

 **Mitsubishi Estate Logistics REIT Investment Corporation**

**Fiscal Period Ended  
August 31, 2024**

Securities Code : 3481



**Asset Management Company**

 **MITSUBISHI JISHO INVESTMENT ADVISORS, INC.**

**October 17, 2024**

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1

# Highlights, Financial Results and Forecasts



# Highlights Since April 2024

## Financial Results Summary (16th FP)

- Achieved 12 consecutive FP of increased revenue, profit and DPU due to disposition gain, cost reduction and solid internal growth
- Increased NAV due to acquisition of the property below the appraisal value

<b>DPU</b>	9,602 yen	VS 15th +18.8%	VS Forecast +2.3%	<b>NAV</b>	402,410 yen	VS 15th +1.2%
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## Hybrid External Growth

### Asset Replacement

- In addition to the acquisition announced on the previous financial period, acquired MJIA sourced property, the asset replacement over the two FP has been completed
- Continued external growth with a focus on improving profitability and the quality of our portfolio despite the challenging environment for public offering

Disposed Property	Disposition Price	Appraisal NOI Yield (Based on Disposition Price)	Year built	Acquired Property	Acquisition Price	Appraisal NOI Yield	Year built
MJ Logipark Sendai 1	10,000mn yen (Disposition gain 2,761 mn yen)	3.6%	15.4 years	MJ Logipark Aisai 1 <small>Announced this time</small>	2,047 mn yen	5.5%	2.5 years
				MJ Logipark Ichinomiya 1	5,851 mn yen	4.9%	2.0 years

(Note 1)

## Hybrid Internal Growth

- Expect to achieve 14 consecutive period of rent growth with high occupancy rate

Average rent growth (Note 2)	
16th FP (Executed)	6.4%
17th FP (Executed)	4.0%

- Internal growth driven by MJIA's unique initiatives, such as the introduction of a self-consumption for solar power generation and the revision of property taxes

Impact of MJIA's unique initiatives implemented 16th FP	Approx. +2.3mn yen~ 3.5mn yen /FP	DPU conversion: Approx. +4 yen~7 yen
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## ESG

- Acquisition of SBTi Certification (Net Zero)
- Attained GRESB Real Estate Assessment 5 Stars for five consecutive years

Note 1:As for "Appraisal NOI Yield", used the figures at the time of the disposition or acquisition was published. As for "Year built", as of August 31, 2024.

Note 2:Average rent growth for the leases is expired or will be expired during the relevant period(Excluding short-term contracts). The figures are for the portion of the contract that has been signed.

# DPU Result and Forecast

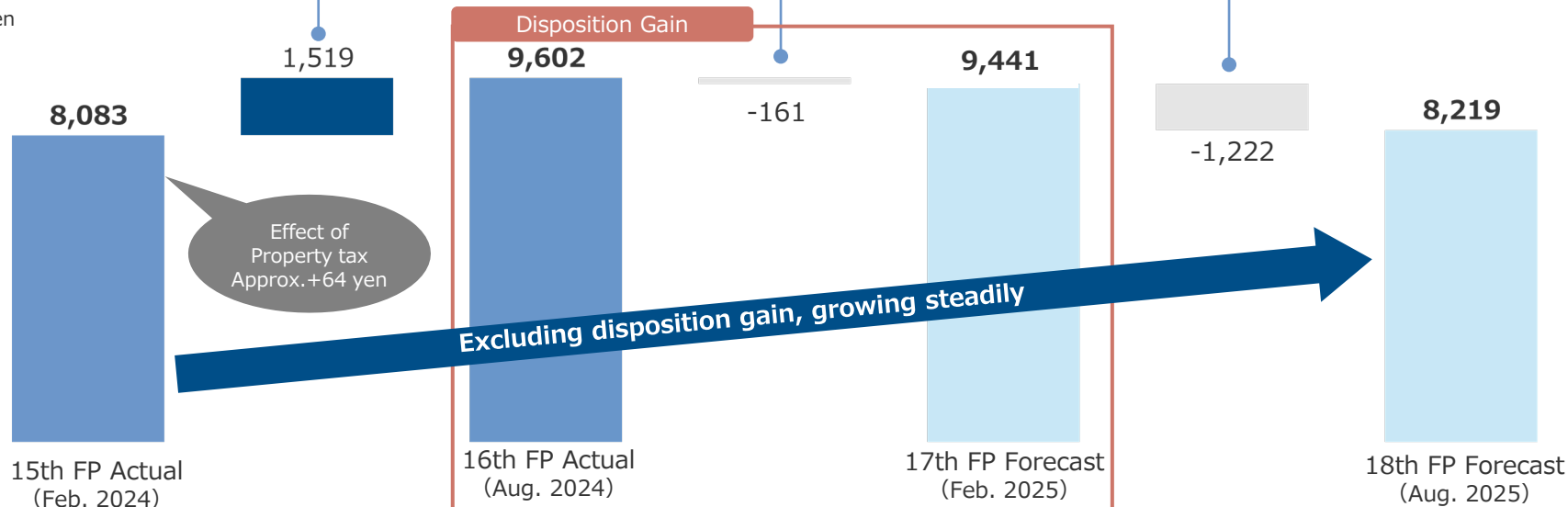
**Due to disposition gain, DPU for 16th FP and 17th FP increased significantly  
For the 18th FP, while DPU decreased due to the loss of disposition gain, DPU will grow steadily compared to 15th FP**

Disposition gain from MJLP Sendai 1	+2,770
Rent growth, etc. on existing properties	+41
Decrease in operating P/L due to asset replacement	-36
Full contribution of revenues from properties acquired in 15th FP	+73
Other decrease in P/L mainly due to general and administrative expenses	-632
Decrease in SCD	-696

Partial decrease in disposition gain	-56
Rent growth, etc. on existing properties	+73
Increase in operating P/L due to asset replacement	+148
Temporary revenue loss from existing properties (Estimate downtime, etc.)	-182
Decrease in other P/L	-144

Decrease in disposition gain	-2,714
Rent growth, etc. on existing properties	+17
Full contribution of 17th acquired property	+27
Filling vacancy units in existing properties	+271
Other increase in P/L mainly due to general and administrative expenses	+356
Surplus Cash Distribution	+821

Unit : yen



**15th FP VS 18th FP**  
Despite the negative impact of timing differences in expenses recognition period, increase in general administrative expenses, and rising interest costs, DPU increased by 136 yen due to external growth, internal growth of existing properties, and normalization of SCD



# 2

## Growth Strategy



# Growth Strategy Based on Current Environmental Change

Taking into account the current inflation and rising interest rates, we will continue to implement a disciplined growth strategy with a focus on capital costs, aiming to enhance unitholder value

**Enhancing Unitholder value = DPU Growth + NAVPU Growth**

- Implementing external growth and capital policies with a focus on capital costs

External Growth  
·  
Capital Policies



When the Acquisition yield exceeds ICP

Considering Asset Acquisition

**Conditions for Public Offering**

- ✓ Only if the Stabilized DPU and NAVPU growth is feasible
- ✓ To be aware of Unit Price and considering carefully

**Conditions for Asset Replacement**

- ✓ To be aware of NOI levels and profitability before and after the replacement
- ✓ Enhancing the quality of the portfolio (Year Built, etc.)
- ✓ Realizing unrealized gain to unitholders

When the Acquisition yield below ICP

Considering Buyback

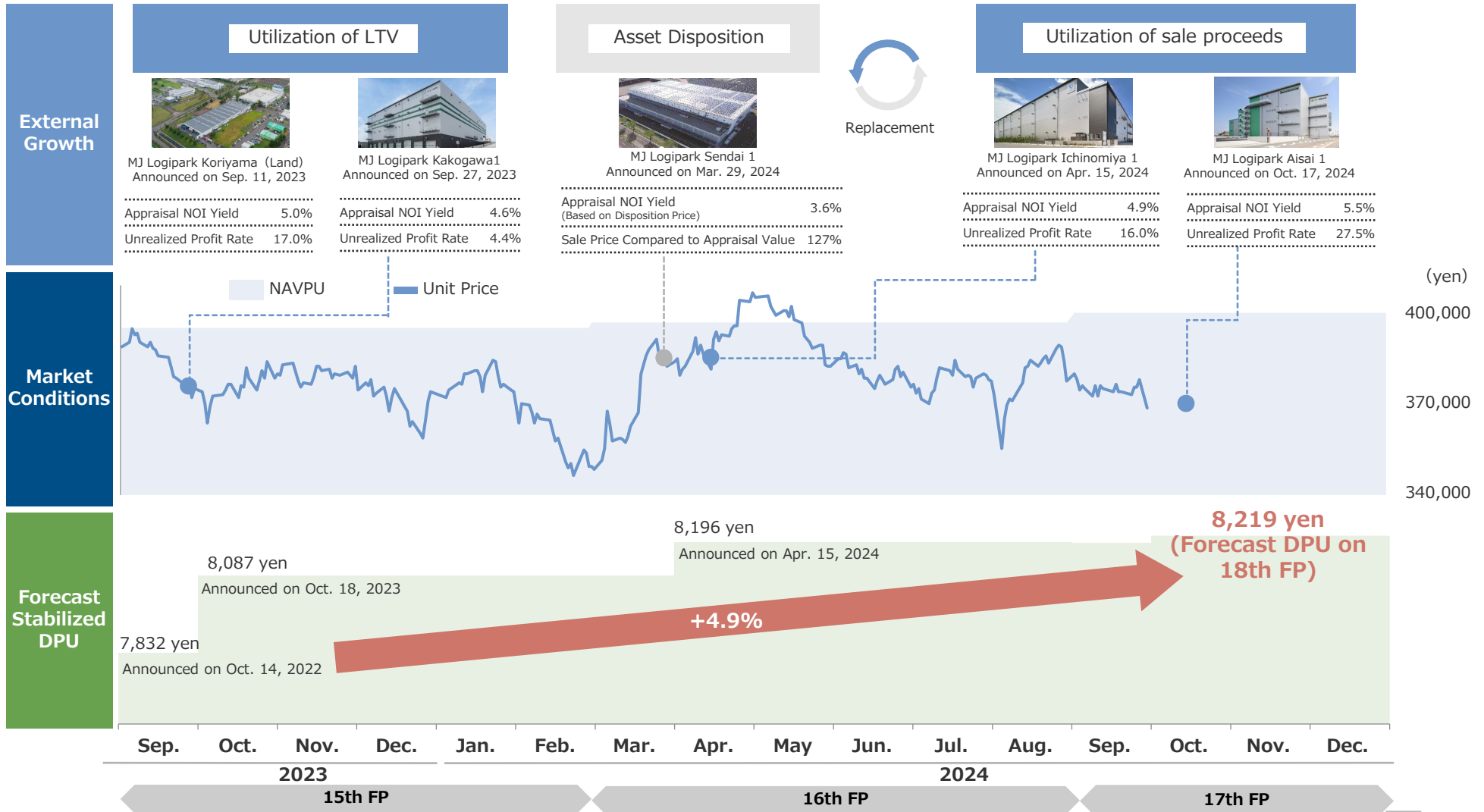
- ✓ Considering options to enhance DPU and NAVPU, taking capital costs into account,
- ✓ To be implemented using cash on hands or proceed from disposition of properties

Internal Growth

- Aiming for an annual growth rate of over 1% in DPU through rent increase (Estimated Average for the next four periods: Approx. 5%~6%)
- Considering the shortening of lease term and the introduction of rent revision clauses linked to the CPI for contracts over five years, aiming to address inflation and rising interest rates.

# Market-driven Actions to Pursue Continued External Growth

MEL achieved consistent external growth as well as increases in stabilized DPU by utilizing low LTV ratio, strategically replacing asset and flexibly acquiring assets even in an environment of soft unit prices



Note : "Unrealized Profit Rate" is calculated as (appraised value - acquisition price) / acquisition price. The same applies below.  
 "Appraised value" and "Appraised NOI yield" used the figures at the time of the disposition or acquisition was published.





# Details of Asset Replacement

The funds from property sales was utilized for acquiring properties taking into account the capital cost. After the replacement, plan to secure cash on hand and use it considering the capital cost and the market conditions.

## Asset Replacement Over Two FP

### FP August 2024 (16th FP)

Announced previously



MJ Logipark Ichinomiya 1

Acquisition Price	5,851 mn yen
Appraisal Value	6,790 mn yen
Unrealized Profit Rate	16.0%
Appraisal NOI Yield	4.9%
Year Built (Note 1)	2.0 Years

April 2024

August 2024

MJ Logipark Sendai 1 (51%)  
Disposition Price : 5,100 mn yen  
Disposition Gain : 1,395 mn yen

### FP February 2024 (17th FP)

Announced today



MJ Logipark Aisai 1

Acquisition Price	2,047 mn yen
Appraisal Value	2,610 mn yen
Unrealized Profit Rate	27.5%
Appraisal NOI Yield	5.5%
Year Built (Note 1)	2.5 Years

September 2024

October 2024

MJ Logipark sendai1 (49%)  
Disposition Price : 4,900 mn yen  
Expected Disposition Gain : 1,366 mn yen

#### Acquisition

Total Acquisition Price  
7,898 mn yen

Average Appraisal NOI  
Yield 5.1%

Average Year Built (Note 1)  
2.1 Years

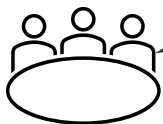
#### Disposition

Total Disposition Price  
10,000 mn yen

Appraisal NOI Yield  
(Sale Price Basis) 3.6%

Year Built (Note 1)  
15.4 Years

## Utilization of Cash on Hands Considering Market Environment



Appraisal NOI Yield 5.5% > Implied Cap Rate 4.4% (Note 2)

Unit Price, NAV, DPU Growth, LTV, etc.

The most valuable measures  
for unitholder value



- Asset acquisition
- Buyback
- Debt repayment

Estimated cash on hands  
after asset replacement

**3.0 bn yen**

Note 1: As for "Appraisal value" and "Appraisal NOI Yield", used the figures at the time of the disposition or acquisition was published. As for "Year Built", as of August 31, 2024.

Note 2: "Implied Cap Rate" is calculated based on the unit price as of August 30, 2024 based on the appraisal value and financial figures as of the end of August 2024.

# Overview of Property acquired in 17th FP “MJ Logipark Aisai 1”

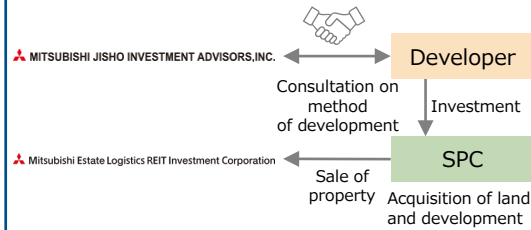
- Favorable location in the suburbs of Nagoya, for wide-area delivery via expressways and artery roads
- Enhancing safety in traffic lines and efficiency in cargo operation

MJIA-sourced PDP  
Multi-tenanted type CASBEE



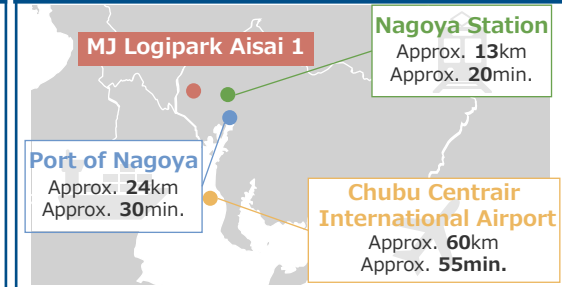
## PDP Project with Continued Relationship with Partner

### Leveraging relationship with the tenant in owned property



- Leveraging good relationship with LONCO JAPAN, the tenant of LOGISTA · Logicross Ibaraki Saito (B) and MJ Logipark Takatsuki 1

## Favorable Location Compatible with Various Logistics Needs



- Good access to central Nagoya, the Port of Nagoya and Chubu Centrair International Airport, as well as to extensive areas via expressways and artery roads, enabling the tenant to address various logistics needs

Acquisition Price	2,047 mn yen
Appraisal Value	2,610 mn yen
Appraisal NOI Yield	5.5%
Location	Aisai, Aichi
Year Built	March 2022
Total Floor Area	9,413.40m <sup>2</sup>
Land Area	5,620.35m <sup>2</sup>
No. of Tenants	1
Main Tenant	LONCO JAPAN



## Location Characteristics

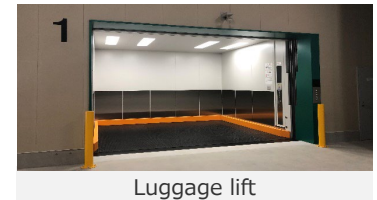
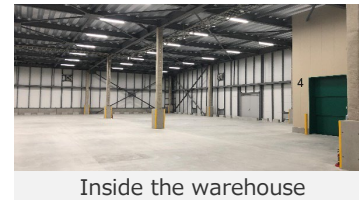
Approx. 0.2km from Aichi Prefectural Road 79

Approx. 7.0km from “Kanie IC” on Higashi-Meihan Expressway

Approx. 13.0km from “Nagoya Station”

A 11-minute walk from “Fujinami Station” on the Meitetsu Tsushima Line

## Property Characteristics



- A 4-story multi-tenant logistics facility
- Spacious building layout designed for high versatility, with floor weight capacity of 1.5t/m<sup>2</sup>, effective ceiling height of 5.5m and pillar intervals of 11.0m×11.0m
- Well-designed space for minimizing traffic lines for cargo operation, equipped with one cargo elevator and two vertical conveyers
- Residential districts in adjacent areas, giving advantage in securing workforce



# Pipeline to Realize External Growth Strategy

Aim for further external growth leveraging 14 properties (with expected preferential negotiation rights) with total floor area of 835,000 m<sup>2</sup> including 10 completed properties with total floor area of 599,000 m<sup>2</sup>

Property Name	Total Floor Area (approx.)	Schedule				
		until FP2024/8	FP2025/2	FP2025/8	FP2026/2	FP2026/8 and after
Logicross Hasuda	78,000m <sup>2</sup>	Completed in 2021	Included in bridge scheme			
Logicross Kasukabe	38,000m <sup>2</sup>	Completed in 2021	Included in bridge scheme			
Logicross Funabashi	23,000m <sup>2</sup>	Completed in 2021	Included in bridge scheme			
Logicross Zama Komatsubara	44,000m <sup>2</sup>	Completed in 2022				
Logicross Osaka Katano	20,000m <sup>2</sup>	Completed in 2022	Included in bridge scheme			
Logicross Zama	178,000m <sup>2</sup>	Completed in 2023				
Logicross Sagamihara	170,000m <sup>2</sup>	Completed in 2023				
Logicross Osaka Suminoe	43,000m <sup>2</sup>	Development	Completion Planned March 2025			
Logicross Osaka Taisho	21,000m <sup>2</sup>	Construction and Development (Planned)		Completion Planned January 2026		
Logicross Misato*	125,000m <sup>2</sup>		Construction and Development (Planned)		Completion Planned 2026	
<b>NEW</b> Osaka Taisho Tsurumachi Cold Storage Project*	45,000m <sup>2</sup>		Construction and Development (Planned)		Completion Planned End of 2026	
<b>Asset acquired</b> MJ Logipark Aisai 1	9,000m <sup>2</sup>	PDP 100% Occupancy	Completed in 2022	Included in bridge scheme		
MJ Logipark Daito 1*	11,000m <sup>2</sup>	PDP 100% Occupancy	Completed in 2022	Included in bridge scheme		
MJ Logipark Okazaki 1*	24,000m <sup>2</sup>	PDP 100% Occupancy	Completed in 2022			
MJ Logipark Toyonaka 1*	8,000m <sup>2</sup>	PDP 100% Occupancy	Completed in 2023			
<b>Total</b>	<b>835,000 m<sup>2</sup></b>		<b>599,000 m<sup>2</sup></b>	<b>599,000 m<sup>2</sup></b>	<b>643,000 m<sup>2</sup></b>	<b>664,000 m<sup>2</sup></b>
				<b>835,000 m<sup>2</sup></b>		

Sponsor-developed properties with expected preferential negotiation rights



**Logicross**

Logicross

Brand of logistics facilities MEC develops throughout Japan

MJIA-sourced properties with expected preferential negotiation rights



**MJ Logipark**

MJ Logipark

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



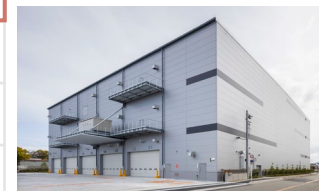
Logicross Hasuda



Logicross Zama



Logicross Osaka Suminoe



MJ Logipark Toyonaka 1\*

\*Tentative name

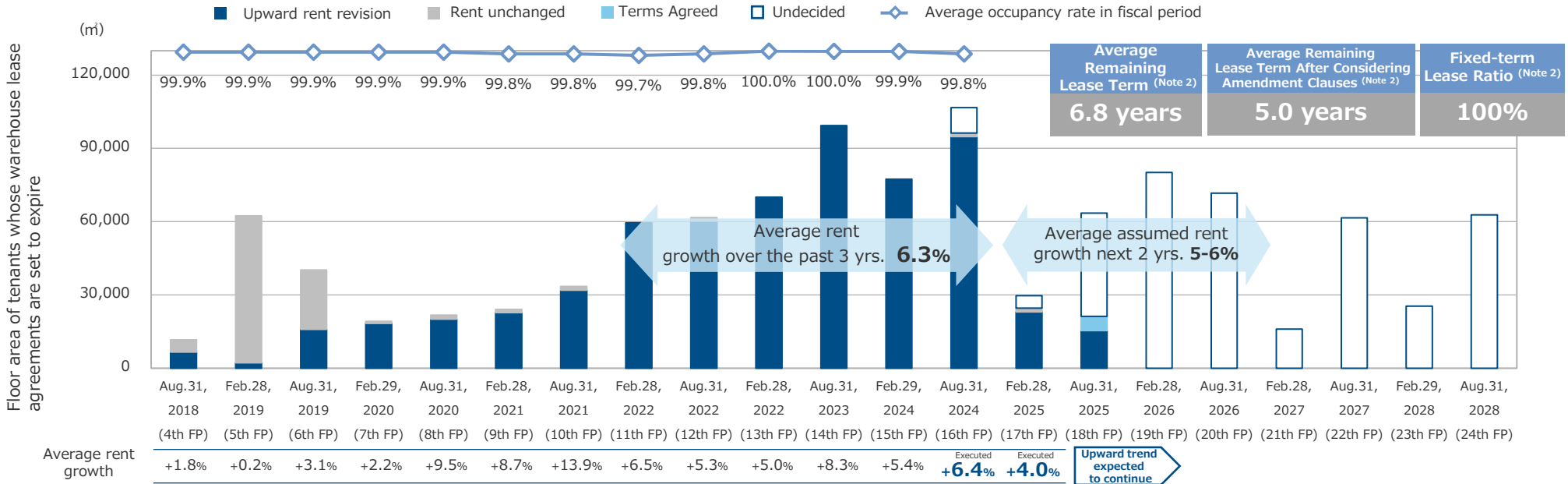
Note: As of Oct. 17, 2024. MEC Group-developed properties with expected preferential negotiation rights and MJIA-sourced properties with expected preferential negotiation rights are highlighted in blue and in green, Total floor area and number of properties exclude properties to be acquired



# Internal Growth Strategy

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

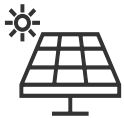
Expect to achieve rent growth for **14 consecutive fiscal periods** through FP Feb. 2025 (17th FP) with upward trend expected to continue for FP Aug. 2025 (18th FP)



## MJIA-led Internal Growth

### Cost reduction through self-consumption of solar power generation

At one property LED has been installed. In addition, since Aug. 2024, solar power equipment has been in use for on-site consumption. These initiatives have reduced the utility cost.



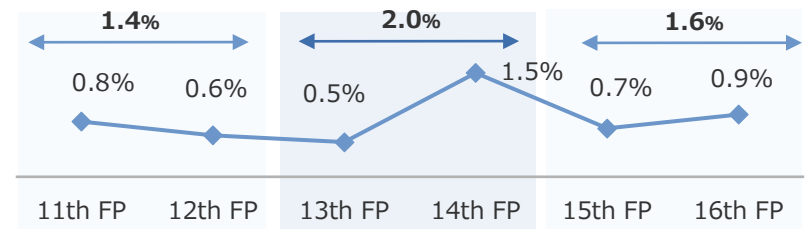
<The actual figure of solar power generation>

August 2024 Monthly self-consumption : 82,308kw  
Monthly electricity usage : 122,700kw

→Approx. 67% of the building's electricity usage is sourced from solar power generation

## Contribution to DPU from Rent Growth

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



Note 1: As of Sep. 1, 2024, However, the floor areas of tenants whose lease agreement are set to expire in the future excludes asset disposed on Sep. 3, 2024. Average rent growth for the leases is expired or will be expired during the relevant period. For the 16th FP and the 17th FP, the figures are for the portion of the contract that has been signed.

Note 2: As of Aug. 31, 2024. Exclude asset disposed on Sep. 3, 2024 and include asset acquired on Oct. 17, 2024. As for "Average Remaining Lease Term After Considering Amendment Clauses", calculated the end date of contracts with rent revision clauses as the next possible date for rent revision.

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

# Financial Strategy

## Financial Highlights (As of Oct. 9, 2024)

### Total Debt Balance

**113,049** mn yen

### Fixed Interest Rate Ratio

**88.5** %

### Long-term Debt Ratio

**95.1** %

### Credit Rating (JCR)

**AA** (Stable)

### Average Remaining Debt Duration (All/Excluding short-term)

**4.8** years / **5.0** years

### Average Interest Rate (All/Excluding short-term)

**0.60** % / **0.61** %

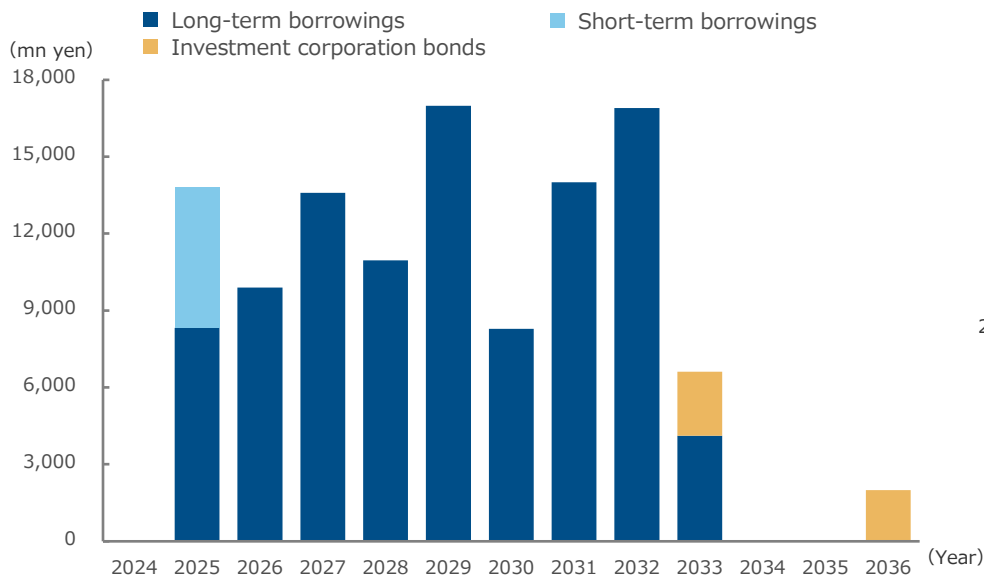
### LTV as of Aug. 31, 2024 (Book value basis/Appraisal value basis)

**40.0** % / **34.3** %

### Acquisition Capacity (LTV up to 45%)

**25.0** bn yen

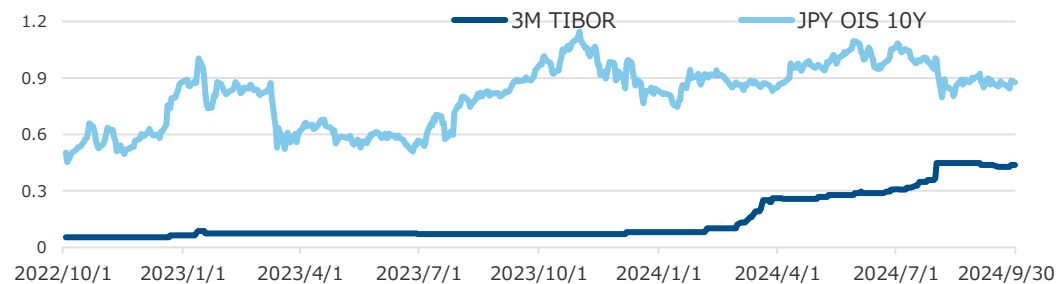
## Debt Maturity Schedule



## Financial Policy



### Interest Rate Trends



### Debt Financial Strategy

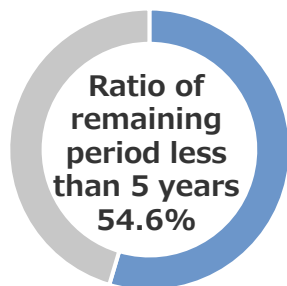
- In a rising interest rate environment, we aim to procure mainly fixed rate with a target a fixed interest rate ratio of over 85%
- From the perspective of ALM and debt costs, we aim for an average procurement period of approximately 5 to 6 years and introduce some floating rates

# Addressing inflation and rising interest rate

Implementing measures to address inflation through shortening lease term and continuous rent increases. It is assumed that the costs of rising interest rates can be absorbed through strong internal growth

## Addressing Inflation

<Relatively short term contract ratio>  
(rent basis)

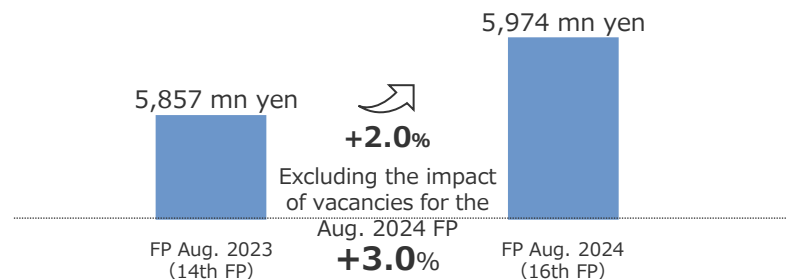


<Shortening lease term>  
(rent basis, contracted area of 16th FP)

Average lease term before renewal in the 16th period  
5.4 years

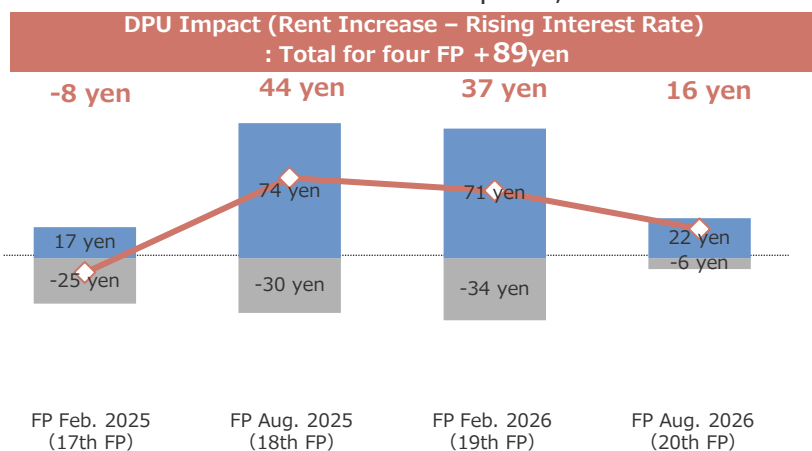
**Average lease term after renewal**  
**3.8 years**

<NOI Growth (same properties basis) >  
(Comparison of 31 properties, excluding the sold property, out of the 32 properties held as of August 31, 2023)



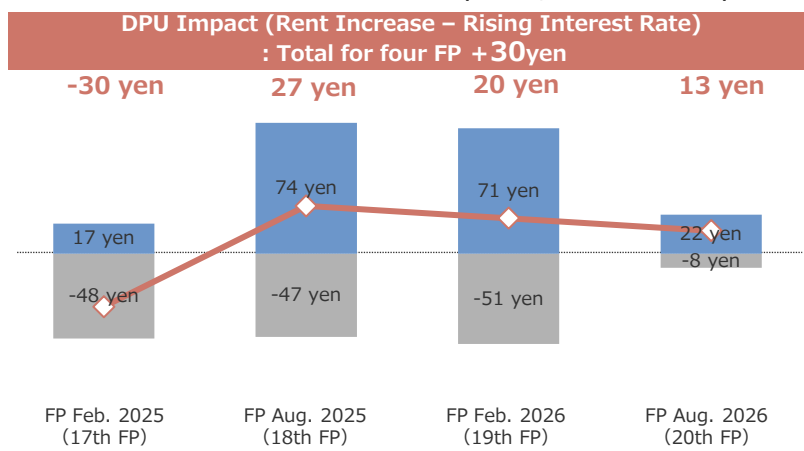
## Estimation of the impact of rent increases and interest rate rises on DPU

<Base interest rate as of Sep. 30, 2024>



Average estimated rent growth rate over four periods  
Approx. +5~+6%  
(Approx. 1.1% annual average DPU contribution) (Note)

<Base interest rate as of Sep. 30, 2024 +25bp>



Precondition: "DPU Impact (Rent Increase)" is calculated based on our assumed rent revision for each period, excluding temporary factors such as free rent, etc.

"DPU Impact (Interest Rate Rises)" is calculated based on the actual refinancing conditions for the 17th period and assuming all loans from 18th to 20th periods are refinanced with a 5-year fixed interest rate

Note: Comparison to the forecast DPU of 8,219 yen for the 18th FP

# 3

## ESG Initiatives



# ESG Initiatives (Topics)

## Acquisition of External Evaluation

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



## SBTi Certification (Net Zero)

- In addition to SBTi (Near-Term), we acquired SBTi Certification (Net-Zero)



Target	Scope of coverage	Base year	Target year	GHG emission reduction targets
Near-Term	Scope1+2	FY 2021	FY 2030	42% reduction
<b>At this time</b>				
Net-Zero	Scope1+2+3	FY 2021	FY 2050	Net-Zero (90% or more reduction)

## Acquisition of Green building Certifications

- In August 2024, the following five properties obtained Green Building certification. Ratio of Green Building Certification has improved to 97.7%

Property	Rank
Logicross Yokohama Kohoku	BELS ★★★★★★ (ZEB Ready)
MJ Logipark Funabashi 1	BELS ★★★★★★ (Building No.1) BELS ★★★★★★ (Building No.2)
MJ Logipark Kasugai 1	BELS ★★★★★★
Logicross Atsugi	S Rank for CASBEE
MJ Logipark Inzai 1	S Rank for CASBEE

## Publishing Sustainability Report

- In October 2024, MEL published "Sustainability Report". For the details of our sustainability initiatives, please refer to the Report.



← Click here

QR code





# 4

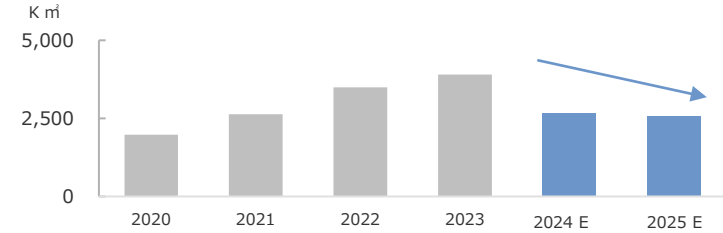
## Logistics Market



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

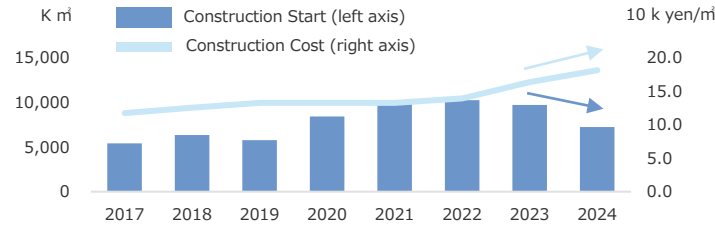
## Decrease in future supply

Supply Trends (Tokyo Metropolitan Area)



Source: CBRE

More than 5,000 m<sup>2</sup> of Logistics Facility Construction Start Statistics and Construction Cost

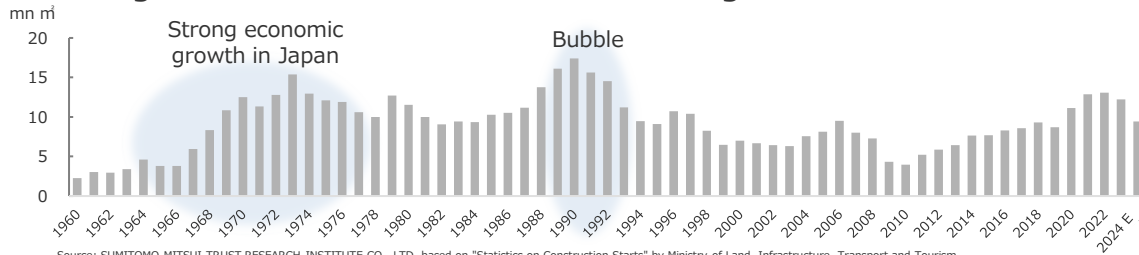


Source: Ministry of Land, Infrastructure, Transport and Tourism, "Statistical Survey of Construction Starts"

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

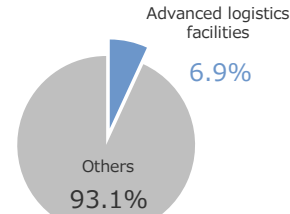
## Rarity of advanced logistics facilities

Long-term data on construction starts of logistics facilities



Source: SUMITOMO MITSUI TRUST RESEARCH INSTITUTE CO., LTD. based on "Statistics on Construction Starts" by Ministry of Land, Infrastructure, Transport and Tourism.  
 Note 1) Survey targets facilities with a total floor area of 5,000m<sup>2</sup> or more of SRC + RC + S construction for company-owned and leased facilities nationwide.  
 Note 2) Ratio of medium-large and small buildings before 1979 is estimated.

Proportion of advanced logistics facilities

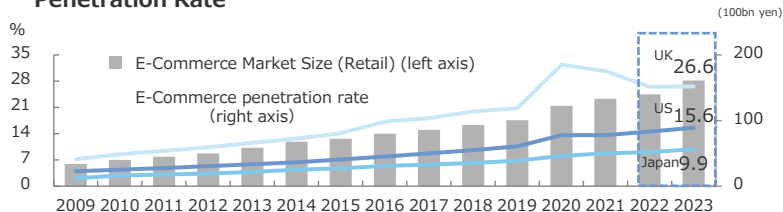


Source: CBRE as of 2023 Q4

**Proportion of advanced logistics facilities remains low and scarce**

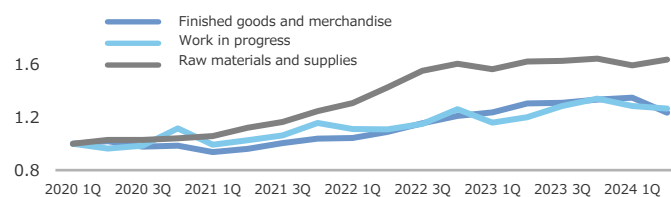
## Solid demand led by E-commerce

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



Source: E-commerce market size through 2022: "E-commerce Fact Survey" by Ministry of Economy, Trade and Industry, Japan. EC Penetration Rate is compiled by the Asset Management Company based on "Monthly Economic Report by the Ministry of Land, Infrastructure, Transport and Tourism" by the Ministry of Economy, as well as data disclosed by Office for National Statistics (UK) and U.S. Census Bureau.

Increase in Business Inventories

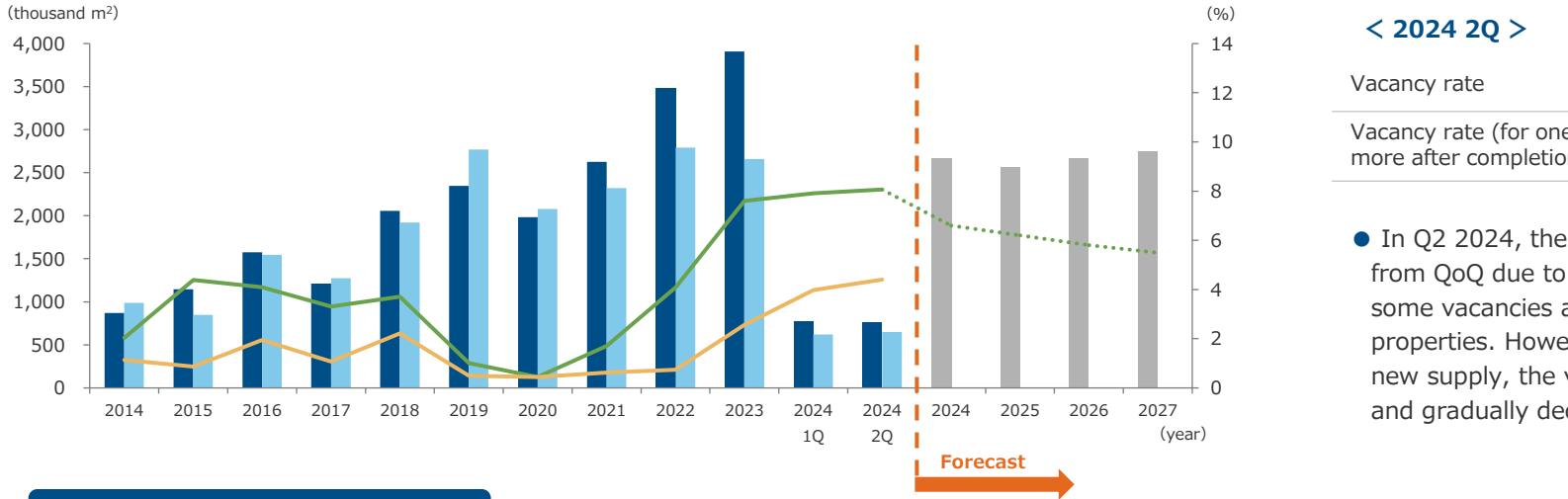


Source: Data compiled by the Asset Management Company based on "Financial Statistics of Corporations by Industry, Quarterly" (for the quarter of March to June 2024) by Ministry of Finance  
 Note: Figures are indexed to 1Q 2020 as the base number

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

# Logistics Market Overview : Supply-Demand Trends by Region

## Tokyo Metropolitan Area

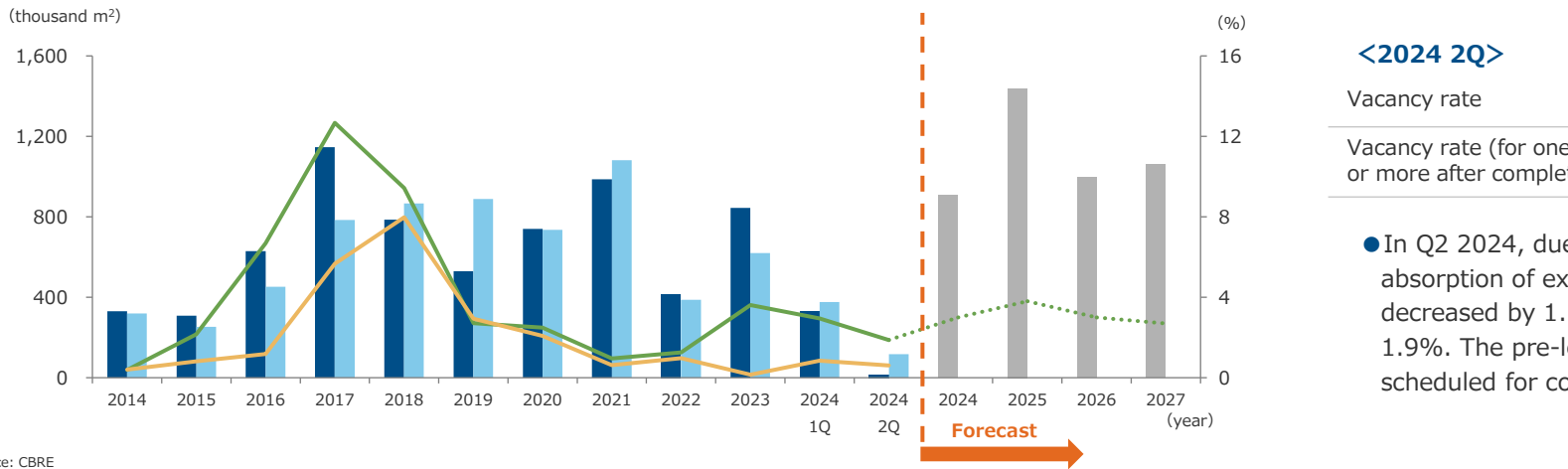


### < 2024 2Q >

Vacancy rate	8.1%	(+0.2% QoQ)	▲
Vacancy rate (for one year or more after completion)	4.4%	(+0.4% QoQ)	▲

- In Q2 2024, the vacancy rate slightly increased from QoQ due to factors such as new supply with some vacancies and prolonged leasing in some properties. However, with a decreasing trend in new supply, the vacancy rate is expected to plateau and gradually decline

## Osaka Metropolitan Area



### <2024 2Q>

Vacancy rate	1.9%	(-1.1% QoQ)	▼
Vacancy rate (for one year or more after completion)	0.6%	(-0.2% QoQ)	▼

- In Q2 2024, due to very limited supply and the absorption of existing vacancies, the vacancy rate decreased by 1.1% from the previous quarter to 1.9%. The pre-leasing rate for properties scheduled for completion in the future is also high.

Source: CBRE

(Note 1) "Tokyo Metropolitan Area" refers to Tokyo, Chiba, Saitama, Kanagawa and Ibaraki prefectures. "Osaka Metropolitan Area" refers to Osaka, Hyogo and Kyoto prefectures.

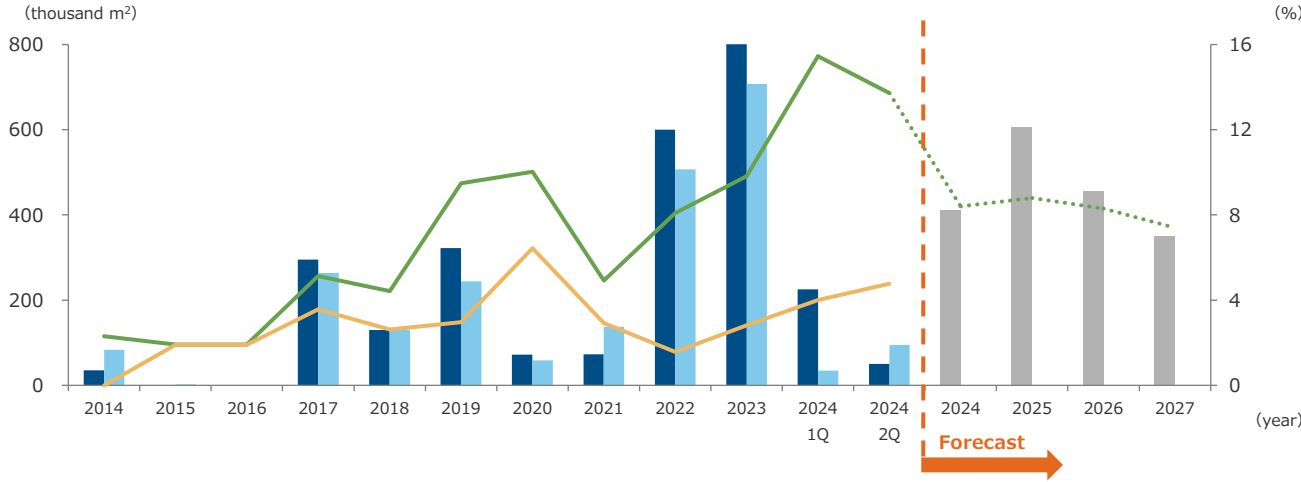
(Note 2) "New supply" refers to the total leasable area of newly constructed logistics facilities for lease. "New demand" refers to an increase or decrease in occupied floor space. An increase or decrease in occupied floor space is newly contracted floor space minus vacated floor space.

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



# Logistics Market Overview : Supply-Demand Trends by Region

## Nagoya Metropolitan Area

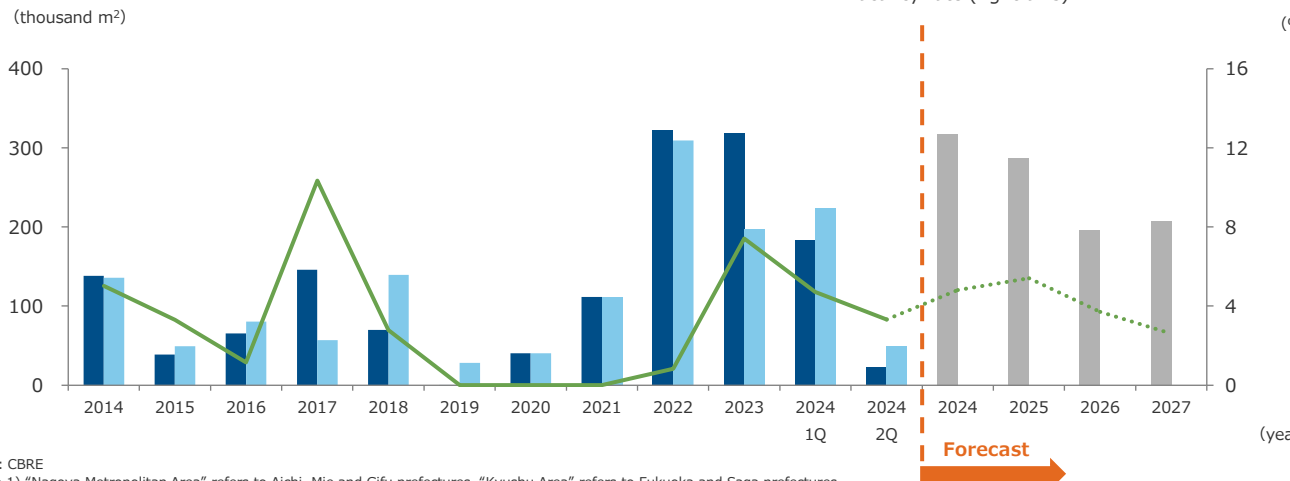


### <2024 2Q>

Vacancy rate	13.7% (-1.7% QoQ)	▼
Vacancy rate (for one year or more completion)	4.8% (+0.8% QoQ)	▲

- In Q2 2024, although the vacancy rate remains high, new supply are operating at full occupancy, and the absorption of vacancies in existing properties has progressed, leading to an improvement QoQ. Vacancies continue to be concentrated in the coastal area west of Yatomi.

## Kyushu Area



### <2024 2Q>

Vacancy rate	3.3% (-1.4% QoQ)	▼
--------------	------------------	---

- In Q2 2024, the vacancy rate was at a low level of 3.3%, with the absorption of vacancies in existing properties progressing and improving QoQ. The remaining supply of properties for 2024 is also limited, and the vacancy rate is expected to remain low level in the future.

Source: CBRE

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

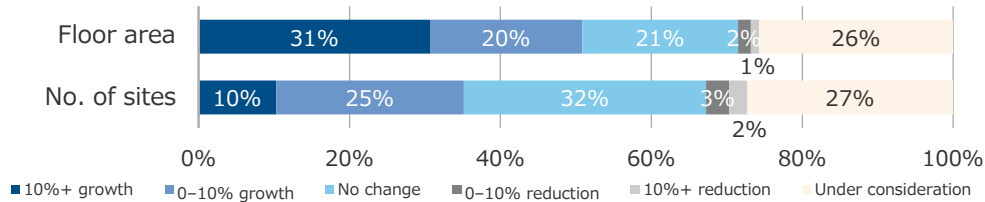
(Note 2) "New supply" refers to the total leasable area of newly constructed logistics facilities for lease. "New demand" refers to an increase or decrease in occupied floor space. An increase or decrease in occupied floor space is newly contracted floor space minus vacated floor space.

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



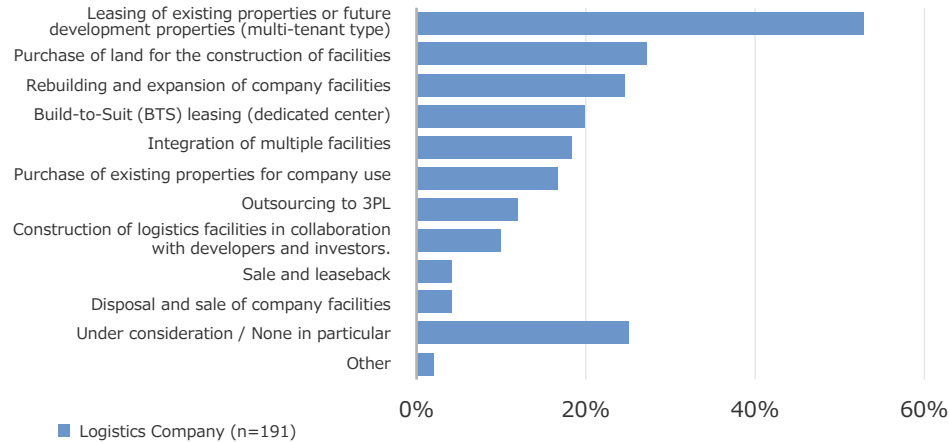
# Logistics Facility Tenant Trends

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



Source : CBRE K.K. "Japan Logistics Occupier Survey 2024" (June 2024)

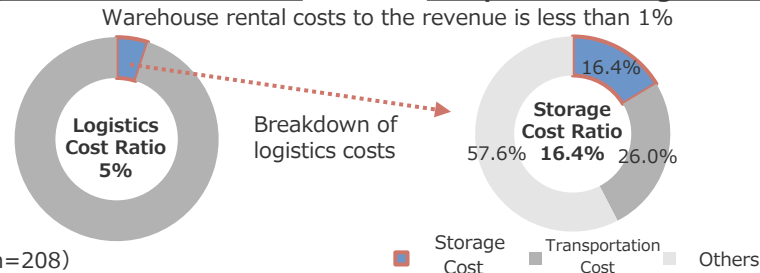
## Methods for Executing Logistics Network Plans in the next 3 yrs. (up to three answers allowed)



Source: CBRE K.K. "Japan Logistics Occupier Survey 2024" (June 2024)

## Logistics cost to sales ratio

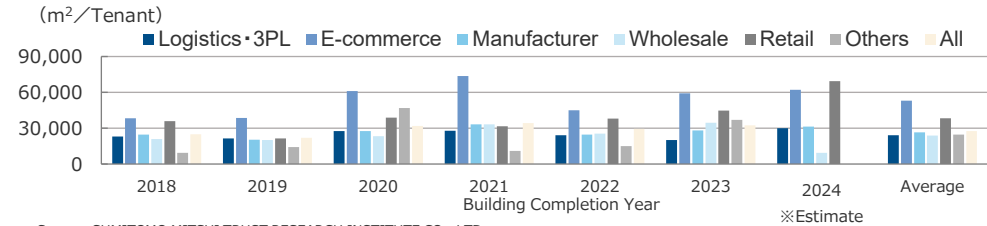
## Composition of Logistics Costs



All (n=208)

Source: 2023 Logistics Cost Survey Report [Summary Version] by the Japan Institute of Logistics Systems

## Trend in Facility Area Usage per Tenant by Industry



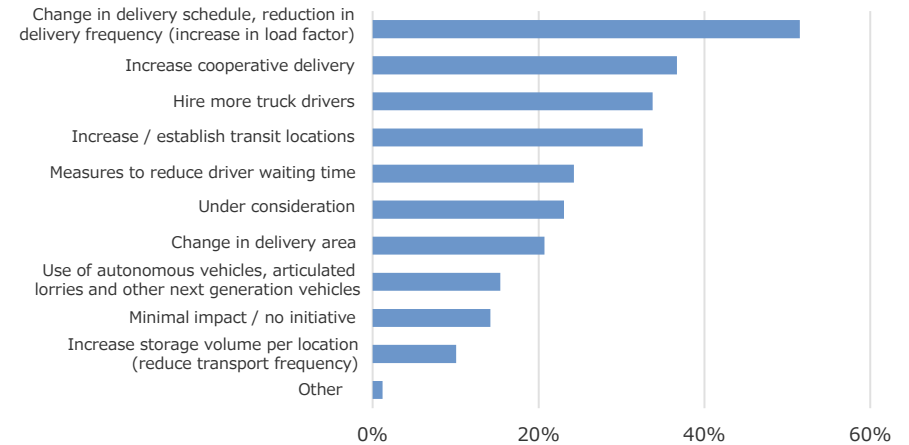
Source: SUMITOMO MITSUI TRUST RESEARCH INSTITUTE CO., LTD.

Note 1: As of end of May, 2024. Only tenants with disclosed estimate values are considered for 2024

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

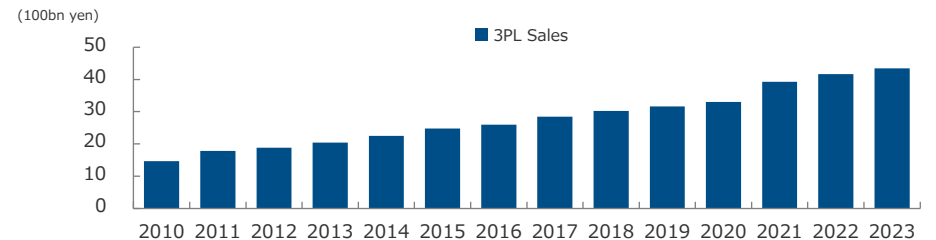
Note 3: Some tenants may have been replaced since completion as the data used is current information, not at the point of completion

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



Source: CBRE K.K. "Logistics Occupier Survey 2024" (June 2024)

## 3PL Market Size



Source: "Monthly Logistics Business Sep. 2024"

# 5

## Appendix



# Financial Results for the Fiscal Period Ended Aug. 2024

Operating Results (mn yen)	FP Ended Feb. 2024 Actual (15th FP)(A)	FP Ended Aug. 2024 Actual (16th FP)(B)	Difference (B) – (A)	FP Ended Aug. 2024 Forecast (16th FP)
Operating Revenues	7,746	9,168	① +1,422	9,125
Operating Rental Revenues (excluding gain from disposition)	7,746	7,773	+27	7,732
Gain from Disposition	-	1,395	+1,395	1,392
Operating Rental Expenses (excluding depreciation)	1,386	1,441	+54	1,509
Repair cost	118	120	+1	115
NOI	6,359	6,332	-27	6,223
Depreciation	1,361	1,365	+3	1,365
General and Administrative Expense	962	1,196	② +233	1,142
Operating Income	4,034	5,165	+1,130	5,108
Non-operating Profit and Loss	-314	-329	③ -14	-383
Ordinary Income	3,719	4,835	+1,115	4,725
Net Income	3,718	4,834	+1,115	4,724
<b>Distributions per Unit (yen)</b>				
Distributions per Unit (including SCD)	8,083	9,602	+1,519	9,382
Distributions per Unit (excluding SCD)	7,387	9,602	+2,215	9,382
Surplus Cash Distributions (SCD) per Unit	696	-	-696	-
Ratio of SCD to Depreciation	25.8%	-	-	-
Number of Investment Units Issued and Outstanding (units)	503,485	503,485	±0	503,485
<b>Other Statistics</b>				
CAPEX (mn yen)	645	124	-521	122
AFFO per Unit (yen)	8,821	9,308	+487	9,099
AFFO Payout Ratio	91.6%	103.2%	+11.5%	103.1%
LTV	40.2%	40.0%	-0.2%	40.1%
NAV per Unit (yen)	397,624	402,410	+4,786	-

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

①	<ul style="list-style-type: none"> <li>Disposition gain from MJLP Sendai 1 +1,395mn yen</li> <li>Decrease in operating revenues from asset replacement -63mn yen</li> <li>Increase in operating revenues mainly due to full contribution of revenues from asset acquired in 15th FP +90mn yen</li> </ul>
②	<ul style="list-style-type: none"> <li>Increase in Operating Revenues (above①) +1,422mn yen</li> <li>Increase in Operating expenses -291mn yen                             <ul style="list-style-type: none"> <li>Increase in leasing cost -20mn yen</li> <li>Decrease in Operating expenses due to asset replacement +44mn yen</li> <li>Increase in property tax due to properties acquired in 15th FP, etc. -32mn yen</li> <li>Increase in other operating rental expenses -49mn yen</li> <li>Increase in general and administrative expenses -233mn yen</li> </ul> </li> </ul>
③	<ul style="list-style-type: none"> <li>Increase in Operating Income (above②) +1,130mn yen</li> <li>Change in non-operating profit and loss -14mn yen                             <ul style="list-style-type: none"> <li>Increase in interest expenses -14mn yen</li> </ul> </li> </ul>

### Property Acquired in 16th FP Acquisition Price 5.8 bn yen



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

Operating Results (mn yen)	FP Ended Aug. 2024 Actual (16th FP)(A)	FP Ending Feb. 2025 Forecast (17th FP)(B)	Difference (B) - (A)	(Reference) FP Ending Aug. 2025 Forecast (18th FP)
Operating Revenues	9,168	9,103	① -64	7,885
Operating Rental Revenues (excluding gain from disposition)	7,773	7,736	-36	7,885
Gain from Disposition	1,395	1,366	-28	-
Operating Rental Expenses (excluding depreciation)	1,441	1,456	+15	1,405
Repair expenses	120	137	+16	82
NOI	6,332	6,280	-51	6,479
Depreciation	1,365	1,368	+2	1,379
General and Administrative Expense	1,196	1,173	-22	1,006
Operating Income	5,165	5,105	② -60	① 4,093
Non-operating Profit and Loss	-329	-350	-20	-367
Ordinary Income	4,835	4,754	③ -81	3,725
Net Income	4,834	4,754	-81	3,724
<b>Distributions Per Unit (yen)</b>				
Distributions per Unit (including SCD)	9,602	9,441	-161	8,219
Distributions per Unit (excluding SCD)	9,602	9,441	-161	7,398
Surplus Cash Distributions (SCD) per Unit	-	-	-	821
Ratio of SCD to Depreciation	-	-	-	30.0%
Number of Investment Units Issued and Outstanding (units)	503,485	503,485	±0	503,485
<b>Other Statistics</b>				
CAPEX (mn yen)	124	247	+123	271
AFFO per Unit (yen)	9,308	8,965	-343	9,606
AFFO Payout Ratio	103.2%	105.3%	+2.1%	85.6%
LTV	40.0%	40.1%	+0.1%	40.2%

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

①	Decrease in disposition gain from MJLP Sendai 1	-28mn yen
	Increase in operating revenues from asset replacement	+54mn yen
	Temporary decrease in revenue from existing properties	-92mn yen
	Other Changes of operating revenues	-1mn yen

②	Decrease in Operating Revenues (above①)	-64mn yen
	Decrease in Operating Expenses	+4mn yen
	Decrease in rental operating expenses from asset replacement	+39mn yen
	Other changes of operating expenses	-57mn yen
	Decrease in general and administrative expenses	+22mn yen

③	Decrease in operating income(above②)	-60mn yen
	Change in non-operating profit and loss	-20mn yen
	Increase in interest expenses	-20mn yen

## Main Factors of Variance 17th FP Forecast vs. 18th FP Forecast (Contribution to Net Income)

①	Absence of disposition gain	-1,366mn yen
	Increase in rental revenue including internal growth, acquisition, filling vacancy units	+158mn yen
	Decrease in operating expenses mainly due to decrease in general and administrative expenses due to absence of disposition gain, absence of temporary operating expenses and decrease in repair cost, etc.	+207mn yen



# MEL's Features

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

### Mitsubishi Estate Logistics REIT Investment Corporation

No. of Properties / Asset Size <b>35</b> properties/ <b>271.5</b> bn yen	Sponsor-developed Properties / MJIA-sourced Properties <b>65.1%</b> / <b>34.9%</b>	Average Occupancy Rate <b>99.8%</b>	Avg. Appraisal NOI Yield <b>4.7%</b>	LTV <b>40.0%</b>	Credit Rating (JCR) <b>AA</b> (Stable)
--	--	--	---	---------------------	--

Sponsor

 **MITSUBISHI ESTATE**



Development / Facilities Management

#### Contribution to the Pipeline Supply

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

#### Leasing Support

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

External Growth

Internal Growth

Asset Management Company

Investment / Asset Management



 **MITSUBISHI JISHO INVESTMENT ADVISORS, INC.**

#### MJIA's Sourcing

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

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

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

Note : As of Aug. 31, 2024. Exclude asset disposed on Sep. 3, 2024 and include asset acquired on Oct. 17, 2024.



# Management Policy based on “Three Pillars”



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



### Alignment

Align interest with unitholders

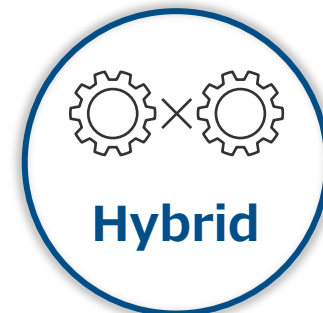
- Support from Sponsor and continued investment
- Promotion of ESG Initiatives and Finance
- Further inclusion in major indices



### Discipline

Achieve disciplined growth

- Property acquisition and buyback with attention to capital cost
- Flexible financing, carefully watching the market conditions
- Flexible property acquisition strategy utilizing bridge funds



### Hybrid

Enhance MEL’s unique strategy Hybrid Model

- Hybrid external growth (from both Sponsor and MJIA)
- Hybrid internal growth (Utilizing management capability of MJIA and leasing capability of Sponsor)
- Utilizing MJIA’s various sourcing methods, such as CRE proposals and PDP



### Measures executed and achieved

Continuous growth by PO, LTV, and asset replacement while assessing market conditions.

Introduction of the asset management fee structure fully linked to unit price performance

Introduction of cumulative investment for employees of Sponsor and MJIA

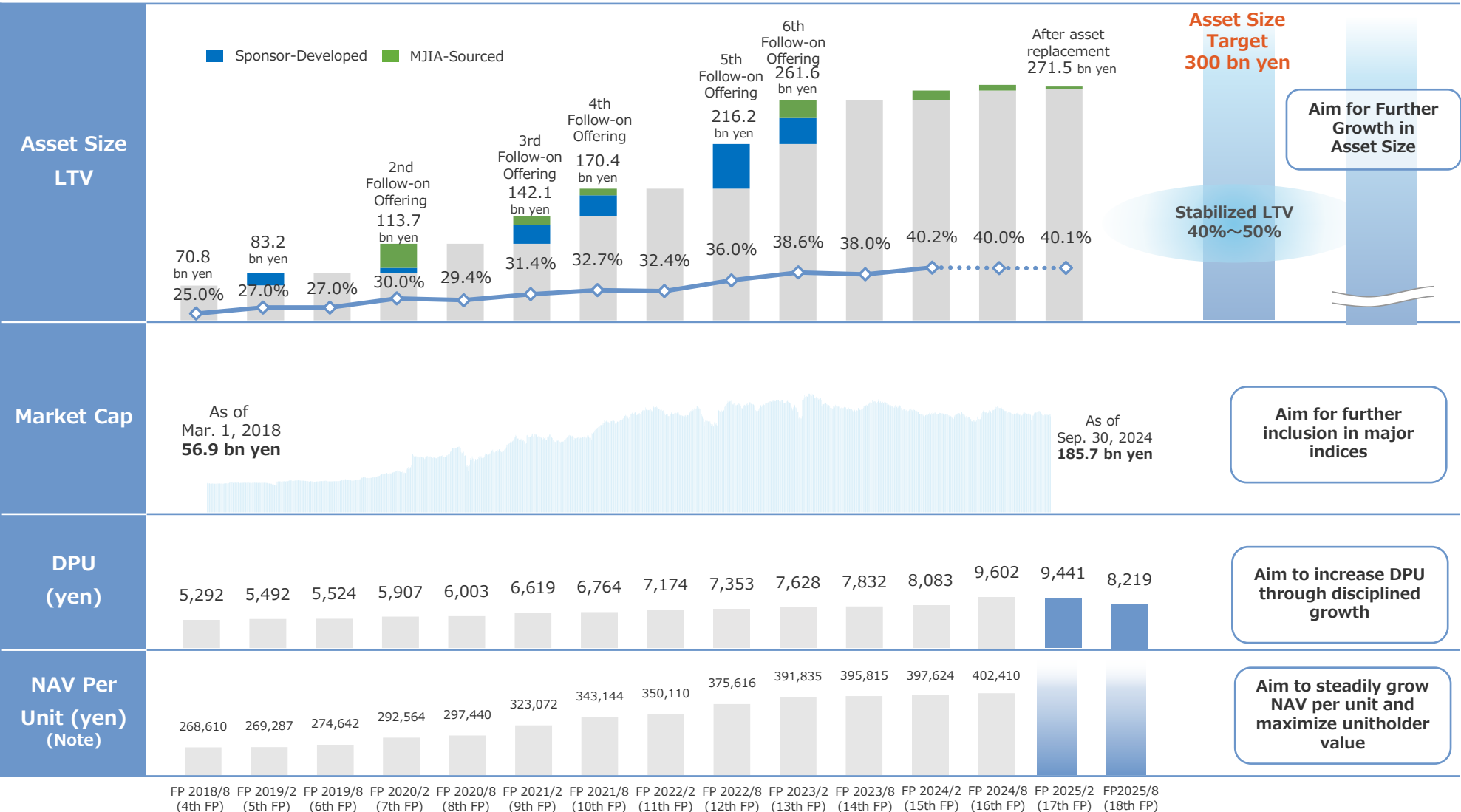
Acquisition of the highest rating “5 Stars” from GRESB for five consecutive years

Continuous acquisition of external ESG certifications and evaluations



# Mid-to Long-Term Growth Strategy

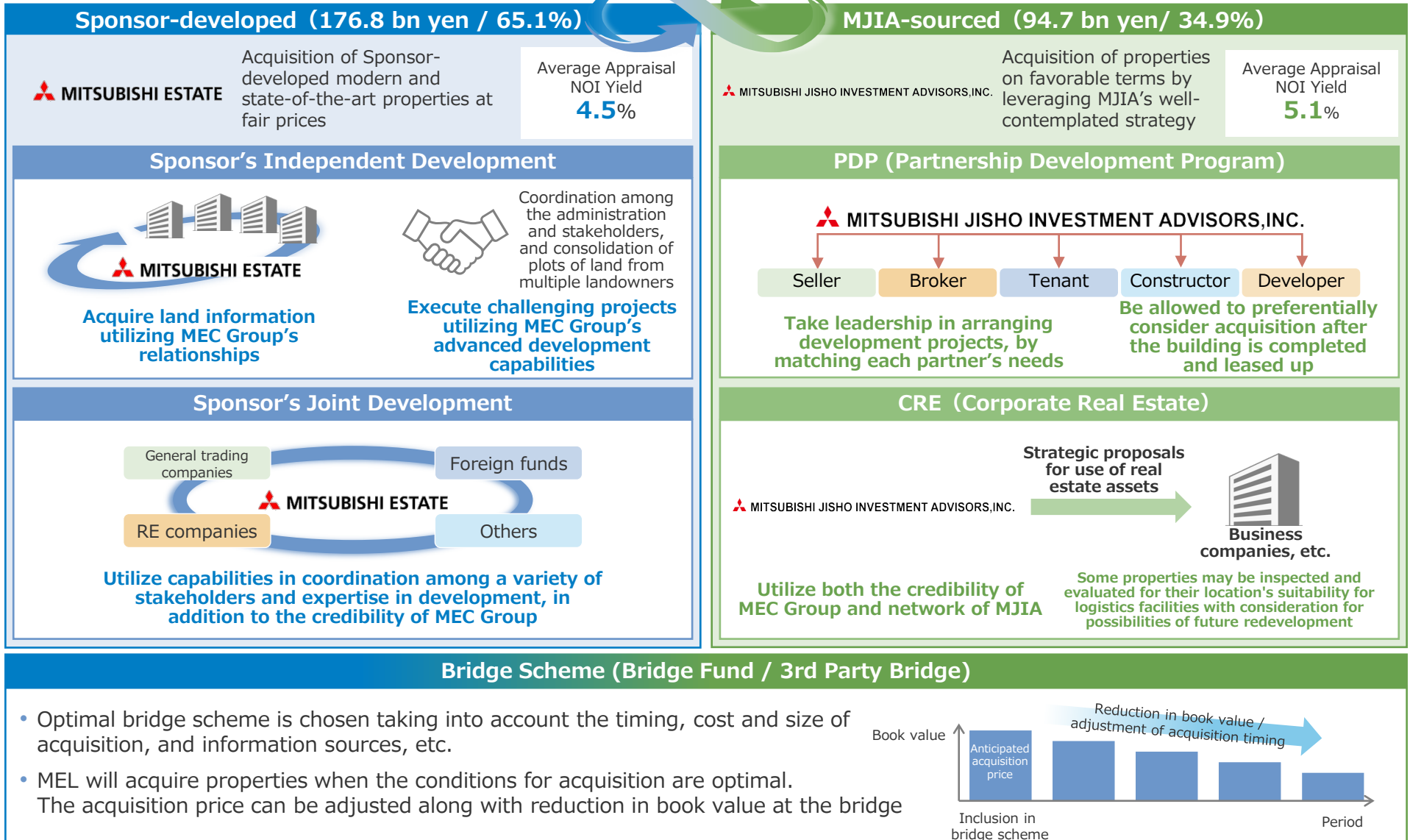
## Asset size target and transition of key financial figures



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



# Strategy for Achieving Hybrid External Growth



Note: : As of Oct. 17, 2024.



# Strategy for Achieving Hybrid External Growth(2)

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

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

### Flow of PDP and MJIA's Role

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

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



#### MJ Logipark Aisai 1

- Utilizing relationship with tenants (3PL) of other properties
- Obtained the preferential negotiation right by providing an exit and started to develop

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



#### MJ Logipark Ichinomiya 1

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

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



#### MJ Logipark Takatsuki 1

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

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



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



# Strategy for Achieving Hybrid Internal Growth

## Mitsubishi Estate Logistics REIT Investment Corporation

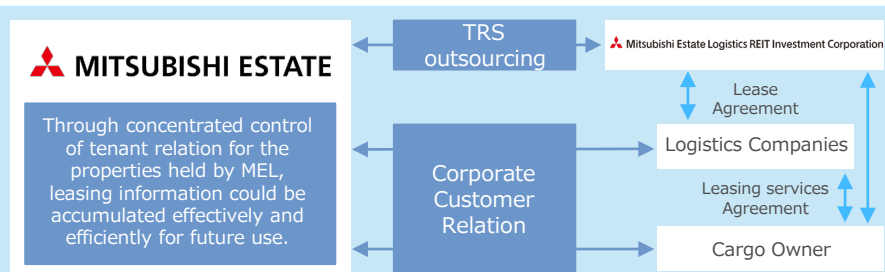
### Sponsor

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

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

#### TRS (Tenant Relation Support) Services

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



#### Example of tenant leasing by MEC

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

Logicross Fukuoka Hisayama



### MJIA

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

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

#### Profit Improvement Measures (example)

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

MJ Logipark Fukuoka 1, etc.



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

#### Cost Reduction Measures (example)

##### Review Asset Evaluation of the Properties

Logicross Atsugi, etc.



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

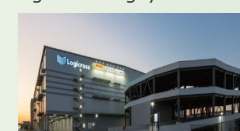
### Partnership with Tokyo Ryutsu Center (TRC)

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

#### Example of tenant leasing by TRC

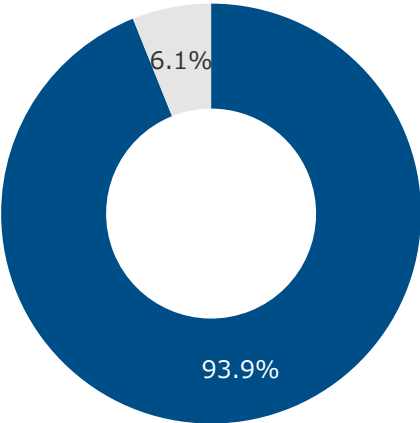
Successfully invited the existing tenant of the property managed by TRC by meeting their needs for opening new offices in Nagoya area

Logicross Nagoya Kasadera



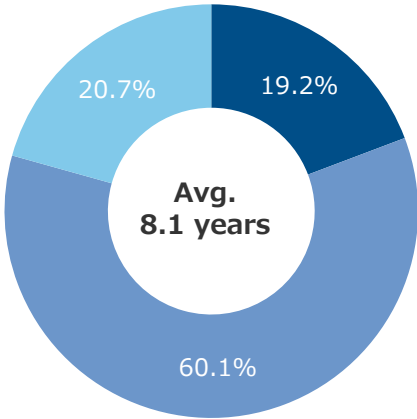
# Portfolio Summary

Logistics facility /Others  
(Based on acquisition price)



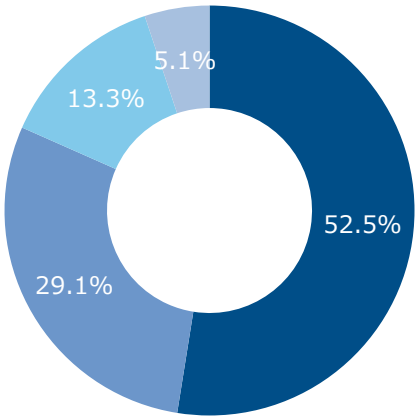
- Logistics facility
- Others

Property Age  
(Based on acquisition price)



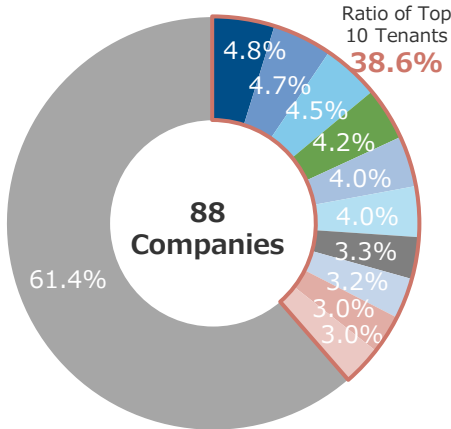
- ~5 yrs
- 5-10 yrs
- 10 yrs ~

Area Diversification  
(Based on acquisition price)



- Tokyo Metropolitan Area
- Osaka Metropolitan Area
- Nagoya Metropolitan Area
- Others

Tenant Diversification  
(Based on leased area excluding Land)



- Not Disclosed
- MITSUI-SOKO LOGISTICS
- LONCO JAPAN
- NIPPON EXPRESS
- Nihon Realest
- SANKYU
- Not Disclosed
- Kimura-Unity
- MITAKA SOKO
- KOHNAN SHOJI
- Others

Note : : As of Aug. 31, 2024. Exclude asset disposed on Sep. 3, 2024 and include asset acquired on Oct. 17, 2024.



# Portfolio Overview

## Sponsor-Developed Properties

Logicross Fukuoka Hisayama



Logicross Atsugi



Logicross Kobe Sanda



Logicross Osaka



Logicross Nagoya Kasadera



Logicross Narashino



Logicross Atsugi II



LOGIPOINT Sagamihara  
(49% co-ownership interest)



LOGIPOINT Hashimoto  
(45% co-ownership interest)



LOGIPOINT Osaka Taisho  
(37.5% co-ownership interest)



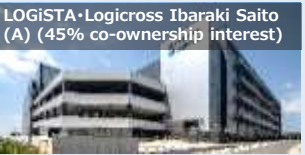
LOGIPOINT Kawasaki Bay  
(45% co-ownership interest)



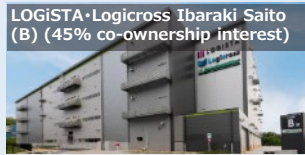
Logicross Yokohama Kohoku



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



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



MJ Industrial Park Sakai (Land)



MJ Industrial Park Kobe (Land)



MJ Industrial Park Chiba-Kita (Land)



## MJIA-Sourced Properties

MJ Logipark Ichinomiya 1



MJ Logipark Aisai 1



MJ Logipark Kazo 1



MJ Logipark Atsugi 1



MJ Logipark Fukuoka 1



MJ Logipark Tsuchiura 1



MJ Logipark Funabashi 1



MJ Logipark Kasugai 1



MJ Logipark Kazo 2



MJ Logipark Osaka 1



MJ Logipark Inzai 1



MJ Logipark Takatsuki 1



MJ Logipark Nishinomiya 1



MJ Logipark Funabashi 2



MJ Logipark Kakogawa 1



MJ Industrial Park Kawanishi (Land)



MJ Industrial Park Koriyama (Land)



MJ Logipark Higashi Osaka 1

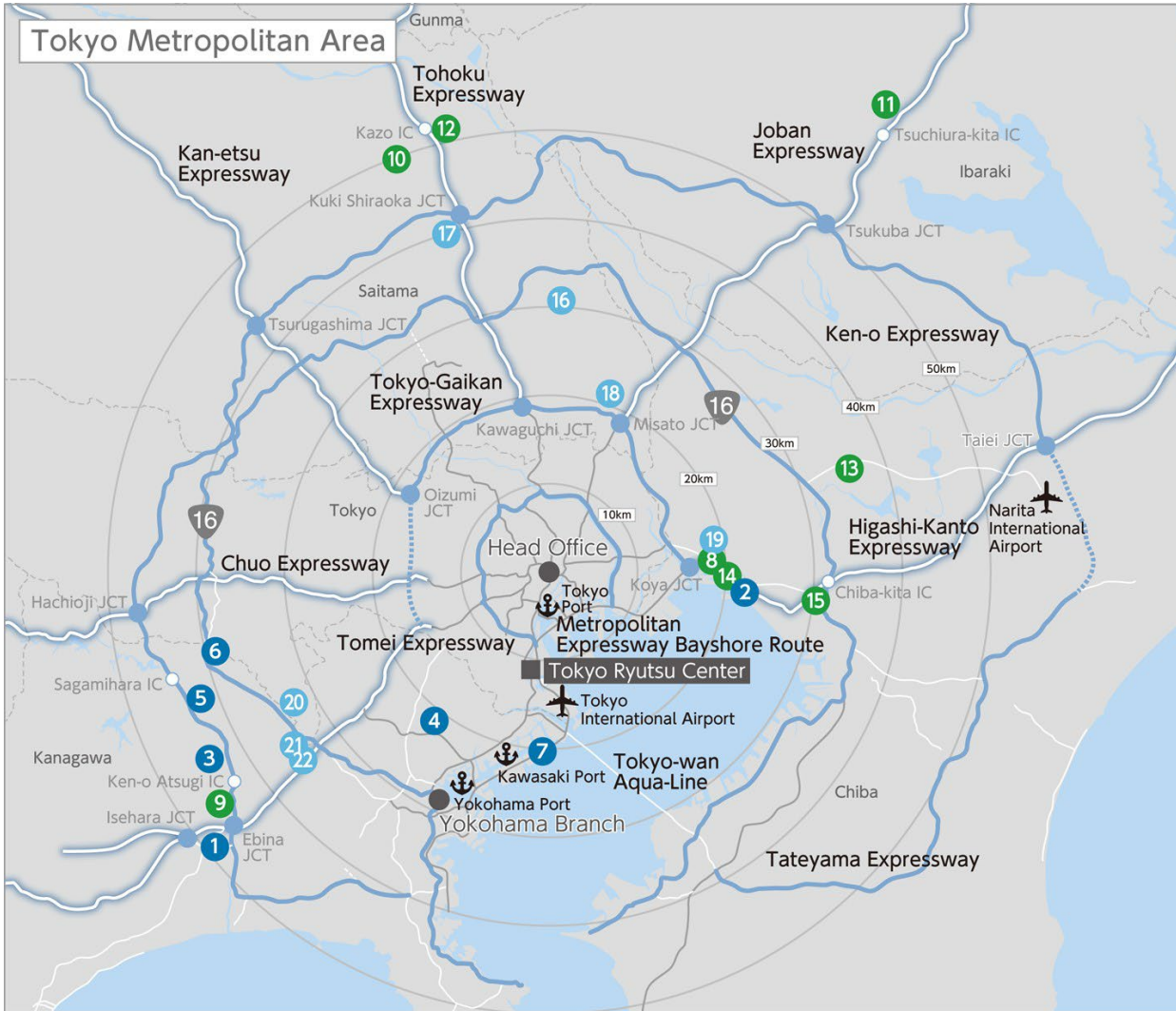


Note: As of Oct. 17, 2024





# Portfolio Map



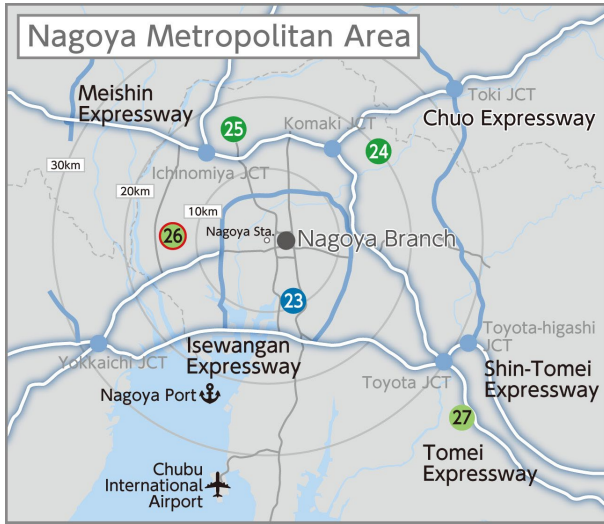
- Current Properties (Sponsor-developed)    ● Pipeline Properties (Sponsor-developed)
- Current Properties (MJIA-sourced)        ● Pipeline Properties (MJIA-sourced)
- Head Office / Branch of Mitsubishi Estate    ○ Property Acquired in 17th FP

## Tokyo Metropolitan Area

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



# Portfolio Map



## Nagoya Metropolitan Area

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

## Osaka Metropolitan Area

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

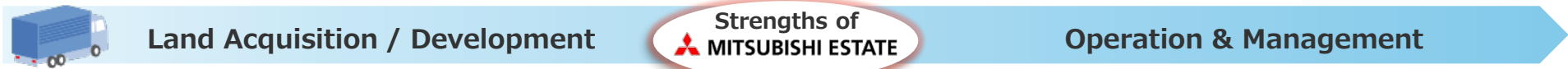
## Other Area

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



# Features of MEC Group's Logistics Facilities Business

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



## Strengths as a Comprehensive Developer

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

**Extensive Information Gathering Capabilities**

**Utilizing Group-wide Network**

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



**Advanced development capabilities**

**Coordination among stakeholders and the administration**

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

**Consolidation of plots of land from multiple landowners**

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




**Utilizing Customer Relations**

**Corporate Customer Relations**

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

**Customer Network Supported by Branches**

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




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



## Strengths of the Logistics Facilities Business

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

**Collaboration with TRC**

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

**TRC's Track Record in PM Consignment**

Period	Area (right axis) (10,000m <sup>2</sup> )	No. of properties (left axis) (#)
End of Mar. 2019	26.3	~5
End of Mar. 2020	56.9	~10
End of Mar. 2021	92.2	~15
End of Mar. 2022	109.8	~20
End of Mar. 2023	115.6	~25
End of Mar. 2024	163.2	~30

**Logistics Solutions**

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

- A development project of a "next-gen core logistics facility" directly connected to an expressway interchange, the first in Japan, was launched in Aodani Advance Maintenance Area in the hillside area in the east of Jojo, Kyoto
- In June 2024, development program in Tohoku Area (Sendai, Miyagi) was launched. Planning to establish a network with the Kanto region in the future.
- A dedicated ramp way directly connected to an IC will enable the facility to accept trucks under fully autonomous driving and truck platooning, which are anticipated to allow next-generation mobility to access the facility directly from the expressway
- MEC reached, on June 30, 2023, an agreement on its capital and autonomous driving business alliance with T2 Inc.,



# KPI Progress

## Progress toward Goal Achievements by FY2030

### KPIs / Targets

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

**Energy consumption  
intensity**

**15% reduction**

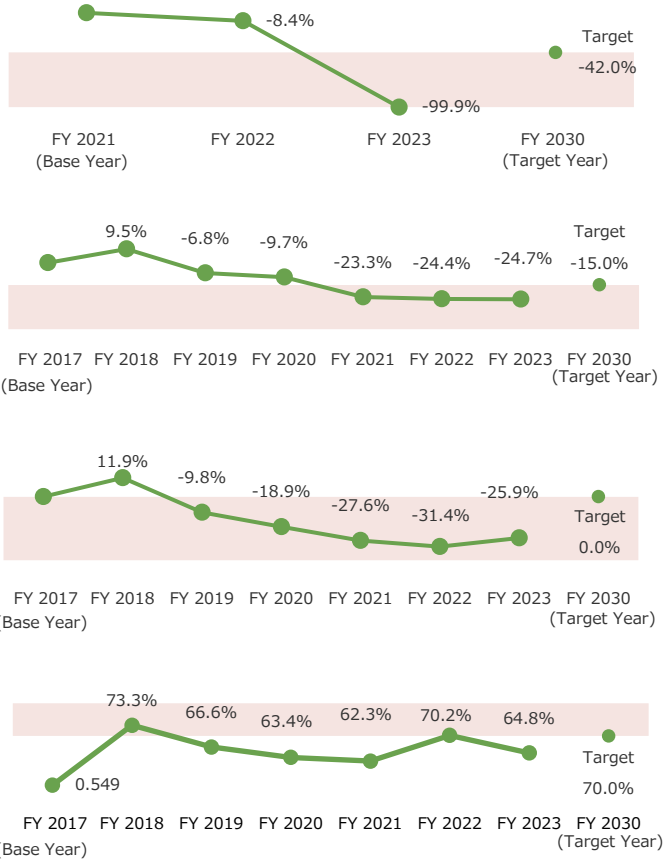
**Water consumption  
intensity**

**Not increase**

**Waste recycling**

**70%**

### KPI's track record



### Initiatives to reduce environmental burden (Examples)

Installation of LED lighting and motion sensor

Renewal of air-conditioning equipment

Promotion of appropriate temperature setting in air conditioner

Installation of self consumption solar panels

Purchase of renewable energy

Installation of water-saving toilets and sound-imitating devices

Water saving with tenants

Installation of smart watering systems

Promotion of Recycling

Implementation of trash sorting procedures

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

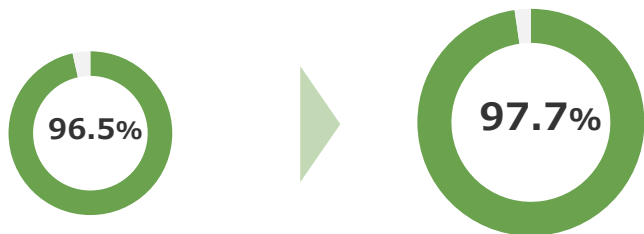


# ESG Initiatives (1)

## Environment

### Ratio of Green Properties

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



End of February 2024

As of October 17, 2024

### Contributions to the Environment through Our Portfolio



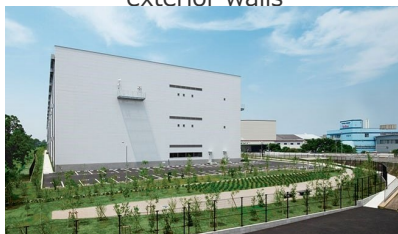
Installation of solar panels



Installation of sandwich panels for exterior walls



Installation of LED lightings with motion detected sensor



Public green space

## Social

### Tenant Satisfaction Survey

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

<Example>

AED installation, Restroom renovation

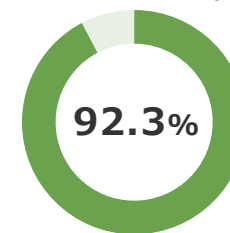
### BCP Initiatives

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



< FY2023 Results >

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



- Seismic isolators (LOGIPOINT Sagamihara)



### IR Activities from 13th FP to 14th FP

Results briefings for domestic institutional investors and analysts	151 times
IR meetings for domestic institutional investors and analysts	30 times (Switzerland, U.K., Hong Kong, Singapore, Australia)
IR meetings for overseas institutional investors (physical)	30 times
Results briefings for individual investors	2 times (including video streaming)



# ESG Initiatives (2)

## Social

### Initiatives for Employees of MJIA

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

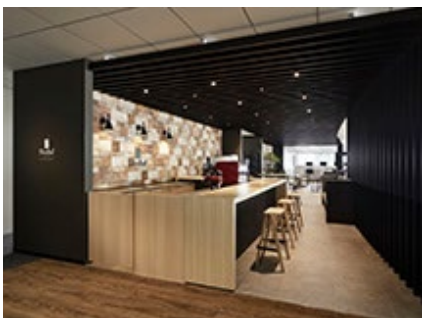
- Goals for DEI Promotion

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

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

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

- Comfortable Working Environment
- Conducted “Workcation”



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

## Governance

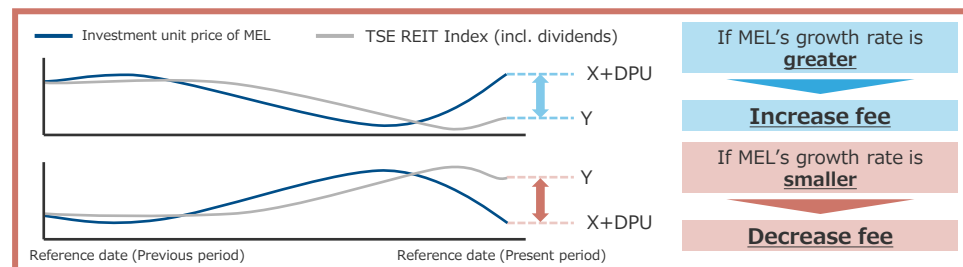
### Board Member of MEL

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

### Asset Management Fee Structure

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

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



### Continued Investment by the Sponsor

Number of Units/Ratio(%)

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



# Major Initiatives and External Certification

 Mitsubishi Estate Logistics REIT Investment Corporation

## CDP Climate Change "A List"



CLIMATE

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

## MSCI ESG Rating

MSCI  
ESG RATINGS



CCC B BB BBB A AA AAA

(Note)

## GRESB Real Estate



G R E S B  
★★★★★ 2024

## Eco Action 21



## SBTi Certification



(Near-Term Targets)

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 MITSUBISHI JISHO INVESTMENT ADVISORS, INC.

## Signing of PRI

Signatory of:



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

## Support for TCFD



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

## Support for other initiatives



Participate  
Japan Climate  
Initiative



Signing the Principles  
for Financial Action for  
the 21st Century



Participate in as a  
member of Mitsubishi  
Estate Group.



# Portfolio(After Completion of Asset Replacement )

	Property Name	Location	Acquisition Price (mn yen)	Appraisal Value (mn yen)	Appraisal NOI Yield (%)	Total Leasable Area (m)	Ratio to Portfolio (%)	Occupancy Rate (%)	Building Age (years)	Property Type
Sponsor- Developed Properties	Logicross Fukuoka Hisayama	Kasuya, Fukuoka	5,770	8,020	6.0	34,878.55	2.1	100.0	9.9	Multi
	Logicross Atsugi	Atsugi, Kanagawa	8,440	9,550	4.5	29,895.80	3.1	100.0	7.5	Multi
	Logicross Kobe Sanda	Kobe, Hyogo	3,900	4,440	5.1	12,844.35	1.4	100.0	7.2	BTS
	Logicross Osaka	Osaka, Osaka	9,743	10,400	4.3	35,629.46	3.6	100.0	5.9	Multi
	Logicross Nagoya Kasadera	Nagoya, Aichi	14,424	18,200	5.1	62,289.08	5.3	100.0	5.6	Multi
	Logicross Narashino	Narashino, Chiba	11,851	12,600	4.2	39,132.05	4.4	100.0	6.4	Multi
	Logicross Atsugi II	Atsugi, Kanagawa	9,838	10,700	4.4	34,099.03	3.6	68.5	5.1	Multi
	Logicross Yokohama Kohoku	Yokohama, Kanagawa	7,821	8,210	4.1	16,371.24	2.9	100.0	5.2	Multi
	LOGIPORT Sagamihara (49%)	Sagamihara, Kanagawa	21,364	24,700	4.7	88,609.64	7.9	99.5	11.0	Multi
	LOGIPORT Hashimoto (45%)	Sagamihara, Kanagawa	18,200	21,870	4.7	58,487.96	6.7	100.0	9.6	Multi
	LOGIPORT Osaka Taisho (37.5%)	Osaka, Osaka	10,484	12,300	4.6	40,081.56	3.9	99.8	6.5	Multi
	LOGIPORT Kawasaki Bay (45%)	Kawasaki, Kanagawa	36,000	41,625	4.2	117,762.91	13.3	99.7	5.3	Multi
	LOGiSTA·Logicross Ibaraki Saito (A) (45%)	Ibaraki, Osaka	15,150	15,700	4.2	45,983.59	5.6	100.0	3.3	Multi
	LOGiSTA·Logicross Ibaraki Saito (B) (45%)	Ibaraki, Osaka	3,900	4,020	4.3	14,012.95	1.4	100.0	3.3	Multi
MIA-Sourced Properties	MJ Logipark Funabashi 1	Funabashi, Chiba	5,400	7,040	7.3	18,232.07	2.0	100.0	34.7	Multi
	MJ Logipark Atsugi 1	Atsugi, Kanagawa	6,653	7,740	5.0	28,002.44	2.4	100.0	11.1	Multi
	MJ Logipark Kazo 1	Kazo, Saitama	1,272	1,620	5.7	7,678.10	0.5	100.0	18.4	Multi
	MJ Logipark Osaka 1	Osaka, Osaka	6,090	8,120	5.8	39,082.95	2.2	100.0	16.9	Multi
	MJ Logipark Fukuoka 1	Kasuya, Fukuoka	6,130	7,640	5.7	38,143.21	2.3	100.0	16.9	Multi
	MJ Logipark Tsuchiura 1	Tsuchiura, Ibaraki	3,133	3,590	5.3	15,485.00	1.2	100.0	9.8	BTS
	MJ Logipark Nishinomiya 1	Nishinomiya, Hyogo	2,483	2,440	5.7	13,777.07	0.9	100.0	33.4	BTS
	MJ Logipark Kasugai 1	Kasugai, Aichi	13,670	15,000	4.8	57,866.98	5.0	100.0	7.6	Multi
	MJ Logipark Kazo 2	Kazo, Saitama	1,637	1,790	5.0	7,349.18	0.6	100.0	25.7	BTS
	MJ Logipark Inzai 1	Inzai, Chiba	4,353	5,150	5.0	20,980.63	1.6	100.0	3.1	Multi
	MJ Logipark Takatsuki 1	Takatsuki, Osaka	5,500	6,550	4.8	20,897.84	2.0	100.0	3.3	Multi
	MJ Logipark Higashi Osaka 1	Higashiosaka, Osaka	1,687	2,040	5.3	10,185.04	0.6	100.0	33.3	BTS
	MJ Logipark Funabashi 2	Funabashi, Chiba	4,880	6,530	5.3	19,219.10	1.8	100.0	2.5	Multi
	MJ Logipark Kakogawa 1	Kakogawa, Hyogo	7,423	7,770	4.6	32,258.13	2.7	100.0	2.1	Multi
	MJ Logipark Ichinomiya 1	Ichinomiya, Aichi	5,851	6,800	4.9	26,963.93	2.2	100.0	2.0	Multi
	NEW MJ Logipark Aisai 1 (Note 2)	Aisai, Aichi	2,047	2,610	5.5	9,413.40	0.8	100.0	2.5	Multi
	MJ Industrial Park Sakai (Land)	Sakai, Osaka	5,600	5,780	3.8	87,476.71	2.1	100.0	-	Land
	MJ Industrial Park Kobe (Land)	Kobe, Hyogo	4,970	5,730	5.1	31,743.99	1.8	100.0	-	Land
MJ Industrial Park Chiba-Kita (Land)	Chiba, Chiba	1,800	2,000	4.4	14,986.64	0.7	100.0	-	Land	
MJ Industrial Park Kawanishi (Land)	Kawanishi, Hyogo	2,125	2,630	4.4	9,353.48	0.8	100.0	-	Land	
MJ Industrial Park Koriyama (Land)	Koriyama, Fukushima	2,000	2,340	5.0	80,925.09	0.7	100.0	-	Land	
Total / Average			271,593	313,245	4.7	1,220,099.15	100.0	99.0	8.1	-

Note 1 : As of Aug. 31, 2024. Excluding MJ Logipark Sendai 1 disposed on September 3, 2024, including MJ Logipark Aisai 1 acquired on October 17, 2024.  
 Note 2 : For appraisal value, as of Sep.1,2024





# Summary of Latest Appraisals (1)

(mn yen)

Property Name	Acquisition Date (Note 1)	Acquisition Price	Book Value at end of 16th FP	16th FP (Ended Aug.31, 2024) (Note 2)		15th FP (Ended Feb.29, 2024) (Note 3)		Difference		Un realized gain
				Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	
Logicross Fukuoka Hisayama	Sept. 2017	5,770	5,261	8,020	4.2	8,020	4.2	±0	±0	2,758
Logicross Atsugi	Sept. 2018	8,440	8,149	9,550	3.9	9,520	3.9	+30	±0	1,400
Logicross Kobe Sanda	Sept. 2018	3,900	3,763	4,440	4.3	4,450	4.3	-10	±0	676
Logicross Osaka	Sept.2020	9,743	9,497	10,400	4.0	10,400	4.0	±0	±0	902
Logicross Nagoya Kasadera	Sept.2020	14,424	14,104	18,200	4.0	17,700	4.0	+500	±0	4,095
Logicross Narashino	Mar. 2021	11,851	11,664	12,600	3.9	12,600	3.9	±0	±0	935
Logicross Atsugi II	Mar. 2022	9,838	9,771	10,700	3.9	10,600	3.9	+100	±0	928
Logicross Yokohama Kohoku	Oct. 2022	7,821	7,824	8,210	3.8	8,150	3.8	+60	±0	385
LOGIPOINT Sagamihara (49%)	Sept. 2017	21,364	20,135	24,700	4.0	24,600	4.0	+100	±0	4,564
LOGIPOINT Hashimoto (45%)	Sept. 2017	18,200	17,219	21,870	3.8	21,735	3.8	+135	±0	4,650
LOGIPOINT Osaka Taisho (37.5%)	Oct. 2019	10,484	10,187	12,300	3.8	12,262	3.8	+38	±0	2,112
LOGIPOINT Kawasaki Bay (45%)	Mar. 2022	36,000	35,526	41,625	3.6	41,625	3.6	±0	±0	6,098
LOGISTA·Logicross Ibaraki Saito(A) (45%)	Oct. 2022	15,150	15,076	15,700	4.0	15,700	4.0	±0	±0	623
LOGISTA·Logicross Ibaraki Saito(B) (45%)	Oct. 2022	3,900	3,889	4,020	4.1	4,020	4.1	±0	±0	130
MJ Logipark Funabashi 1	Sept. 2016	5,400	5,638	7,040	5.2	7,060	5.2	-20	±0	1,401
MJ Logipark Atsugi 1	Sept. 2017	6,653	6,283	7,740	4.0	7,740	4.0	±0	±0	1,456
MJ Logipark Kazo 1	Sept. 2017	1,272	1,183	1,620	4.3	1,620	4.3	±0	±0	436
MJ Logipark Osaka 1	Sept. 2017	6,090	5,792	8,120	4.1	8,110	4.1	+10	±0	2,327

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

Note 2: As of Aug. 31, 2024.

Note 3: As of Feb. 29, 2024.



# Summary of Latest Appraisals (2)

(mn yen)

Property Name	Acquisition Date (Note 1)	Acquisition Price	Book Value at end of 16th FP	16th FP (Ended Aug. 31, 2024) (Note 2)		15th FP (Ended Feb.29, 2024) (Note 3)		Difference		Un realized gain
				Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	Appraisal value	Direct cap rate (%)	
MJ Logipark Fukuoka 1	Sept. 2017	6,130	5,667	7,640	4.3	7,550	4.3	+90	±0	1,972
MJ Logipark Tsuchiura 1	Sept. 2019	3,133	3,043	3,590	4.5	3,640	4.5	-50	±0	546
MJ Logipark Nishinomiya 1	Oct. 2019	2,483	2,523	2,440	4.6	2,750	4.6	-310	±0	-83
MJ Logipark Kasugai 1	Oct. 2019	13,670	13,210	15,000	4.2	15,200	4.2	-200	±0	1,789
MJ Logipark Kazo 2	Sept.2020	1,637	1,653	1,790	4.2	1,780	4.2	+10	±0	136
MJ Logipark Sendai 1 (Note 4)	Sept.2020	3,620	3,464	3,983	4.3	7,850	4.4	-3,869	-0.1	519
MJ Logipark Inzai 1	Oct. 2022	4,353	4,297	5,150	4.1	5,150	4.1	±0	±0	852
MJ Logipark Takatsuki 1	Oct. 2022	5,500	5,470	6,550	3.9	6,520	3.9	+30	±0	1,079
MJ Logipark Higashi Osaka 1	Oct. 2022	1,687	1,723	2,040	4.2	2,050	4.2	-10	±0	316
MJ Logipark Funabashi 2	Dec. 2022	4,880	4,862	6,530	3.8	6,530	3.8	±0	±0	1,667
MJ Logipark Kakogawa 1	Sept. 2023	7,423	7,674	7,770	4.3	7,740	4.3	+30	±0	95
MJ Logipark Ichinomiya 1	Aug.2024	5,851	5,929	6,800	4.1	-	-	-	-	870
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	5,730	4.0	5,720	4.0	+10	±0	527
MJ Industrial Park Chiba-Kita (Land)	Mar. 2021	1,800	1,914	2,000	4.3	2,000	4.3	±0	±0	85
MJ Industrial Park Kawanishi (Land)	Oct. 2022	2,125	2,221	2,630	3.9	2,630	3.9	±0	±0	408
MJ Industrial Park Koriyama (Land)	Sept. 2023	2,000	2,090	2,340	4.5	2,340	4.5	±0	±0	249
<b>Total</b>		<b>273,166</b>	<b>267,586</b>	<b>314,618</b>	<b>-</b>	<b>311,142</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>47,032</b>

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

Note 2: As of Aug. 31, 2024.

Note 3: As of Feb. 29, 2024.

Note 4: MJ Logipark Sendai 1 was sold on Apr. 10, 2024 and Sept. 3, 2024 with 51% and 49% of the co-ownership interests, respectively, and the acquisition price, book value of 16th FP and appraisal value are the price equivalent to 49% of the co-ownership interests and corresponding to the ownership interest at each FP.



# Statement of Income and Balance Sheet

## Statement of Income

(Unit : Thousands of yen)

Item	Actual
Operating revenues	9,168,165
Operating rental revenues	7,407,586
Other rental revenues	364,985
Gain on sale	1,395,098
Operating expenses	4,002,975
Expenses related to property rental business	2,806,854
Asset management fee	925,492
Asset custody fee	2,300
Administrative service fee	24,674
Director's compensations	3,600
Commission paid	166,184
Other operating expenses	73,868
Operating income	5,165,189
Non-operating income	2,792
Interest income	1,530
Reversal of distributions payable	453
Other Non-operating income	808
Non-operating expenses	332,343
Interest expenses	305,540
Interest expenses on investment corporation bonds	18,398
Borrowing related expenses	8,404
Ordinary income	4,835,638
Net income	4,834,664
Unappropriated retained earnings	4,834,739

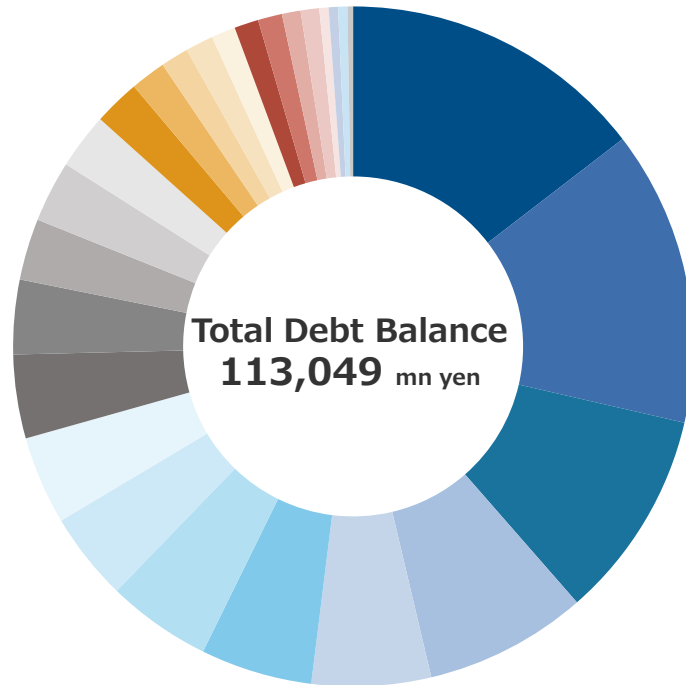
## Balance Sheet

(Unit : Thousands of yen)

Item	Actual
Current assets	14,684,903
Cash and deposits	4,679,170
Cash and deposits in trust	9,880,854
Other current assets	124,878
Total fixed assets	267,663,737
Property and equipment	267,586,341
Intangible assets	291
Investments and other assets	77,104
Total assets	282,348,640
Current liabilities	14,831,876
Operating accounts payable	279,385
Short-term loans	5,500,000
Long-term loans payable due within one year	5,900,000
Accrued expenses	1,238,129
Consumption taxes payable	446,541
Advances received	1,378,929
Other current liabilities	88,889
Non-current liabilities	107,106,807
Investment Corporation Bonds	4,500,000
Long-term loans payable	97,149,000
Tenant leasehold and security deposits in trust	5,457,807
Total liabilities	121,938,683
Total unitholders' equity	160,409,956
Unitholders' capital, net	155,575,217
Surplus	4,834,739
Total net assets	160,409,956
Total liabilities and net assets	282,348,640

# Lender Formation

No. of Lenders  
**26**



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

Note : As of Oct. 17, 2024.



# Unitholders Composition

## Breakdown by Units (Note 1)

As of February 29, 2024 503,485 units

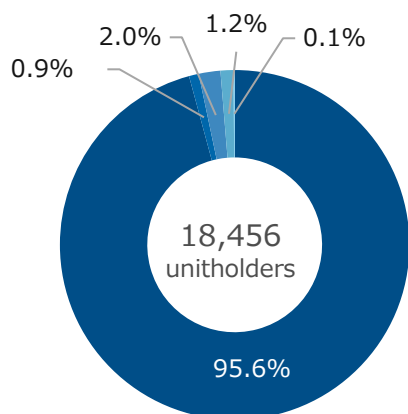


As of August 31, 2024 503,485 units



- Domestic individuals and others
- Financial institutions
- Domestic entities
- Foreign entities
- Securities Companies

## Breakdown by Unitholders (Note 2)



- Domestic individuals and others : 17,648 unitholders
- Financial institutions : 178 unitholders
- Domestic entities : 385 unitholders
- Foreign entities : 226 unitholders
- Securities Companies : 19 unitholders

Note1: As of Feb. 29, 2024. or as of Aug. 31, 2024. The ratio is rounded down to the second decimal place.

Note2: As of Aug. 31, 2024. The ratio is rounded down to the first decimal place.

Note3: As of Aug. 31, 2024. The ratio is rounded down to the second decimal place.

## Major Unitholders (Note3)

	Number of Units	Ratio (%)
Custody Bank of Japan, Ltd. (Trust Account)	106,837	21.21
The Master Trust Bank of Japan, Ltd. (Trust Account)	70,246	13.95
The Nomura Trust and Banking Company, Ltd. (Trust Account)	23,772	4.72
Mitsubishi Estate Co., Ltd.	20,550	4.08
Tokyo Century Corporation	11,870	2.35
STATE STREET BANK WEST CLIENT – TREATY 505234	8,848	1.75
Custody Bank of Japan, Ltd. (Taxable trust money Account)	5,893	1.17
THE NOMURA TRUST AND BANKING CO., LTD. AS THE TRUSTEE OF REPURCHASE AGREEMENT MOTHER FUND	5,706	1.13
The Jojo Bank, Ltd.	5,169	1.02
JPMorgan Securities Japan Co., Ltd.	4,488	0.89
<b>Total</b>	<b>263,379</b>	<b>52.31</b>

## Investment by MEC

Investment in MEL by MEC

c. 4.1%



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