

For Immediate Release

August 2, 2016

Real Estate Investment Trust Securities Issuer:

Mitsui Fudosan Logistics Park Inc. (Securities Code: 3471)

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Asset Management Company:

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## Notice Concerning the Listing of Investment Units of Mitsui Fudosan Logistics Park Inc.

Mitsui Fudosan Logistics Park Inc. ("MFLP-REIT") announced that its investment unit was listed on the Real Estate Investment Trust Securities Market of the Tokyo Stock Exchange Inc. today, August 2, 2016.

MFLP-REIT has established a strategic and collaborative partnership ("strategic partnership") in the logistics facility business with Mitsui Fudosan Co., Ltd. ("Mitsui Fudosan"), one of Japan's most prominent comprehensive real estate developers, under which it seeks to maximize unitholder value by focusing investments primarily on logistics-related real estate.

### 1. Strategic Partnership between MFLP-REIT and Mitsui Fudosan

MFLP-REIT has established a strategic partnership with Mitsui Fudosan in the logistics facility business. The value chain<sup>(\*1)</sup> of Mitsui Fudosan's logistics facility business includes development (development of logistics facilities), management (management and operation of logistics facilities) and holding (holding of logistics facilities). Within this strategic partnership, development will be left to Mitsui Fudosan; management, or in this case, asset management will be conducted by the Asset Management Company and Mitsui Fudosan will play a key role in property management, including leasing; and the holding function will be mainly conducted by MFLP-REIT. The basic policy of MFLP-REIT will be to maximize unit holder value by achieving sustainable growth together with Mitsui Fudosan's high growth potential logistics facility business. In order to maximize unitholder value, under this strategic partnership with Mitsui Fudosan, MFLP-REIT will fully harness the platform (business foundation) and client network that the Mitsui Fudosan Group offers as comprehensive real estate companies, and seek to ensure stable earnings on a long-term basis



## Conceptual Diagram of the Strategic Partnership between MFLP-REIT and Mitsui Fudosan



### 2. Investment Highlights

MFLP-REIT maintains the following unique characteristics and will seek to maximize unitholder value by harnessing the collective strengths of these characteristics in an organized and organic manner.

## (1) Portfolio

# Focused Investment in MFLP Facilities (Leading-edge Logistics Facilities Offering Mitsui Fudosan Quality)

MFLP-REIT will aim to build a portfolio focused on location, quality, and balance, by primarily investing in MFLP facilities (leading-edge logistics facilities offering Mitsui Fudosan quality), among logistics-related real estate, which is the major investment target.

#### (2) External Growth

# External Growth Utilizing the Growth Potential and Extensive Pipeline of Mitsui Fudosan's Logistics Facilities Business

MFLP-REIT will seek to achieve continued growth through investments focused on MFLP facilities, made possible by right of first look and preferential negotiation properties defined in the right of first look and preferential negotiation agreement concluded with Mitsui Fudosan, which offers strong growth potential in the logistics facility business.

## (3) Internal Growth

### Stable Asset Management Harnessing the Mitsui Fudosan Group's Platform and Client Network

MFLP-REIT will seek to achieve stable asset management by fully harnessing the Platform (business foundation) and client network (approximately 3,000 companies in office building business and approximately 2,300 companies in the retail facilities business, as of March 2016) of the Mitsui Fudosan Group, built up over the years as a comprehensive real estate company.

# (4) Financial Strategy

# Financial Management and Cash Management Emphasizing Stability and Efficiency

MFLP-REIT will emphasize stable financial management in procuring funds through borrowings or the issuance of new investment units. At the same time, MFLP-REIT will seek to balance ensuring a stable cash distribution level with efficient cash management through the distribution of cash (refund of investment) in excess of profits continuously based on its funds from operations (FFO)<sup>(\*2)</sup>.

Disclaimer: For information purpose only. The Japanese press release should be referred to as the original. This release is a general disclosure for the media concerning MFLP-REIT's listing of investment units. It is not prepared with the purpose of soliciting an investment.



## (5) Unitholder Relations

# **Building Solid Mutual Trust Relationships with Unitholders**

MFLP-REIT and the Asset Management Company will seek to maximize unitholder value by building solid mutual trust relationships with all unitholders through the establishment of rigorous interested party transaction rules, the adoption of asset management compensation that aligns the interest of unitholders and the asset management company, and ownership of investment units by Mitsui Fudosan.

- (\*1) Value chain generally refers to the relationship whereby value is cumulatively added to a product during each process. The value chain within Mitsui Fudosan's logistics facility business refers to repetition and continuation of each process including development (development of logistics facilities), management (management and operation of logistics facilities), and holding (holding of logistics facilities), whereby MFLP-REIT and the Mitsui Fudosan Group aim to cumulatively improve and expand the value of both together.
- FFO is an acronym for Funds From Operations. It refers to net income (however, excluding profit or loss from the sale of real estate) minus depreciation and amortization costs for the operating period.
- The original Japanese press release has been distributed to the Kabuto Club, the Ministry of Land, Infrastructure, Transport and Tourism Press Club, the Ministry of Land, Infrastructure, Transport and Tourism Press Club for Construction Publications.
- MFLP-REIT's corporate website: http://www.mflp-r.co.jp/en/