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# 1. Basic Strategy of MFLP-REIT

MFLP-REIT has established a strategic partnership in the logistics facilities business with comprehensive developer Mitsui Fudosan under which it seeks to maximize unitholder value.



#### 1-1. Trajectory of Growth of Mitsui Fudosan's Logistics Facilities **Business and MFLP-REIT's First Public Offering**



Image of growth of properties (to be) developed/operated by Mitsui Fudosan

Cumulative total investment size as of July 2017 28 facilities 400.0 billion yen en

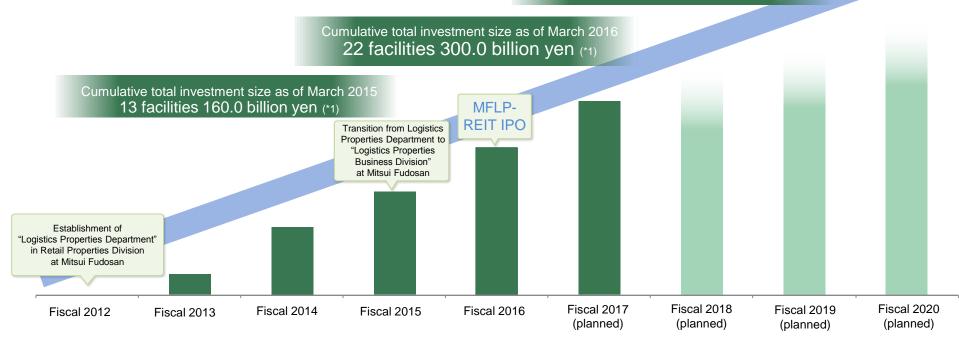
Construction started:

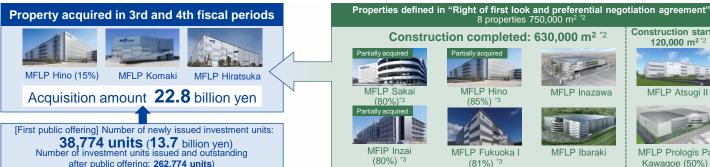
120,000 m<sup>2\*2</sup>

MFLP Atsugi II

MFLP Prologis Park

Kawagoe (50%) \*3





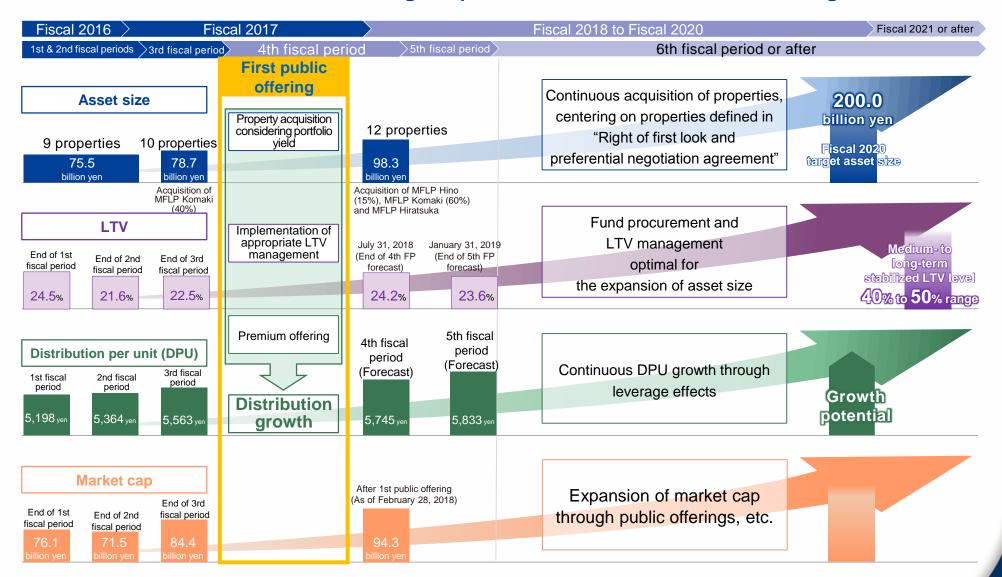
**Expansion of** properties defined in "Right of first look and preferential negotiation agreement"

- Numerical figures are rounded down to the nearest specified unit and percentage figures are rounded to one decimal place. The same shall apply hereinafter.
- \*1: "Cumulative total investment size" is based on materials released at each point in time by Mitsui Fudosan. For details, please refer to "About major properties developed/operated by Mitsui Fudosan" on p. 38.
- \*2: The floor area subject to the "Right of first look and preferential negotiation agreement" (after taking into consideration the quasi co-ownership interest).
- \*3: The percentage figure in parentheses is the percentage of guasi co-ownership interest subject to the "Right of first look and preferential negotiation agreement."

#### 1-2. Four Roadmaps to Stable Growth and Trajectory of Growth



Maximization of unitholder value through expansion of asset size and LTV management



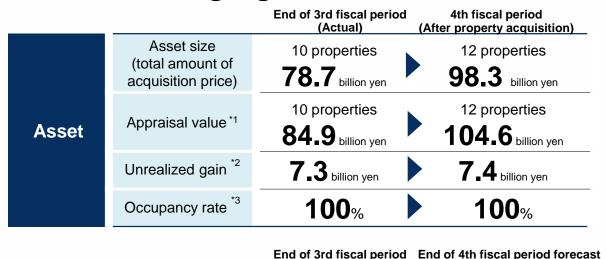
# 2. Financial Summary

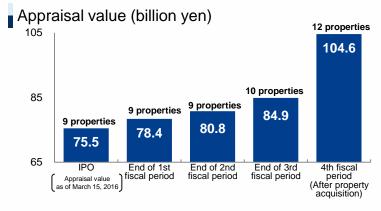
(3rd fiscal period: from August 1, 2017 to January 31, 2018)

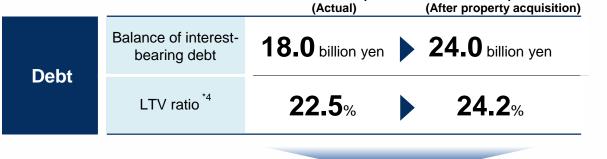


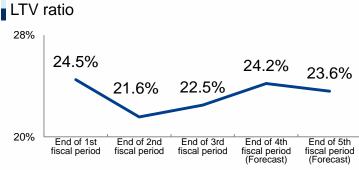
#### 2-1. Financial Highlights

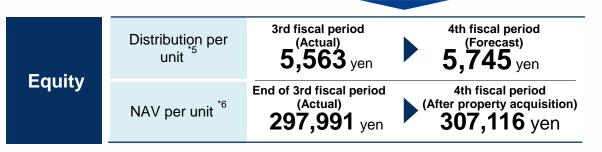


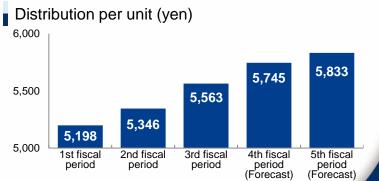












#### 2-2. 3rd Fiscal Period (Ended January 31, 2018) P/L



(Unit: million yen)	2nd period Actual (a)	Announced Sep. 13, 2017 3rd period Forecast	3rd period Actual (b)	Difference (b)-(a)
Operating revenue	2,548	2,629	2,629	80
Operating expenses	1,367	1,435	1,390	23 .
Of which, Depreciation	560	595	595	35
Operating income	1,181	1,193	1,239	57
Non-operating income	1	-	0	-1
Non-operating expenses	30	30	54	23
Ordinary income	1,152	1,163	1,185	32
Profit (Net income)	1,151	1,162	1,184	32
Distribution per unit (DPU) (yen)	5,346	5,493	5,563	217
Of which, Distribution of earnings per unit (EPU) (yen)	5,142	5,187	5,288	146

	Main breakdown of difference	
	Operating revenue	. 00
	Increase due to newly-acquired MFLP Komaki (40%)  Decrease in photovoltaic power generation facilities rent revenue	+98 -52
\	Increase in other operating revenue	+34
//		
\	Operating expenses	
	Increase due to newly-acquired MFLP Komaki (40%)	+38
	Decrease in other operating expenses	-15
/	/	
_	Non-operating expenses	

## <Reference> Formula for distribution per unit based on FFO \*

FFO	=	Profit (Net income)	+ [	Depreciation, etc.	①
Source of funds for distribution	=	① FFO	×	70%	2
Distribution per unit	=	② Source of funds for distribution	÷	Number of investment units issued and outstanding	

204

8.2%

306

11.5%

275

10.3%

71

Of which,

Distribution in excess of earnings per unit (yen)

expressed as a percentage of depreciation

Distribution in excess of earnings

+23

<sup>\*</sup> For details of the formula for distribution per unit based on FFO, please refer also to "Method of calculation of cash distribution based on FFO" on p. 38 of this presentation material.

# 2-3. 4th Fiscal Period (Ending July 31, 2018) Earnings Forecast MFIP



(Unit: million yen)	3rd period Actual (a)	4th period Forecast (b)	Difference (b)-(a)
Operating revenue	2,629	3,140	510
Operating expenses	1,390	1,673	283
Of which, Depreciation	595	744	149
Operating income	1,239	1,467	227
Non-operating income	0	-	0
Non-operating expenses	54	54	0
Ordinary income	1,185	1,413	227
Profit (Net income)	1,184	1,412	227
Distribution per unit (DPU) (yen)	5,563	5,745	182
Of which, Distribution of earnings per unit (EPU) (yen)	5,288	5,373	85
Of which, Distribution in excess of earnings per unit (ven)	275	372	97

10.3%

13.1%

Distribution in excess of earnings per unit (yen)

expressed as a percentage of depreciation

Distribution in excess of earnings

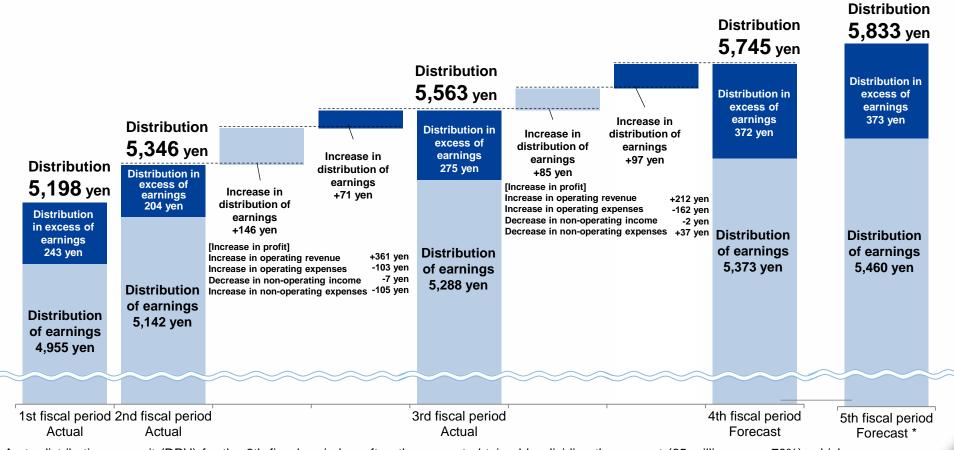
	Main breakdown of difference
	Operating revenue
	Increase due to newly-acquired MFLP Komaki (60%), Hino, Hiratsuka +510
	Increase in photovoltaic power generation facilities rent revenue +45
\	Decrease in other operating expenses -45
١.	Operating expenses
	Increase due to newly-acquired MFLP Komaki (60%), Hino, Hiratsuka +194
	Increase in other operating expenses +89
•	

<reference> 5th period Forecast</reference>					
3,197					
1,722					
754					
1,475					
-					
39					
1,435					
1,434					
5,833					
5,460					
373					
13.0%					

#### 2-4. Distribution Trends



- For the 3rd fiscal period, achieved distribution of 5,563 yen, which is 217 yen higher than the 2nd fiscal period, or up 7.0% from the 1st fiscal period
- For the 4th fiscal period, projects distribution of 5,745 yen, which is 182 yen higher than the 3rd fiscal period, or up 7.5% from the 2nd fiscal period



<sup>\*</sup> As to distribution per unit (DPU) for the 6th fiscal period or after, the amount obtained by dividing the amount (65 million yen ×70%), which takes into account the fixed asset tax and city planning tax for the three properties acquired in the 4th fiscal period and FFO-based distributions in excess of earnings, by the number of investment units issued and outstanding, is expected to be subtracted.

#### **MEMO**



# 3. Management Status of MFLP-REIT

#### 3-1. Portfolio Status

- 3-1-1. Location
- 3-1-2. Quality
- 3-1-3. Balance
- 3-2. External Growth
- 3-3. Internal Growth
- 3-4. Financial Strategy
- 3-5. Unitholder Relations



#### 3-1. Portfolio Status (List) (As of March 15 2018)



#### Stable portfolio with investment focused on MFLPs—leading-edge logistics facilities developed by Mitsui Fudosan—of relatively young building age

Stabilized NOI yield \*1 Total acquired assets Average appraisal NOI yield Average building age Average occupancy rate 12 properties / 98.3 billion yen 5.2% (after depreciation: 3.7%) 4.7% **3.7** years 100%

Category	Property no.	Property name	Location	Acquisition price (million yen)	Appraisal value *2 (million yen)	Appraisal NOI yield (million yen)	Total floor area *3 (m²)	Building age <sup>*4</sup> (years)	Occupancy rate *5 (%)
	L-1	GLP/MFLP Ichikawa Shiohama (50% quasi co-ownership interest)	Ichikawa, Chiba	15,500	16,650	4.3	105,019 (52,509)	4.2	100
	L-2	MFLP Kuki	Kuki, Saitama	12,500	13,500	4.9	73,153	3.7	100
	L-3	MFLP Yokohama Daikoku (50% quasi co-ownership interest)	Yokohama, Kanagawa	10,100	10,500	4.8	100,530 (50,265)	8.9	100
	L-4	MFLP Yashio	Yashio, Saitama	9,650	10,600	4.7	40,728	4.0	100
	L-5	MFLP Atsugi	Aiko, Kanagawa	7,810	8,620	4.8	40,942	3.0	100
	L-6	MFLP Funabashi Nishiura	Funabashi, Chiba	6,970	7,490	4.7	30,947	3.1	100
Logistics facilities	L-7	MFLP Kashiwa	Kashiwa, Chiba	6,300	6,870	4.7	31,242	2.3	100
	L-8	MFLP Sakai (20% quasi co-ownership interest)	Sakai, Osaka	4,500	4,930	4.8	125,127 (25,025)	3.5	100
	L-9	① MFLP Komaki Acquired in 3rd FP (40% quasi co-ownership interest)	Komaki, Aichi	① 3,249	① 3,330	1 4.8	40.507	4.4	400
	L-9	MFLP Komaki Acquired in 4th FP (60% quasi co-ownership interest)	Komaki, Alchi	② 5,011	② 5,100	② 4.7	40,597	1.1	100
	L-10	MFLP Hino Acquired in 4th FP (15% quasi co-ownership interest)	Hino, Tokyo	7,520	7,570	4.3	205,200 (30,780)	2.4	100
	L-11	MFLP Hiratsuka Acquired in 4th FP	Hiratsuka, Kanagawa	7,027	7,070	4.6	33,061	1.3	100
		Subtotal or Average	-	96,137	102,230	4.7	826,551 (449,254)	3.7	100
Industrial real estate	I-1	MFIP Inzai (20% quasi co-ownership interest)	Inzai, Chiba	2,180	2,440	5.0	40,478 (8,095)	4.0	Not disclosed
	To	otal or Average	-	98,317	104,670	4.7	867,029 (457,350)	3.7	100

#### Reference: As of end of 3rd fiscal period

Logistics facilities (Property no. L-1 to L-9 ①) Subtotal	76,579	82,490	4.7	588,289 (361,053)	4.2	100
Total (Property no. L-1 to L-9 ①, and I-1)	78,759	84,930	4.7	628,767 (369,149)	4.2	100

<sup>\*1:</sup> Stabilized NOI yield is the figure arrived at when the NOI assumed in the earnings forecast for the 5th fiscal period, less the amount of fixed asset tax, city planning tax, etc. not expensed in the said earnings forecast, is divided by acquisition price. "Appraisal value" figures are the figures with November 30, 2017 as the date of value in the case of MFLP Komaki (60% quasi co-ownership interest), MFLP Hino (15% quasi co-ownership interest) and MFLP Hiratsuka, and with January 31, 2018 (end of 3rd fiscal period) as the date of value in the case of the other properties.

<sup>&</sup>quot;Total floor area" figures in parentheses are the figures after taking into consideration the ownership interest.

<sup>&</sup>quot;Building age" is the building age from the date of new construction of the main building in the register to March 15, 2018, rounded to one decimal place. "Subtotal" and "Total" are the weighted averages based on acquisition price.

<sup>&</sup>quot;Occupancy rate" is the occupancy rate on the basis of contracts entered as of March 15, 2018.

#### 3-1-1. Location (1)



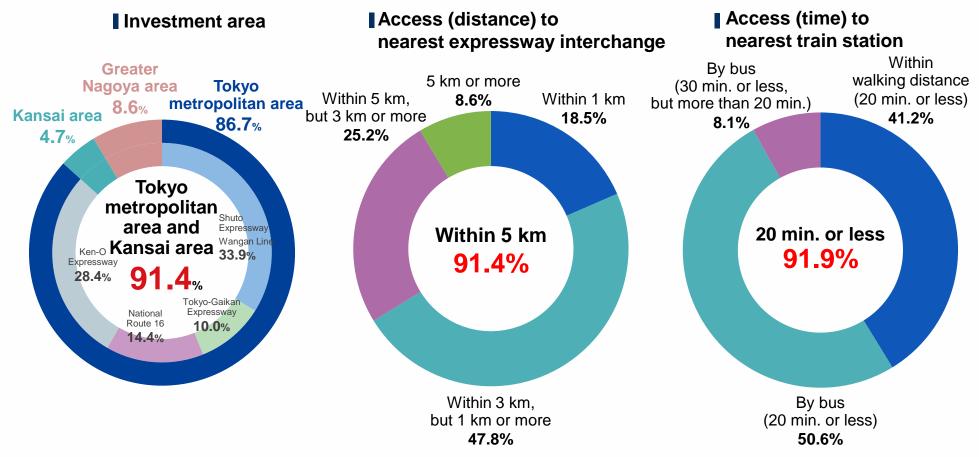




#### 3-1-1. Location (2)



- Geographically diversified portfolio
- Location offering excellent access to transport nodes
- Location taking into consideration convenience in terms of commuting to work for employees



<sup>\*</sup> The pie graphs above are the figures as of March 15, 2018, calculated on an acquisition price basis.

#### 3-1-2. Quality



#### MFLP-REIT focuses investment in "leading-edge logistics facilities with Mitsui Fudosan quality" realized by applying Mitsui Fudosan's know-how as a comprehensive developer

Mitsui Fudosan quality

#### Basic specifications of leading-edge logistics facilities

#### Large-sized site

[Total floor area] At least **10,000** m<sup>2</sup>



#### **High performance**

[Column spacing] At least 10 m [Effective ceiling height] At least **5.5** m [Floor load capacity] At least 1.5 tons/m<sup>2</sup>

#### Disaster prevention

Equipped with

- Seismic isolation
- Quake-resistance
- Emergency power generation ...etc.





#### & Worker



Cafeteria, shops



Parcel pickup lockers



Bicycle rentals



LaLaport discount tickets

#### & Tenant



Commuter shuttles

& Earth



Car sharing





BCP measures

**ICT LABO** 

#### & Community



Space for exchange



Childcare facilities Promotion of use of nearby stores



Solar panels



LED lights

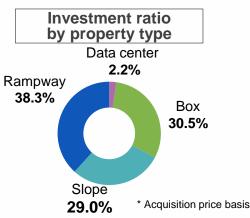
<sup>\*</sup> Photos are for illustrative purposes only. An MFLP facility or each portfolio asset is not necessarily equipped with all of the abovementioned standard specifications and features. Some of the specific examples include also those of properties not held by MFLP-REIT.

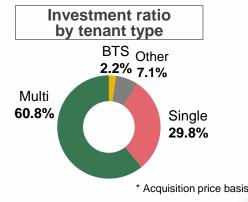
#### 3-1-3. Balance



# Securing growth and stability by building a balanced portfolio through acquisition of MFLPs developed in consideration of land characteristics and tenant needs







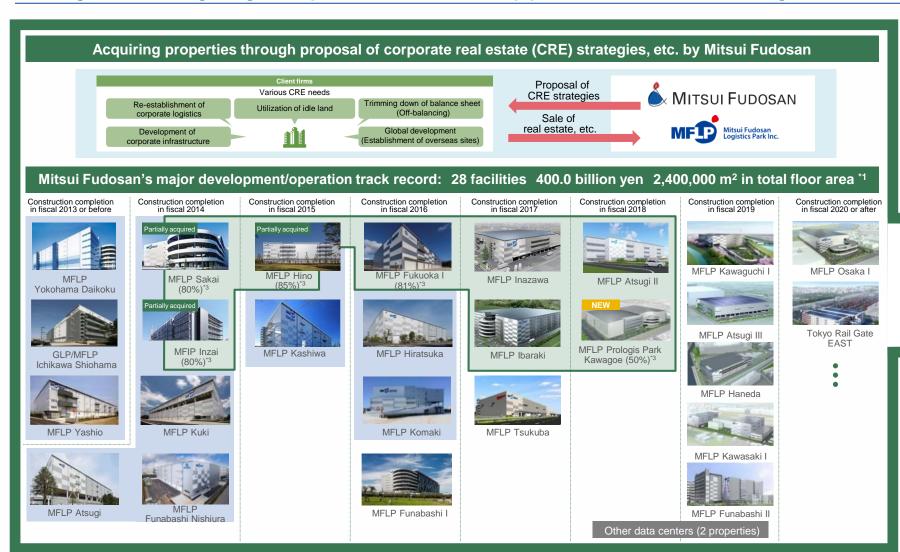
<sup>\*1 &</sup>quot;Other" refers to a property for which the classification (multi or single) cannot be disclosed in this material as consent for disclosure has not been obtained from the lessee.

# Further development of Mitsui Fudosan's logistics facilities business

#### 3-2. External Growth (1)



Stable growth utilizing the growth potential and extensive pipeline of Mitsui Fudosan's logistics facilities business



- \*1: Based on materials released by Mitsui Fudosan as of July 20, 2017.

  For details, please refer to "About major properties developed/operated by Mitsui Fudosan" on p. 38 of this presentation material.
- \*2: Properties with construction completion slated for fiscal 2017 or after are those planned and are subject to change without prior notice.
- \*3: The percentage figure in parentheses is the percentage of quasi co-ownership interest subject to the "Right of first look and preferential negotiation agreement."

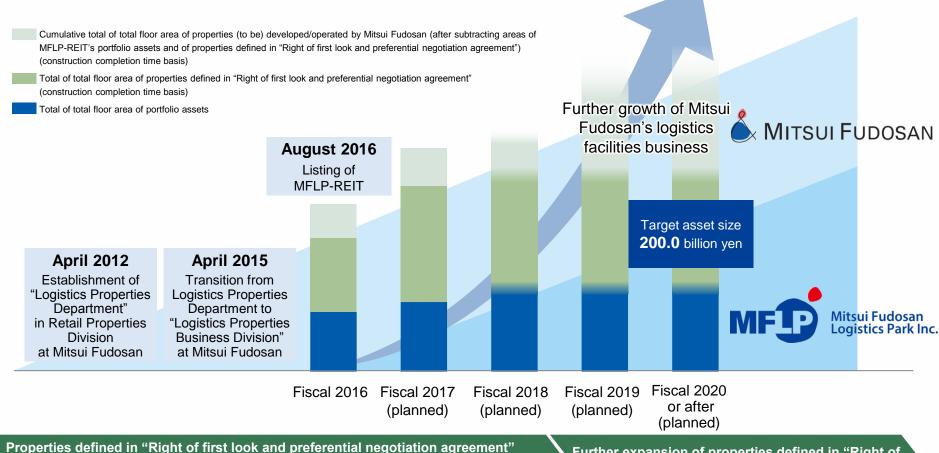


#### 3-2. External Growth (2)



#### Continuous acquisition of properties to achieve the target asset size of 200 billion yen by fiscal 2020

Change in size of Mitsui Fudosan's logistics facilities development and MFLP-REIT's asset size



Properties defined in "Right of first look and preferential negotiation agreement 8 properties 750,000 m<sup>2\*1</sup> (Total floor area)

Further expansion of properties defined in "Right of first look and preferential negotiation agreement"

MFLP-REIT's asset size
12 properties 450,000 m² (Total floor area) 98.3 billion yen

Continuous external growth

<sup>\*1 :</sup> The floor area subject to the "Right of first look and preferential negotiation agreement" (after taking into consideration the quasi co-ownership interest).

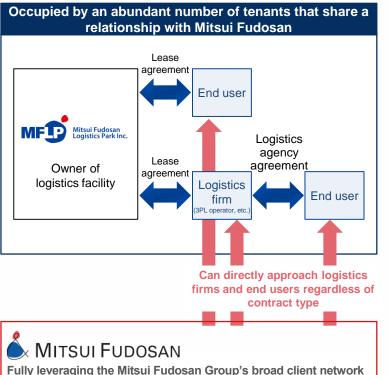
#### 3-3. Internal Growth (1)



#### Stable management utilizing the platform (business foundation) and client network of the Mitsui Fudosan Group

Effectively utilizing the Mitsui Fudosan Group's client network in leasing

MFLP-REIT believes that it can stably manage its portfolio by utilizing the broad and strong network that the Mitsui Fudosan Group has developed.



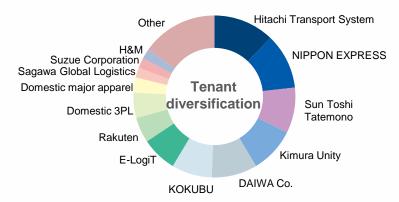


Office building business Client network: Approx. 3,000 firms

Retail facility business Client network: Approx. 2,300 firms

Strong relationships with leading 3PL operators

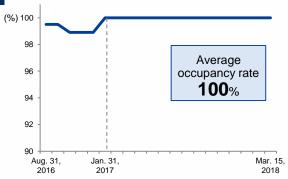
#### Status of tenant diversification



#### Status of lease agreements



#### Status of occupancy rates



#### Status of staggering of contract expiration periods



<sup>\*</sup> Each graph above is on the basis of leased area as of March 15, 2018.

<sup>\*</sup> As of March 2017

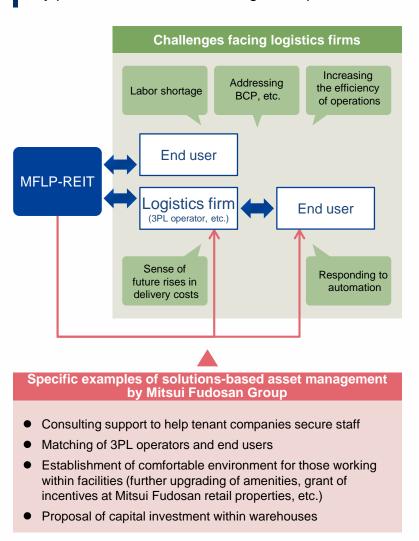
#### 3-3. Internal Growth (2)

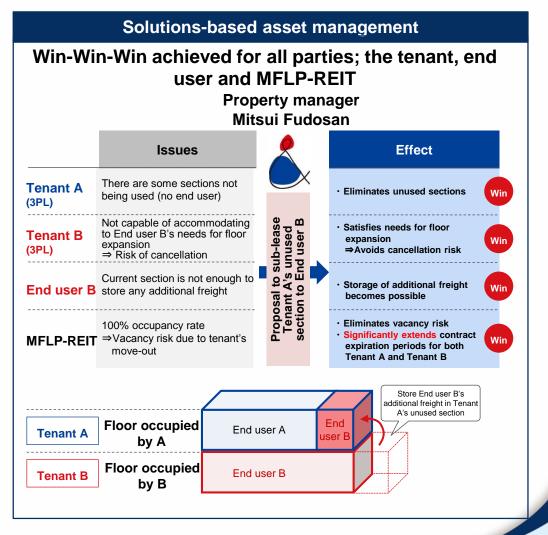


# Steady internal growth through provision of solutions-based asset management and maintaining relationships with tenants over the medium to long term

Key points of future asset management plans

Specific examples in 3rd fiscal period





#### 3-4. Financial Strategy (1)



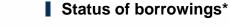
#### Financial management with an emphasis on stability

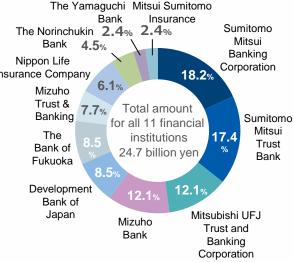
Status of debt financing MFLP-REIT will aim to establish a stable bank formation centered on funding from major domestic financial institutions. In addition, plans are to engage in debt financing with due consideration of such factors as lengthening of borrowing periods and staggering of maturities.

Total interest-bearing debt		Average bor	rowing	interest rate	
End of 3rd fiscal period 18.0 billion yen	After public offering* 24.7 billion yer	End of 3rd fiscal period 0.28%		After public offering* 0.28%	
Interest-bearing	ng debt maturity lado	der*			Insur

# Average time to maturity







#### Status of LTV

End of 3rd fiscal period	End of 4th fiscal period (Forecast)	End of 5th fiscal period (Forecast)	Medium- to long-term stabilized level
<b>22.5</b> %	<b>24.2</b> %	<b>23.6</b> %	<b>40</b> % to <b>50</b> % range

#### Credit rating assignment\*

Credit rating agency	Rating details	Remarks		
Japan Credit Rating Agency, Ltd. (JCR)	Long-term issuer rating: AA-	Rating outlook: Stable		

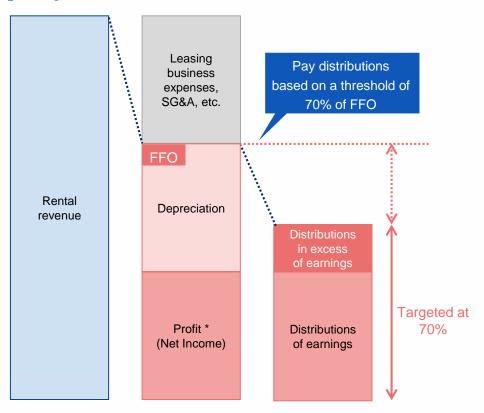
#### 3-4. Financial Strategy (2)



#### **Efficient cash management**

Based on the characteristics of logistics facilities, such as the ratio of building value to land value being typically high, MFLP-REIT intends to make cash distributions, including distributions in excess of earnings, on an ongoing basis each term from a perspective of securing stable distribution levels while managing cash efficiently.

#### Diagram of cash distribution based on FFO



#### Key points of cash distribution in excess of earnings

#### Level of distribution

For the time being, we intend to pay distributions (including distributions in excess of earnings) calculated at an amount equivalent to approximately 70% of FFO (excluding gain or loss on sale of real estate, etc.) for the relevant fiscal period on an ongoing basis each term, in principle.

#### Securing long-term building maintenance expenditures

Distributions in excess of earnings will be paid to the extent that an amount can be retained that is more than double the six-month average of capital expenditures stated in the engineering report for each operating period.

#### Securing financial stability

Distributions in excess of earnings will not be made if appraisal LTV ratio\* exceeds 60% for each operating period.

<sup>\*</sup> Gain or loss on sale of real estate, etc. is not included in "Profit (Net income)" in the above chart.

<sup>\*</sup> Appraisal LTV ratio = Interest-bearing debt ÷ (Total assets - Book value of portfolio real estate, etc. + Appraisal value)

#### 3-5. Unitholder Relations



#### Maximization of unitholder value through establishment of strong relationship of trust with unitholders

#### Asset management fee structure consistent with the interests of unitholders

The aim is to keep the interests of MFLP-REIT's unitholders consistent with the interests of the Asset Management Company.

Asset management fee I	Total assets × 0.1% (maximum)
Asset management fee II	Operating income (before deduction of asset management fees and depreciation) $ imes$ 5.5% (maximum)
Asset management fee III	Pre-tax earnings (before deduction of asset management fees) $\times$ Pre-tax EPU (before deduction of asset management fees) $\times$ 0.001% (maximum)

#### Same-boat investment in MFLP-REIT by Mitsui Fudosan

MFLP-REIT receives 11% investment in capital from Mitsui Fudosan. (As of March 15, 2018)
Receiving certain investment in capital leads to alignment of the interests of MFLP-REIT's unitholders and Mitsui Fudosan and asset management that pursues mutually greater interests.

11.0%

# 4. Logistics Market Overview



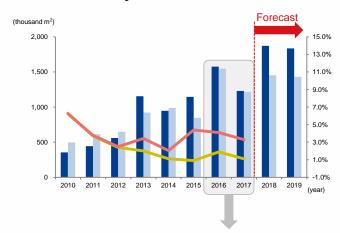
#### 4-1. Logistics Market Overview (1)



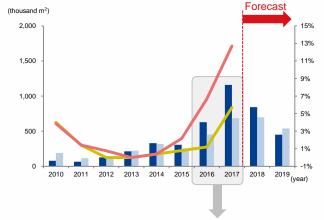




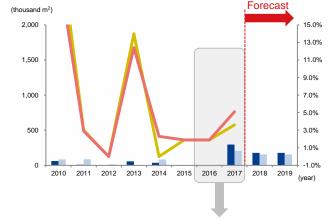
#### Greater Tokyo area



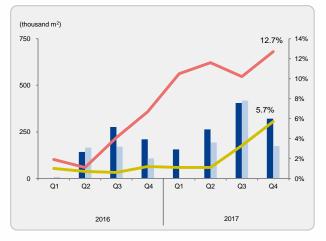
#### Greater Osaka area

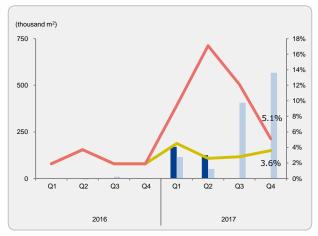


#### Greater Nagoya area









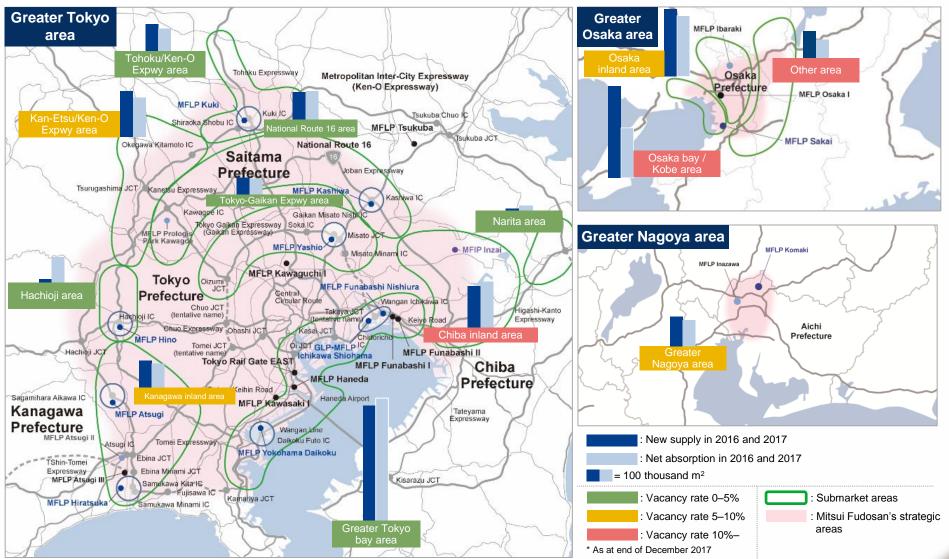
<sup>\*1:</sup> Source: CBRE K.K. (including forecast figures), as of December 31, 2017

<sup>\*2:</sup> The survey is of rental logistics facilities that are held by real estate investment companies, real estate development companies, etc. and have total floor area of 5,000 m<sup>2</sup> or more.

#### 4-1. Logistics Market Overview (2)



#### Supply-demand balance and vacancy rate by submarket



<sup>\*1:</sup> Source: CBRE K.K. (numerical figures only)

<sup>\*2:</sup> The survey is of rental logistics facilities that are held by real estate investment companies, real estate development companies, etc. and have total floor area of 5,000 m² or more.

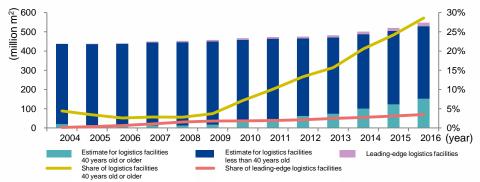
#### 4-1. Logistics Market Overview (3)



#### Japan's logistics facilities stock

# Stock of logistics facilities in 2016 Leading-edge logistics facilities Logistics facilities over 40 years old Approx. **28.6**%

#### Analysis of Japan's logistics facilities stock

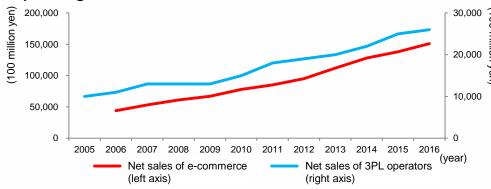


\* Estimates by CBRE K.K. based on "Building Starts" (Ministry of Land, Infrastructure, Transport and Tourism) and "Summary Report on Prices, etc. of Fixed Assets" (Ministry of Internal Affairs and Communications).

For details, please refer to "About analysis of Japan's logistics facilities stock" on p. 38 of this presentation material.

# Mounting demand due to 3PL business and e-commerce market size expansion

#### Expanding 3PL market and e-commerce market



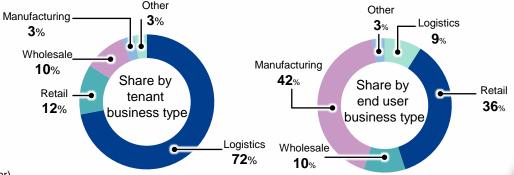
\* Figures compiled by CBRE K.K. based on the data of "Monthly Logistics Business (LOGI-BIZ)" and the Ministry of Economy, Trade and Industry.

#### Long-term data on building starts of logistics facilities (nationwide) Tel

# 25,000 Over 40 years old 15,000 10,000 5,000 Source: CBRE K.K.

\* Figures calculated as the sum total of the floor area of structures with "warehouse" as the use category and "steel-framed structure," "reinforced concrete structure" or "steel-framed reinforced concrete structure" as the structure type.

#### ■ Tenants / End users of logistics facilities



Source: CBRE K.K.

\* The survey is of rental logistics facilities that are held by real estate investment companies, real estate development companies, etc. and have total floor area of 5,000 m² or more as of the end of December 2016.

#### 4-1. Logistics Market Overview (4)

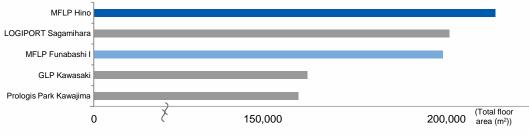


#### [Reference] Specific examples of broader demand for leading-edge logistics

(including MFLP Hino and properties defined in "Right of first look and preferential negotiation agreement")



#### Size of logistics facilities development in the metropolitan area



<sup>\*</sup> Prepared by the asset management company based on materials on the survey of rental logistics facilities in the metropolitan area with total floor area of 5,000 m<sup>2</sup> or more that were developed by real estate companies, etc. in or after 2002 and completed as of December 31, 2016, which CBRE K.K. tallied as of December 2017.

#### Capturing logistics demand generated from diversification of welcia drug store business



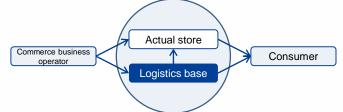
Conventional

Selling only medicine

Trends in recent years Diversification of items other than medicine, such as fresh food and drinks and increase of the number of stores

→ Efficient delivery from large-scale logistics facilities addressing BCP

Rise of Omni channel in commerce business operators

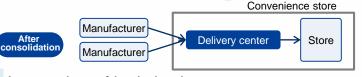


#### Attracting delivery bases of convenience stores

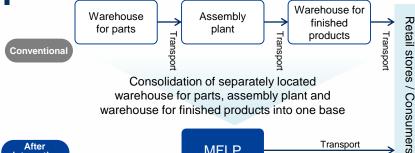
Case example of logistics bases consolidation and subdivision within a logistics facility, and attracting delivery center equipped with store-by-store sorting function and chiller Convenience store



Consolidation of logistics bases



Integration of logistics bases



warehouse for parts, assembly plant and warehouse for finished products into one base

After integration



# 5. Appendix



#### **Statement of Income and Balance Sheet**



#### Statement of income

(Unit: million yen)

ltem	2nd fiscal period (ended July 31, 2017) Actual	3rd fiscal period (ended Jan. 31, 2018 Actual
Operating revenue	2,548	2,629
Lease business revenue	2,456	2,523
Other lease business revenue	91	106
Operating expenses	1,367	1,390
Expenses related to rent business	1,071	1,086
Asset management fee	223	232
Asset custody and administrative service fees	19	17
Directors' compensations	5	5
Other operating expenses	47	47
Operating income	1,181	1,239
Non-operating income	1	0
Non-operating expenses	30	54
Interest expenses	24	26
Deferred organization expenses	-	-
Investment unit issuance expenses	-	23
Other offering costs associated with issuance of investment units	-	-
Other	6	4
Ordinary income	1,152	1,185
Profit before income taxes	1,152	1,185
Income taxes	0	0
Profit (Net Income)	1,151	1,184
Unappropriated retained earnings	1,151	1,184

#### Balance sheet

(Unit: million yen)

		(Onit. million yen)
Item	2nd fiscal period (ended July 31, 2017)	3rd fiscal period (ended Jan. 31, 2018
	Actual	Actual
Current assets	3,860	2,176
Cash and deposits	2,365	344
Cash and deposits in trust	1,415	1,670
Consumption taxes receivable	-	102
Other current assets	79	58
Non-current assets	74,951	77,691
Property, plant and equipment	74,930	77,633
Investments and other assets	20	58
Total assets	78,811	79,868
Current liabilities	913	888
Operating accounts payable	58	164
Short-term borrowings	-	-
Accounts payable – other	272	317
Income taxes payable	0	0
Accrued consumption taxes	159	-
Advances received	421	404
Other current liabilities	0	1_
Non-current liabilities	18,450	19,544
Long-term borrowings	17,000	18,000
Tenant leasehold and security	1,450	1,544
deposits in trust		
Total liabilities	19,363	20,433
Total unitholders' equity	59,447	59,434
Unitholders' capital	58,350	58,350
Deduction from unitholders' capital	(54)	
Unitholders' capital, net	58,296	58,250
Surplus	1,151	1,184
Total net assets	59,447	59,434
Total liabilities and net assets	78,811	79,868

#### **3rd Fiscal Period Individual Property Income Statement**



(Unit: million yen)

											(0	ornic. Trininori yeri)											
		GLP/MFLP Ichikawa Shiohama	MFLP Kuki	MFLP Yokohama Daikoku	MFLP Yashio	MFLP Atsugi	MFLP Funabashi Nishiura	MFLP Kashiwa	MFLP Sakai	MFLP Komaki (40% quasi co-ownership interest)	MFIP Inzai	Portfolio total											
Number of day asset manager		184 days	184 days	184 days	184 days	184 days	184 days	184 days	184 days	181 days	184 days	-											
Lease business revenue	business	448	436	332					157			2,523											
revenue from real estate leasing	Other lease business revenue	31	33	18					10			106											
leasing	Total	480	470	350	Not Not disclosed *				167			2,629											
	Outsourcing expenses	34	30	24														Not disclosed *	Not disclosed *	10	Not disclosed *	Not disclosed	146
	Utility expenses	18	24	15		disclosed disclosed	uiscioseu	uisoloscu	7	disclosed	*	75											
Operating expenses	Repair expenses	1	4	4								0			12								
from real estate leasing	Property- related taxes	37	43	39				17			244												
	Other expenses	1	2	1					0			10											
	Total	92	105	84	-	-	-	-	36	<u>-</u>	-	490											
Depreciation		79	107	85	62	63	50	49	43	35	18	595											
Operating inco		307	257	180	196	159	133	118	88	58	42	1,542											
NOI from real e [Operating incoreal estate leas Depreciation]	ome (loss) from	387	364	265	258	223	183	168	131	94	61	2,138											

<sup>\*</sup> Not disclosed, because consent has not been obtained from the lessee.

#### **Appraisal Summary for the End of 3rd Fiscal Period**



(Unit: million yen) End of End of Change Main factors of change 2nd fiscal period 3rd fiscal period (b)-(a) Book value at (End of July 2017) (a) Acquisition (End of Jan. 2018) (b) Acquisition end of 3rd date price fiscal period **Appraisal Appraisal** CR\*1 CR\*1 **Appraisal** CR\*1 CR\*1 Other value value value **GLP/MFLP** 0 2016/09 15,500 15,363 4.2% 4.2% +5016,600 16,650 Ichikawa Shiohama 0 MFLP Kuki 2016/08 12.500 12,256 4.8% 4.8% +10013.400 13.500 **MFLP** 2016/08 0 0 10.100 9,929 4.6% 4.6% 10.500 10.500 Yokohama Daikoku **MFLP Yashio** 2016/08 0 9,650 9,519 10,400 4.5% 10,600 4.5% +200MFLP Atsugi 2016/08 7,810 7,679 4.7% 4.6% +270 -0.1 8,350 8,620 **MFLP** 2016/08 6,970 4.6% 0 0 6,857 4.6% 7,490 7,490 Funabashi Nishiura MFLP Kashiwa 2016/08 6,300 6,199 4.6% 4.6% +160 0 6.710 6,870 MFLP Sakai 2016/08 4.7% 0 4,500 4,405 4,930 4.7% 4,930 0 MFIP Inzai 2016/08 0 0 2,180 2,160 2,440 4.8% 2,440 4.8% MFLP Komaki 2017/08 3,249 3,244 3,330 4.7% (40% quasi co-ownership interest) Total or Average as of the end of 3rd fiscal 4.6% +7800 78.759 77.615 80.820 4.6% 84.930 period Reference: As of March 15, 2018\*2 **MFLP Komaki** 2018/02 5.011 5.011 5.100 4.7% (60% quasi co-ownership interest) Amount of difference **MFLP Hino** 2018/02 7,520 7,520 7,570 4.3% = Unrealized gain 7,497 million yen **MFLP Hiratsuka** 2018/03 7.027 7,027 7,070 4.5% **Total or Average** 97,173 98,317 104,670 4.5% as of March 15, 2018

<sup>\*1</sup> CR = Capitalization rate based on direct capitalization method (NCF basis)

<sup>\*2</sup> Book value at end of 3rd fiscal period as of March 15, 2018 indicates acquisition price of each property, and appraisal value at the end of 3rd fiscal period indicates appraisal value with November 30, 2017 as the date of value.

#### Mitsui Fudosan's Major Development/Operation Track Record



Fiscal year of completion 2	Property developed/operated	Location	Total floor area	Acquisition by MFLP-REIT *3	Property defined in "Right of first look and preferential negotiation agreement" *4
	MFLP Yokohama Daikoku	Yokohama, Kanagawa	100,530 m <sup>2</sup>	• (50%)	_
FY2013	GLP/MFLP Ichikawa Shiohama	Ichikawa, Chiba	105,019 m <sup>2</sup>	• (50%)	_
	MFLP Yashio	Yashio, Saitama	40,728 m <sup>2</sup>	•	_
	MFLP Kuki	Kuki, Saitama	73,153 m <sup>2</sup>	•	_
	MFLP Sakai	Sakai, Osaka	125,127 m <sup>2</sup>	• (20%)	• (80%)
FY2014	MFLP Funabashi Nishiura	Funabashi, Chiba	30,947 m <sup>2</sup>	•	_
	MFLP Atsugi	Aiko, Kanagawa	40,942 m²	•	_
	MFIP Inzai	Inzai, Chiba	40,478 m <sup>2</sup>	• (20%)	• (80%)
EV2045	MFLP Hino	Hino, Tokyo	205,200 m <sup>2</sup>	• (15%)	• (85%)
FY2015	MFLP Kashiwa	Kashiwa, Chiba	31,242 m <sup>2</sup>	•	_
	MFLP Funabashi I	Funabashi, Chiba	197,746 m²	-	_
FY2016	MFLP Fukuoka I	Kasuya, Fukuoka	32,199 m <sup>2</sup>	-	• (81%)
F12016	MFLP Hiratsuka	Hiratsuka, Kanagawa	33,061 m <sup>2</sup>	•	_
	MFLP Komaki	Komaki, Aichi	40,597 m <sup>2</sup>	•	_
	MFLP Inazawa	Inazawa, Aichi	72,883 m²	-	•
FY2017	MFLP Ibaraki	Ibaraki, Osaka	230,435 m <sup>2</sup>	_	•
	MFLP Tsukuba	Tsukubamirai, Ibaraki	25,458 m <sup>2</sup>	_	_
FY2018	MFLP Atsugi II	Isehara, Kanagawa	54,791 m <sup>2</sup>	-	•
F12016	MFLP Prologis Park Kawagoe	Kawagoe, Saitama	131,298 m <sup>2</sup>	_	NEW ● (50%)
	MFLP Kawaguchi I	Kawaguchi, Saitama	Approx. 54,100 m <sup>2</sup>	_	_
	MFLP Atsugi III	Hiratsuka, Kanagawa	Approx. 43,400 m <sup>2</sup>	-	_
FY2019	MFLP Haneda	Ota, Tokyo	Approx. 84,400 m <sup>2</sup>	-	_
	MFLP Kawasaki I	Kawasaki, Kanagawa	Approx.41,500 m <sup>2</sup>	_	_
	MFLP Funabashi II	Funabashi, Chiba	Approx. 225,000 m <sup>2</sup>	-	_
FY2020	MFLP Osaka I	Osaka, Osaka	Approx. 48,300 m <sup>2</sup>	_	-
FY2021	Tokyo Rail Gate EAST	Shinagawa, Tokyo	Approx. 161,000 m <sup>2</sup>		
TBD	Other data centers (2 properties)	_		_	

Flow regarding provision of right of first look information

Property developed/operated by Mitsui Fudosan

Presentation of list of properties defined in "Right of first look and preferential negotiation agreement"

Prioritized provision of information upon sale

Preferential negotiation period

Acquisition of property by MFLP-REIT

<sup>\*1:</sup> For details of Mitsui Fudosan's major development/operation track record, please refer to p. 38.

<sup>\*2:</sup> In the case of MFLP Yokohama Daikoku, it is the fiscal year in which the property began to be under its operation. The fiscal year of completion of the property is fiscal 2009.

<sup>\*3:</sup> The percentage figure in parentheses is the percentage of quasi co-ownership interest in the portfolio asset.

<sup>\*4:</sup> The percentage figure in parentheses is the percentage of quasi co-ownership interest subject to the "Right of first look and preferential negotiation agreement."

#### **Initiatives for ESG**

#### Environmental Principles and Initiatives for Environment/Society



#### Environmental policies of Mitsui Fudosan Group

Mitsui Fudosan Group seeks reduction of environmental load, diversified collaboration/cooperation with various entities, improvement of peace of mind, safety and comfort as well as securement of sustainability.



#### Initiatives for tenants and local communities

Utilizing the know-how of Mitsui Fudosan, the sponsor, the properties owned by MFLP-REIT promote initiatives to offer healthy, pleasant and safe environment by giving consideration to stakeholders such as occupying tenants, facility users, surrounding environment and local communities.





Cafeteria, shops

Implemented beautification activities (cleaning)





Total Brown Exp.
Total Exp.
Total

Designated as a tsunami evacuation building (MFLP Sakai)

#### Initiatives for reducing environmental load

MFLP-REIT has put forth efforts on reducing CO<sup>2</sup> emissions through energy saving while promoting efficient use of energy at its portfolio assets by introducing LED lights, installing solar panels on the roof and such.





#### Eco-friendly green buildings

MFLP-REIT has obtained CASBEE and DBJ Green Building Certification for the following 10 properties. Furthermore, MFLP Sakai has received the Osaka Eco-friendly Construction Award. As such, MFLP-REIT proactively incorporates environmentally conscious green buildings.





Property name	Evaluation/Award history, etc.
GLP/MFLP Ichikawa Shiohama	CASBEE (Real estate) Rank S CASBEE (New construction) Rank A *1
MFLP Kuki	CASBEE (New construction) Rank A *1
MFLP Yashio	CASBEE (New construction) Rank A *1
MFLP Atsugi	CASBEE Kanagawa Rank A *2 DBJ Green Building Certification 4 Stars
MFLP Funabashi Nishiura	CASBEE (New construction) Rank A *1
MFLP Kashiwa	CASBEE (New construction) Rank A
MFLP Sakai	CASBEE (New construction) Rank S *1 FY2015 Osaka Eco-friendly Construction Award (Commerce, other category)
MFLP Yokohama Daikoku	DBJ Green Building Certification 5 Stars
MFLP Komaki	CASBEE Aichi Rank A *2
MFLP Hiratsuka	CASBEE Kanagawa Rank A *2

<sup>\*1:</sup> Certification has already expired as of March 15, 2018.

<sup>2:</sup> CASBEE Kanagawa and Aichi is not certified by a third-party but an assessment based on self-reporting.

#### **Initiatives for ESG**

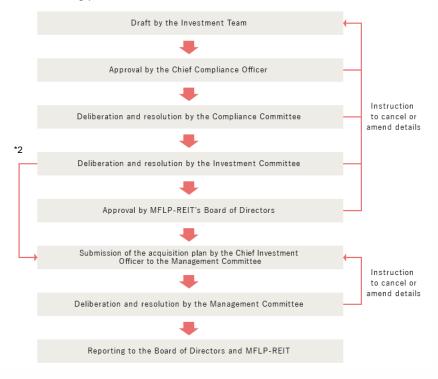
#### - Initiatives for Governance with Consideration for Unitholders' Interests



MFLP-REIT and the Asset Management Company are working to establish proper governance through the following measures in order to build a solid relationship of trust that aligns interests of unitholders and interests of MFLP-REIT and the Asset Management Company while giving sufficient consideration to unitholders' rights.

# Rules concerning conflicts of interest in asset management

The acquisition and transfer of assets by MFLP-REIT from related parties are decided by the Asset Management Company via a transparent decision-making process.



- \*1: The above chart shows the decision-making flow when a transaction involves a related party, which requires the approval of MFLP-REIT's Board of Directors under Article 201-2 of the Act on Investment Trusts and Investment Corporations.
- \*2: If a transaction prescribed in Article 201-2 of the Act on Investment Trusts and Investment Corporations falls under the criteria for insignificance, the approval of MFLP-REIT's Board of Directors shall be omitted.

# Asset management with emphasis placed on relationship of trust with unitholders

# Asset management fee structure consistent with the interests of unitholders

The aim is to keep the interests of MFLP-REIT's unitholders consistent with the interests of the Asset Management Company.

Asset management fee I	Total assets × 0.1% (maximum)
Asset management fee II	Operating income (before deduction of asset management fees and depreciation) $\times$ 5.5% (maximum)
Asset management fee III	Pre-tax earnings (before deduction of asset management fees) × Pre-tax EPU (before deduction of asset management fees) × 0.001% (maximum)

#### Same-boat investment in MFLP-REIT by Mitsui Fudosan

MFLP-REIT receives **11.0%** investment in capital from Mitsui Fudosan. (As of March 15, 2018)

Receiving certain investment in capital leads to alignment of the interests of MFLP-REIT's unitholders and Mitsui Fudosan and asset management that pursues mutually greater interests.

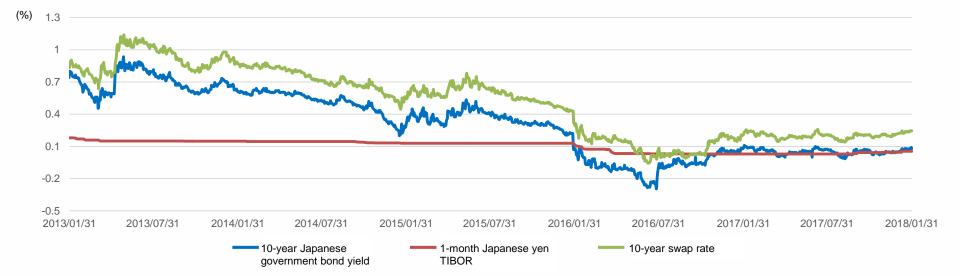
# Timely and proper information disclosure and securement of transparency

MFLP-REIT strives to make timely and proper disclosure of information necessary for unitholders to make investment decisions. Upon disclosure, MFLP-REIT promotes prompt and transparent information disclosure to secure fairness and equality, and also promotes disclosure of not only financial information but also non-financial information concerning ESG.

#### **Interest Rate Market Data/Status of Interest-Bearing Debt**



#### 10-year Japanese government bond yield and benchmark interest rate trends



<sup>\*1:</sup> Long-term borrowings are all borrowings at fixed interest rates.

#### \*2: Repayment methods are all bullet repayments. Long-term borrowings

(As of January 31, 2018)

Lender	Amount (million yen)	Interest rate *1	Borrowing date *2	Maturity date	Borrowing period
Sumitomo Mitsui Banking	2,000	0.2713%	2022/9/1	6 years	
Corporation	1,500	0.4213%	2026/9/1	10 years	
Sumitomo Mitsui Trust Bank,	2,000	0.3050%	2023/9/1	7 years	
Limited	1,500	0.3813%	2025/9/1	9 years	
Mizuho Book Ltd	400	0.1425%	2022/8/2	6 years	
Mizuho Bank, Ltd.	1,700	0.2113%	2024/8/2	8 years	
Mitsubishi UFJ Trust and Banking Corporation	2,200	0.1826%	2023/3/1	6.5 years	Unsecured Non-
Mizuho Trust & Banking Co., Ltd	600	0.3237%	2024/3/1	7.5 years	guaranteed
Mizurio Trust & Bariking Co., Etc.	700	0.3425%	2024/9/2	8 years	
Development Bank of Japan Inc.	2,100	0.3125%	2026/8/3	10 years	
The Bank of Fukuoka, Ltd.	1,300	0.2169%	2024/2/2	7.5 years	
Ninnan Life Incurance Company	1,000	0.3125%	2026/8/3	10 years	
Nippon Life Insurance Company	500	0.2575%	2022/8/4	5 years	
The Norinchukin Bank	500	0.2575%	2022/8/4	5 years	
Total long-term borrowings	18,000				

#### **Commitment lines**

(As of January 31, 2018)

Lender	Amount (million yen)	Balance of borrowings (million yen)		Contract start date	Contract deadline	Remarks
Sumitomo Mitsui Banking Corporation	3,000	0	)	2016/8/2	2020/8/3	Unsecured Non- guaranteed
Sumitomo Mitsui Trust Bank, Limited	3,000	0	)	2016/9/1	2020/8/31	Unsecured Non- guaranteed

#### **Investment Unit Price Trends/Status of Unitholders**



#### **Investment unit price firm since IPO**



<sup>\*</sup> The starting point is the price of the first trade at IPO.

#### Status of unitholders at end of 3rd fiscal period (end of January 2018)

Number of unitholders	and number of investment units						
by type of unitholder	Number of unitholders	% of total	Number of investment units	% of total			
Individuals/Other	4,682	92.3%	16,974	7.6%			
Financial institutions	106	2.1%	129,385	57.8%			
Other Japanese corporations	154	3.0%	35,824	16.0%			
Non-Japanese	111	2.2%	36,412	16.3%			
Securities companies	20	0.4%	5,405	2.4%			
Total	5,073	100.0%	224,000	100.0%			

Major unitholders at end of 3rd fiscal period		
	Number of investment units	% of total
The Master Trust Bank of Japan, Ltd. (trust account)	41,674	18.6%
Japan Trustee Services Bank, Ltd. (trust account)	34,485	15.4%
Mitsui Fudosan Co., Ltd.	28,900	12.9%
Trust & Custody Services Bank, Ltd. (securities investment trust account)	10,586	4.7%
JPMorgan Chase Bank 385632	6,979	3.1%
Total	122,624	54.7%

<sup>\*</sup> The TSE REIT Index is indexed to the August 2, 2016 opening price.

#### **Notes on Matters Stated in this Document**



#### [About financial highlights]

- \*1 Appraisal value indicates the total of appraisal values indicated in the appraisal reports with January 31, 2018 as the date of value for the portfolio assets as of the end of the 3rd fiscal period; and such indicated in the appraisal reports with November 30, 2017 as the date of value for the properties acquired in the 4th fiscal period (including MFLP Komaki (60% quasi co-ownership interest)).
- '2 Unrealized gain indicates the book value at the end of the fiscal period for the portfolio assets as of the end of the 3rd fiscal period; and the figure obtained by subtracting appraisal value from the total acquisition price for the properties acquired in the 4th fiscal period.
- \*3 Occupancy rate is the occupancy rate on a contract basis. The occupancy rate for 4th fiscal period (After property acquisition) is as of March 15, 2018.
- \*4 LTV ratio = Balance of interest-bearing debt ÷ Total assets
- \*5 Including distribution in excess of earnings. (Number of investment units issued and outstanding: 224,000 units at the end of 3rd fiscal period, 262,774 units forecast for the end of 4th fiscal period)
- \*6 NAV per unit
  - End of 3rd fiscal period (Actual): (Net assets + Unrealized gain on appraisal basis) (=NAV as of the end of 3rd FP) / Number of investment units issued and outstanding (224,000 units)
  - 4th fiscal period (After property acquisition): (NAV as of the end of 3rd FP + Unrealized gain based on the appraisal value of properties acquired in the 4th FP + Total issue amount of the first public offering) / Number of investment units issued and outstanding (262,774 units)

#### [About major properties developed/operated by Mitsui Fudosan]

Descriptions of major properties developed/operated by Mitsui Fudosan in this document are based on materials released on July 20, 2017 by Mitsui Fudosan. "28 facilities 400.0 billion yen 2,400,000 m²" includes 13 properties under development or scheduled to be developed as of the date and their (planned) investment amounts. Properties scheduled to be developed include those targeted or planned by the Mitsui Fudosan Group as of the release date, and are subject to change or cancellation. Furthermore, there are no details concerning the timing of completion of the aforementioned investments that had been finalized as of the release date. Nor does MFLP-REIT guarantee or promise that the plans be materialized. "Tokyo Rail Gate EAST" is included in "28 facilities 400.0 billion yen 2,400,000 m²" in terms of the number of facilities, but not in term of the amount. Furthermore, Mitsui Fudosan has no plans to acquire the property as of March 15, 2018.

#### [Method of calculation of cash distribution based on FFO]

- Distribution of earnings is determined based on profit (net income) for the applicable operating period.
- 2. FFO for the applicable operating period is calculated by adding depreciation to profit (net income) (excluding gain or loss on sale of real estate, etc.) for the applicable operating period.
- 3. The amount distributable including distribution in excess of earnings is calculated based on a threshold of an amount equivalent to 70% of FFO for the applicable operating period.
- 4. The amount distributable in excess of earnings is calculated by deducting the amount of distribution of earnings (excluding gain or loss on sale of real estate, etc.) from the amount distributable including distribution in excess of earnings.
- 5. The amount of continuous distribution in excess of earnings is determined based on a comprehensive judgment on the basis of the amount distributable in excess of earnings.
- 6. The distribution in excess of earnings determined in 5. above is to be continuously made each fiscal period in principle, in addition to the distribution of earnings determined in 1. above.

#### [About analysis of Japan's logistics facilities stock]

- \*1: The "Analysis of Japan's logistics facilities stock" graph is of estimates by CBRE K.K. based on the Policy Bureau of the Ministry of Land, Infrastructure, Transport and Tourism's "Building Starts" and the Ministry of Internal Affairs and Communications' "Summary Report on Prices, etc. of Fixed Assets."
- \*2: In the "Analysis of Japan's logistics facilities stock" graph, "Leading-edge logistics facilities" is the figure of each year's sum total of the total floor area of leading-edge logistics facilities (refers to rental logistics facilities that have total floor area of at least 10,000 m² and, in principle, ceiling height of at least 5.5 m, floor load capacity of at least 1.5 tons/m² and column spacing of at least 10 m).
- \*3: In the "Analysis of Japan's logistics facilities stock" graph, "Estimate for logistics facilities 40 years old or older" is the figure of each year's overall stock estimate (as defined in note 5; the same shall apply hereinafter) minus the sum total of the floor area of which construction was started within the past 40 years.
- \*4: "Estimate for logistics facilities less than 40 years old" is the figure of the overall stock estimate minus the floor area of "Estimate for logistics facilities 40 years old or older" and "Leading-edge logistics facilities."
- \*5: The overall stock estimate is the sum total of "Estimate for logistics facilities 40 years old or older," "Estimate for logistics facilities less than 40 years old" and "Leading-edge logistics facilities."
- \*6: In the "Analysis of Japan's logistics facilities stock" graph, "Share of leading-edge logistics facilities" is each fiscal year's "Leading-edge logistics facilities" expressed as a percentage of the overall stock estimate (total floor area basis).
- \*7: In the "Analysis of Japan's logistics facilities stock" graph, "Share of logistics facilities 40 years old or older" is each fiscal year's "Estimate for logistics facilities 40 years old or older" expressed as a percentage of the overall stock estimate (total floor area basis).
- \*8: "Total floor area" is compiled based on data on construction starts. In addition, estimates are on the basis of the time of construction completion being that construction is deemed to be completed after one year has elapsed from construction start. Accordingly, total floor area may not match the floor area on the building confirmation certificate, construction completion drawing or register.

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