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# Highlights Since October 2021



# Mitsubishi Estate Logistics REIT Investment Corporation

## **Hybrid External Growth**

- Successfully completed the first global offering to acquire 2 sponsor-developed properties on March 1, 2022, and expanded the asset size to 216.2 bn yen with 24 properties
- Achieved Tax-stabilized DPU growth after the global offering to 7,392 yen (+7.0% vs pre-offering), and NAV to 363,869 yen (+5.8% from the previous fiscal period) (Note 1)

#### **Hybrid Internal Growth**

- Achieved rent growth for 8 consecutive fiscal periods, and maintaining the strong upward trend Average rent growth (Note 2) 11th period +6.5% 12th period +5.3%
- Built track record in property management consignment and accumulated knowledge through utilization of technology at Mitsubishi Estate Group

#### **Financial Strategy**

- Financed via the first green equity offering and sustainability linked loan
- Leveraged low LTV, and diversified the lender base with seven new lenders added
- Upgraded in JCR credit rating outlook from AA- (Stable) to AA- (Positive)

#### **ESG**

- Supported the recommendation by the Task Force on Climate-related Financial Disclosures (TCFD) and set KPIs and targets at MJIA
- Set up an ESG-focused website and issued 1st sustainability report
- Enhanced the structure for promoting sustainability at MJIA

Note 1: Calculated as of Feb. 7, 2022. when 5th Public offering was resolved.

Note 2: Average rent growth for the leases that expired or will expire during the relevant period, and lease contracts that are not yet contracted are assumed to be unchanged for the calculation



#### Maximization of Unitholders' Value in Mid-to Long-term Alignment **Discipline Hybrid**

Align interest with unitholders

Low-Carbon

Further inclusion in major indices

and improvement in liquidity

Achieve disciplined growth

**Enhance MEL's unique strategy Hybrid Model** 

ESG Initiatives to **Accomplish KPIs and Targets** 

ESG

Property acquisition with attention to

**External growth utilizing LTV** 

Hybrid external growth (Supply of properties from both Sponsor and MJIA)

Promotion of efforts for portfolio vield and implied cap rate

Hybrid internal growth (Utilizing management capability of MJIA and leasing capacity of Sponsor)

Flexible property acquisition strategy utilizing bridge funds

ESG

More in-depth ESG commitment and diversification of financing methods through green financing

ESG **Support from Sponsor and** continued same-boat investment

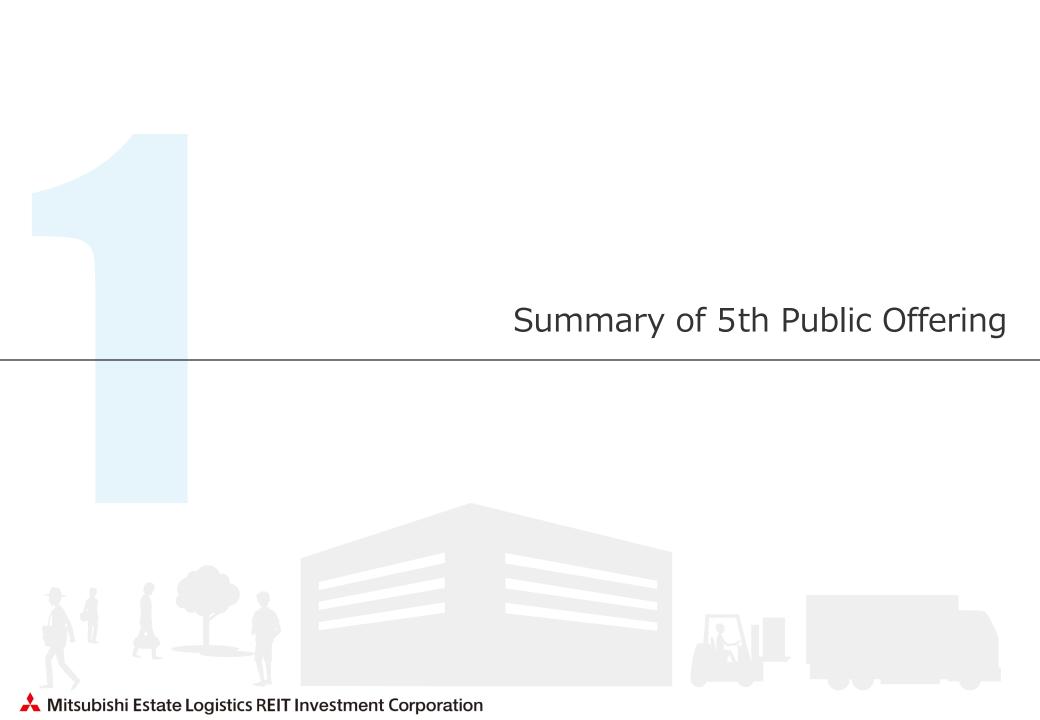
Flexible financing carefully watching the market conditions

Expanding pipelines through utilizing MJIA's various sourcing methods, such as CRE proposals and PDP

Track record in PM consignment and built-up knowledge through utilization of technology at Sponsor Group

- ESG Supported the recommendation by the TCFD and Established KPI and Targets (Dec. 2021)
- ESG Acquisition of 5 Stars rating from GRESB for the second consecutive year(Oct. 2021 and Nov. 2020)
- **ESG** Introduction of cumulative investment for employees of Sponsor and MJIA (Mar. 2021)
  - ✓ Continued growth through execution of public offerings based on "Three Pillars" (Feb. 2022, Feb. 2021, Aug. 2020 and Sept.2019)
  - Inclusion in the FTSE EPRA Nareit Global Real Estate Index Series (Jun. 2020)
- Introduction of the asset management fee structure fully linked to unit price performance, first among J-REITs (May 2019)





# Overview of 5th Public Offering

Offering Type	Global Offering(Reg.S+144A) Green Equity Offering
Launch date	Feb. 7, 2022
Pricing date	Feb. 16, 2022
Issue Price	406,965 yen
number of units	Public Offering: 56,000 units (including for the sponsor:2,400 units)
	Third-party Allotment : 2,800 units
Total Capital Raised	23.9 bn yen



Acquisition Price	3
Appraisal Value	4
Appraisal NOI yield	4
Occupancy rate	1
Total Floor Area	2
Main Tenant	k
Year Built	N

36,000 mn yen 40,365 mn yen 4.3% 100.0% 289,900.59m<sup>2</sup> KOHNAN SHOJI Co., Ltd. and others May 2019



No. of Properties / Total Acquisition Price 2 properties/ 45.8 bn yen

Average **Building Age** 

2.5 years

Total Appraisal Value

50.8 bn yen

Average Occupancy Rate

100.0%

Average Appraisal NOI Yield

4.3%

Tokyo Metropolitan Area Ratio

100.0%



<b>Acquisition Price</b>
Appraisal Value
Appraisal NOI yield
Occupancy rate
Total Floor Area
Main Tenant

Year Built

9,838 mn yen 10,500 mn yen 4.4% 100.0% 35,067.64m<sup>2</sup> Nippon Express Company, Ltd. July 2019









# Summary of Green Financing on 5th PO



Alignment Alian interest unitholders

## **Property Acquisition through Green Financing**

• In this Offering, MEL procured funds using green financing for both equity and loan portions

Appealing the MEL's commitment to ESG through implementation of ESG measures for both equity and debt

#### MEL's Green Portfolio

Ratio of Green Building Certification

87.6%

Properties Acquired through this Offering







LOGIPORT Kawasaki Bay (45% trust beneficiary co-ownership) CASBEE: A Rank for New Construction





Logicross Atsugi II CASBEE Kanagawa: B+ Rank for New Construction

#### Green Loan and Sustainability Linked Loan

Lender	Loan Amount	Loan Type	Maturity
Mizuho Bank	1,000 million yen		9 years
Shinkin Central Bank	2,000 million yen	Green Loan	
Shinsei Bank	1,000 million yen	Green Loan	10 years
Yamaguchi Bank	1,000 million yen		
Norinchukin Bank	2,000 million yen	Sustainability Linked Loan	10 years

#### **Green Equity Offering**



MEL obtained a second-party opinion for the green equity framework from DNV

#### **Sustainability Linked Loan**

MEL will be evaluated in every assessment period based on KPI and following SPTs including the targets below that MEL stipulates toward FY 2030, and also will be granted lower loan spread as an incentive according to the achievement status.

- 1. 30% reduction in CO<sub>2</sub> emissions (compared with FY 2017)
- 2. Increase in the ratio of Green Properties to 100%
- 3. 15% reduction in energy consumption (compared with FY 2017)
- 4. Retention of 4 Stars in GRESB Real Estate Assessment

#### First Green Equity Offering

#### Green Equity Framework (Formulated on Dec. 14, 2021)

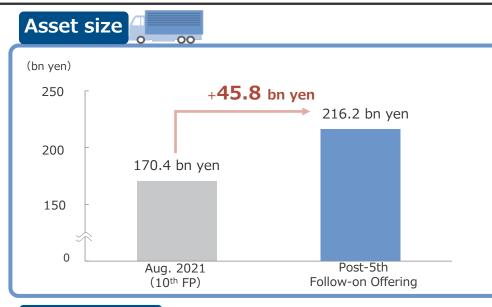
Use of Proceeds	Funds for acquisition of Green Building Assets or for refinancing of funds required for such funds
Process for Project Evaluation and Selection	After MJIA's investigations, assessments and selections of specified properties based on eligible criteria, green equity offering will be reported to the sustainability committee
Management of Proceeds	As soon as the funds are procured, MEL will use the net proceeds for acquisition of specified properties or for refinancing of funds required for acquisition of such properties
Reporting	MEL will disclose the allocation status of the proceeds from financing and environment-related figures such as ${\rm CO}_2$ emissions for the properties to be acquired

Note: Calculated as of Feb. 7, 2022, when 5th Public offering was resolved. However, Ratio of Green Properties after acquisition is calculated based on Apr. 15, 2022.

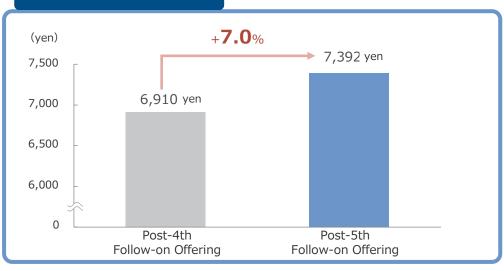




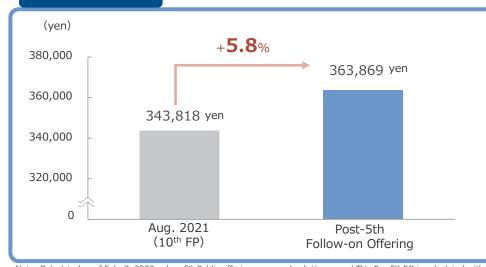
# Effects of public offering



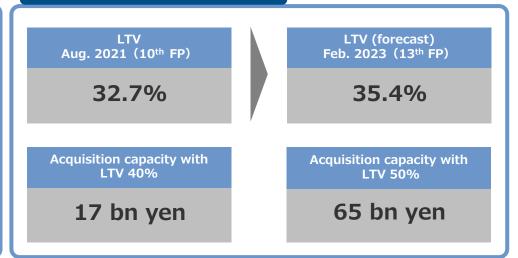
## **Tax-stabilized DPU**



# **NAV** per unit



## LTV · Acquisition capacity



Note: Calculated as of Feb. 7, 2022. when 5th Public offering was resolved. However, LTV after 5th PO is calculated with forecast based on Apr. 15, 2022. NAV per unit of the FP ended Aug. 2021 shows before paying Surplus Cash Distribution NAV





# Financial Results for the Fiscal Period Ended Feb. 2022

Operating Results (mn yen)	FP Ended Aug. 2021 Actual (10th FP)(A)	FP Ended Feb. 2022 Actual (11th FP)(B)	Difference (B) – (A)	FP Ended Feb. 2022 Forecast (As of Oct. 15, 2021)(11th FP)
Operating Revenues	4,953	5,028	+75	5,028
Operating Rental Revenues	4,953	5,028	+75	5,028
Operating Rental Expenses (excluding depreciation)	916	845	-62	864
NOI	4,032	4,171	+138	4,163
Depreciation	881	886	+5	896
General and Administrative Expense	595	644	+48	637
Operating Income	2,555	2,640	+84	2,628
Non operating profit and loss	-173	-99	+74	-119
Ordinary Income	2,382	2,541	+159	2,509
Net Income	2,381	2,540	<b>3</b> +158	2,508
Distributions Per Unit (yen)				
Distributions Per Unit (including SCD)	6,764	7,174	+410	7,099
Distributions Per Unit (excluding SCD)	6,089	6,495	+406	6,412
Surplus Cash Distributions (SCD) Per Unit	675	679	+4	687
Number of investment units issued and outstanding (units)	391,135	391,135	±0	391,135
Other Statistics				
AFFO (mn yen)	3,098	3,298	+200	3,151
AFFO payout ratio	85.4%	85.1%	-0.3%	88.1%
LTV	32.7%	32.4%	-0.3%	32.3%
NAV per unit (yen)	343,143	350,110	+6,967	-
Average Occupancy	99.8%	99.7%	-0.1%	99.8%

## **Main Factors of Variance** 10th FP Actual vs. 11th FP Actual

(Contribution to Net Income)

<ul> <li>Full contribution from properties acquired in 10th FP</li> </ul>	+35mn yen
· Rent increase and others from existing properties	+40mn yen
Rent increase	+44mn ven

Increase in utility cost +5mn yen Decrease in solar power income (seasonal variation) -6mn yen

 Increase in Operating Revenue (above1) +75mn yen Decrease in Operating Expenses +8mn yen Decrease in repair expenses +79mn yen Increase in utility cost -13mn yen Increase in depreciation -5mn yen Increase in leasing fee -5mn yen -48mn yen Increase in general and administrative expenses

 Increase in Operating Income (above2) +84mn yen Increase in non-operating profit and loss +74mn yen Loss of Investment unit issuance expenses and +51mn yen Investment corporation bond issuance expenses Increase in Other non-operating expenses +22mn yen











**Properties Acquired** in 10th FP

**Total Acquisition** Price 28.2 bn yen

Note: 40% additional co-beneficiary interest

# Forecasts for the Fiscal Periods Ending Aug. 2022 and Feb. 2023

Operating Results (mn yen)	FP Ended Feb. 2022 Actual (11th FP)(A)	FP Ending Aug. 2022 Forecast (12th FP)(B)	Difference (B) – (A)	(Reference) FP Ending Feb. 2023 Forecast (13th FP)	
Operating Revenues	5,028	6,198	1 +1,169	6,224	
Operating Rental Revenues	5,028	6,198	+1,169	6,224	
Operating Rental Expenses (excluding depreciation)	854	1,035	+181	1,056	
NOI	4,171	5,158	+987	5,164	
Depreciation	886	1,100	+213	1,108	
General and Administrative Expense	644	725	+81	777	
Operating Income	2,640	3,332	+692	1 3,279	
Non operating profit and loss	-99	-373	-274	-177	
Ordinary Income	2,541	2,958	+417	3,101	
Net Income	2,540	2,957	<b>3</b> +417	3,100	
Distributions Per Unit (yen)					
Distributions Per Unit (including SCD)	7,174	7,307	+133	7,628	
Distributions Per Unit (excluding SCD)	6,495	6,574	+79	6,890	
Surplus Cash Distributions (SCD) Per Unit	679	733	+54	738	
Number of investment units issued and outstanding (units)	391,135	449,935	+58,800	449,935	
Other Statistics					
AFFO (mn yen)	3,298	3,776	+478	4,113	
AFFO payout ratio	85.1%	87.1%	+2.0%	83.4%	
LTV	32.4%	36.0%	+3.6%	35.4%	
Average Occupancy	99.7%	99.7%	±0%	100.0%	

### **Main Factors of Variance** 11th FP Actual vs. 12th FP Forecast

(Contribution to Net Income)

· Increase in r acquired in 1	evenue from proper 2 <sup>th</sup> FP	ties	+1,149mn yen

 Rent increase and others from existing properties

+20mn ven

· Increase in Operating Revenue (above①)	+1,169mn ye

properties acquired in 12th FP Increase in depreciation Increase in operating rental expenses Increase in general and administrative expenses

Increase in expenses from

Increase in leasing fee

 Increase in expenses from existing properties Property tax for properties acquired in 10th FP Increase in repair and maintenance expenses Decrease in utility cost

-93mn yen -80mn yen -95mn yen

-381mn yen

-207mn yen

-67mn yen

-27mn yen

+22mn yen

-13mn yen

-22mn yen

Increase in operating income(above2) +692mn yen Decrease in non-operating profit and loss -274mn yen Investment unit issuance expenses -195mn yen Increase in interest paid -55mn yen

> **Main Factors of Variance** 12th FP Forecast vs. 13th FP Forecast (Contribution to Net Income)

· Rent increase and reduction of vacancy, etc.

 Increase in Operating expenses mainly in general and administrative expenses

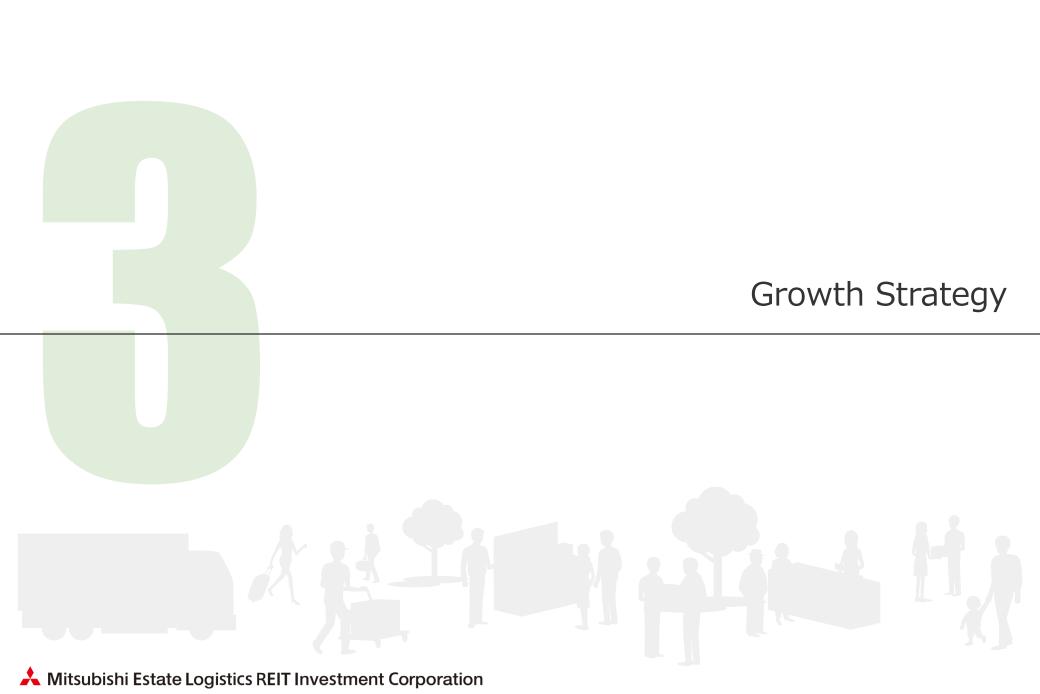
Loss of Other non-operating expenses

-79mn yen

+26mn yen

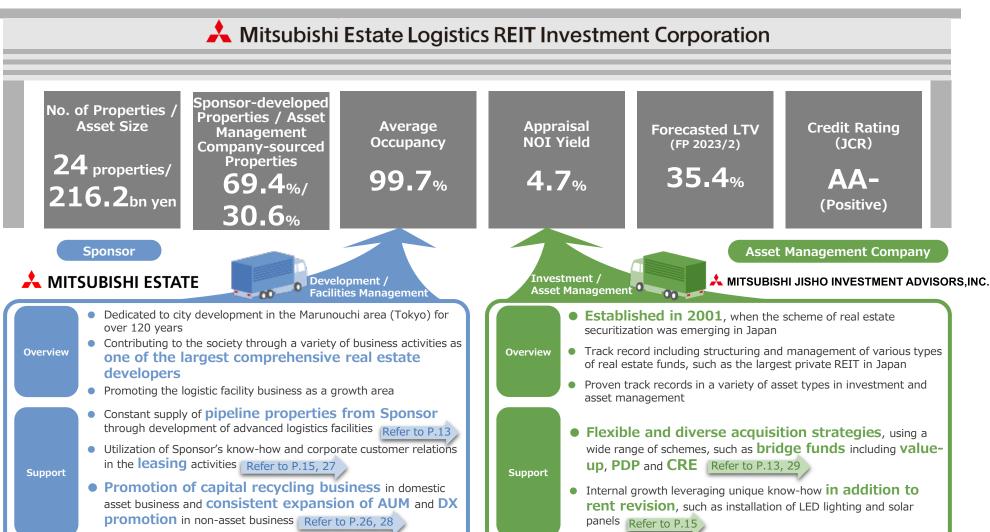
· Loss of investment unit issuance expenses for the 12th fiscal term

+195mn yen



# Features of Mitsubishi Estate Logistics REIT Investment Corporation

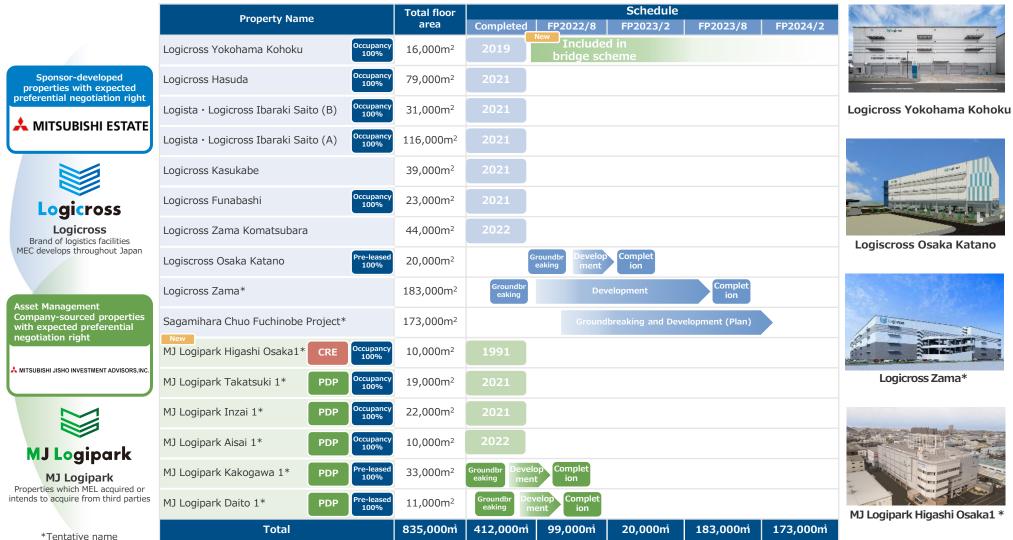
## Stable Growth Strategy with Hybrid Model "Developer × Real Estate Asset Manager"



Note: As of Feb. 28, 2022. However, the properties acquired on Mar. 1, 2022, are included.

# **External Growth Strategy**

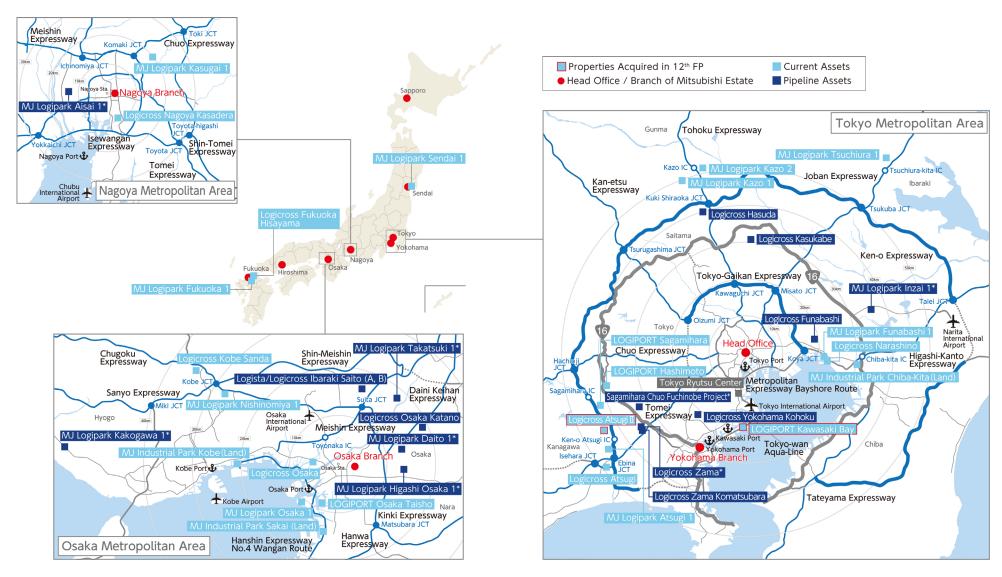
Seeking for further external growth leveraging 16 properties (with preferential negotiation rights) with total floor area of 835,000m including 9 completed properties with total floor area of 412,000m



Note: As of Apr. 15, 2022. MEC Group-developed properties and MJIA-sourced properties are highlighted in blue and in green, respectively



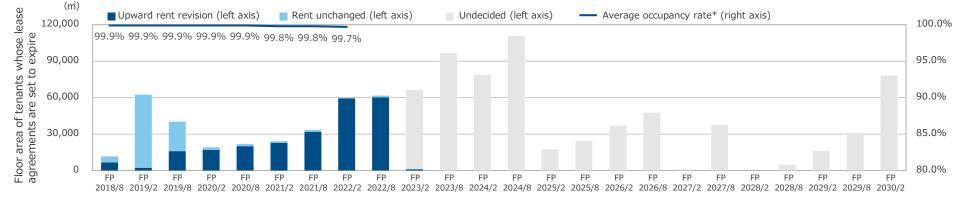
# Portfolio Map

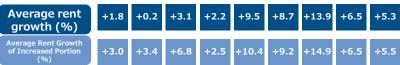


Note: As of Apr. 15, 2022

## Rent Revision Track Record and Lease Agreement Expiration Schedule

## Achieved rent growth for 8 consecutive periods Upward trend is expected to continue for 12th FP and 13th FP







6.4 years

#### Unique Initiatives by Asset Management Company **Steady Internal Growth**

Revenue growth through installation of LED lighting MJ Logipark Fukuoka 1, LOGIPORT Sagamihara, LOGIPORT Hashimoto MJ Logipark Nishinomiya 1

- Achieved income increase by Solar Panels MJ Logipark Fukuoka 1, MJ Logipark Atsugi 1
- Improved tenant satisfaction and profitability by increasing parking space LOGIPORT Osaka Taisho, MJ Logipark Sendai 1
- Reduced property tax due to review in asset valuation

MJ Logipark Funabashi 1、LOGIPORT Sagamihara、 MJ Logipark Kazo 1, Logicross Atsugi, LOGIPORT Osaka Taisho







Note 1: As of Apr. 15, 2022

Note 2: As of Feb. 28, 2022. However, the properties acquired on Mar. 1, 2022. are included.

## Financial Highlight (As of Apr. 15, 2022)

**Long-term Debt Ratio** 

96.7 %

Credit Rating (JCR)

AA- (Positive)

**Fixed Interest Rate Ratio** 

96.7 %

Forecasted LTV (FP 2023/2)

35.4 %

**Average Remaining Debt Duration** 

(all / excluding short-term)

5.8 years / 5.9 years

Total/ **Limits of Green Finance** 

Approx. 9/59 bn yen

**Average Debt Cost** (all / excluding short-term)

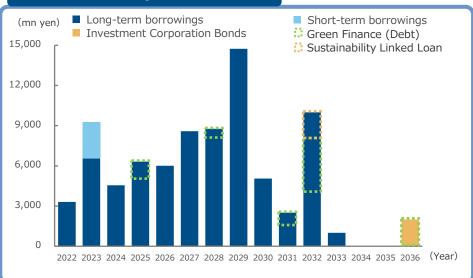
0.44 %/ 0.45 %

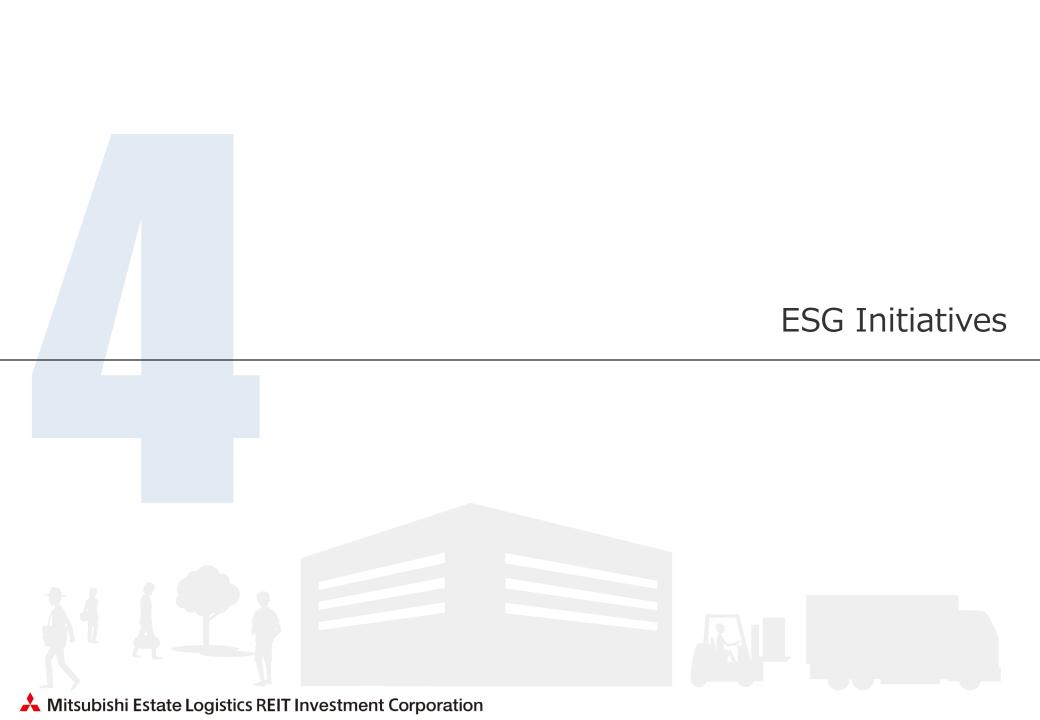
**Debt Capacity** (LTV up to 40%/50%)

Approx. 17/65 bn yen

#### Lenders MUFG Bank, Ltd. 19.7% Mizuho Bank, Ltd. 15.4% Sumitomo Mitsui 12.5% The Norinchukin Bank 7.6% Banking Corporation ■ The Bank of Fukuoka, Ltd. 6.5% ■ Shinkin Central Bank 6.0% The Shinkumi Federation 5.8% Shinsei Bank, Limited 3.4% **Total Debt** 11111111 Balance The Yamaguchi Bank, Ltd. 3.0% ■ The 77 Bank, Ltd. 2.3% ...... 82,074 ■ The Yamanashi Chuo Bank, Ltd. 1.8% The Nishi-Nippon City Bank, Ltd. 1.8% mn yen Development Bank of Japan Inc. 1.8% The Chiba Bank, Ltd. 1.6% Daiwa Next Bank, Ltd. 1.2% The Gunma Bank, Ltd. 1.2% Kansai Mirai Bank, The Hachijuni Bank, Ltd. 1.2% Borrowings from new lenders 1.2% Sumitomo Mitsui Trust Bank, Limited The Yamagata Bank, Ltd. 0.6% ■ The Keiyo Bank, Ltd. 0.6% ■ The Chugoku Bank, Ltd. 0.6% Chugoku Bank Investment ■ The Bank of Toyama, Ltd. 0.4% 2.4% Gunma Bank Yamagata Bank Corporation Bonds Kansai Mirai Bank Green Finance (Debt) 11.1% Hachiiuni Bank Sustainability Linked Loan 2.4%

## **Debt Maturity Schedule**





## **International Initiatives and Participation**

Supported the recommendation by the "Task Force on Climate-related Financial Disclosures (TCFD)"





TCFD is an international initiative established for the purpose of discussing the disclosures of climate-related financial information and the responses by financial institutions.

Asset Management Company has expressed support for the recommendations of the TCFD and joined the TCFD consortium in Dec. 2021.

#### Signing of PRI

Signatory of:



Asset Management Company became a signatory of PRI, the Principles for Reasonable Investment in March 2020.

PRI encourages the incorporation of Environment, Social and Governance issues into investment decision-making processes.

# **Participation in UNGC**

**WE SUPPORT** 



UNGC is a voluntary, global initiative supporting a global framework for sustainable growth through the demonstration of creative, responsible leadership by the respective corporations and organizations as principled members of society.

Mitsubishi Estate Co., Ltd. became a signatory of the UNGC and Mitsubishi Estate Group was registered as participants in April 2018. Along with this, Asset Management Company has participated in this initiative as a member of Mitsubishi Estate Group.

## **Materiality**

## **Key Materiality**

Environ	Responding to Climate Change / Enhancing Portfolio Resilience
ment (E)	Promotion of Resource Conservation
	Promotion of Green Portfolio /Active Receipt of Green Building Certification
	Improvement of Health, Safety and Comfort / Improvement of Tenant Satisfaction
Social (S)	Contribution to Local communities and implementation of community contribution programs
	Creating a safe and comfortable work environment for everyone and improving employee satisfaction
	Human Resource Development by Enhancing Continuous Training
	Thorough Compliance and Risk Management
Governa nce (G)	Enhancing Governance
	Enhance Clear Information Disclosure and Engagement with Stakeholders (Investors)

#### **Materiality Identification Process**

#### Step 1 Identification of Issue Items

With reference to the evaluation items of the main evaluation organizations (GRESB, etc.) and disclosure frameworks (GRIs, etc.) related to sustainability of the Investment Corporation, issues were identified over a wide area based on the expectations of stakeholders and the status of other companies in the same industry.

#### Step 2 Focusing and Prioritizing

Formulate materiality (draft) by organizing and integrating issues as appropriate and prioritizing them in light of social trends and expectations demanded by internal and external stakeholders and the impact on the business and performance of the Investment Corporation.

#### STEP 3 Meetings, Validation and Approval by Management

The materiality (draft) is discussed external specialized institution and management, including President & Chief Executive officer of MIJA, and approved by Management Committee of MIJA identify materiality.











## We are promoting efforts to achieve the set KPIs and Targets

Main KPIs	FY2017 (based)	FY2020 (latest)	FY2030 (Target)
CO2 Emission Intensity (t-CO <sub>2</sub> /m <sup>2</sup> )	0.025	0.019 (21.3% Reduction)	30% Reduction
Energy Consumption Intensity (kWh/m <sup>*</sup> )	50.20	45.30 (9.7% Reduction)	15% Reduction
Waste Recycling Rate	54.9%	63.4%	70% or more
Water Consumption Intensity (m²/m²)	0.114	0.092 (18.9% Reduction)	No Increase
Ratio of Green Building Certification (Note)	_	87.6%	100%

Note: Ratio of Green building certification is calculated based on Mar. 4, 2022



# Enhancement of ESG disclosure / GRESB Real Estate Assessment







#### Establishment of ESG special site and Issuance of 1st Sustainability Report

• MEL has opened ESG special site and issued 1st Sustainability Report for the purpose of reporting to stakeholders about our ideas and efforts toward ESG.

#### **ESG** special site



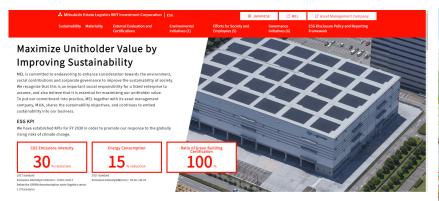
**URL** 

https://mel-reit.co.jp/en/esg/index.html

#### **Sustainability Report**









**URL** 

https://mel-reit.co.jp/en/esg/assets/img/disclosure/doc sustainability 202201.pdf

## **GRESB Assessment (2021)**



MEL was awarded the highest rating"5 Stars" for two consecutive years and "Green Star" for three consecutive years

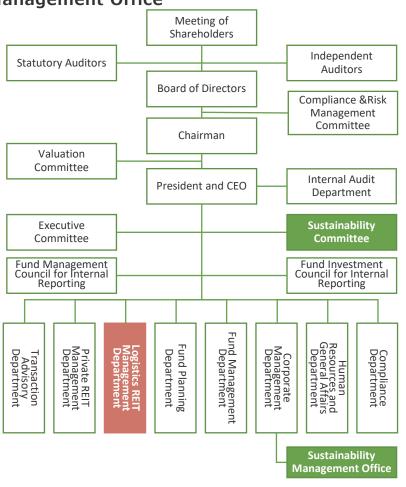


 MEL was awarded the highest rank "A Level" in the "GRESB Public Disclosure" (5-level rating) for the second consecutive year



## Change of Organization in MJIA

#### Reposition Sustainability Committee as a formal committee and established Sustainability **Management Office**



#### **Reposition Sustainability Committee** as a Formal Committee

• MJIA established the Sustainability Committee in February 2019, with the aim of improving sustainability and enhancing unitholder value. The committee has been deliberating, discussing and managing the progress of specific proposals for targets and measures related to sustainability.

In January 2022, MJIA positioned the Sustainability Committee as the core of its management, and in order to sophisticate and clarify its system for promoting sustainability, it has established the Sustainability Committee Rules and made it to a formal committee

#### **Establishment of Sustainability Management Office**

• MJIA set up Sustainability Management Office within the Corporate Management Department as of April 1, 2022, aiming for further enhancing its commitment to sustainability, which is becoming increasingly sophisticated and complicated. MJIA appointed a sustainability officer to strengthen the structure further



# **ESG** Finance



Alignment Alian interest unitholders

#### Green Loan / Green Bond

MEL obtained "Green 1(F)" (highest for JCR Green Finance Evaluation), and procured 7.0 billion yen and 2.0 billion ven via Green Loan and Green Bond, respectively, as of April 15, 2022



• Total amount of Green Finance (mn yen)



## **Green Equity Offering**

 MEL procured approx. 22 billion yen through the 5th Follow-on Offering conducted as Green Equity Offering





 MEL obtained a second-party opinion for the green equity framework from DNV

Green Equity Framework (Formulated on Dec. 14, 2022)		
Use	e of Proceeds	Funds for acquisition of Green Building Assets or for refinancing of funds required for such funds
Process for After MJIA's investigations,		After MJIA's investigations, assessments and selections of
Proj	ject Evaluation	specified properties based on eligible criteria, green equity
aı	nd Selection	offering will be reported to the sustainability committee
Ma	Management of Proceeds	As soon as the funds are procured, MEL will use the net
1110		proceeds for acquisition of specified properties or for
		refinancing of funds required for acquisition of such properties
	Reporting	MEL will disclose the allocation status of the proceeds from
		financing and environment-related figures such as CO <sub>2</sub>
		emissions for the properties to be acquired

## **Sustainability Linked Loan**





Mitsubishi Estate Logistics REIT Investment Corporation

We support the Sustainable Development Goals

 MEL reached an agreement on Sustainability Linked Loan with The Norinchukin Bank in March 2022. MEL will be evaluated in every assessment period based on KPI and following SPTs including the targets below that MEL stipulates toward FY2030, and also will be granted lower loan spread as an incentive according to

the achievemen	ne achievement status				
Borrowing date	March 1, 2022				
Amount / Period	2 billion yen / 10 years				
SPTs	<ol> <li>30% reduction in CO2 emissions (compared with FY2017)</li> <li>Increase in the ratio of Green Properties to 100%</li> <li>15% reduction in energy consumption (compared with FY2017)</li> <li>Retention of 4 Starts in GRESB Real Estate Assessment</li> </ol>				

# Other ESG Financing

MEL received the highest rank of "S" in "MUFG ESG Evaluation for J-REIT supported by JCR" and borrowed "MUFG ESG Evaluation Loan for J-REIT" from MUFG Bank as the first case

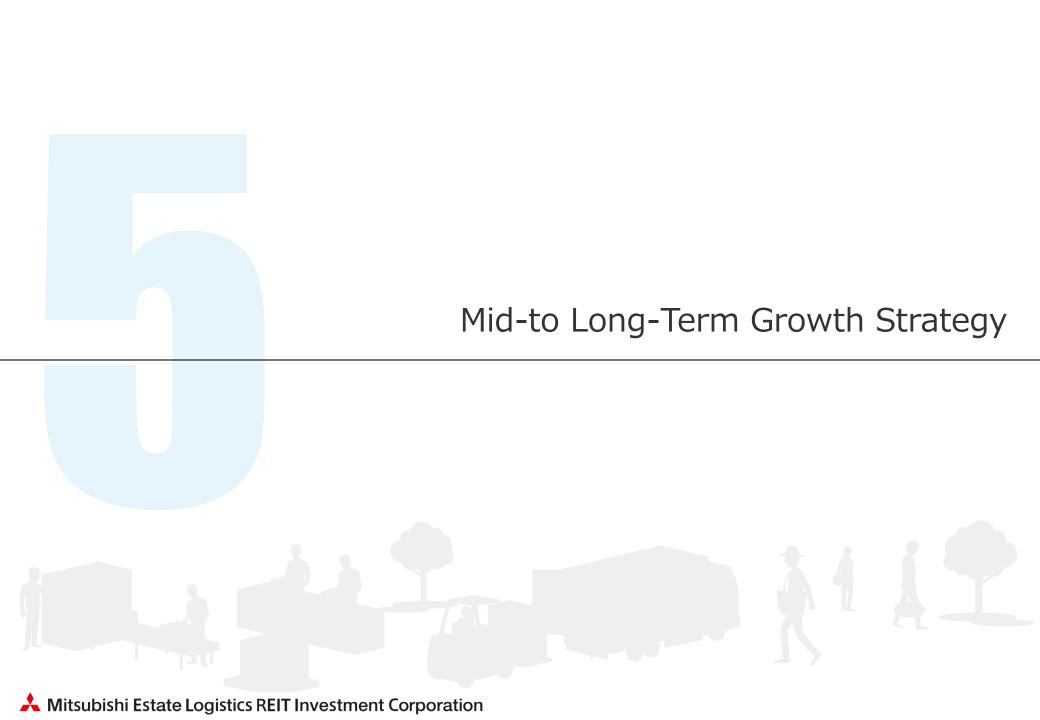


• First case in J-REIT financing from SMBC as part of financing initiatives "SDGs Promotion Loan"



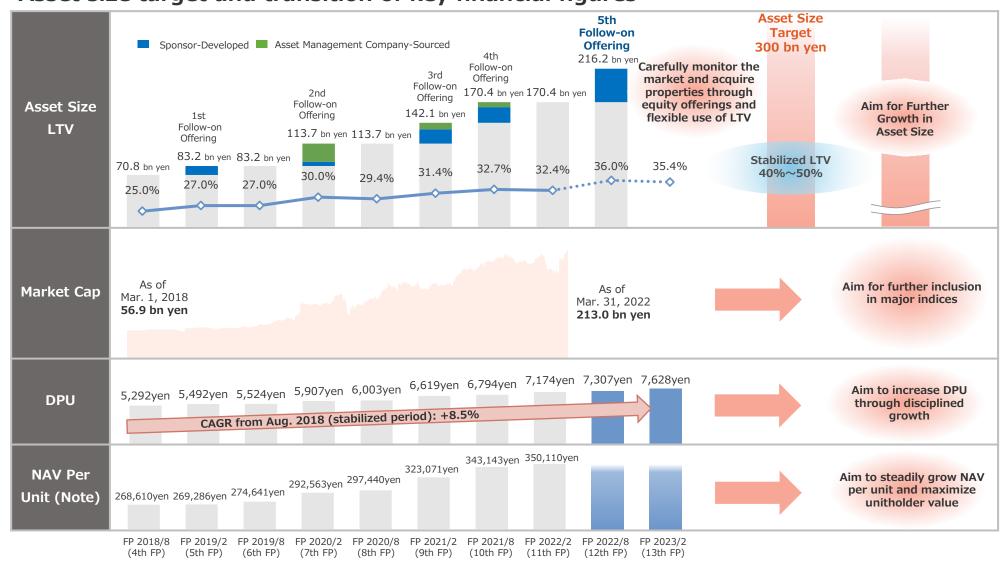






# Mid-to Long-Term Growth Strategy

# Asset size target and transition of key financial figures



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

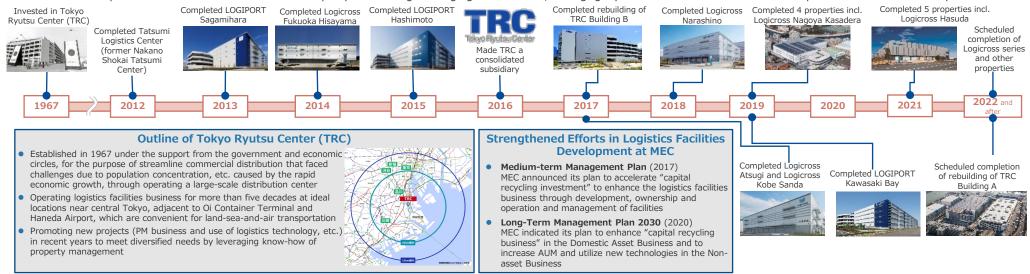




# Projects in Mitsubishi Estate Group's Logistics Facilities Business

#### History of Logistics Facility Business in Mitsubishi Estate Group

- MEC Group has developed safe and secure logistics facilities proactively and consistently, since the commencement of the business in 1967, and strengthened capacity with the establishment of Logistics Facilities Development Office within Urban Project Development Department in 2012
- MEC Group aims to enhance social infrastructure and quality of life through this high-growth business, leveraging expertise and relations cultivated as a comprehensive real estate developer



## Characteristics of Logicross Series, Logistics Facilities Offered by Mitsubishi Estate

## **MOVING TOMORROW**

#### Logistics facilities moving the future

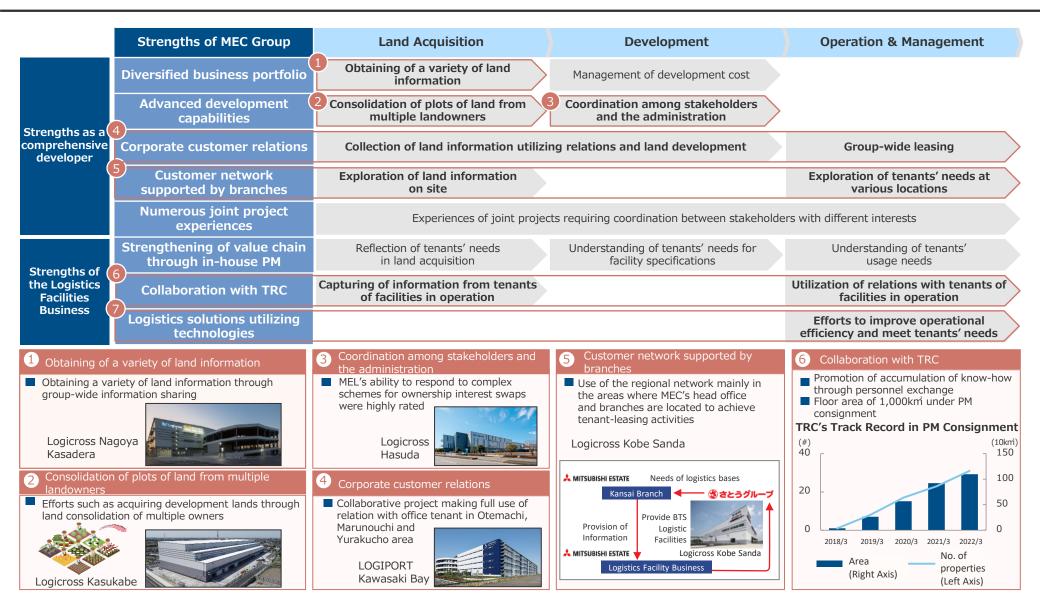
Logicross, the brand of logistics facilities offered by Mitsubishi Estate, is developed under the vision of creating the future of logistics by integrating values of the new era into logistics facilities.

Our aim is to move the future, let alone things.

Mitsubishi Estate will continue efforts for non-stop evolution in logistics facilities for a sustainable and enriched society.



# Features of MEC Group's Logistics Facilities Business



# Features of MEC Group's Logistics Facilities Business (ii)

## **Logistics Solutions through Use of Technologies**

#### Launch of project for first "next-gen core logistics facility" directly connected to expressway IC in Japan

- A development project of a "next-gen flagship logistics facility" directly connected to an expressway interchange, first in Japan, was launched in Aodani Advance Maintenance Area in the hillside area in the east of Joyo, Kyoto
- A dedicated rampway directly connected to an IC will enable the facility to accept trucks under fully autonomous driving and truck platooning, which will 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
- This facility will be able to accept doublecoupled trucks that are already in practical use
- MEC is also discussing a development plan for next-generation core logistics facility in the Kanto region, with a view to automation and manpower-saving in the logistics network connecting the three metropolitan areas

# Rendering

MEC development site (Block A)





00

#### Solutions for Warehouse Operation Using AI-based Analytics

AI-based solution for measuring works inside the warehouse

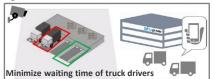
Measurement and analysis of traffic flow and idle time for review of location changes and pick-up procedures





AI-based solution for managing truck berths

Use for daily warehouse operation including minimization of waiting time





 Solution for entrance control Enhancement of safety of trucks, public vehicles and pedestrians coming in and out of the facility





#### Launch of a co-working showroom that aims to solve problems through logistics tech

- "TRC LODGE", a permanent exhibition space where visitors can learn the latest logistics tech to help solve problems of all sizes faced by logistics companies is launched
- "Time Share Warehouse" is an experimental space where companies can rent the entire latest warehouse for an hour or more to test and demonstrate new products
- "Seminar and Co-working Space" is available for exhibiting companies to hold seminars, etc.





#### Introduction of AI robot cleaner

- "Whiz", an AI robot cleaner is introduced at Logicross Ebina
- Part of the janitorial services that used to be human labor is covered by the robot
- The possibility of introducing the robot to Logicross properties to be completed is under review, with an aim to establish a new method or property management in the era of labor shortage and contactless mode under the COVID-19 pandemic





©SoftBank Robotics



# Progress in MJIA(the Asset Management Company)'s Sourcing

# **Bridge Scheme 3rd Party Bridge** Based on the track record and credibility of the established real estate AM A MITSUBISHI JISHO INVESTMENT ADVISORS.INC. **Bridge Fund** Based on the relations with a number of investors The optimal method will be chosen in consideration of the timing and size of acquisition, and information sources, etc. MEL will acquire a property when conditions for acquisition, including the timing and price, are set out Reduction in Book Value Image of decrease Book A value Inclusion into Term bridge fund Timing of acquisition is adjusted and the acquisition price can be reduced along with the reduction in book value at the bridge fund

#### **PDP Partner** Seller **PDP Scheme** MJIA leads the project in a Broker manner that compensates the MEL needs of partners each other Tenant MITSUBISHI JISHO INVESTMENT ADVISORS.INC. MEL can preferentially consider Constructor acquisition after the building is MJIA arrange whole completed and leased up development project by Developer matching each partners' need MJ Logipark Aisai 1\* MJ Logipark Daito 1\* MJ Logipark Takatsuki 1\* MJ Logipark Kakogawa 1\* 4) Logipark Inzai 1\*

#### Value-up



- MJIA's leasing capacity helped the property achieve early lease-up
- The occupancy rate of 46% as of the acquisition by the bridge fund improved to 100% by the time of acquisition



- Installation of the vertical machinery has improved tenants' convenience and resulted in rent increase Increase rate +10.7% Floor area covered c.5,000m
- Installation of toilets outside the building for drivers has also improved the convenience

#### **CRE**

Properties are acquired based on strategic proposals tailored to the portfolio of the seller, leveraging the credibility of MEC Group and network of MJIA



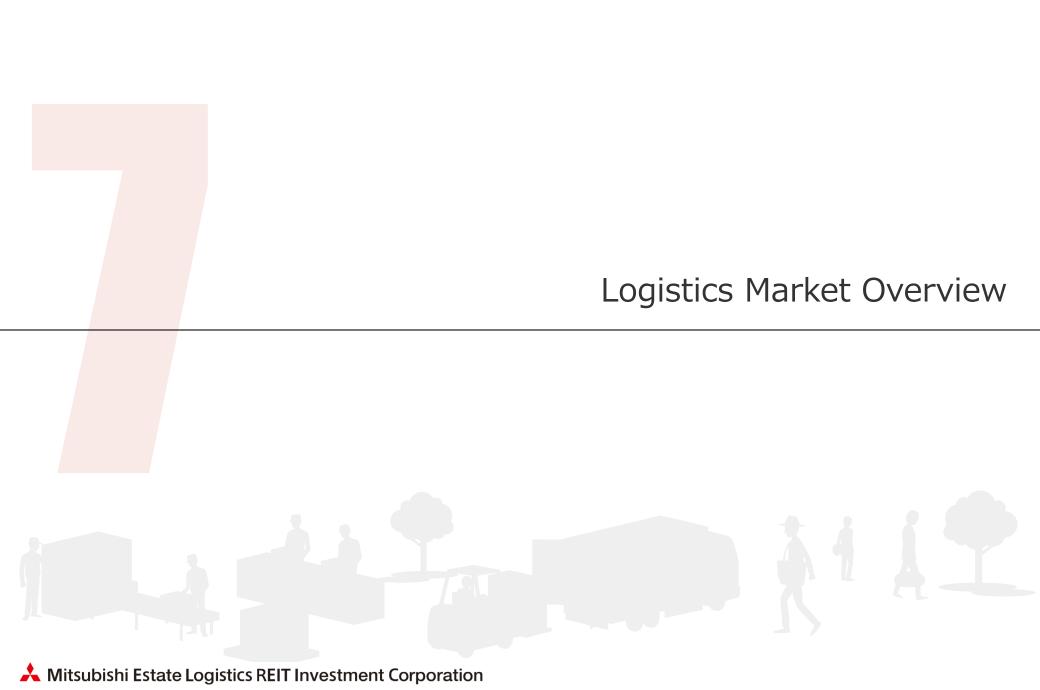








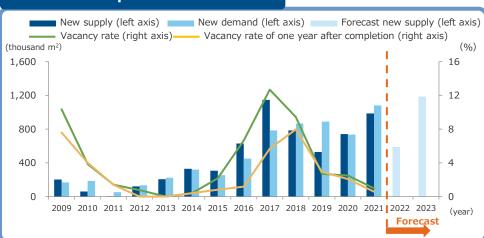
\* Tentative name



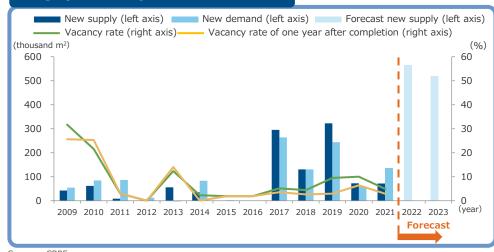
# Logistics Market Overview 1



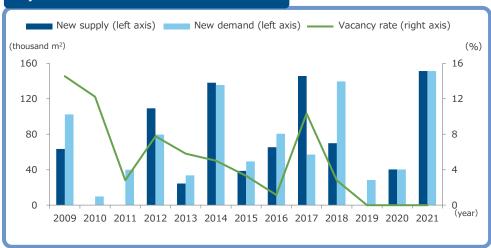




#### Nagoya Metropolitan Area\*



#### Kyushu Area\*



Source:

"Tokyo Metropolitan Area" refers to Tokyo, Chiba, Saitama, Kanagawa and Ibaraki. "Osaka Metropolitan Area" refers to Osaka, Hyogo and Kyoto. "Nagoya Metropolitan Area" refers to Aichi, Mie and Gifu. "Kyushu Area" refers to Fukuoka and Saga. "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.

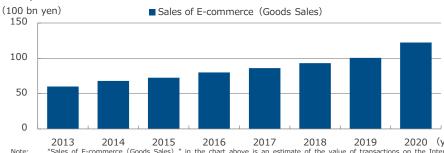
The survey covers logistics facilities for lease with a total floor area of 5,000m or more, which are owned by real estate investment companies and real estate development companies, etc. The survey does not include logistics facilities for lease owned by logistics companies, etc., and does not cover all logistics facilities for lease with a total floor space of 5,000m or more.





# Logistics Market Overview 2

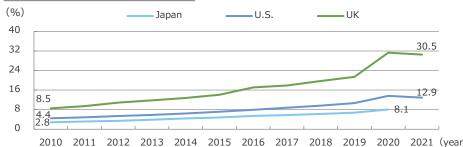
#### **Expansion of E-commerce Market (Goods Sales)**



"Sales of E-commerce (Goods Sales)" in the chart above is an estimate of the value of transactions on the Internet between companies and consumers (BtoC). The figures are for all goods consumed by individuals. Market estimates are calculated and totaled

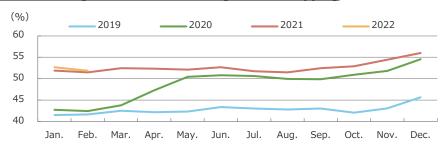
Data compiled by the Asset Management Company based on data from "FY2020 Industrial Economic Research Commissioned Project (E-Commerce Market Survey)" (July 2021) by the Ministry of Economy, Trade and Industry

#### E-commerce Penetration Rate



Data compiled by the Asset Management Company based on data from "FY2020 International Economic Research Project for Establishing a Domestic and Foreign Economic Growth Strategy" (July 2021) by the Ministry of Economy, Trade and Industry (Japan), Office for National Statistics(UK) and U.S. Census Bureau (USA). Refer to press release disclosed information until FY 2021 for U.S. and UK, while until 2020 for Japan

#### The Percentage of Households Using Online Shopping



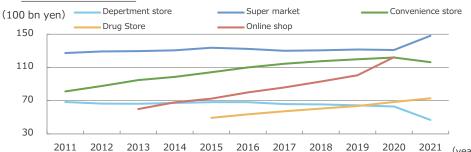
Data compiled by the Asset Management Company based on data from "Monthly Report on the Survey of Household Economy") by Statistics Bureau of Japan



Each fiscal year is the period beginning on April 1 and ending on March 31 of the following year. It does not coincide with the fiscal

Source: Data compiled by the Asset Management Company based on "Monthly Logistics Business Sep. 2021"

#### **Retail Market Size**



Data compiled by the Asset Management Company based on data from "Monthly Report on the Current Survey of Commerce Januaryl 2022" (March 2022) by the Ministry of Economy, Trade and Industry and "FY2020 Industrial Economic Research Commissioned Project (E-Commerce Market Survey)" (July 2021) by the Ministry of Economy, Trade and Industry

#### Monthly Trends in Cargo delivery (Ministry of Land, Infrastructure,



Data compiled by the Asset Management Company based on data from "Transportation by truck" (January 2022) by the Ministry of Land, Infrastructure, Transport and Tourism



# ESG Initiatives (Environment)

#### **Environment**

#### **Promotion of Green Portfolio**

	Building-Housing Energy-Efficiency Labeling System (BELS)	Comprehensive Assessment System for Built Environment Efficiency (CASBEE)
Ratio of Green Properties in Portfolio (Total Floor Area basis)  87.6%	Evaluate and indicate energy conservation performance of new and existing buildings  10 properties	Evaluate comprehensively environmental performance of buildings, incl. reduction of environmental burden and consideration for scenery  13 properties
Logicross Fukuoka Hisayama	-	S Rank for real estate
Logicross Atsugi	****	S Rank for real estate
Logicross Kobe Sanda	***	A Rank for real estate
Logicross Osaka	****	S Rank for real estate
Logicross Nagoya Kasadera	****	S Rank for real estate
Logicross Narashino	****	S Rank for real estate
Logicross Atsugi II	-	B+ Rank for new construction (Kanagawa)
LOGIPORT Sagamihara	***	S Rank for real estate
LOGIPORT Hashimoto	**	S Rank for real estate
LOGIPORT Osaka Taisho	★★★★ (ZEB Ready)	S Rank for real estate
LOGIPORT Kawasaki Bay	-	A Rank for new construction
MJ Logipark Kasugai 1	-	S Rank for real estate
MJ Logipark Kazo 1	****	-
MJ Logipark Fukuoka 1	★★★★ (ZEB Ready)	S Rank for real estate

#### **Energy Saving Initiatives and Reduction of Paper Use**

(Target 9) Industry, Innovation and Infrastructure

(Target 12) Responsible Consumption and Production

(Target 15) Life on Land

SDGs



Insulated sandwich panels for

exterior walls





**B5** 

Change of the size of asset management reports to reduce paper use



Renovation with LED installation based on Green Lease Contract

#### **Use of Renewable Energy for Reducing Carbon Emissions / BCP Initiatives**

(Target 13) **Climate Action** 

SDGs

Installation of solar panels

Installation of emergency power generators



Seismic isolators

**RE** 100

Installation of RE100 (MJ Logipark Sendai 1)



# ESG Initiatives (Social)

#### Social

#### **Proactive Participation in CSR Activities**

Participation in flower bed maintenance activities of community near Logicross Atsugi



Cleanup activities around our offices



Securing reserves in case of emergency (food, beverage & portable toilet)



Register for Disaster Cooperation Building (LOGIPORT Sagamihara, LOGIPORT Hashimoto, Logicross Nagoya Kasadera)







Renovation of cafeteria (LOGIPORT Sagamihara)



- Free salt candy service for tenants in properties as a heatstroke measure (for all properties held as of Aug. 2021)
- Donation of 1,900 unused surgical masks stored to the Chiyoda Ward Health Center
- Donation of unused calendars to elementary schools in developing countries through support organizations as a substitute for notebooks
- Donation of disaster prevention supplies that are no longer needed to volunteer firefighters and rescue teams in developing countries through support organizations

#### **Tenant Satisfaction Survey**

Conducted a tenant satisfaction survey in collaboration with a third party agency to improve facility management. The survey included hardware / software aspects and tenants' opinions on the facilities. During the 10th FP, the survey results were utilized in improvement in day-today service through installation of thermos cameras and AEDs, and measures to ease bird damages.







#### Collaboration with Local Educational Institute and **Improvement in Tenant Satisfaction**

Conducted a survey to employees and reflected the result on the renovation of the employee lounge. Also, a wall design contest involving local universities and vocational schools was held and the design of the winner is used for the lounge's wall design of MJ Logipark Fukuoka 1





#### Measures for Employees' Comfort

Offering Comfortable Working Environment

#### Examples in the Asset Management Company

- Introduction of flexible working hour
- Installation of community spaces within office area
- Invitation of personnel from group companies and outside professionals
- Specialized training for skill improvement
- Annual employee satisfaction survey



These initiatives are intended to maximize asset management performance by improving productivity, skills and motivation of employees

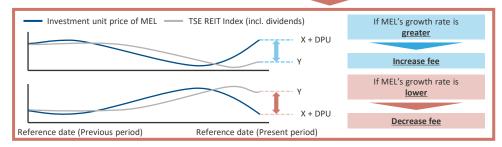
# ESG Initiatives (Governance)

#### Governance

#### **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 $\times$ 0.2% (upper limit)				
Asset management fee II (Real estate profit-linked)	Adjusted NOI × 5.0% (upper limit)				
	Adjusted net income before tax × net income before tax per unit × 0.001% (upper limit)				
Asset management fee II (unitholder interest-linked)	"Fee linked to Investment Unit Price"  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)				



### Ratio of same-boat investment by Mitsubishi Estate

(As of Apr. 15, 2022)

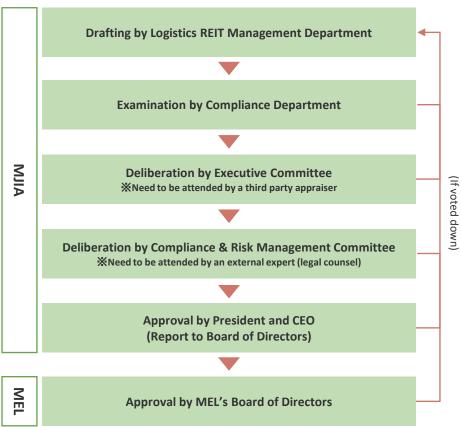
c. 4.1%

## **Cumulative Investment for Employees**

 Introduced cumulative investment for employees of Sponsor and MJIA with the aim of continued increase in unitholders' value and provision of benefits to employees

### Measures to Address Conflict of Interests in Asset Management

 Any asset acquisition from or sale to stakeholders of MEL is determined through a transparent decision-making process at MJIA



Note: An example of the decision-making flow in cases that fall under the category of transactions with stakeholders, etc. requiring approval of the board of directors of the investment corporation pursuant to Article 201-2 of the Act on Investment Trusts and Investment Corporations

## Mitsubishi Estate Group's Initiatives for ESG

#### Mitsubishi Estate Group 2030 Sustainable Development Goals

In order to help realize a sustainable world and provide even more profound value to a wider range of stakeholders, the Mitsubishi Estate Group is implementing world-class initiatives on the four key themes of "Environment", "Diversity & Inclusion", "Innovation" and "Resilience".

#### 1.Environment

Sustainable urban development that proactively addresses climate change and environmental issues























2.Diversity & Inclusion

Urban development that responds to lifestyle and human

resources trends and facilitates active participation for all





#### 3.Innovation

Innovative urban development that continuously renews society









#### 4.Resilience

Dynamic, flexible urban development that builds disaster-resilient communities and prioritizes safety and security







#### **Obtaining SBT Recognition**



In March 2019, Mitsubishi Estate Group established Group-wide medium to long-term greenhouse gas emissions reductions targets, which were approved by the Science Based Targets (SBT) initiative in April 2019 for being founded on scientific evidence.

## **Introduction of Renewable Energy-derived Electricity at Buildings** in Marunouchi Area



Shin-Marunouchi Building Year of introduction: (FY 2021)

With an aim to meet the target of RE100, Mitsubishi Estate Group is steadily implementing a switch of the electricity used in the buildings it owns and operates to that derived from renewable power.

- <Buildings introducing renewable power in 2021>
- 18 buildings in Marunouchi area: approx. 160,000 tons (\*Equivalent to around 80% of the CO<sub>2</sub> emissions of buildings owned by the company in the Marunouchi area)
- Yokohama Landmark Tower: approx. 20,000 tons

## **Promotion of Use of Renewable Power in Logistics Facilities**



Logicross Ebina Completed in November 2020

Mitsubishi Estate is working to install solar panels on the roof space of the Logicross series of logistics facilities it develops where such installations are possible. At Logicross Ebina, completed in November 2020, the initiative uses the PPA\* model.

\*PPA···Power Purchase Agreement A third-party ownership model for self-consumption solar power generation facilities

## Joining RE100



Mitsubishi Estate Group aims to use 100% renewable electricity for its sustainable urban development business, and as part of this effort, joined RE100, a collaborative initiative under which businesses commit to using 100% renewable electricity in January 2020.

# Portfolio Summary

No. of Properties / Total Acquisition Price property/ 216.2 bn yen

**Total Appraisal value** 242.3<sub>bn yen</sub>

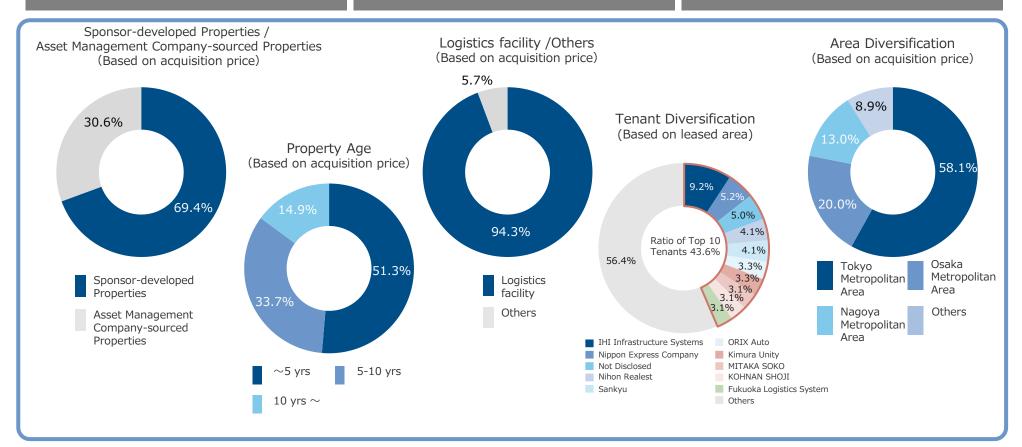
**Average Appraisal NOI Yield** 4.7%

**Average Occupancy Rate** 

99.7%

**Average Property Age 7.1** years

**Ratio of Green Properties** 87.6%



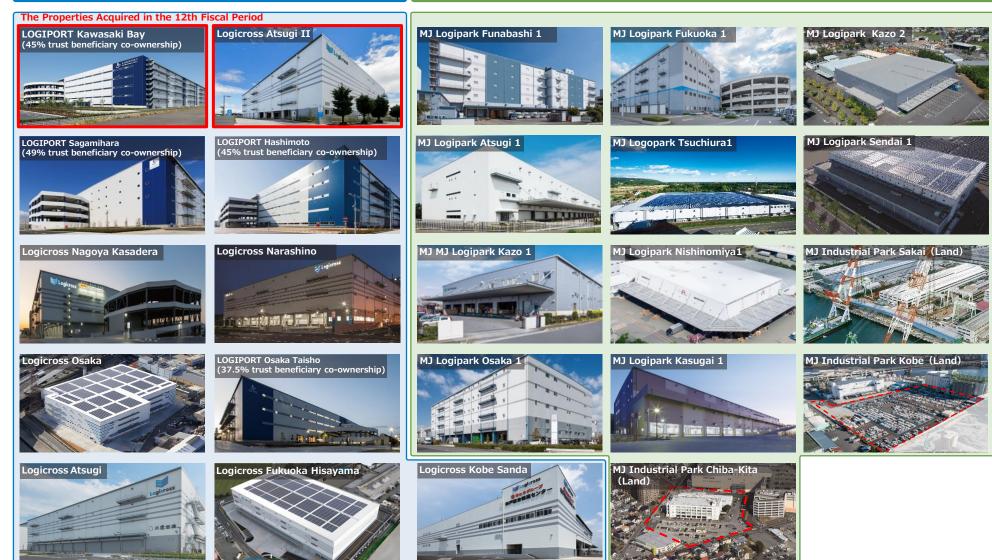
Note: As of Feb. 28, 2022. However, the properties acquired on Mar. 1, 2022. are included.



# Portfolio Summary

#### **Sponsor-Developed Properties**

#### **Asset Management Company-Sourced Properties**



Note: As of Feb. 28, 2022. However, the properties acquired on Mar. 1, 2022. are included.



# Overview of Portfolio

	Property Name	Location	Acquisition Price (mn yen)	Appraisal Value (mn yen)	Appraisal NOI Yield (%)	Total Leasable Area (㎡)	Ratio (%)	Occupancy Rate (%)	Property Age (years)	Property Type
	Logicross Fukuoka Hisayama	Kasuya, Fukuoka	5,770	7,650	6.1	34,878.55	2.7	100.0	7.4	Multi
	Logicross Atsugi	Atsugi, Kanagawa	8,440	9,440	4.5	29,895.80	3.9	100.0	5.0	Multi
	Logicross Kobe Sanda	Kobe, Hyogo	3,900	4,400	5.1	12,844.35	1.8	100.0	4.7	BTS
	Logicross Osaka	Osaka, Osaka	9,743	10,300	4.3	35,616.58	4.5	100.0	3.4	Multi
	Logicross Nagoya Kasadera	Nagoya, Aichi	14,424	16,900	5.0	62,289.08	6.7	100.0	3.1	Multi
	Logicross Narashino	Narashino, Chiba	11,851	12,400	4.3	39,132.05	5.5	100.0	4.0	Multi
	LOGIPORT Sagamihara (49% co-beneficiary interest)	Sagamihara, Kanagawa	21,364	24,000	4.7	88,609.64	9.9	99.7	8.5	Multi
	LOGIPORT Hashimoto (45% co-beneficiary interest)	Sagamihara, Kanagawa	18,200	21,600	4.7	58,487.96	8.4	97.8	7.1	Multi
	LOGIPORT Osaka Taisho (37.5% co-beneficiary interest)	Osaka, Osaka	10,484	11,850	4.6	40,081.57	4.8	96.0	4.0	Multi
Properties	MJ Logipark Funabashi 1	Funabashi, Chiba	5,400	6,690	6.6	18,232.07	2.5	100.0	32.2	Multi
Acquired By 11 <sup>th</sup> FP	MJ Logipark Atsugi 1	Atsugi, Kanagawa	6,653	7,190	4.5	28,002.44	3.1	100.0	8.6	Multi
-,	MJ Logipark Kazo 1	Kazo, Saitama	1,272	1,520	5.7	7,678.10	0.6	100.0	16.0	Multi
	MJ Logipark Osaka 1	Osaka, Osaka	6,090	7,130	5.1	39,082.95	2.8	100.0	14.4	Multi
	MJ Logipark Fukuoka 1	Kasuya, Fukuoka	6,130	6,720	5.4	38,143.21	2.8	100.0	14.4	Multi
	MJ Logipark Tsuchiura 1	Tsuchiura, Ibaraki	3,133	3,490	5.3	15,485.00	1.4	100.0	7.3	BTS
	MJ Logipark Nishinomiya 1	Nishinomiya, Hyogo	2,483	2,690	5.7	13,777.07	1.1	100.0	31.0	BTS
	MJ Logipark Kasugai 1	Kasugai, Aichi	13,670	14,700	4.8	57,866.98	6.3	100.0	5.1	Multi
	MJ Logipark Kazo 2	Kazo, Saitama	1,637	1,720	5.0	7,349.18	0.8	100.0	23.2	BTS
	MJ Logipark Sendai 1	Tagajo, Miyagi	7,388	7,670	5.2	39,098.87	3.4	100.0	12.9	Multi
	MJ Industrial Park Sakai (Land)	Sakai, Osaka	5,600	5,780	3.8	87,476.71	2.6	100.0	-	Land
	MJ Industrial Park Kobe (Land)	Kobe, Hyogo	4,970	5,710	5.1	31,743.99	2.3	100.0	-	Land
	MJ Industrial Park Chiba-Kita(Land)	Chiba, Chiba	1,800	1,970	4.4	14,986.64	0.8	100.0	-	Land
	Sub total		170,404	191,520	4.9	800,758.79	78.8	99.6	8.3	-
Properties	Logicross Atsugi II	Atsugi, Kanagawa	9,838	10,500	4.4	34,580.85	4.5	100.0	2.6	Multi
acquired in 12 <sup>th</sup> FP	LOGIPORT Kawasaki Bay (45 % co-beneficiary interest)	Kawasaki, Kanagawa	36,000	40,365	4.3	117,762.91	16.6	99.9	2.8	Multi
	Sub total			50,865	4.3	152,343.76	21.2	99.9	2.8	-
	Total / Average			242,385	4.7	953,102.55	100.0	99.7	7.1	-

Note: As of Feb. 28, 2022 . However, for the properties acquired on Mar. 1, 2022. appraisal value and appraisal NOI yield are as of Dec. 20, 2021.



	Property Name	Acquisition Date	Acquisition Price	Book Value at end		ided Feb.28, (Note 1)		ded Aug. 31, (Note 2)	Diff	erence	Unreal ized
				of 11th FP	Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	gain
	Logicross Fukuoka Hisayama	Sept. 2017	5,770	5,467	7,650	4.5	7,480	4.6	+170	-0.1	2,182
	Logicross Atsugi	Sept. 2018	8,440	8,313	9,440	4.0	9,420	4.0	+20	±0	1,126
	Logicross Kobe Sanda	Sept. 2018	3,900	3,844	4,400	4.4	4,310	4.5	+90	-0.1	555
	Logicross Osaka (Note 3)	① Sept.2020 ② Mar. 2021	① 5,874 ② 3,868 Sub total:9,743	9,753	10,300	4.0	10,100	4.1	+200	-0.1	546
	Logicross Nagoya Kasadera (Note 3)	① Sept.2020 ② Mar. 2021	① 8,705 ② 5,719 Sub total:14,424	14,477	16,900	4.2	16,500	4.3	+400	-0.1	2,422
	Logicross Narashino	Mar. 2021	11,851	11,921	12,400	4.0	12,400	4.0	±0	±0	478
	LOGIPORT Sagamihara (49% co-beneficiary interest)	Sept. 2017	21,364	20,648	24,000	4.1	24,000	4.1	±0	±0	3,351
	LOGIPORT Hashimoto (45% co-beneficiary interest)	Sept. 2017	18,200	17,649	21,600	3.9	21,060	4.0	+540	-0.1	3,950
Properties Acquired	LOGIPORT Osaka Taisho (37.5% co-beneficiary interest)(Note 4)	① Oct. 2019 ② Sept.2020	① 5,682 ② 4,802 Sub total:10,484	10,424	11,850	4.0	11,850	4.0	±0	±0	1,425
By 11 <sup>th</sup> FP	MJ Logipark Funabashi 1	Sept. 2016	5,400	5,330	6,690	4.9	6,590	4.9	+100	±0	1,359
	MJ Logipark Atsugi 1	Sept. 2017	6,653	6,440	7,190	4.1	7,190	4.1	±0	±0	749
	MJ Logipark Kazo 1	Sept. 2017	1,272	1,221	1,520	4.6	1,490	4.7	+30	-0.1	298
	MJ Logipark Osaka 1	Sept. 2017	6,090	5,883	7,130	4.2	7,130	4.2	±0	±0	1,246
	MJ Logipark Fukuoka 1	Sept. 2017	6,130	5,750	6,720	4.7	6,610	4.7	+110	±0	969
	MJ Logipark Tsuchiura 1	Sept. 2019	3,133	3,108	3,490	4.7	3,420	4.8	+70	-0.1	381
	MJ Logipark Nishinomiya 1	Oct. 2019	2,483	2,560	2,690	4.7	2,680	4.7	+10	±0	129
	MJ Logipark Kasugai 1	Oct. 2019	13,670	13,506	14,700	4.3	14,400	4.4	+300	-0.1	1,193
	MJ Logipark Kazo 2	Sept.2020	1,637	1,690	1,720	4.3	1,720	4.3	±0	±0	29
	MJ Logipark Sendai 1	Sept.2020	7,388	7,303	7,670	4.7	7,510	4.8	+160	-0.1	366
	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	5,710	4.0	5,690	4.0	+20	±0	507
	MJ Industrial Park Chiba-Kita (Land) Mar. 202		1,800	1,914	1,970	4.3	1,970	4.3	±0	±0	55
	Sub total			168,078	191,520	-	189,300	-	+2,220	-	23,441
Properties	Logicross Atsugi II	Mar. 2022	9,838	-	10,500	4.0	-	-	-	-	-
acquired In 12 <sup>th</sup> FP	LOGIPORT Kawasaki Bay (45 % co-beneficiary interest)	Mar. 2022	36,000	-	40,365	3.8	-	-	-	-	-
	Sub total				50,865	-	-	-	-	-	-
	Total		216,242	-	242,385	-	-	-	-	-	-

Note 1: As of Feb. 28, 2022 However, for the properties acquired on Mar. 1, 2022. appraisal value and direct cap rate are as of Dec. 20, 2021.

Note 2: As of Aug. 31, 2022. However, for Logicross Atsugi and LOGIPORT Kawasaki Bay (45 % co-beneficiary interest, the appraisal value and direct cap rate are as of Dec. 1, 2021

Note 3: "Acquisition Date" and "Acquisition Price" of "Logicross Osaka" and "Logicross O Note 4: "Acquisition Date" and "Acquisition Price" of "LOGIPORT Osaka Taisho" is shown with The number on the top refers to the 20 % co-beneficiary interest acquired on Oct. 9, 2019, and the bottom refers to the 17.5% co-beneficiary interest acquired on Sept. 1, 2020

# Statement of Income and Balance Sheet

## **Statement of Income**

(Unit: Thousands of yen)

Item	Actual
Operating revenues	
	5,028,898
Operating rental revenues	4,798,577
Other rental revenues	230,320
Operating expenses	2,388,405
Expenses related to property rental business	1,744,322
Asset management fee	475,962
Asset custody fee	1,570
Administrative service fee	17,686
Director's compensations	2,400
Commission paid	102,961
Other operating expenses	43,502
Operating income	2,640,493
Non-operating income	37,182
Interest income	57
Compensation income for damage or loss	36,387
Reversal of distributions payable	737
Non-operating expenses	136,283
Interest expenses	111,309
Interest expenses on investment corporation bonds	6,916
Borrowing related expenses	2,899
Reduction entry of tangible fixed assets	15,157
Ordinary income	2,541,392
Net income	2,540,482
Unappropriated retained earnings	2,540,583

## **Balance Sheet**

Total liabilities and net assets

(Unit: Thousands of yen)

Item	Actual
Current assets	12,280,146
Cash and deposits	5,380,624
Cash and deposits in trust	6,836,890
Other current assets	62,632
Total fixed assets	168,123,573
Property and equipment	168,078,592
Intangible assets	1,626
Investments and other assets	43,354
Total assets	180,403,720
Current liabilities	5,322,587
Operating accounts payable	189,127
Long-term loans payable due within one year	3,310,000
Accrued expenses	12,754
Advances received	876,143
Other current liabilities	18,375
Non-current liabilities	58,776,060
Investment Corporation Bonds	2,000,000
Long-term loans payable	53,064,000
Tenant leasehold and security deposits in trust	3,712,060
Total liabilities	64,098,648
Total unitholders' equity	116,305,071
Unitholders' capital, net	113,764,487
Surplus	2,540,583
Total net assets	116,305,071
T 1 10 100 100	



180,403,720

# Debt ① (As of Apr. 15, 2022)

Cate	egory	Lenders	Balance (mn yen)	Interest Rate	Borrowing Date	Repayment Date	Collateral
Short-term	Floating rate	Mizuho Bank	2,700	Base rate (JBA 1-month JPY TIBOR) +0.0700%	Mar. 1, 2022	Mar. 1, 2023	Unsecured Unguaranteed
		Sub-total Sub-total	2,700	-	-	-	-
		MUFG Bank	430	0.35750%		Cont. 14, 2022	
		Sumitomo Mitsui Banking Corporation	2,050	0.35750%		Sept. 14, 2022	
		MUFG Bank	1,760				
		Mizuho Bank	1,330	0.39130%	Sept. 14, 2017	Sept. 14, 2023	
		The Bank of Fukuoka	450				
		The Bank of Fukuoka	900	0.42880%		Sept. 14, 2024	
		MUFG Bank	620	0.46750%		Sept. 14, 2025	Unsecured Unguaranteed
	Fixed rate	MUFG Bank	710	0.50750%		Sept. 14, 2026	
		MUFG Bank	2,680		Sept. 14, 2018	Sept. 14, 2027	
		Sumitomo Mitsui Banking Corporation	880	0.55000%			
		Mizuho Bank	880				
		Sumitomo Mitsui Banking Corporation	830	0.24000%		Sept. 14, 2022	
Long-term		The Norinchukin Bank	800	0.39500%		Sept. 14, 2025	
20119 201111		Shinsei Bank	500	0.45380%		Sept. 14, 2026	
		Mizuho Bank	830			Sept. 14, 2028	
		The Bank of Fukuoka	807	0.57500%			
		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	7
		The Norinchukin Bank	1,250	0.18000%		Oct. 9, 2024	
		The Shinkumi Federation Bank	1,250	0.10000 70		Oct. 9, 2024	
		MUFG Bank	200	0.21600%		Oct. 9, 2025	1
		Mizuho Bank	2,400	0.26000%	Oct. 9, 2019	Oct 9 2026	
		The 77 Bank	400	0.2000070		Oct. 9, 2026	_
		Shinsei Bank	1,250	0.24000%		Oct. 9, 2027	
		The Bank of Fukuoka	750	0.42000%		Oct. 10, 2028	

# Debt ② (As of Apr. 15, 2022)

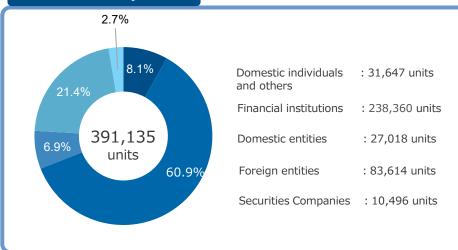
Cate	gory	Lenders	Balance (mn yen)	Interest Rate	Borrowing Date	Repayment Date	Collateral
		Sumitomo Mitsui Banking Corporation	1,150	0.20000%		Sept. 1, 2024	
		The Shinkumi Federation Bank	1,500	0.20000%		Sept. 1, 2025	
		The Bank of Toyama	300	0.20000%			
		The Norinchukin Bank	800	0.26630%			
		The Norinchukin Bank	500	0.31250%		Sept. 1, 2026	
		The Bank of Fukuoka	900	0.42380%	Sept. 1, 2020	Sept. 1, 2028	
		The 77 Bank	500	0.4236070		Зерс. 1, 2026	
		Mizuho Bank	1,750	0.41822%		Sept. 1, 2029	
		MUFG Bank	2,000	0.46832%			
	Fixed rate	The Yamanashi Chuo Bank	500	0.50000%		Aug. 30, 2030	
		The Yamaguchi Bank	500	0.3000076			
		Shinkin Central Bank	750	0.24130%	Oct. 9, 2020	Oct. 9, 2025	
		Sumitomo Mitsui Banking Corporation	1,350	0.21000%		Mar. 9, 2025	Unsecured Unguaranteed
Long-term		Shinkin Central Bank	900	0.36630%		Mar. 9, 2027	
		The Norinchukin Bank	900	0.43130%		Mar. 9, 2028	
		The Chiba Bank	800	0.4313070			
		The Bank of Fukuoka	500		Mar Q 2021		
		The 77 Bank	500	0.50130%	Mar. 9, 2021	Mar. 9, 2029	
		THE NISHI-NIPPON CITY BANK	500				
		Mizuho Bank	1,050	0.55487%		Mar. 9, 2030	
		MUFG Bank	1,000	0.61761%		Mar. 7, 2031	
		The Yamaguchi Bank	1,000	0.65000%		Mar. 9, 2033	
		MUFG Bank	800	0.39630%	Mar. 19, 2021	Mar. 19, 2028	
		MUFG Bank	1,000	0.46630%	Mai. 19, 2021	Mar. 19, 2029	
		Sumitomo Mitsui Trust Bank	500	0.25000%	Sept. 1, 2021	Sept. 1, 2026	
		Mizuho Bank	720	0.37380%	Apr. 14, 2021	Sept. 14, 2028	
		Development Bank of Japan	1,491	0.44000%	Αρι. 17, 2021	Sept. 14, 2029	

# Debt ③ (As of Apr. 15, 2022)

Cate	gory	Lenders	Balance (mn yen)	Interest Rate	Borrowing Date	Repayment Date	Collateral
		Sumitomo Mitsui Banking Corporation	1,000	0.22000%		Mar. 1, 2026	
		The Shinkumi Federation Bank	2,000	0.25000%		Mar. 1, 2027	
		THE NISHI-NIPPON CITY BANK	500	0.45750%		Mar.1, 2028	
		MUFG Bank	1,000				
		The 77 Bank	500				
		The Chiba Bank	500				
		The Hachijuni Bank	1,000	0.52630%		Mar. 1, 2029	
		Daiwa Next Bank	1,000				
		The Keiyo Bank	500		Mar. 1, 2022		
	Fixed rate	The Chugoku Bank	500				
Long-		The Bank of Fukuoka	1,000	0.56615%		Mar. 1, 2030	Unsecured Unguaranteed
term		Mizuho Bank	1,000	0.63400%		Mar. 1, 2031 Mar. 1, 2032	-
		THE NISHI-NIPPON CITY BANK	500	0.03400%			
		Shinkin Central Bank	2,000				
		Shinsei Bank	1,000	0.7025%			
		The Yamaguchi Bank	1,000				
		The Yamagata Bank	1,000				
		The Gunma Bank	1,000				
		Kansai Mirai Bank	1,000				
		The Norinchukin Bank	2,000	0.71250%			
		The Yamanashi Chuo Bank	1,000	0.50000%			
		Sub-total	77,374	-	-	-	-
	Sub-total		80,074	-	-	-	-
Investment Corporation Bond	Fixed-rate	1st Series Unsecured Bonds	2,000	0.70000%	Apr. 14, 2021	Apr. 14,2036	Unsecured Unguaranteed
		Total	82,074	-	-	-	-

# **Unitholders Composition**

## **Breakdown by Units**



## **Breakdown by Unitholders**



Note: As of Feb. 28, 2022

## **Major Unitholders**

	Number of Units	Ratio (%)
The Master Trust Bank of Japan, Ltd. (Trust Account)	66,458	16.99
Custody Bank of Japan, Ltd. (Trust Account)	51,412	13.14
Custody Bank of Japan, Ltd. (Securities Investment Trust Account)	18,479	4.72
The Nomura Trust and Banking Company, Ltd. (Trust Account)	17,275	4.41
Mitsubishi Estate Co., Ltd.	15,950	4.07
The Shinkumi Federation Bank	6,520	1.66
STATE STREET BANK WEST CLIENT - TREATY 505234	6,453	1.64
Mitsubishi UFJ Trust and Banking Corporation	5,413	1.38
The Chugoku Bank, Limited	5,266	1.34
SSBTC CLIENT OMNIBUS ACCOUNT	5,071	1.29
Total	198,297	50.70

## Same-boat Investment by MEC (as of Apr. 15, 2022)

**Investment in MEL by MEC** 

c. 4.1%

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