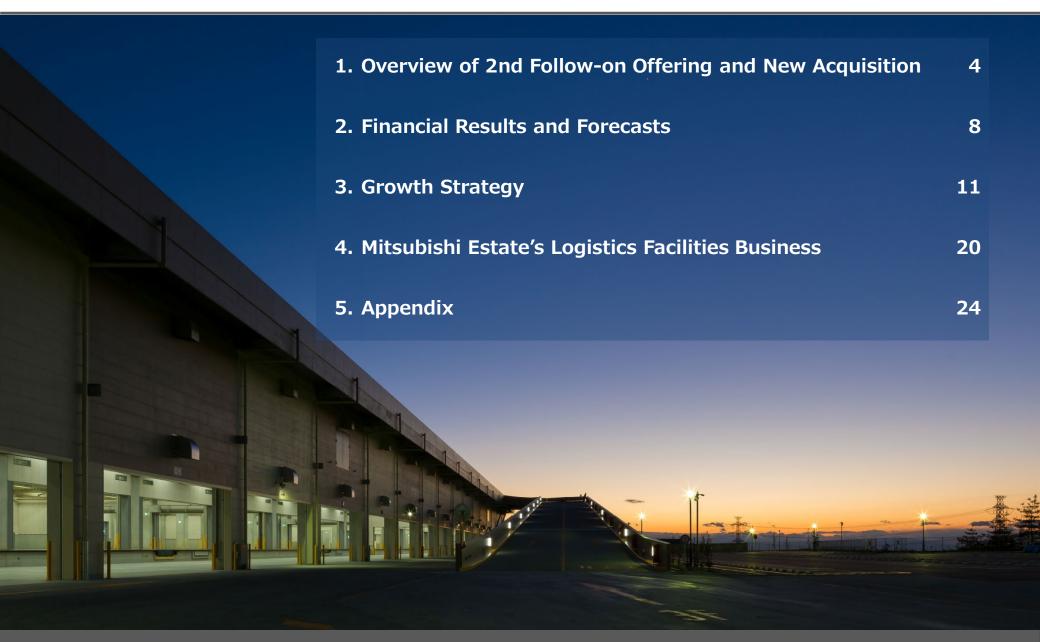


# Table of Contents



# Highlights and Updates from April 2019

### Achieved AUM of over 100 bn yen through HYBRID external growth

- Acquired five properties for 30.5 bn yen through 2nd follow-on offering
- Achieved attractive 8.0% stabilized DPU growth and 3.5% NAV per unit growth

### Increased DPU through HYBRID internal growth

- Maintained high occupancy of 99.9% and achieved rent growth for 3 consecutive periods
- Realized internal growth through unique measures over than rent revision

### Further strengthened financial stability backed by high credibility

- Extended maturities and reduced debt cost through debt financing
- Added two new banks, The Shinkumi Federation Bank and The 77 Bank and diversified lenders

### **Initiatives for ESG**

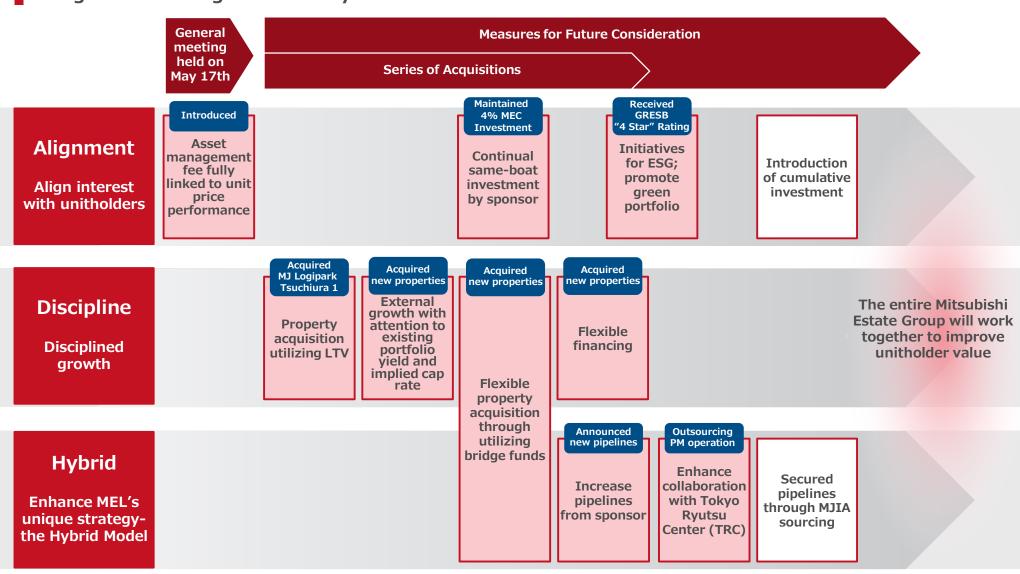
- Received "Green Star" in the 2019 GRESB Real Estate Assessment
- MEL was the only J-REIT to receive "4 Star" rating among the 6 J-REITs that participated for the first time

### Financial Results for the Fiscal Period Ended Aug. 2019 (6th)

■ Achieved stable DPU growth of 5,524 yen (+32 yen vs. forecast)

# Management Policy Designed to Maximize Unitholders' Value in Mid-to Long-term

Progress of Management Policy based on "Three Pillars"



# 1. Overview of 2nd Follow-on Offering and New Acquisition



# Overview of 2nd Follow-on Offering and 5 New Properties (1)

# Offering Summary

Transaction	Domestic Public Offering (with Extraordinary Report)
Launch date	Sept. 19, 2019
Pricing date	Sept. 30, 2019
Issue price	335,887 yen per unit
Total amount issued	20,153 mn yen

## Overview of 5 new properties

No. of Properties / Total Acquisition Price

5 properties/30,568 mn yen

Average Occupancy

100.0%

Total Acquisition Price vs. Total Appraisal Value

96.3%

Average Property Age

5.0 years

Average Appraisal NOI Yield/ Average Appraisal NOI Yield excluding Land

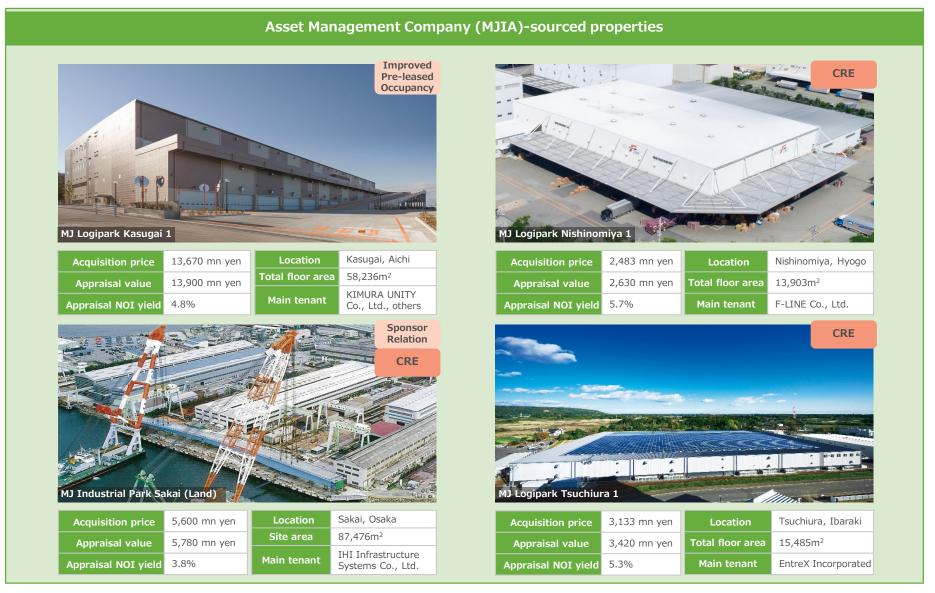
Weighted Average Lease Expiry

13.0 years



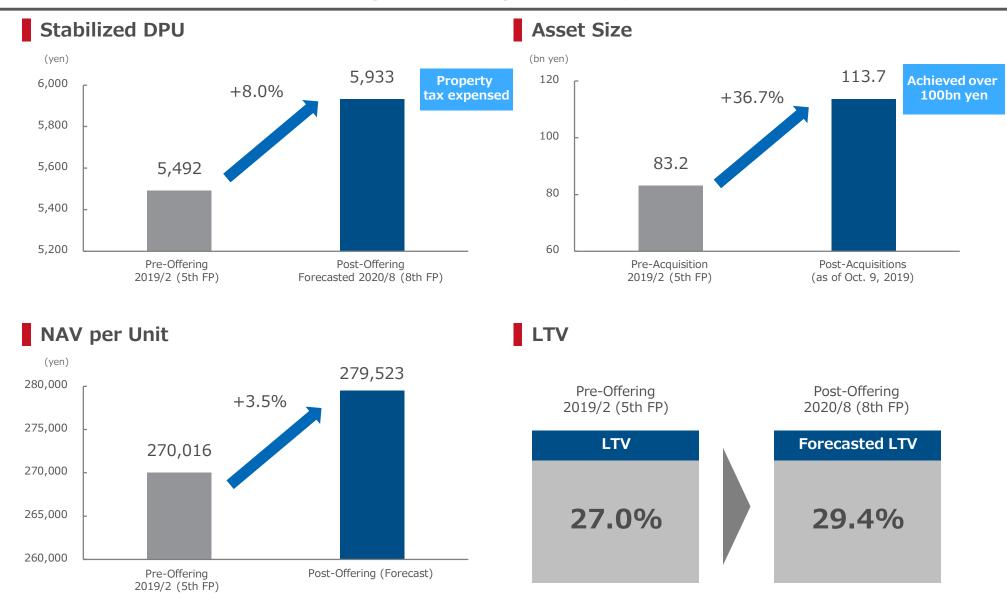
Note: Data at the time of 2nd follow-on offering.

# Overview of 2nd Follow-on Offering and 5 New Properties (2)



Note: Data at the time of 2nd follow-on offering.

# Accretion and Effect through Offering and Acquisitions



Note: Data at the time of 2nd follow-on offering except for LTV which is calculated based on the borrowings obtained on Oct. 9, 2019

# Financial Results and **Forecasts**



# Financial Results for the Fiscal Period Ended August 2019

Operating Results (mn yen)	FP Ended Feb. 2019 Actual (5th FP) (A)	FP Ended Aug. 2019 Actual (6th FP) (B)	Difference (B)–(A)	FP Ended Aug. 2019 Forecast (As of Apr. 15, 2019)(6th FP)
Operating Revenues	2,493	2,530	+36	2,532
Operating Rental Revenues	2,493	2,530	+36	2,532
Operating Rental Expenses (excluding depreciation)	455	472	+16	478
NOI	2,038	2,058	+20	2,053
Depreciation	484	487	+2	487
Operating Income	1,267	1,253	(13)	1,250
Ordinary Income	1,171	1,212	+41	1,205
Net Income	1,170	1,211	+41	1,204
Distributions Per Unit (yen)				
Distributions Per Unit (including SCD)	5,492	5,524	+32	5,492
Distributions Per Unit (excluding SCD)	4,763	4,930	+167	4,898
Surplus Cash Distributions (SCD) Per Unit	729	594	(135)	594
Number of investment units issued and outstanding (units)	245,815	245,815	±0	245,815
Other Statistics				
AFFO (mn yen)	1,611	1,647	356	1,611
AFFO Payout ratio	83.8%	82.4%	(1.4)%	83.8%
LTV	27.0%	27.0%	±0%	27.0%
NAV Per Unit (yen)	270,016	275,236	(5,220)	-
Average Occupancy	99.9%	99.9%	±0%	99.9%

### Main Factors of Variance 5th FP Actual vs. 6th FP Actual

### 《Operating Revenues》 (+36 mn yen)

- No temporary decrease in rental revenues +32 mn yen
- 2 properties acquired in 5th FP fully contributed to operating revenue +3.6 mn yen

### 《Operating expenses》 (+50 mn yen)

- Property tax expensed for 2 properties acquired in 5th FP +31 mn yen
- Increase in AM fee due to 2 properties acquired in 5th FP +19 mn yen
- Decrease property tax due to review in asset (1.7) mn yen valuation

### ⟨Non-operating revenues⟩ (+25 mn yen)

- Received insurance payment from typhoon damages (5th FP 30 mn yen→6th FP 41 mn yen) +11mn yen
- Refund of property tax due to review in asset valuation +13 mn yen

### 《Non-operating expenses》 ((29) mn yen)

- No investment units issuance cost (31) mn yen
- Repair cost incurred by typhoon damage (5th FP 29 mn yen→6th FP 31 mn yen)

+2 mn yen

# Forecasts for the Fiscal Periods Ending February and August 2020

Operating Results (mn yen)	FP Ended Aug. 2019 Actual (6th FP) (A)	FP Ended Feb. 2020 Forecast (7th FP) (B)	Difference (B)-(A)	(Reference) FP Ended Aug. 2020 Forecast (8th FP)
Operating Revenues	2,530	3,213	+682	3,349
Operating Rental Revenues	2,530	3,213	+682	3,349
Operating Rental Expenses (excluding depreciation)	472	516	+44	601
NOI	2,058	2,696	+638	2,747
Depreciation	487	587	+100	610
Operating Income	1,253	1,743	+489	1,716
Ordinary Income	1,212	1,610	+397	1,632
Net Income	1,211	1,609	+397	1,631
Distributions Per Unit (yen)				
Distributions Per Unit (including SCD)	5,524	5,839	+315	5,933
Distributions Per Unit (excluding SCD)	4,930	5,263	+333	5,334
Surplus Cash Distributions (SCD) Per Unit	594	576	(18)	599
Number of investment units issued and outstanding (units)	245,815	305,815	+60,000	305,815
Other Statistics				
AFFO (mn yen)	1,647	2,131	+484	2,215
AFFO payout ratio	82.4%	83.8%	+1.4%	81.9%
LTV	27.0%	30.1%	+3.1%	29.4%
Average Occupancy	99.9%	99.9%	±0%	99.9%

### Main Factors of Variance 6th FP Actual vs. 7th FP Forecast

### (Operating Revenues) (+682 mn yen)

• Increase in rent from acquisition of 5 new properties +681 mn yen

### (Operating expenses) (+193 mn yen)

- Increase in rental expenses (excluding depreciation) from acquisition of 5 new properties +44 mn yen
- Increase in depreciation from acquisition of 5 new properties +100 mn yen
- Increase in AM fee from acquisition
- · Increase in other general and administrative expenses from acquisition +9 mn yen

### (Non-operating revenues) ((55) mn yen)

· No insurance payment from typhoon damages and no refund in property tax due to review in asset valuation (55) mn yen

### (Non-operating expenses) (+35 mn yen)

- Increase in interest expenses for new borrowings +23 mn yen
- · Incur investment unit issuance cost +49 mn yen
- No repair cost incurred by typhoon damage (31) mn yen

### Main Factors of Variance 7th FP Forecast vs. 8th FP Forecast

### (Operating Revenues) (+136 mn yen)

- · Increase in rent from existing properties + 3 mn yen
- · 5 new properties fully contributed to operating revenue +133 mn yen

### (Operating expenses) (+162 mn yen)

- Property tax expensed for 5 new properties
- · Increase in AM fee from acquisition
- Depreciation fully expensed on 5 new properties

### (Non-operating expenses) ((47) mn yen)

· No investment unit issuance cost (49) mn yen

+98 mn yen

+41 mn yen

+23 mn yen

+40 mn yen

# **Growth Strategy**



# Features of Mitsubishi Estate Logistics REIT Investment Corporation (MEL)

Stable Growth Strategy with Hybrid Model "Developer x Real Estate Asset Manager"



# Mitsubishi Estate Logistics REIT Investment Corporation

Asset Size/ No. of Properties

113.7<sub>bn yen</sub>  $_{/}15$ properties

Average Occupancy

99.9%

Appraisal NOI Yield/ **Appraisal NOI Yield** (after depreciation)

4.8%/3.7%

Forecasted LTV (2020/8)

**29.4**%

Credit Rating (JCR)

AA- (Stable)

**Debt Cost** (excludina short-term debt)

0.39%

**Sponsor** 



**Development** / Facilities Management

Investment / **Asset Management** 

**Asset Management Company** 

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- Dedicated to city development in the Marunouchi area (Tokyo) for over 120 years
- Overview Contributing to the society through a variety of business activities as a comprehensive real estate developer
  - Promoting the logistics facility business as a growth area

**Support** 

- Constant supply of pipeline properties through development / operation of advanced logistics facilities
- Utilization of MEC group's know-how and corporate customer relations in the leasing activities

Overview

- Established in 2001, when the scheme of real estate securitization was emerging in Japan
- Its track record includes structuring and managing various types of real estate funds, such as the largest private REIT in Japan
- Proven track records in a variety of asset types in investment and asset management

Support

- Unique property sourcing capacity with discerning judgement
- Flexible acquisition strategy using a wide range of schemes, including bridge funds
- Competitive real estate fund management capability backed by a diverse deal track record

# External Growth Strategy

### A MITSUBISHI ESTATE

- Capability to develop logistics facilities independently based on extensive land information
- Capability to co-develop facilities backed by MEC's ability and credibility for development

Sponsor-developed properties with expected preferential negotiation right

### Mitsubishi Estate Logistics REIT Investment Corporation

### Logicross

Brand of logistics facilities that MEC develops throughout Japan



### **MJ** Logipark

Properties which MEL acquired or intends to acquire from 3rd parties



**MJ** Logipark

### A MITSUBISHI JISHO INVESTMENT ADVISORS, INC.

- Capability to assess properties backed by experience in continuously acquisitions of properties since 2001
- Flexible and diversified property acquisition strategy by leveraging the capability to manage real estate funds

MJIA-sourced and operated properties with expected preferential negotiation right

### **MEC Group**



Osaka Nishi-Yodogawa Logistic Facility Center (38,000m) Completed in FY2018 (Jointly)



LOGIPORT Kawasaki Bay (296,000m) Completed in FY2019 (Jointly)



Logicross Atsugi II (34,000m) Completed in FY2019 (Independently)



Logicross Nagoya Kasadera (80,000m) Completed in FY2018 (Independently)



Logicross Yokohama Kohoku (16,000m) Completed in FY 2019 (Independently)



Saitomoegi Logistics FacilitiesProject (tentative name) (32,000m/125,000m) To be completed in FY2020/FY2021



Logicross Hasuda (tentative name) (79,000m) To be completed in FY2020



Logicross Kasukabe (tentative name) (38,000m) To be completed in FY2021



Logicross Funabashi (tentative name) (23,000m) To be completed in FY2021



Logicross Zama (tentative name) (183,000m) To be completed in FY2023



LOGIPORT Osaka Taisho (117,000m) Completed in FY2017 (Jointly)



Logicross Narashino (39,000m) Completed in FY2017 (Independently)

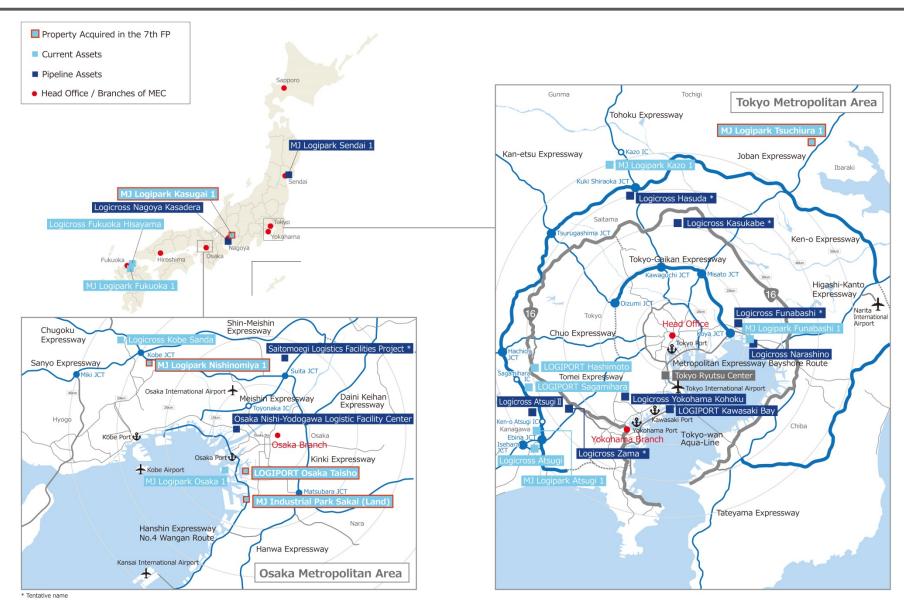


MJ Logipark Sendai 1 (36,000m) Completed in FY2008

**14** properties **1,141,000**m

Note: As of Oct. 18, 2019.

# Portfolio of MEL and Pipelines



Note: As of Oct. 18, 2019.

# Internal Growth Strategy (1)

# Rent Revision (Based on leased area of warehouse)



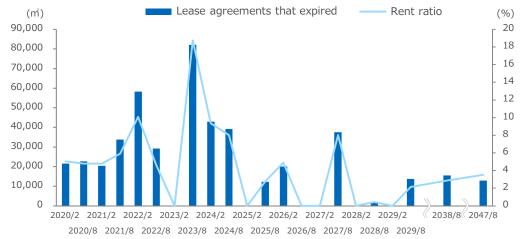
Average occupancy 99.9%

Fixed-term lease ratio

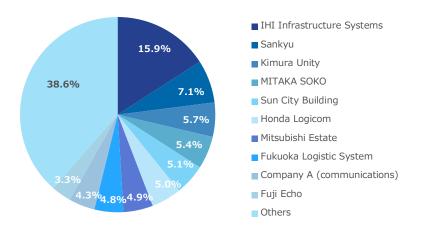
100.0%

Weighted average remaining expiry

## **Lease Agreement Expiration Schedule**



### **Tenant Diversification**



Note: As of Aug. 31, 2019. Includes the 5 properties acquired in the 7th FP.

# Internal Growth Strategy (2)



### 🙏 MITSUBISHI ESTATE

- Leasing capability utilizing corporate customer relations and customer network
- Utilization of MEC Group's know-how in the leasing business

### **Leasing Support utilizing MEC's Corporate Customer Relations**

MEL will aim to establish business relationships with logistics service providers and shippers and achieve steady internal growth by understanding the needs of the market and utilizing the corporate customer relations that MEC has built in its office and commercial facility businesses operated primarily in the Marunouchi area (Tokyo) through the Tenant Relation Support (TRS) consignment contract.

### Attracting existing tenants in office buildings managed by the Mitsubishi Estate Group

Logicross Fukuoka Hisayama



Attracted the current tenant of the office building managed by MEC as a new tenant of Logicross Fukuoka Hisayama by capturing the tenant's needs for a logistics facility. This was attained due to MEC group's broad-ranging corporate customer relations and achieved rent increases.

Leased Area: Approx. 7,700m Rent Growth: +4.9%

### Attracting retailers and wholesalers in the Tokyo Distribution Center

Logicross Nagoya Kasadera



Attracted a tenant of Tokyo Ryutsu Center Inc. (TRC), a wholesaler and retailer of liquors and foods, as a tenant of Logicross Nagoya Kasadera, capturing the tenant's needs for establishing a new logistics base that covers the Chubu area.

Leased Area: Approx. 3,000m

### A MITSUBISHI JISHO INVESTMENT ADVISORS,INC.

- Competitive real estate fund management capability
- Proven track record in a variety of asset types and investment schemes in investment and asset management

### Realize Internal Growth through Initiatives other than Rent Revisions

Improvement by switching to LED based on Green Lease contract

- Installed LED lighting at cost to MEL
- Received part of the reduction in electricity bills and maintenance costs to be borne by tenant as Green Lease

### Effects

- MEL's income will increase by approx. 1.9 mn yen per term due to the receipt of Green Lease
- Tenants' electricity bills are reduced substantially
- The latest dimming functions capable of adjusting grouping and brightness improved tenants' convenience

Review of contract with electricity supplier (Logicross Fukuoka Hisayama, MJ Logipark Fukuoka 1)

- Reviewed the contract with electricity suppliers and changed the supplier for two properties
- The contract will be reviewed periodically

### Effects

 Saved tenants' electricity bills and improved their satisfaction

Review asset evaluation of the properties (MJ Logipark Funabashi 1, LOGIPORT Sagamihara)

- Review asset evaluation of the properties held
- Negotiation with relevant government office regarding difference from evaluation amount, if anv

### Effects

- Decreased property tax for two properties (approx. 1.7 mn yen per fiscal period)
- Refund of property tax due to review in asset evaluation (approx. 12 mn yen in 6th FP)
- Negotiation is underway for other properties

# Financial Strategy

# Financial Highlights

Long-term debt ratio

94.4%

Fixed interest rate debt ratio

Forecasted LTV

(2020/8 FP)

Credit rating (JCR)

AA- (Stable)

excluding short-term debt

Average remaining debt duration/

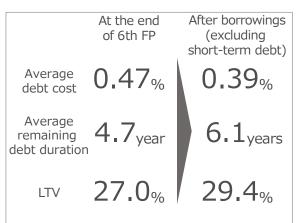
Average remaining debt duration

Debt capacity (up to 40%)

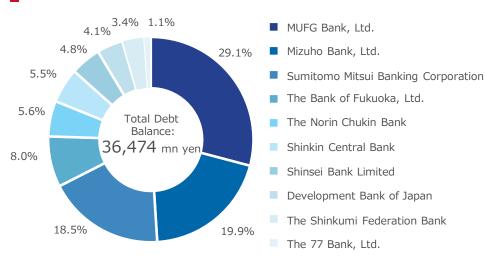
Average debt cost / Average debt cost excluding short-term debt

Debt capacity (up to 50%)

### Reduction in Debt Cost

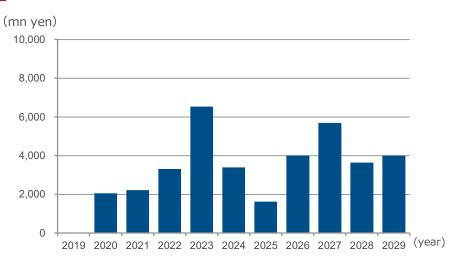


### Our Lenders



### Note: As of Oct. 9, 2019. Excludes the third-party allotment loan of 900 mn yen.

### **Debt Maturity Schedule**



## Initiatives for ESG

## GRESB Survey

- Participated in the 2019 GRESB Real Estate Assessment for the first time
- Awarded the prestigious "Green Star" rating and received "4 Star" rating, the second highest rating out of five
- MEL was the only J-REIT to receive "4 Star" rating among the 6 J-REITs that participated for the first time



### **Environment**

Energy saving initiatives



Insulated sandwich panels for exterior walls



Installation of motion-detection sensors



Enhanced greenery



Improvement by switching to LED based on Green Lease contract

### **Social**

Proactive participation in CSR activities



Clean up activity after Atsugi Ayu Firework Festival volunteer work near MJ Logipark Atsugi 1



Free beverage service for tenants at LOGIPORT Sagamihara

■ Use of renewable energy



Insulated solar panels



■ BCP initiatives

Installation of private power generators



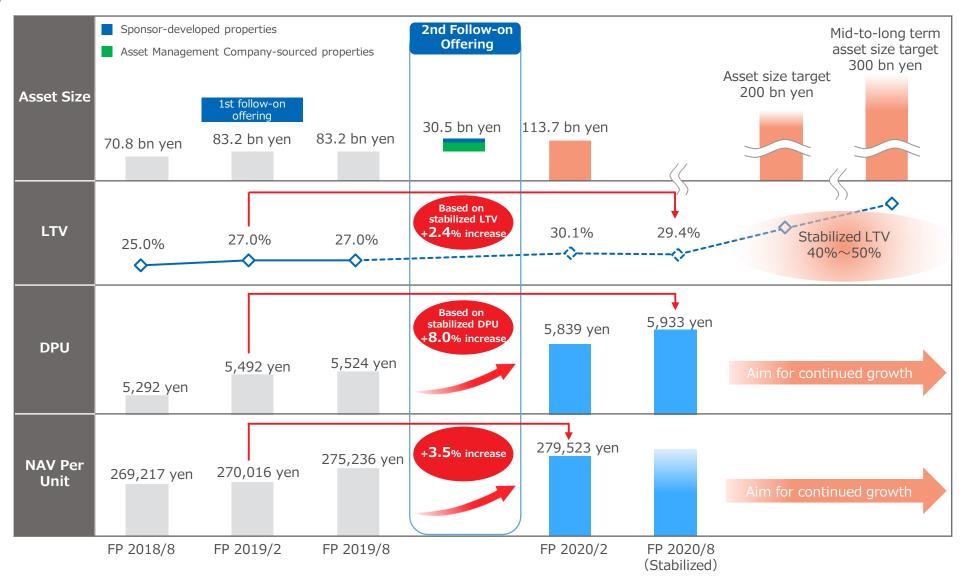
Seismic isolators

### Governance

- Introduced asset management fee fully linked to unit price performance
- Continual same-boat investment in MEL by MEC, a sponsor

# Mid-to Long-Term Growth Strategy

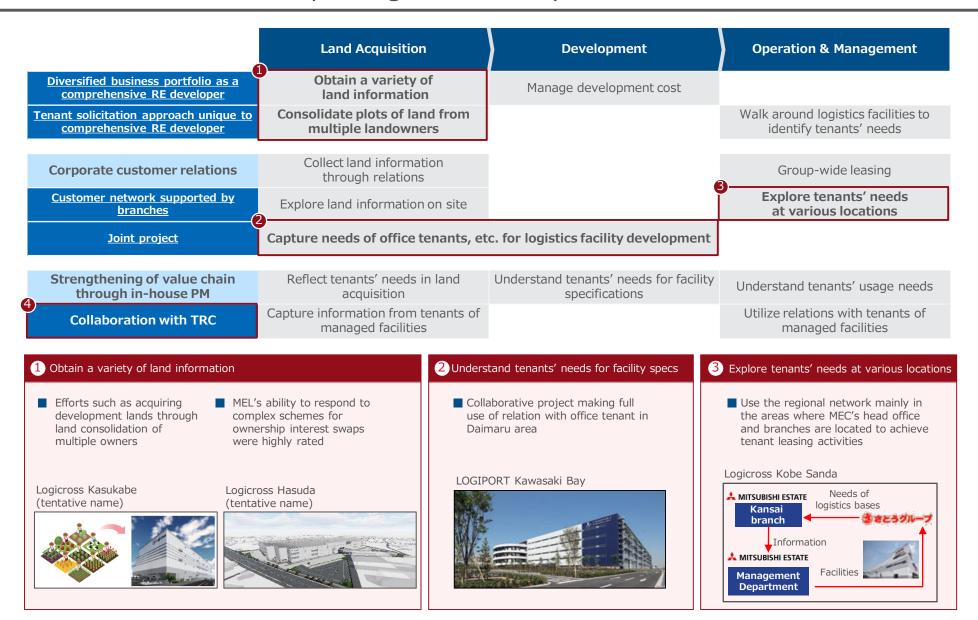
## Asset size target and transition of DPU



# Mitsubishi Estate's Logistics Facilities Business



# Features of MEC Group's Logistics Facility Business



# Partnership with TRC

### Partnership with TRC

Outsourcing Operation and Management to TRC















Logicross Atsugi

Logicross Kobe Sanda

Logicross Atsugi II

Osaka Nishi-Yodogawa Logistic Facility Center

Logicross Narashino

Logicross Yokohama Kohoku

- Operation & management of 10 sponsor-developed properties are outsourced to TRC
- Promoting in-house operation & management by utilizing TRC's know-how











MJ Logipark Kasugai 1

MJ Logipark Tsuchiura 1

Logicross Nagoya Kasadera

MJ Industrial Park Sakai (Land)

## Overview of Tokyo Ryutsu Center (TRC)

- Established in 1967 to operate large distribution facilities that take a critical role for streamlining logistics in the Tokyo Metropolitan area, and became a consolidated subsidiary of MEC.
- Rebuilt Logistics Building, B-wing as the first in-premise re-development project (completed in June, 2017, with floor area of 171,300m<sup>2</sup>). MEC entered "Project Management Support consignment contract" associated with rebuilding.





Personnel Exchange with TRC (As of Apr. 1, 2019)

7 seconded

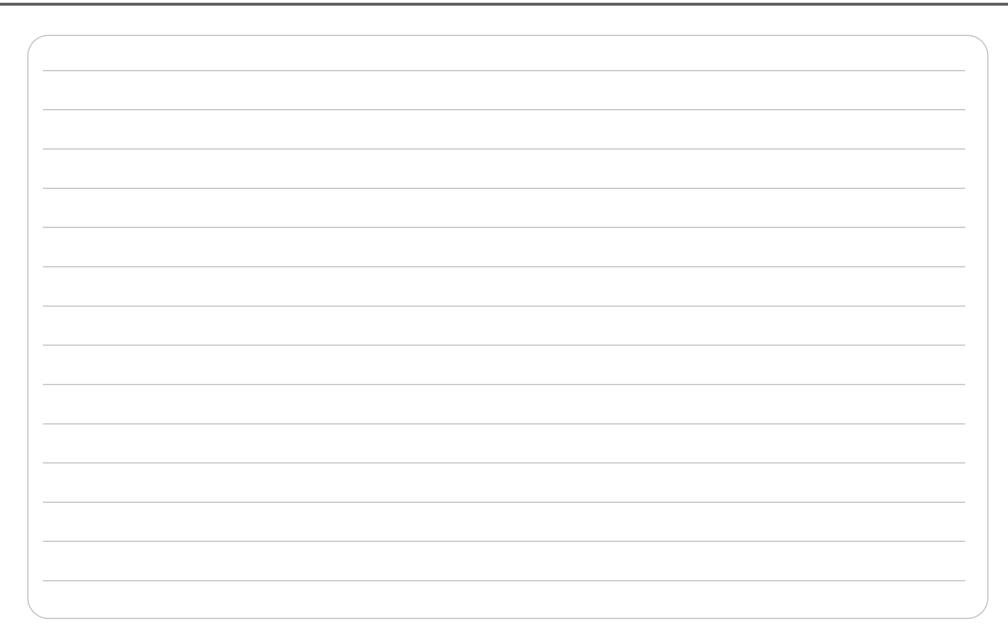


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4 accepted

- Six employees are seconded from MEC to TRC, while three employees from TRC to MEC
- One employee is seconded from MJIA to TRC, while one from TRC to MJIA
- Promoting the accumulation of know-how through personnel exchange



# **Appendix**



# Portfolio Overview

## Portfolio summary

Number of properties

15<sub>properties</sub>

Average occupancy

99.9%

Total acquisition price

 $113.7_{\text{bn yen}}$ 

Average appraisal NOI yield

4.8%

Average NOI yield after depreciation



**Property Name Acquisition Price** Appraisal NOI Yield

Logicross Fukuoka Hisayama 5,770 mn yen



**Property Name Acquisition Price** Appraisal NOI Yield LOGIPORT Sagamihara 21,364 mn yen



**Property Name** Acquisition Price Appraisal NOI Yield MJ Logipark Funabashi 1 5,400 mn yen 6.5%



**Property Name** Acquisition Price ppraisal NOI Yield

MJ Logipark Atsugi 1 6,653 mn yen

**Property Name** 

MJ Logipark Kazo 1 1,272 mn yen

5.7%



**Property Name Acquisition Price** Appraisal NOI Yield

Logicross Atsugi 8,440 mn yen 4.5%



**Property Name Acquisition Price** Appraisal NOI Yield

LOGIPORT Hashimoto 18,200 mn yen 4.4%



Appraisal NOI Yield

MJ Logipark Osaka 1 6,090 mn yen 5.0%



**Property Name** MJ Logipark Fukuoka 1 **Acquisition Price** 6,130 mn yen ppraisal NOI Yie 5.3%



**Property Name** 5.3%

MJ Logipark Tsuchiura 1 3,133 mn yen

**Property Name** Acquisition Price Appraisal NOI Yield

Logicross Kobe Sanda 3,900 mn yen 5.1%



**Property Name Acquisition Price** Appraisal NOI Yield

LOGIPORT Osaka Taisho 5,682 mn yen 4.6%



**Property Name** MJ Logipark Kasugai 1 13,670 mn yen ppraisal NOI Yield 4.8%

ppraisal NOI Yie 5.7%

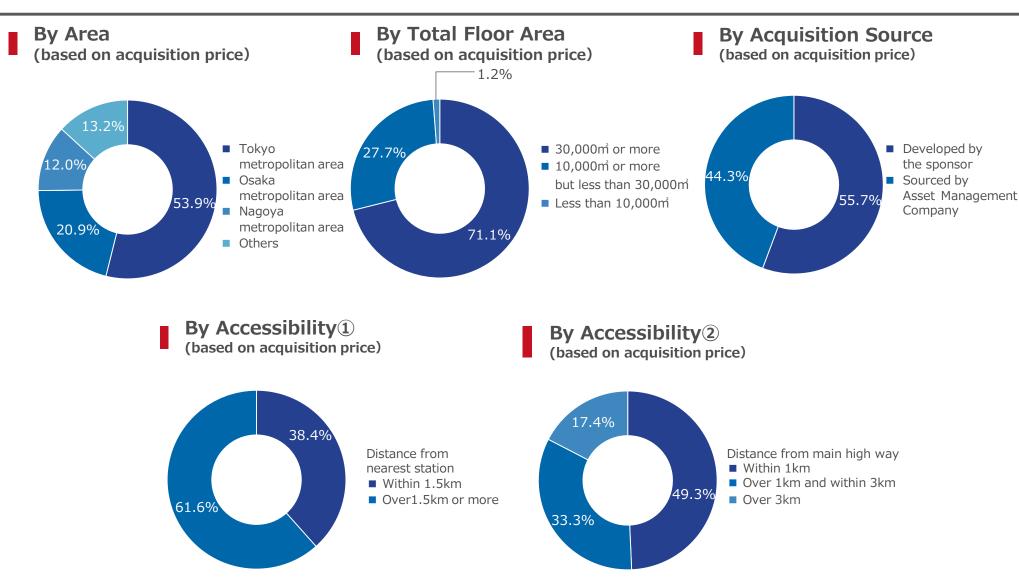
MJ Logipark Nishinomiya 1 2,483 mn yen

ppraisal NOI Yie

MJ Industrial Park Sakai (Land) 5,600 mn yen 3.8%

Note: As of Aug. 31, 2019 except for properties acquired in 7th FP are as of June 30, 2019.

# Portfolio Data



Note: As of Oct. 9, 2019.

# Portfolio Details

	Property Name	Location	Acquisition Price (mn yen)	Total Floor Area (m²)	Appraisal NOI yield (%)	Occupancy Rate (%)	Property Age (years)	Property Type
	Logicross Fukuoka Hisayama	Kasuya, Fukuoka	5,770	36,082	5.2	100.0	4.9	Multi
	Logicross Atsugi	Atsugi, Kanagawa	8,440	29,895	4.5	100.0	2.5	Multi
	Logicross Kobe Sanda	Kobe, Hyogo	3,900	12,879	5.1	100.0	2.2	BTS
Properties Held as of the end of 6th FP (Note 2)	LOGIPORT Sagamihara (Beneficiary interest 49%)	Sagamihara, Kanagawa	21,364	200,252 (98,123)	4.7	99.7	6.0	Multi
	LOGIPORT Hashimoto (Beneficiary interest 45%)	Sagamihara, Kanagawa	18,200	145,809 (65,614)	4.4	100.0	4.6	Multi
	MJ Logipark Funabashi 1	Funabashi, Chiba	5,400	18,262	6.5	100.0	29.8	Multi
	MJ Logipark Atsugi 1	Atsugi, Kanagawa	6,653	27,836	4.6	100.0	6.1	Multi
	MJ Logipark Kazo 1	Kazo, Saitama	1,272	7,602	5.7	100.0	13.5	Multi
	MJ Logipark Osaka 1	Osaka, Osaka	6,090	39,157	5.0	100.0	11.9	Multi
	MJ Logipark Fukuoka 1	Kasuya, Fukuoka	6,130	39,797	5.3	100.0	11.9	Multi
	Sub total / Average		83,219	557,575 (375,251)	4.9	99.9	7.6	-
	MJ Logipark Tsuchiura 1	Tsuchiura, Ibaraki	3,133	15,485	5.3	100.0	4.8	BTS
Properties Acquired in	LOGIPORT Osaka Taisho (Beneficiary interest 20%)	Osaka, Osaka	5,682	117,045 (23,409)	4.6	99.9	1.5	Multi
the 7th FP	MJ Logipark Nishinomiya 1	Hyogo, Osaka	2,483	13,903	5.7	100.0	28.5	BTS
(Note 2)	MJ Logipark Kasugai 1	Kasugai, Aichi	13,670	58,236	4.8	100.0	2.6	Multi
	MJ Industrial Park Sakai (Land)	Sakai, Osaka	5,600	-	3.8	100.0	-	Land
	Sub total / Average	·	30,568	204,669 (111,033)	4.7	100.0	5.2	-
	Total / Average		113,787	762,245 (486,285)	4.8	99.9	7.1	-

Note 1: "Total Floor Area" of LOGIPORT Sagamihara, LOGIPORT Hashimoto and LOGIPORT Osaka Taisho are shown with the values corresponding to each co-ownership interest (49%,45% and 20%, respectively).

The figure in parentheses in the "Sub-total (Total) / Average" column is the sum of total floor area of properties calculated based on the values corresponding to each co-ownership interest ratio.

Note 2: As of Aug. 31, 2019 except for the "Appraisal NOI yield" for the Properties Acquired in the 7th FP which are as of June 30, 2019.



# Summary of Latest Appraisals

(Units: Millions of yen)

	Property Name	Acquisition Date	Acquisition Price	Book Value at end of	(Ended A	6th FP 5th FP (Ended Aug. 31, 2019) (Note 1) 2019) (Note		Feb.28,	Differ	ence	Unrealized Gain
		3		6th FP	Appraisal value	Direct cap rate	Appraisal value	Direct cap rate	Appraisal value	Direct cap rate	
	Logicross Fukuoka Hisayama	Sept. 2017	5,770	5,683	6,110	4.8%	6,070	4.8%	+40	±0.0%	426
	Logicross Atsugi	Sept. 2018	8,440	8,485	8,780	4.3%	8,740	4.3%	+40	±0.0%	294
Properties Held as of the end of 6th FP	Logicross Kobe Sanda	Sept. 2018	3,900	3,923	4,100	4.7%	4,050	4.7%	+50	±0.0%	176
	LOGIPORT Sagamihara (Beneficiary interest 49%)	Sept. 2017	21,364	21,175	23,300	4.2%	22,800	4.3%	+500	(0.1)%	2,124
	LOGIPORT Hashimoto (Beneficiary interest 45%)	Sept. 2017	18,200	18,071	19,305	4.1%	19,080	4.1%	+225	±0.0%	1,233
	MJ Logipark Funabashi 1	Sept. 2016	5,400	5,294	6,440	5.0%	6,440	5.0%	± 0	±0.0%	1,145
	MJ Logipark Atsugi 1	Sept. 2017	6,653	6,606	6,910	4.3%	6,910	4.3%	± 0	±0.0%	303
	MJ Logipark Kazo 1	Sept. 2017	1,272	1,272	1,370	5.1%	1,370	5.1%	± 0	±0.0%	97
	MJ Logipark Osaka 1	Sept. 2017	6,090	6,035	6,670	4.4%	6,520	4.5%	+150	(0.1)%	634
	MJ Logipark Fukuoka 1	Sept. 2017	6,130	6,000	6,390	4.8%	6,390	4.8%	± 0	±0.0%	389
	Sub total		83,219	82,550	89,375	-	88,370	-	+1,005	-	-
	MJ Logipark Tsuchiura 1	Sept. 2019	3,133	-	3,420	4.8%	-	-	-	-	-
Properties	LOGIPORT Osaka Taisho (Beneficiary interest 20%)	Oct. 2019	5,682	-	6,020	4.2%	_	-	-	-	-
Acquired in	MJ Logipark Nishinomiya 1	Oct. 2019	2,483	-	2,630	4.8%	-	-	-	-	-
the 7th FP	MJ Logipark Kasugai 1	Oct. 2019	13,670	-	13,900	4.5%	-	-	-	-	-
	MJ Industrial Park Sakai (Land)	Oct. 2019	5,600	-	5,780	3.7%	-	-	-	-	-
	Sub total		30,568	-	31,750	-	-	-	-	-	-
	Total		113,787	-	121,125	-	-	-	-	-	-

Note 1: As of Aug. 31, 2019 for the Properties held as of the 6th FP, and as of June 30, 2019 for the Properties acquired in the 7th FP. Note 2: As of Feb. 28, 2019 for Appraisal value and Direct cap rate at end of 5th FP.



# Statement of Income and Balance Sheet

Statement of Income	(Unit : Thousands of yen)

Item	Actual
Operating revenues	2,530,386
Operating rental revenues	2,399,157
Other rental revenues	131,229
Operating expenses	1,276,463
Expenses related to property rental business	959,140
Asset management fee	209,632
Asset custody fee	850
Administrative service fee	19,278
Director's compensations	2,400
Commission paid	57,014
Other operating expenses	28,147
Operating income	1,253,922
Non-operating income	55,255
Interest income	25
Other non-operating income	55,230
Non-operating expenses	96,427
Interest expenses	49,662
Borrowing related expenses	8,915
Amortization of organization expenses	6,047
Other non-operating expenses	31,801
Ordinary income	1,212,751
Income before income taxes	1,212,751
Net income	1,211,868
Unappropriated retained earnings	1,211,916

### **Balance Sheet**

(Unit: Thousands of yen)

Item	Actual
Current assets	5,856,848
Cash and deposits	2,627,266
Cash and deposits in trust	3,196,426
Other current assets	33,155
Non-current assets	82,578,642
Property and equipment	82,550,517
Intangible assets	6,626
Investments and other assets	21,498
Deferred assets	22,175
Total assets	88,457,666
Current liabilities	4,947,542
Operating accounts payable	97,523
Long-term loans payable due within one year	4,000,000
Accrued expenses	286,273
Advances received	405,806
Other current liabilities	157,939
Non-current liabilities	21,465,562
Long-term loans payable	19,924,000
Tenant leasehold and security deposits in trust	1,541,562
Total liabilities	26,413,105
Total unitholders' equity	62,044,560
Unitholders' capital, net	60,832,644
Surplus	1,211,916
Total net assets	62,044,560
Total liabilities and net assets	88,457,666

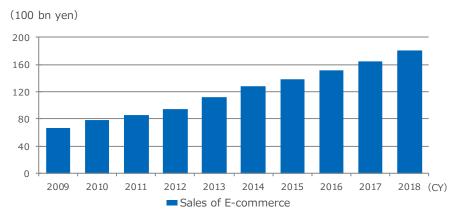
# Debt

Cat	egory	Lenders	Balance (mn yen)	Interest Rate	Borrowing Date	Repayment Date	Collateral		
		MUFG Bank	200	_					
Short-	Floating	Shinkin Central Bank	750	Base rate (JBA 1-month JPY	Oct 0 2010	Oct 0 2020			
term	rate	Mizuho Bank	900	TIBOR)+0.07000%	Oct. 9, 2019	Oct. 9, 2020			
		Mizuho Bank	1,100	11501() 10.07000 70					
		Mizuho Bank	720	0.32630%		Sept. 14, 2021			
		Development Bank of Japan	1,491	0.3203070		Зерt. 14, 2021			
		MUFG Bank	430	0.35750%		Sept. 14, 2022			
		Sumitomo Mitsui Banking Corporation	2,050	0.5575070		Зерс. 14, 2022			
		MUFG Bank	1,760						
		Mizuho Bank	1,330	0.39130%		Sept. 14, 2023			
		The Bank of Fukuoka	450		Sept. 14, 2017				
		The Bank of Fukuoka	900	0.42880%		Sept. 14, 2024			
		MUFG Bank	620	0.46750%			Sept. 14, 2025		
		MUFG Bank	710 0.50750%	Sept. 14, 202	Sept. 14, 2026				
		MUFG Bank	2,680				Unsecured, Unguaranteed		
		Sumitomo Mitsui Banking Corporation	880	0.55000%		Sept. 14, 2027			
		Mizuho Bank	880						
Long-	Fixed	Sumitomo Mitsui Banking Corporation	830	0.24000%		Sept. 14, 2022			
term	rate	The Norinchukin Bank	800	0.39500%		Sept. 14, 2025			
		Shinsei Bank	500	0.45380%	Sent 14 2018	Sept. 14, 2018 Sept. 14, 2026	Sept. 14, 2018 Sept. 14, 2026		
		Mizuho Bank	830		3cpti 11, 2010				
		The Bank of Fukuoka	807	0.57500%	0.57500% Sept. 14, 202	0.57500% Sept. 14, 20	0.57500% Sept. 14, 20	Sept. 14, 2028	
		Shinkin Central Bank	1,256						
		Sumitomo Mitsui Banking Corporation	3,000	0.25000%	Sept. 2, 2019	Sept. 2, 2023			
		MUFG Bank	4,000	0.49000%	Sept. 30, 2019	Sept. 30, 2029			
		The Norinchukin Bank	1,250	0.18000%		Oct. 9, 2024			
		The Shinkumi Federation Bank	1,250			,			
		MUFG Bank	200	0.21600%		Oct. 9, 2025			
		Mizuho Bank	2,400	0.26000%	Oct. 9, 2019	Oct. 9, 2026			
		The 77 Bank	400			·			
		Shinsei Bank	1,250	0.24000%		Oct. 9, 2027			
		The Bank of Fukuoka	750	0.42000%		Oct. 10, 2028			
		Total	37,374	-	-	-	-		

Note: As of Oct. 9, 2019

# Logistics Market Overview (1)

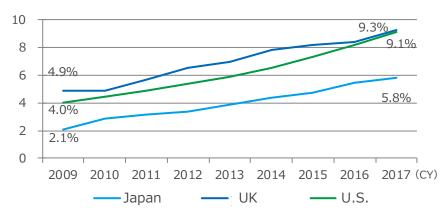
### **E-commerce Market Size**



Source: Data compiled by the Asset Management Company based on data from "Establishment of infrastructure for data malignant society in Japan (FY2018 E-Commerce Market Survey)" (May 2019) by the Ministry of Economy, Trade and

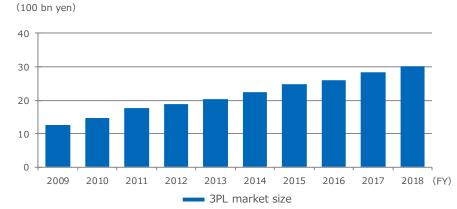
Note: "Sales of E-commerce" in the above figure is an estimate of the transaction amount on the Internet at B to C (between enterprises and consumers), and the figure to be estimated is the sum of transaction amount through the Internet among all goods and services in personal consumption. It is broadly classified into the fields of sales merchandising, service and digital, and market estimate value is calculated for each and totaled.

### -commerce Rate



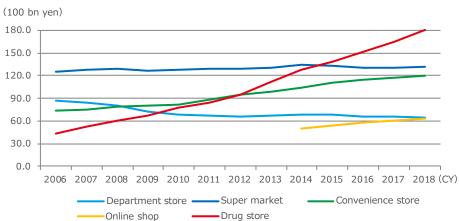
Source: Data created by the Asset Management Company based on data from Ministry of Economy, Trade and Industry (Japan), Office for National Statistics (UK) and U.S. Census Bureau (USA)

### 3 PL Market Size



Source: Data created by the Asset Management Company based on "Monthly Logistics Business Sept. 2019" Note: Each FY refers to a period commencing on April 1 and ending on March 31 of the following year It does not coincide with the FP of MEL.

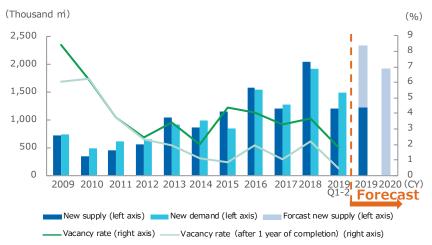
### **Retail Market Size**



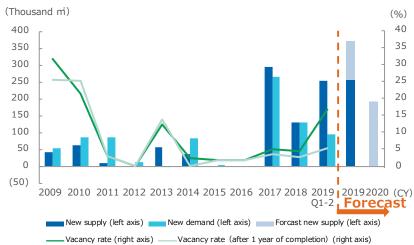
Source: Data compiled by the Asset Management Company based on data from "Current Survey of Commerce FY 2018" (March 2019) by the Ministry of Economy, Trade and Industry and "Establishment of infrastructure for data malignant society in Japan (FY 2018 E-Commerce Market Survey)" (May 2019) by the Ministry of Economy, Trade and Industry

# Logistics Market Overview (2)

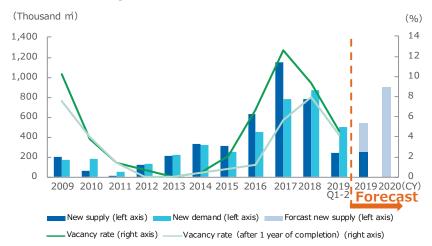
### **Tokyo Metropolitan Area**



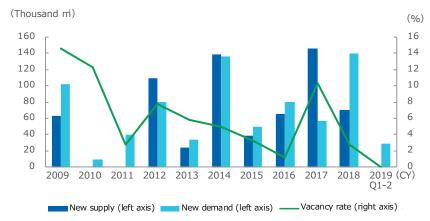
## Nagoya Metropolitan Area



### **Osaka Metropolitan Area**



### Kyushu Area



Source : CBRE K.K.

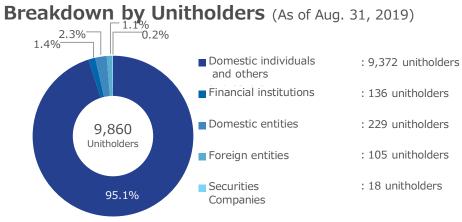
<sup>1.</sup> In the above figures, "Tokyo Metropolitan Area" refers to Tokyo, Chiba, Saitama, Kanagawa and Ibaraki prefectures, "Osaka Metropolitan Area" refers to Osaka and Hyogo prefectures, "Nagoya Area" refers to Aichi prefecture and "Kyushu Area" refers to Fukuoka and Saga prefectures.

<sup>2. &</sup>quot;New Supply" refers to change in occupied floor area is calculated by subtracting tenant withdrawal floor area from floor area under new agreements.

# **Unitholders Composition**

# Breakdown by Units (As of Aug. 31, 2019)





### Same-boat Investment by MEC (As of Oct. 18, 2019)

Investment in MEL by MEC

### **Major Unitholders** (As of Aug. 31, 2019)

	Number of Units	Ratio
Japan Trustee Services Bank, Ltd. (Trust Account)	32,372	13.16%
The Master Trust Bank of Japan, Ltd. (Trust Account)	28,251	11.49%
Mitsubishi Estate Co., Ltd.	10,000	4.06%
Trust and Custody Services Bank, Ltd. (Securities Investment Trust Account)	8,832	3.59%
The Nomura Trust and Banking Company, Ltd. (Trust Account)	7,132	2.90%
Tokyo Century Corporation	6,069	2.46%
The Chugoku Bank, Limited	5,372	2.18%
The Shinkumi Federation Bank	4,806	1.95%
The Iyo Bank, Ltd.	3,652	1.48%
The Hyakujushi Bank, Ltd	3,500	1.42%
Total	109,986	44.74%

Approx. 4.1%

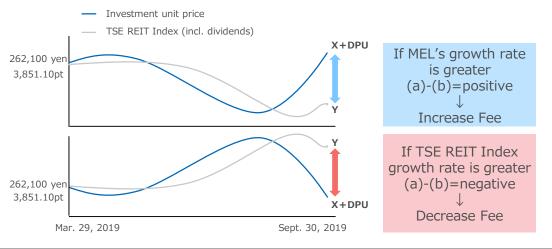
# Asset Management Fee Fully Linked to Unit Price Performance

## MEL's Asset Management Fee Structure

Asset management fee I (AUM-linked)	otal assets as of the end of previous period x 0.2% (upper limit)				
Asset management fee II (Real estate profit-linked)	Adjusted NOI x 5.0% (upper limit)				
Asset management fee III (Unitholder interest-linked)	Adjusted net income before tax x net income before tax per unit x 0.001% (upper limit)  "Investment unit price-linked management fee"  Performance against TSE REIT Index ((a) – (b)) x market capitalization (for fiscal period of each term) x 0.1% (upper limit)  (a) : Fluctuations in MEL's investment unit price (incl. dividends)  (b) : Fluctuations in the TSE REIT Index (incl. dividends)				

## First J-REIT to Introduce Asset Management Fee Fully Linked to Unit Price Performance

■ Strengthen the alignment between asset management company and unitholder interest by giving incentives to asset management company for improving unitholders' value. Align both parties interest by introducing an asset management fee reflecting above performance.



Calculation	Reference date	Reference date	DPU to include
Period	(Previous period)	(Present period)	
FP Ending	Last business day	Last business day of Sept. 2019	FP Ending
Feb. 2020	of Mar. 2019		Aug. 2019
FP Ending	Last business day	Last business day of Mar. 2020	FP Ending
Aug. 2020	of Sept. 2019		Feb. 2020

### For the period ending February 2020

### <Example>

- Closing price of MEL's investment unit as of Mar. 29, 2019 : 262,100 yen
- TSE REIT Index (incl. dividends) as of Mar. 29, 2019: 3,851.10pt
- Closing price of MEL's investment unit as of Sept. 30, 2019 : 344,500 yen
- TSE REIT Index (incl. dividends) as of Sept. 30, 2019: 4,477.77 pt
- (a) = (344,500 yen 262,100 yen + 5,524 yen) / 262,100 yen
- (b) = (4,477.77 pt 3,851.10pt) / 3,851.10pt

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