (Land)
40	MJ Logipark Kakogawa 1
41	Logicross Osaka Katano
42	Logicross Osaka Suminoe
43	MJ Logipark Daito 1*
44	Osaka Taisho Hirao Cold Storage Project*
45	MJ Logipark Toyonaka 1*



## Other Area

46	Logicross Fukuoka Hisayama
47	MJ Logipark Fukuoka 1
48	MJ Logipark Sendai 1
49	MJ Industrial Park Koriyama (Land)

\*Tentative name



# Features of MEC Group's Logistics Facilities Business

Exercise capabilities in development and operational management of logistics facilities, by leveraging the strengths of MEC, a comprehensive developer, and its group companies



Land Acquisition / Development



Operation & Management

## Strengths as a Comprehensive Developer

- Information gathering and leasing capabilities by leveraging client network through office and retail facility business and the branch network
- Advanced development capabilities based on diverse experience

### Extensive Information Gathering Capabilities

#### Utilizing Group-wide Network

- Obtaining a variety of land information through group-wide information sharing

Logicross Nagoya Kasadera



### Advanced development capabilities

#### Coordination among stakeholders and the administration

- MEL's ability to respond to complex schemes for ownership interest swaps were highly rated

#### Consolidation of plots of land from multiple landowners

- Efforts such as acquiring development lands through land consolidation of multiple owners

Logicross Hasuda



Logicross Kasukabe



### Utilizing Customer Relations

#### Corporate Customer Relations

- Collaborative project making full use of relation with office tenant in Otemachi, Marunouchi and Yurakucho area

#### Customer Network Supported by Branches

- Use of the regional network mainly in the areas where MEC's head office and branches are located to achieve tenant-leasing activities

LOGIPOINT Kawasaki Bay



Logicross Kobe Sanda



## Launch of Project for First "Next-gen Core Logistics Facility" Directly Connected to Expressway IC in Japan



Rendering

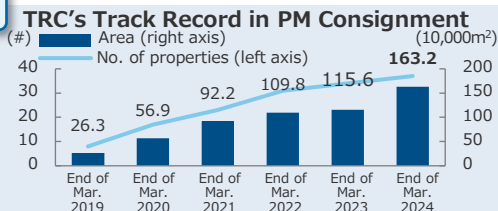
- A development project of a "next-gen core logistics facility" directly connected to an expressway interchange, the first in Japan, was launched in Aodani Advance Maintenance Area in the hillside area in the east of Jojo, Kyoto
- A dedicated ramp way directly connected to an IC will enable the facility to accept trucks under fully autonomous driving and truck platooning, which are anticipated to allow next-generation mobility to access the facility directly from the expressway, without passing through local roads and eventually address social challenges, including ever-increasing demand for cargo transportation and serious shortage of truck drivers
- MEC reached, on June 30, 2023, an agreement on its capital and business alliance with T2 Inc., a company aiming for building a next-gen logistics system leveraging autonomous driving technologies. Under the alliance, T2 will use a base for trucks under Level 4 autonomous driving that will be set up in the next-gen facility, and both parties will jointly develop a core logistics facility in which Level 4 trucks can drive and operate, as well as relevant services

## Strengths of the Logistics Facilities Business

- Tenant relationship activities in collaboration with TRC, which has extensive experience in the operation of logistics facilities
- Logistics solutions through use of technologies

### Collaboration with TRC

- TRC was made as a consolidated subsidiary of MEC in 2016
- Achieved over 1.5 million m<sup>2</sup> area of PM consignment



### Logistics Solutions

- Solutions for Warehouse Operation Using AI-based Analytics
- Introduction of AI robot cleaner





# TCFD Quantitative Analysis (1.5°C scenario) as of 2030

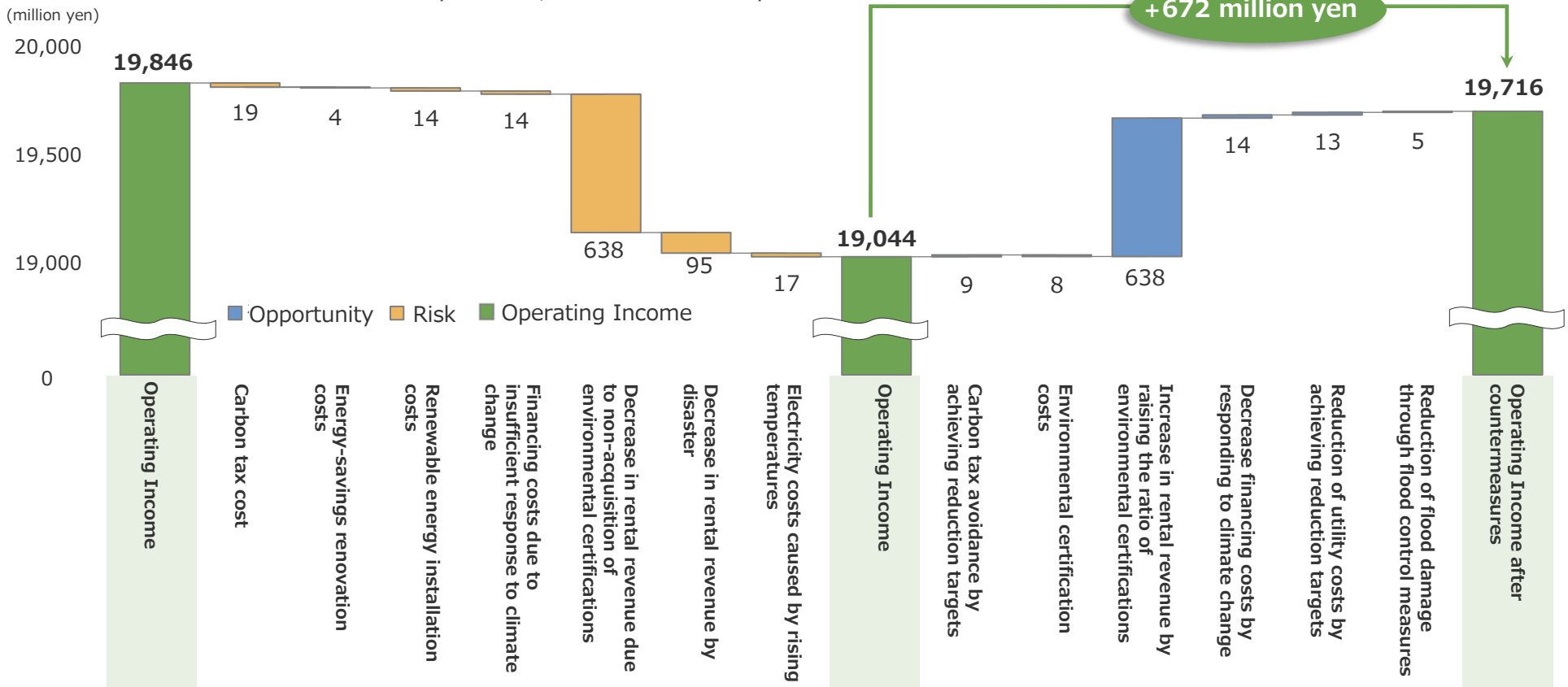
Transition risks increase. Environmental certifications in the portfolio have a significant impact on the increase or decrease in rental revenue, but countermeasures are taken to limit the decline in operating income.

## Major Financial Factors

- Transition risk  
Decrease in rental revenue resulting from non-acquisition of environmental certifications : ▲638 million yen
- Physical risk  
Decrease in rental revenue by disaster, etc. : ▲95 million yen

## Countermeasure

- Maintain and increase the ratio of environmental certifications
- Energy saving measures such as LEDs, air conditioning upgrades, etc.
- Increase the ratio of renewable energy through installation of solar power generation equipment, etc.
- Achievement of KPI targets



# TCFD Quantitative Analysis (4°C scenario) as of 2030

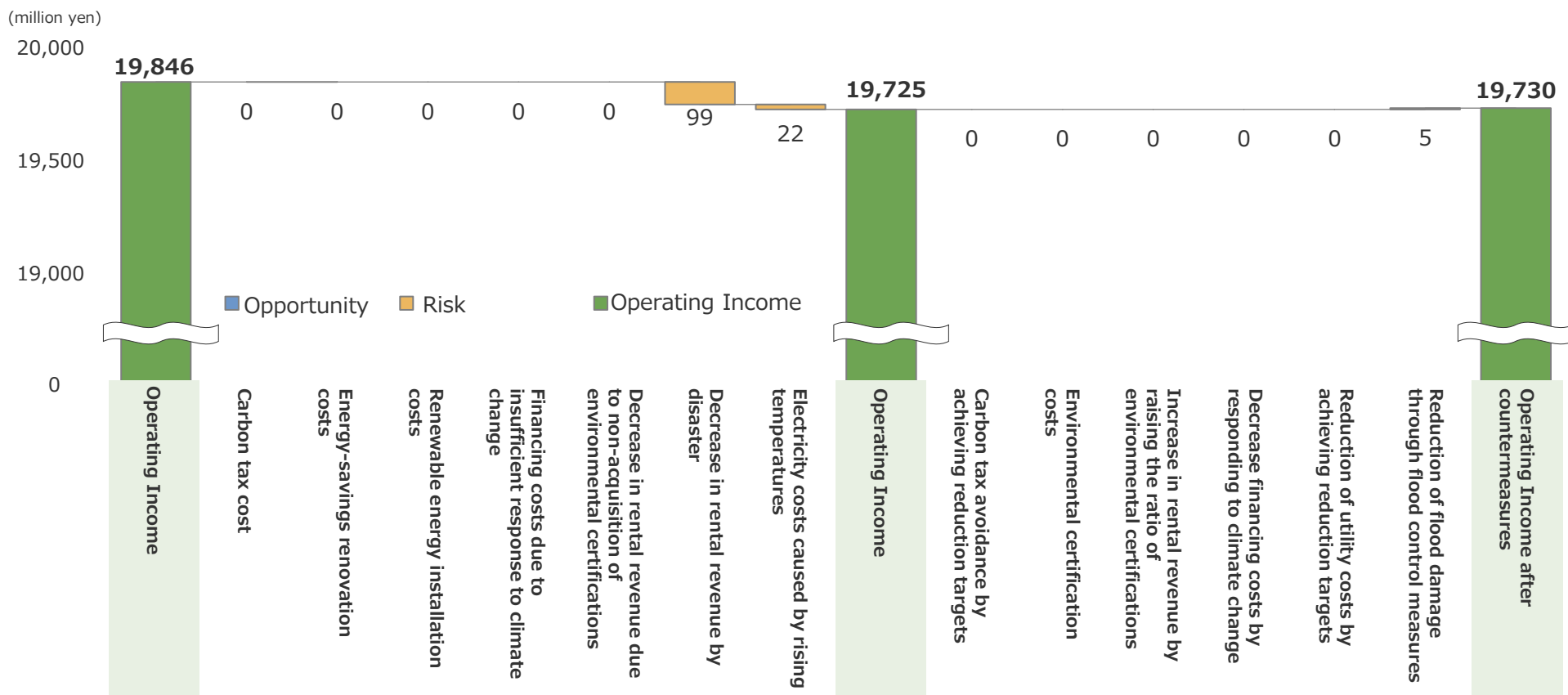
Physical risks increase. Operating income is expected to decrease slightly by building a highly resilient portfolio, despite a certain degree of damage to properties due to wind and flood damage and a decrease in rental revenues.

## Major Financial Factors

- Transition risk  
Minor financial impact
- Physical risk  
Decrease in rental revenue, etc. by disaster : ▲99 million yen

## Countermeasure

- Reduce damage through flood control



# Details of TCFD Quantitative Analysis

Category	Relations	Type	Financial impacts	Scope of Financial Impact Amount (million yen)				
				1.5°C		4°C		
				Medium term	Long term	Medium term	Long term	
Transition risk	Policies and Laws	Risk	Increase in carbon taxes	-19	-48	0	0	
		Opportunity	Avoidance of carbon tax through energy saving renovations and introduction of renewable energy	9	44	0	0	
		Risk	Increase in energy saving renovation costs	-4	-37	0	0	
	Technology	Risk	Increase in renewable energy installation costs	-14	-22	0	0	
		Opportunity	Reduction of utility costs through energy-saving renovation and introduction of renewable energy	13	31	0	0	
	Markets	Deterioration of procurement conditions for market participants not responding to climate change	Risk	Increase in financing costs due to inadequate response to climate change	-14	-45	0	0
			Opportunity	Decrease in financing costs by addressing climate change	14	45	0	0
		Increasing demand of green buildings from tenants	Risk	Decrease in rental revenue resulting from non-acquisition of environmental certifications	-638	-3,460	0	0
			Opportunity	Increase in rental revenue by increasing the ratio of environmentally certified properties in our portfolio	638	3,460	0	0
			Risk	Environmental certification costs	-8	-14	0	0
Physical risk	Acute	Risk	Decrease in rental revenue and increase in repair costs caused by the disaster	-95	-99	-99	-137	
		Opportunity	Reduce damage through flood control	5	5	5	7	
	Chronic	Risk	Increase in electricity costs due to rising temperatures	-17	-54	-22	-107	

(Note) "Medium-term" refers to the year 2030, and "long-term" refers to the year 2050.

# KPI Progress in TCFD

## Progress toward Goal Achievements by FY2030

### KPIs / Targets

**GHG emission  
(Scope1+2)**  
**42% reduction**

**Energy consumption  
intensity**

**15% reduction**

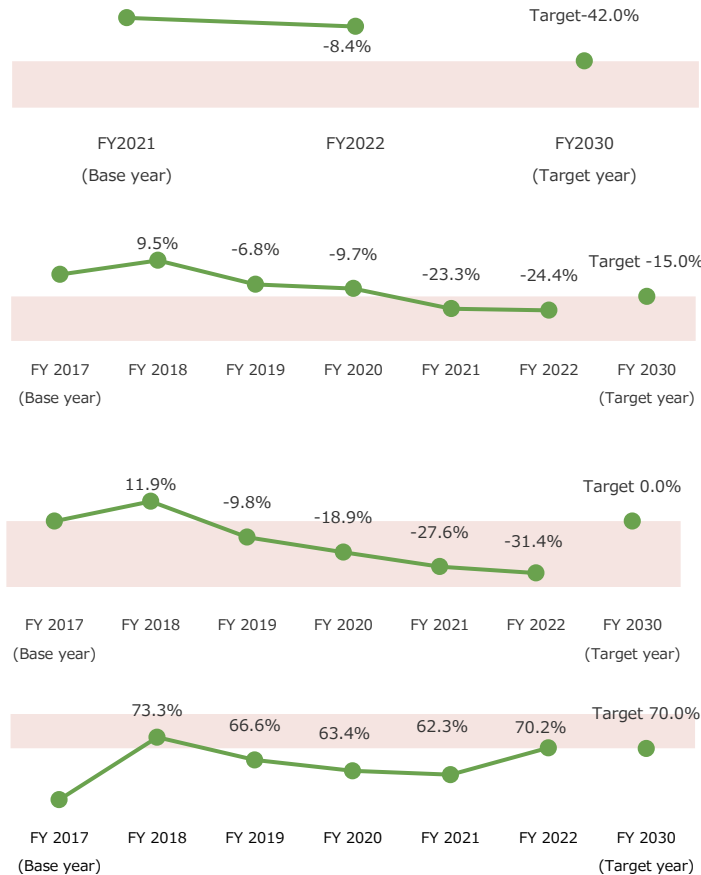
**Water consumption  
intensity**

**Not increase**

**Waste recycling**

**70%**

### KPI's track record



### Initiatives to reduce environmental burden (Examples)

Installation of LED lighting and motion sensor

Renewal of air-conditioning equipment

Promotion of appropriate temperature setting in air conditioner

Installation of self consumption solar panels

Purchase of renewable energy

Installation of water-saving toilets and sound-imitating devices

Water saving with tenants

Installation of smart watering systems

Promotion of Recycling

Implementation of trash sorting procedures

(Note) To unify the total amount target based on SBT certification, the target related to "GHG emission intensity," which was previously used as a KPI, has been deleted.

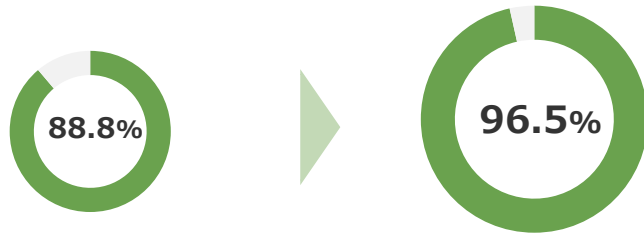


# ESG Initiatives (1)

## Environment

### Ratio of Green Properties

- Promote acquisition of green building certification toward the goal of 100% of green properties in our portfolio by FY2030



As of February 2023

As of February 2024

### Contributions to the Environment through Our Portfolio



Installation of solar panels



Installation of sandwich panels for exterior walls



Installation of LED lightings with motion detected sensor



Public green space

## Social

### UPCYCLING\*

- MJIA participates in the "Loop Marunouchi" craft beer project (sponsored by Beer the First Co., Ltd. and Mitsubishi Estate), which is made from food that is about to be disposed of and stockpiled for disasters.



\*Initiatives to add new value to waste that would otherwise be thrown away, upgrading and rebirth them as new products.

### Tenant Satisfaction Survey

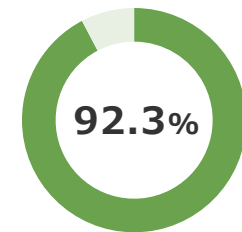
- Tenant satisfaction surveys are conducted regularly to improve tenant satisfaction.
- Construction based on requests is also conducted.

<Example>

AED installation, Restroom renovation

< FY2023 Results >

Ratio of tenants that answered "Excellent" or "Good" (%)



### BCP Initiatives

- Register for Disaster Cooperation Building and Designation as a Tsunami Evacuation Facility



- Seismic isolators (LOGIPOINT Sagamihara)



# ESG Initiatives (2)

## Social

### Initiatives for Employees of MJIA

Implementing various initiatives in order to maximize asset management performance by improving productivity, skills and motivation of employees

- Goals for DEI Promotion

Acquisition rate of paid leave **90%** over

Percentage of female line managers **30%** over  
(By FY2030)

Acquisition rate of childcare leave **100%**  
(By FY2030)

- Comfortable Working Environment
- Conducted "Workcation"



- Maternity leave system (paid)
- Invitation of personnel from group companies and outside professionals
- Specialized training for capacity building of employees
- Annual employee satisfaction survey

## Governance

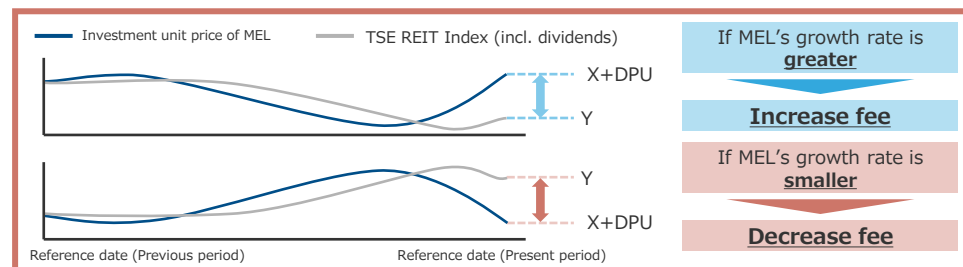
### Board Member of MEL

- Aiming to further improve governance, added a supervisory director in May 2023.
- Member: four people (one Executive Director, three Supervisory Director) (3 males, 1 female)

### Asset Management Fee Structure

- Introduced an asset management fee structure reflecting the performance of investment unit price for the purpose of aligning interest with unitholders

Asset management fee I (AUM-linked)	Total assets as of the end of the previous period × 0.2% (upper limit)
Asset management fee II (Real estate profit-linked)	Adjusted NOI × 5.0% (upper limit)
Asset management fee III (unitholder interest-linked)	Adjusted net income before tax × net income before tax per unit × 0.001% (upper limit)
<b>First among J-REITs</b>	
<b>"Fee linked to Investment Unit Price"</b>	
Performance against TSE REIT Index ((a)-(b)) × market cap (for fiscal period of each term) × 0.1% (upper limit) (a): Fluctuations in MEL's investment unit price (incl. dividends) (b): Fluctuations in the TSE REIT Index (incl. dividends)	



### Continued Investment by the Sponsor

Number of Units/Ratio(%)

**20,550 / Approx. 4.1%**





# Major Initiatives and External Certification

 Mitsubishi Estate Logistics REIT Investment Corporation

## CDP Climate Change "A List"



Recognized with "A LIST"  
(Highest Recognition)  
company on its first reporting

CLIMATE

## MSCI ESG Rating

MSCI  
ESG RATINGS



CCC B BB BBB A AA AAA

(Note)

## GRESB Real Estate



G R E S B  
★★★★★ 2023

## Eco Action 21



## SBTi Certification



(Near-Term Targets)

(Note) The use by MEL of any MSCI ESG Research LLC or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of MEL by MSCI. MSCI services and data are the property of MSCI or its information providers and are provided "as-is" and without warranty. MSCI names and logos are trademarks or service marks of MSCI

 MITSUBISHI JISHO INVESTMENT ADVISORS,INC.

## Signing of PRI

Signatory of:



International network of investor signatories that works to realize the Six Principles for ESG

## Support for TCFD



The task force was established by the Financial Stability Board (FSB) to consider how to disclose climate-related information and respond to financial institutions

## Participation in JCI



## Participation in UNGC



Participate in as a member of Mitsubishi Estate Group.



# Portfolio

	Property Name	Location	Acquisition Price (mn yen)	Appraisal Value (mn yen)	Appraisal NOI Yield (%)	Total Leasable Area (m)	Ratio to Portfolio (%)	Occupancy Rate (%)	Building Age (years)	Property Type
Sponsor-Developed Properties	Logicross Fukuoka Hisayama	Kasuya, Fukuoka	5,770	8,020	6.0	34,878.55	2.1	100.0	9.4	Multi
	Logicross Atsugi	Atsugi, Kanagawa	8,440	9,520	4.5	29,895.80	3.1	100.0	7.0	Multi
	Logicross Kobe Sanda	Kobe, Hyogo	3,900	4,450	5.1	12,844.35	1.4	100.0	6.7	BTS
	Logicross Osaka	Osaka, Osaka	9,743	10,400	4.3	35,629.46	3.6	100.0	5.4	Multi
	Logicross Nagoya Kasadera	Nagoya, Aichi	14,424	17,700	5.0	62,289.08	5.3	100.0	5.1	Multi
	Logicross Narashino	Narashino, Chiba	11,851	12,600	4.2	39,132.05	4.4	100.0	5.9	Multi
	Logicross Atsugi II	Atsugi, Kanagawa	9,838	10,600	4.4	34,580.85	3.6	100.0	4.6	Multi
	Logicross Yokohama Kohoku	Yokohama, Kanagawa	7,821	8,150	4.1	16,371.24	2.9	100.0	4.7	Multi
	LOGIPORT Sagamihara (49%)	Sagamihara, Kanagawa	21,364	24,600	4.7	88,609.64	7.9	99.5	10.5	Multi
	LOGIPORT Hashimoto (45%)	Sagamihara, Kanagawa	18,200	21,735	4.6	58,487.96	6.7	100.0	9.1	Multi
	LOGIPORT Osaka Taisho (37.5%)	Osaka, Osaka	10,484	12,262	4.6	40,081.56	3.9	99.8	6.0	Multi
	LOGIPORT Kawasaki Bay (45%)	Kawasaki, Kanagawa	36,000	41,625	4.2	117,762.91	13.3	99.8	4.8	Multi
	LOGISTA·Logicross Ibaraki Saito (A) (45%)	Ibaraki, Osaka	15,150	15,700	4.2	45,983.59	5.6	100.0	2.7	Multi
	LOGISTA·Logicross Ibaraki Saito (B) (45%)	Ibaraki, Osaka	3,900	4,020	4.3	14,012.95	1.4	100.0	2.8	Multi
MJIA-Sourced Properties	MJ Logipark Funabashi 1	Funabashi, Chiba	5,400	7,060	7.3	18,232.07	2.0	100.0	34.2	Multi
	MJ Logipark Atsugi 1	Atsugi, Kanagawa	6,653	7,740	5.0	28,002.44	2.5	100.0	10.6	Multi
	MJ Logipark Kazo 1	Kazo, Saitama	1,272	1,620	5.7	7,678.10	0.5	100.0	17.9	Multi
	MJ Logipark Osaka 1	Osaka, Osaka	6,090	8,110	5.8	39,082.95	2.2	100.0	16.4	Multi
	MJ Logipark Fukuoka 1	Kasuya, Fukuoka	6,130	7,550	5.7	38,143.21	2.3	100.0	16.4	Multi
	MJ Logipark Tsuchiura 1	Tsuchiura, Ibaraki	3,133	3,640	5.3	15,485.00	1.2	100.0	9.3	BTS
	MJ Logipark Nishinomiya 1	Nishinomiya, Hyogo	2,483	2,750	5.7	13,777.07	0.9	100.0	32.9	BTS
	MJ Logipark Kasugai 1	Kasugai, Aichi	13,670	15,200	4.8	57,866.98	5.0	100.0	7.1	Multi
	MJ Logipark Kazo 2	Kazo, Saitama	1,637	1,780	5.0	7,349.18	0.6	100.0	25.2	BTS
	MJ Logipark Sendai 1	Tagajo, Miyagi	7,388	7,850	4.9	39,098.87	2.7	100.0	14.9	Multi
	MJ Logipark Inzai 1	Inzai, Chiba	4,353	5,150	5.0	20,980.63	1.6	100.0	2.6	Multi
	MJ Logipark Takatsuki 1	Takatsuki, Osaka	5,500	6,520	4.8	20,897.84	2.0	100.0	2.8	Multi
	MJ Logipark Higashi Osaka 1	Higashiosaka, Osaka	1,687	2,050	5.3	10,185.04	0.6	100.0	32.8	BTS
	MJ Logipark Funabashi 2	Funabashi, Chiba	4,880	6,530	5.3	19,219.10	1.8	100.0	2.0	Multi
	MJ Logipark Kakogawa 1	Kakogawa, Hyogo	7,423	7,740	4.6	32,258.13	2.7	100.0	1.6	Multi
	MJ Industrial Park Sakai (Land)	Sakai, Osaka	5,600	5,780	3.8	87,476.71	2.1	100.0	-	Land
	MJ Industrial Park Kobe (Land)	Kobe, Hyogo	4,970	5,720	5.1	31,743.99	1.8	100.0	-	Land
	MJ Industrial Park Chiba-Kita (Land)	Chiba, Chiba	1,800	2,000	4.4	14,986.64	0.7	100.0	-	Land
MJ Industrial Park Kawanishi (Land)	Kawanishi, Hyogo	2,125	2,630	4.4	9,353.48	0.8	100.0	-	Land	
MJ Industrial Park Koriyama (Land)	Koriyama, Fukushima	2,000	2,340	5.0	80,925.09	0.7	100.0	-	Land	
Total / Average			271,082	311,142	4.7	1,223,302.51	100.0	99.9	8.0	-

Note : As of Feb. 29, 2024.



# Summary of Latest Appraisals (1)

(mn yen)

Property Name	Acquisition Date (Note 1)	Acquisition Price	Book Value at end of 15th FP	15th FP (Ended Feb.29, 2024) (Note 2)		14th FP (Ended Aug.31, 2023) (Note 3)		Difference		Un realized gain
				Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	
Logicross Fukuoka Hisayama	Sept. 2017	5,770	5,302	8,020	4.2	7,880	4.3	+140	-0.1	2,717
Logicross Atsugi	Sept. 2018	8,440	8,182	9,520	3.9	9,550	3.9	-30	±0	1,337
Logicross Kobe Sanda	Sept. 2018	3,900	3,779	4,450	4.3	4,450	4.3	±0	±0	670
Logicross Osaka	Sept.2020	9,743	9,548	10,400	4.0	10,300	4.0	+100	±0	851
Logicross Nagoya Kasadera	Sept.2020	14,424	14,181	17,700	4.0	17,800	4.0	-100	±0	3,518
Logicross Narashino	Mar. 2021	11,851	11,714	12,600	3.9	12,600	3.9	±0	±0	885
Logicross Atsugi II	Mar. 2022	9,838	9,816	10,600	3.9	10,800	3.9	-200	±0	783
Logicross Yokohama Kohoku	Oct. 2022	7,821	7,850	8,150	3.8	8,160	3.8	-10	±0	299
LOGIPOINT Sagamihara (49%)	Sept. 2017	21,364	20,232	24,600	4.0	24,500	4.0	+100	±0	4,367
LOGIPOINT Hashimoto (45%)	Sept. 2017	18,200	17,301	21,735	3.8	21,735	3.8	±0	±0	4,433
LOGIPOINT Osaka Taisho (37.5%)	Oct. 2019	10,484	10,233	12,262	3.8	12,225	3.8	+37	±0	2,028
LOGIPOINT Kawasaki Bay (45%)	Mar. 2022	36,000	35,679	41,625	3.6	41,625	3.6	±0	±0	5,945
LOGISTA·Logicross Ibaraki Saito(A) (45%)	Oct. 2022	15,150	15,147	15,700	4.0	15,700	4.0	±0	±0	552
LOGISTA·Logicross Ibaraki Saito(B) (45%)	Oct. 2022	3,900	3,906	4,020	4.1	4,030	4.1	-10	±0	113
MJ Logipark Funabashi 1	Sept. 2016	5,400	5,682	7,060	5.2	7,060	5.2	±0	±0	1,377
MJ Logipark Atsugi 1	Sept. 2017	6,653	6,312	7,740	4.0	7,750	4.0	-10	±0	1,427
MJ Logipark Kazo 1	Sept. 2017	1,272	1,194	1,620	4.3	1,620	4.3	±0	±0	425
MJ Logipark Osaka 1	Sept. 2017	6,090	5,835	8,110	4.1	8,140	4.1	-30	±0	2,274

Note 1: "Acquisition date" represents the acquisition date in the relevant sale and purchase agreement. If multiple purchase agreements have been concluded due to additional acquisitions, the earliest acquisition date is indicated.

Note 2: As of Feb. 29, 2024.

Note 3: As of Aug. 31, 2023.



# Summary of Latest Appraisals (2)

(mn yen)

Property Name	Acquisition Date (Note 1)	Acquisition Price	Book Value at end of 15th FP	15th FP (Ended Feb.29, 2024) (Note 2)		14th FP (Ended Aug.31, 2023) (Note 3)		Difference		Un realized gain
				Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	
MJ Logipark Fukuoka 1	Sept. 2017	6,130	5,694	7,550	4.3	7,380	4.4	+170	-0.1	1,855
MJ Logipark Tsuchiura 1	Sept. 2019	3,133	3,056	3,640	4.5	3,650	4.5	-10	±0	583
MJ Logipark Nishinomiya 1	Oct. 2019	2,483	2,530	2,750	4.6	2,740	4.6	+10	±0	219
MJ Logipark Kasugai 1	Oct. 2019	13,670	13,279	15,200	4.2	15,200	4.2	±0	±0	1,920
MJ Logipark Kazo 2	Sept.2020	1,637	1,661	1,780	4.2	1,780	4.2	±0	±0	118
MJ Logipark Sendai 1	Sept.2020	7,388	7,131	7,850	4.4	7,670	4.5	+180	-0.1	718
MJ Logipark Inzai 1	Oct. 2022	4,353	4,329	5,150	4.1	5,160	4.1	-10	±0	820
MJ Logipark Takatsuki 1	Oct. 2022	5,500	5,498	6,520	3.9	6,540	3.9	-20	±0	1,021
MJ Logipark Higashi Osaka 1	Oct. 2022	1,687	1,736	2,050	4.2	2,050	4.2	±0	±0	313
MJ Logipark Funabashi 2	Dec. 2022	4,880	4,885	6,530	3.8	6,550	3.8	-20	±0	1,644
MJ Logipark Kakogawa 1	Sept. 2023	7,423	7,716	7,740	4.3	7,750	4.3	-10	±0	23
MJ Industrial Park Sakai (Land)	Oct. 2019	5,600	5,666	5,780	3.7	5,780	3.7	±0	±0	113
MJ Industrial Park Kobe (Land)	Mar. 2021	4,970	5,202	5,720	4.0	5,720	4.0	±0	±0	517
MJ Industrial Park Chiba-Kita (Land)	Mar. 2021	1,800	1,914	2,000	4.3	1,980	4.3	+20	±0	85
MJ Industrial Park Kawanishi (Land)	Oct. 2022	2,125	2,221	2,630	3.9	2,630	3.9	±0	±0	408
MJ Industrial Park Koriyama (Land)	Sept. 2023	2,000	2,090	2,340	4.5	2,340	4.5	±0	±0	249
Total		271,082	266,519	311,142	-	310,845	-	-	-	44,622

Note 1: "Acquisition date" represents the acquisition date in the relevant sale and purchase agreement. If multiple purchase agreements have been concluded due to additional acquisitions, the earliest acquisition date is indicated.

Note 2: As of Feb. 29, 2024.

Note 3: As of Aug. 31, 2023. However as of July 1, 2023 for MJ Logipark Kakogawa1 and MJ Industrial Park Koriyama(Land)



# Statement of Income and Balance Sheet

## Statement of Income

(Unit : Thousands of yen)

Item	Actual
Operating revenues	7,746,036
Operating rental revenues	7,404,991
Other rental revenues	341,045
Operating expenses	3,711,337
Expenses related to property rental business	2,748,735
Asset management fee	725,357
Asset custody fee	2,274
Administrative service fee	22,974
Director's compensations	3,600
Commission paid	151,227
Other operating expenses	57,168
Operating income	4,034,699
Non-operating income	1,427
Interest income	64
Reversal of distributions payable	423
Subsidy income	940
Non-operating expenses	316,387
Interest expenses	291,601
Interest expenses on investment corporation bonds	18,101
Borrowing related expenses	6,684
Ordinary income	3,719,740
Net income	3,718,979
Unappropriated retained earnings	3,719,319

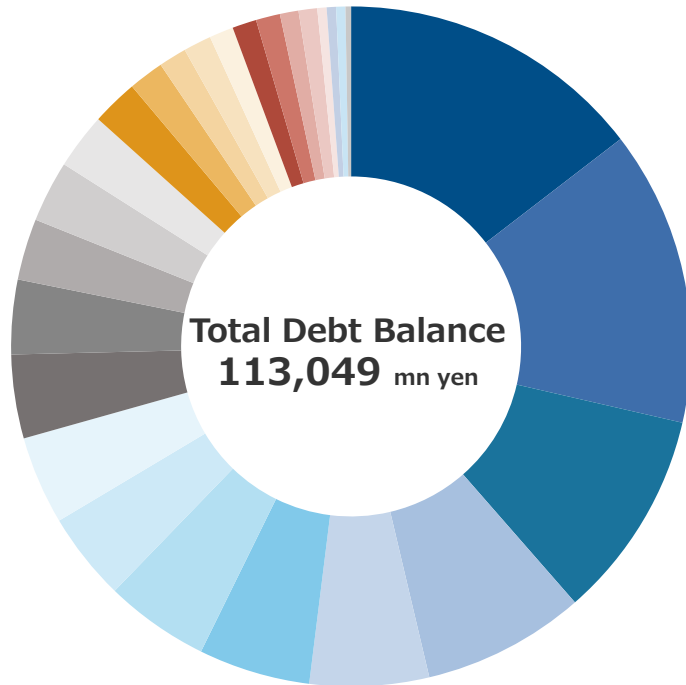
## Balance Sheet

(Unit : Thousands of yen)

Item	Actual
Current assets	14,393,719
Cash and deposits	4,328,182
Cash and deposits in trust	9,679,179
Consumption taxes receivable	293,726
Other current assets	92,631
Total fixed assets	266,610,245
Property and equipment	266,519,993
Intangible assets	341
Investments and other assets	89,910
Total assets	281,003,965
Current liabilities	12,962,703
Operating accounts payable	508,051
Short-term loans	5,500,000
Long-term loans payable due within one year	4,550,000
Accrued expenses	1,011,896
Advances received	1,379,019
Other current liabilities	13,736
Non-current liabilities	108,396,299
Investment Corporation Bonds	4,500,000
Long-term loans payable	98,499,000
Tenant leasehold and security deposits in trust	5,397,299
Total liabilities	121,359,003
Total unitholders' equity	159,644,961
Unitholders' capital, net	155,925,642
Surplus	3,719,319
Total net assets	159,644,961
Total liabilities and net assets	281,003,965

# Lender Formation

No. of Lenders  
**26**



	Balance (mn yen)	Ratio
■ Mizuho Bank, Ltd.	16,460	14.6%
■ MUFG Bank, Ltd.	15,875	14.0%
■ Sumitomo Mitsui Banking Corporation	11,260	10.0%
■ The Norinchukin Bank	8,750	7.7%
■ Shinkin Central Bank	6,406	5.7%
■ The Resona Bank, Ltd.	6,000	5.3%
■ The Bank of Fukuoka, Ltd.	5,607	5.0%
■ SBI Shinsei Bank, Limited	4,750	4.2%
■ The Shinkumi Federation Bank	4,750	4.2%
■ Investment Corporation Bonds	4,500	4.0%
■ The Yamaguchi Bank, Ltd.	4,000	3.5%
■ The Chiba Bank, Ltd.	3,300	2.9%
■ Daiwa Next Bank, Ltd.	3,300	2.9%
■ The Yamagata Bank, Ltd.	3,000	2.7%
■ Development Bank of Japan Inc.	2,491	2.2%
■ The 77 Bank, Ltd.	1,900	1.7%
■ The Yamanashi Chuo Bank, Ltd.	1,500	1.3%
■ The NISHI-NIPPON CITY BANK, Ltd.	1,500	1.3%
■ The Gunma Bank, Ltd.	1,300	1.1%
■ Kansai Mirai Bank, Limited	1,300	1.1%
■ Daishi Hokuetsu Bank, Ltd.	1,300	1.1%
■ The Hachijuni Bank, Ltd.	1,000	0.9%
■ Nippon Life Insurance Company	1,000	0.9%
■ Sumitomo Mitsui Trust Bank, Limited	500	0.4%
■ The Keiyo Bank, Ltd.	500	0.4%
■ The Chugoku Bank, Ltd.	500	0.4%
■ The Bank of Toyama, Ltd.	300	0.3%
<b>Total</b>	<b>113,049</b>	<b>100%</b>

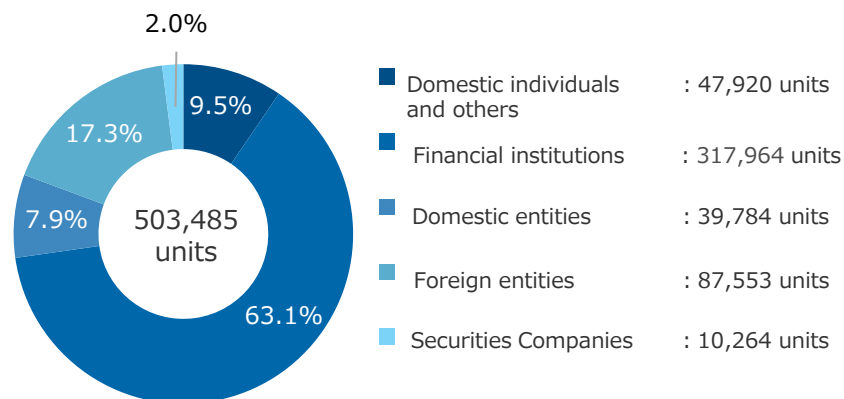
Note : As of Feb. 29, 2024.



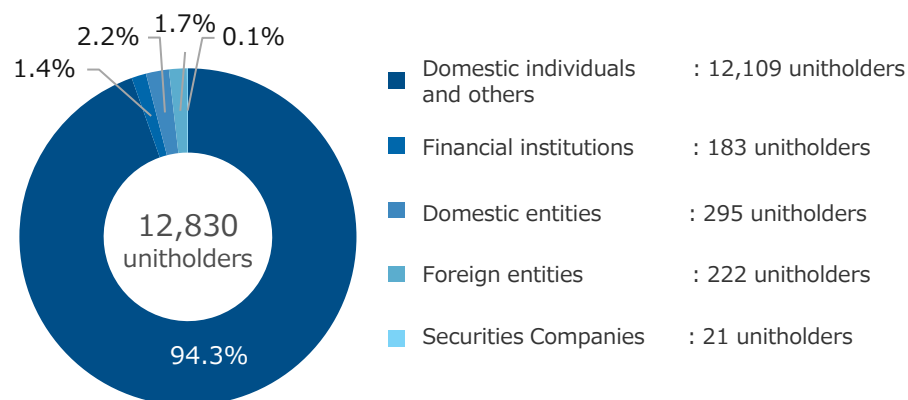


# Unitholders Composition

## Breakdown by Units (Note 1)



## Breakdown by Unitholders (Note 1)



Note1: As of Feb. 29, 2024. The ratio is rounded down to the first decimal place.

Note2: As of Feb. 29, 2024. The ratio is rounded down to the second decimal place.

## Major Unitholders (Note2)

	Number of Units	Ratio (%)
Custody Bank of Japan, Ltd. (Trust Account)	117,949	23.42
The Master Trust Bank of Japan, Ltd. (Trust Account)	80,202	15.92
The Nomura Trust and Banking Company, Ltd. (Trust Account)	23,600	4.68
Mitsubishi Estate Co., Ltd.	20,550	4.08
Tokyo Century Corporation	11,073	2.19
STATE STREET BANK WEST CLIENT – TREATY 505234	8,261	1.64
The Shinkumi Federation Bank	6,520	1.29
Custody Bank of Japan, Ltd. (Taxable trust money Account)	6,200	1.23
JP MORGAN CHASE BANK 385781	6,126	1.21
SSBTC CLIENT OMNIBUS ACCOUNT	5,180	1.02
<b>Total</b>	<b>285,661</b>	<b>56.73</b>

## Investment by MEC

Investment in MEL by MEC

c. 4.1%









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