

# TOKYU RE T

The Fiscal Period Ended July 2017 (28th Fiscal Period) FINANCIAL RESULTS PRESENTATION

TSE 8957 http://www.tokyu-reit.co.jp/

Aiming to be a 100-year REIT

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#### Terms Used in the Material

| 3<br>4                                 | LTV based on total assets                     | Interest-Bearing Debt / Total Assets  |
|--|---|---|
| 5<br>6                                 | LTV based on appraisal value                  | (Balance of Interest-Bearing Debt at End of Period + Balance of Securities Deposit without Reserved Cash at End of Period) / (Appraisal Value at End of Period)   |
| 7                                      | Unrealized<br>Gain/Loss                       | The balance after deducting the book value from the appraisal value of properties at the end of the period  |
| 9                                      | Adjusted Net<br>Asset Value<br>(NAV) per Unit | (Net Assets – Scheduled Amount of Distribution + Unrealized Gain) $\div$ Outstanding Units  |
| 10                                     | NOI Yield                                     | NOI/Acquisition Price   |
| 11<br>12<br>13<br>14<br>15             | Corporation and its subsidiaries              | "Tokyu Corporation and its subsidiaries" refers to any entity that falls under the following 1 to 3:  1. Tokyu Corporation  2. A consolidated subsidiary of Tokyu Corporation  3. A tokutei mokuteki kaisha (TMK) or special purpose entity (SPE) that was established based on the intention of Tokyu Corporation or a consolidated subsidiary of Tokyu Corporation and where the share of investment by undisclosed associations or other investment shares in that entity by the respective company exceeds 50%.   |
| 16<br>17<br>18<br>20<br>21<br>22<br>23 | Related parties                               | "Related parties" is a collective term for "Tokyu Corporation and its subsidiaries," "Affiliates of Tokyu Corporation except Tokyu Corporation's subsidiaries" and "Tokyu Fudosan Holdings Corporation and its subsidiaries".  1. "Affiliates of Tokyu Corporation except Tokyu Corporation's subsidiaries" refers to affiliates within the scope of consolidation of Tokyu Corporation.  2. "Tokyu Fudosan Holdings Corporation and its subsidiaries" refers to any entity that falls under the following (i) to (iii):  (i) Tokyu Fudosan Holdings Corporation ("Tokyu Fudosan Holdings")  (ii) A consolidated subsidiary of Tokyu Fudosan Holdings  (iii) A tokutei mokuteki kaisha (TMK) or special purpose company (SPC) that was established based on the intention of Tokyu Fudosan Holdings or a consolidated subsidiary of Tokyu Fudosan Holdings and where the share of investment by undisclosed associations or other investment shares in that entity by the respective company exceeds 50%. |
| 24                                     | Tsubo   | 1 tsubo is approximately 3.305m²  |

\*Please refer to the end of this material for the notes.

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# **Executive Summary**



Distribution for the fiscal period ending July 2018 (FP 30) is forecasted to be 2,650 yen without the reversal of reserve for reduction entry due to the progress of internal growth

#### Period Ended July 2017 (FP 28) Actual

#### **Internal Growth**

- Period-end occupancy rate: 98.3% (+1.2pts)
- Rent increase associated with rent revision

Upward rent revision rate of areas subject to rent revision

(based on area): 56% Increase rate: 4.8%

NOI: 4,631 million yen

Comparison with previous period -137 million ven

Comparison with forecast +18 million yen

#### Finance, etc.

- Interest expenses: Change of -¥53 mn (Average interest rate: 1.21% (-0.07pts))
- LTV based on appraisal value: 38.8% (-1.1pts)
- Acquisition capacity<sup>(Note)</sup>: ¥56,531 mn (+¥6,910 mn)
- Amount of reversal of reserve for reduction entry per unit: ¥240 (comparison with forecast -¥31)

**Distribution: 2,650** yen

Comparison with previous period -96 ven

Same amount as forecast

#### Period Ending January 2018 (FP 29) and Onward Forecast

#### **Internal Growth**

• Enhancing occupancy rate by promoting leasing activities Period end occupancy rate

End of Fiscal Period Ending January 2018 (29th Fiscal Period): 98.3% (+0.0pts) End of Fiscal Period Ending July 2018 (30th Fiscal Period): 99.6% (+1.3pts)

Revenue increased due to the termination of free rent period

End of Fiscal Period Ending January 2018 (29th Fiscal Period): NOI:

4,746 million yen (+114 million yen)

End of Fiscal Period Ending July 2018 (30th Fiscal Period):

4,859 million yen (+113 million yen)

#### Finance, etc.

 Reduction of interest cost through refinancing (Average interest rate)

Fiscal Period Ending January 2018 (29th Fiscal Period): 1.17% (-0.04pts) Fiscal Period Ending July 2018 (30th Fiscal Period): 1.07% (-0.10pts)

Amount of reversal of reserve for reduction entry per unit

Fiscal Period Ending January 2018 (29th Fiscal Period): ¥147 Fiscal Period Ending July 2018 (30th Fiscal Period): — (No reversal)

Fiscal Period Ending January 2018 (29th Fiscal Period):

2,650 ven

**Distribution:** Fiscal Period Ending July 2018 (30th Fiscal Period):

2,650 yen





Revenue decreased from the previous period due to the absence of gain on sales of properties recorded in the previous period but revenue increased from the forecast due to the reduction of expenses, etc.

Unit: million yen

■ Income Statement (P/L) and Distribution per Unit

FP ended Jul 2017 FP ended FP ended Forecast Jan 2017 Changes (FP 28) Item 2017 Actua Changes Actual (FP 28) As of (FP 27) Mar. 16, 2017 Operating Revenues (A) 6,919 7,514 -595 6.911 -54 7 Revenues from Real Estate Operation (B) 6,919 6,973 6,911 6,454 13 6,467 6,480 -12 Rental Revenues Other Rental Revenues 451 493 -42 457 -5 Gain on Sales of Properties 541 -541 Operating Expenses (C) 3,979 3,926 52 3,997 -18 Expenses from Real Estate Operation 3,232 77 3,327 3,310 -16 Expenses (D) 2,287 2,204 82 2,298 -11 -137 (B)-(D) 4,631 4,768 4,612 18 1,015 -3 Depreciation 1,012 1,001 10 Loss from the Removal of Fixed -2 10 26 -15 13 Assets Other Operating Expenses 668 694 -25 670 -1 Investment Management Fee 538 558 -19 537 1 Operating Income (A)-(C)2,940 3,588 -648 2,913 26 2 5 -2 0 Non-Operating Revenues 1 Non-Operating Expenses 586 639 -53 587 -1 Interest Expenses (includes interest of 0 561 614 -53 561 investment corporation bonds) 2,954 -598 2,326 29 Ordinary Income 2,355 Net Income 2,952 -597 2.325 29 2,355 Net Income per Unit (EPS) (¥) 2,409 3,020 -611 2,379 30 Amount Recorded as Reserve for (¥) 273 -273

240

2,650

98.3

4.20

2,746

97.1

4.23

240

-96

1.2pts

-0.03pts

271

2,650

97.7

4.18

-31

0.6pts

0.02pts

■ Breakdown of Major Differences

| <comparison pi<="" td="" with=""><td>revious fiscal period&gt;</td><td></td></comparison> | revious fiscal period>  |                  |  |  |  |  |
|---|---|------------------|--|--|--|--|
| Operating Revenues  | Revenues from Real Estate Operation   | -54 million yen  |  |  |  |  |
|   | Rental Revenues   | -12 million yen  |  |  |  |  |
|   | <ul> <li>Tokyu Saginuma 2 Building (sold in the previous period)</li> </ul> | -59 million yen  |  |  |  |  |
|   | TOKYU REIT Toranomon Building   | -24 million yen  |  |  |  |  |
|   | Akihabara Sanwa Toyo Building   | -13 million yen  |  |  |  |  |
|   | Setagaya Business Square  | +13 million yen  |  |  |  |  |
|   | Tokyu Ikejiri-ohashi Building   | +12 million yen  |  |  |  |  |
|   | Tokyu Ginza 2-chome Building  | +11 million yen  |  |  |  |  |
|   | Other Rental Revenues   | -42 million yen  |  |  |  |  |
|   | <ul> <li>Miscellaneous income (restoration costs, etc.)</li> </ul>          | -35 million yen  |  |  |  |  |
|   | Gain on Sales of Properties   | -541 million yen |  |  |  |  |
|   | Tokyu Saginuma 2 Building<br>(recorded in the previous period)              | -541 million yen |  |  |  |  |
|   | (recorded in the previous period)   | -541 million yen |  |  |  |  |
| Operating Expenses  | Expenses from Real Estate Operation   | +77 million yen  |  |  |  |  |
|   | Expenses  | +82 million yen  |  |  |  |  |
|   | Repair and maintenance costs  | +78 million yen  |  |  |  |  |
|   | Taxes and public dues   | +22 million yen  |  |  |  |  |
|   | Brokerage fee   | -18 million yen  |  |  |  |  |
| <comparison fo<="" td="" with=""><td>precast&gt;</td><td></td></comparison>               | precast>  |                  |  |  |  |  |
| Operating Revenues  | Revenues from Real Estate Operation   | +7 million yen   |  |  |  |  |
|   | Rental Revenues   | +13 million yen  |  |  |  |  |
|   | Other Rental Revenues   | -5 million yen   |  |  |  |  |
|   | Revenues from utility expenses  | -10 million yen  |  |  |  |  |
|   | , , , , , , , , , , , , , , , , , , ,                                       | 10 million yen   |  |  |  |  |
| Operating Expenses  | Expenses from Real Estate Operation   | -16 million yen  |  |  |  |  |
|   | Expenses  | -11 million yen  |  |  |  |  |
|   | Utility expenses  | -14 million yen  |  |  |  |  |
|   | Building management costs   | -12 million yen  |  |  |  |  |
|   | Repair and maintenance  | +15 million yen  |  |  |  |  |
|   |   |                  |  |  |  |  |

(¥)

(¥)

(%)

(%)

Reduction Entry per Unit Amount of Reversal of Reserve

Occupancy Rate

NOI Yield (Note)

for Reduction Entry per Unit Distribution per Unit (DPU)





Distribution per unit for the fiscal period ending July 2018 (FP 30) is forecasted to be 2,650 yen without the reversal of reserve for reduction entry

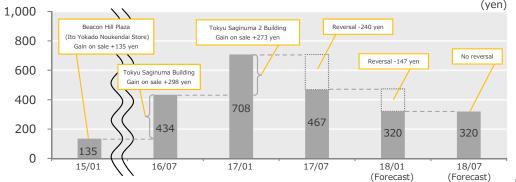
■ Forecast of Income Statement (P/L) and Distribution per Unit ■ Breakdown of Major Differences

|                                       |  |         |   |   |         | Unit: m   | nillion yen |
|---------------------------------------|--|---------|---|---|---------|---|-------------|
| Item                                  |  |         | FP ended<br>Jul 2017<br>Actual<br>(FP 28) | FP ending<br>Jan 2018<br>Forecast<br>(FP 29)<br>As of Sep. 13, 2017 | Changes | FP ending Jul 2018 Forecast (FP 30) As of Sep. 13, 2017 | Changes     |
| Operati                               | ng Revenues  | (A)     | 6,919                                     | 7,022   | 103     | 7,075   | 52          |
| Rev                                   | enues from Real Estate Operation                               | (B)     | 6,919                                     | 7,022   | 103     | 7,075   | 52          |
| F                                     | Rental Revenues  |         | 6,467                                     | 6,549   | 82      | 6,621   | 71          |
| (                                     | Other Rental Revenues  |         | 451                                       | 472   | 21      | 453   | -18         |
| Operati                               | ng Expenses  | (C)     | 3,979                                     | 3,996   | 16      | 3,958   | -37         |
| Exp                                   | enses from Real Estate Operation                               |         | 3,310                                     | 3,308   | -1      | 3,264   | -44         |
| E                                     | Expenses   | (D)     | 2,287                                     | 2,276   | -11     | 2,215   | -60         |
| NOI                                   |  | (B)-(D) | 4,631                                     | 4,746   | 114     | 4,859   | 113         |
| [                                     | Depreciation   |         | 1,012                                     | 1,028   | 16      | 1,043   | 15          |
| Loss from the Removal of Fixed Assets |  |         | 10  | 3   | -6      | 5   | 1           |
| Other Operating Expenses              |  |         | 668                                       | 687   | 18      | 693   | 6           |
| I                                     | nvestment Management Fee                                       |         | 538                                       | 554   | 15      | 565   | 10          |
| Operati                               | ng Income  | (A)-(C) | 2,940                                     | 3,026   | 86      | 3,116   | 90          |
| Non-Op                                | erating Revenues   |         | 2   | 0   | -1      | 0   | 0           |
| Non-Op                                | erating Expenses   |         | 586                                       | 579   | -7      | 526   | -53         |
|                                       | erest Expenses (includes interest nvestment corporation bonds) |         | 561                                       | 550   | -10     | 497   | -53         |
| Ordinar                               | y Income   |         | 2,355                                     | 2,447   | 91      | 2,591   | 144         |
| Net Inc                               | ome  |         | 2,355                                     | 2,446   | 91      | 2,590   | 144         |
|                                       |  |         |   |   |         |   |             |
| on<br>it                              | Net Income per Unit (EPS)                                      | (¥)     | 2,409                                     | 2502  | 93      | 2,650   | 148         |
| Information<br>per Unit               | Amount of Reversal of Reserve for Reduction Entry per Unit     | (¥)     | 240                                       | 147   | -93     | -   | -147        |
| 드                                     | Distribution per Unit (DPU)                                    | (¥)     | 2,650                                     | 2,650   | -       | 2,650   | -           |
| Others                                | Occupancy Rate   | (%)     | 98.3                                      | 98.3  | 0.0pts  | 99.6  | 1.3pts      |
| Ou let's                              | NOI Yield (Note)   | (%)     | 4.20                                      | 4.23  | 0.03pts | 4.41  | 0.18 pts    |

(Note) Based on the average balance of assets during the period (acquisition price)

| <comparison between<="" td=""><td>n FP ending Jan 2018 and FP ending Jul 2017&gt;</td><td></td><td></td></comparison> | n FP ending Jan 2018 and FP ending Jul 2017>  |  |  |
|---|---|--|--|
| Operating Revenues  | Revenues from Real Estate Operation Rental Revenues  • Setagaya Business Square  • Tokyu Bancho Building  • Tokyu Toranomon Building Other Rental Revenues (revenue from utility expenses, etc.)  | +82<br>+63<br>+23<br>-46               | million yen<br>million yen<br>million yen<br>million yen<br>million yen<br>million yen                               |
| Operating Expenses  | Expenses from Real Estate Operation Expenses Repair and maintenance Utility expenses Building management costs  | -11<br>-62<br>+33                      | million yer<br>million yer<br>million yer<br>million yer<br>million yer  |
| <comparison between<="" td=""><td>n FP ending Jul 2018 and FP ending Jan 2018&gt;</td><td></td><td></td></comparison> | n FP ending Jul 2018 and FP ending Jan 2018>  |  |  |
| Operating Revenues  | Revenues from Real Estate Operation Rental Revenues  Setagaya Business Square  TOKYU REIT Kiba Building  Tokyu Ginza 2-chome Building  Tokyu Ikejiri-ohashi Building  QFRONT  Tokyu Toranomon Building  Other Rental Revenues (revenue from utility expenses, etc.) | +71<br>+50<br>+21<br>+16<br>+13<br>+13 | million yen<br>million yen<br>million yen<br>million yen<br>million yen<br>million yen<br>million yen<br>million yen |
| Operating Expenses  | Expenses from Real Estate Operation Expenses Repair and maintenance Utility expenses  | -60<br>-31                             | million yer<br>million yer<br>million yer<br>million yer   |
|   |   |  |  |

■ Change in Balance of Reserve for Reduction Entry per Unit



<sup>\*</sup> Balance of reserve for reduction entry per unit is calculated by dividing the amount derived by adding/subtracting the amount of provision in reserve for reduction entry or reversal of reserve for reduction entry in each period to/from the balance of reserve for reduction entry in each period indicated in the balance sheet by outstanding units

# Change in Results (FP ended Jan 2016 to FP ended Jul 2017)



#### Portfolio quality enhanced due to property replacement and gain on sales was retained as reserve for reduction entry

|   |                                    |  | FP ended July 2016<br>(FP 26)                          |  | FP ended January<br>2017 (FP 27)                       |                                    |                                    |
|---|------------------------------------|--|--|--|--|------------------------------------|------------------------------------|
|   |                                    | Acquisition  | Dispo  | Disposition  |  |                                    |                                    |
|   | End of Jan. 2016<br>(End of FP 25) | Tokyu Bancho Building                                  | Tokyu Saginuma<br>Building                             | TOKYU REIT<br>Hatchobori Building                      | Tokyu Saginuma 2<br>Building                           | End of Jan. 2017<br>(End of FP 27) | End of Jul. 2017<br>(End of FP 28) |
| Number of properties  | 30                                 | +1   | -1   | -1   | -1   | 28                                 | 28                                 |
| Total acquisition price   | 224,810 million yen                | +12,740 million yen                                    | -6,920 million yen                                     | -7,000 million yen                                     | -1,290 million yen                                     | 222,340 million yen                | 222,340 million yen                |
| Transaction price   | -                                  | 12,740 million yen                                     | 8,950 million yen                                      | 5,010 million yen                                      | 1,710 million yen                                      | _                                  | -                                  |
| Gain or loss on sales   | _                                  | _  | +2,349 million yen                                     | -1,841 million yen                                     | +541 million yen                                       | _                                  | _                                  |
| NOI Yield   | 4.4% (Based on acquisition price)  | 3.7%<br>(Based on transaction price)<br>(FP 27 Actual) | 5.7%<br>(Based on transaction price)<br>(FP 25 Actual) | 4.6%<br>(Based on transaction price)<br>(FP 25 Actual) | 5.9%<br>(Based on transaction price)<br>(FP 26 Actual) | 4.2% (Based on acquisition price)  | 4.2% (Based on acquisition price)  |
| (Average) Age   | 20.1 years                         | 4.4 years<br>(As of acquisition in Mar. 2016)          | 37.5 years (As of disposition in Mar. 2016)            | 50.7 years<br>(As of disposition in May 2016)          | 37.2 years (As of disposition in Jan. 2016)            | 18.8 years                         | 19.3 years                         |
|   |                                    |  |  |  |  |                                    |                                    |
| EPS   | 2,630 yen                          | -  | _  | -  | -  | 3,020 yen                          | 2,409 yen                          |
| DPU   | 2,631 yen                          | _  | -  | -  | -  | 2,746 yen                          | 2,650 yen                          |
| Balance of reserve<br>for reduction entry<br>per unit <sup>(Note)</sup> | 135 yen                            | _  | +298 yen   | -  | +273 yen   | 708 yen                            | 467 yen<br>(Reversal: 240 yen)     |

(Note) Balance of reserve for reduction entry per unit is calculated by dividing the amount derived by adding/subtracting the amount of provision in reserve for reduction entry or reversal of reserve for reduction entry in each period indicated in the balance sheet by the number of outstanding units.

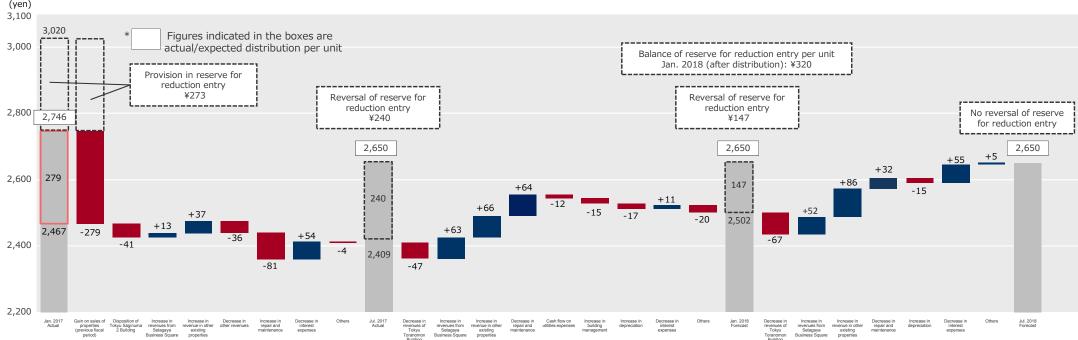
# Variable Factor of Distribution per Unit



reduction entry

Expected to achieve distribution per unit of 2,650 yen without reversal of reserve for reduction entry in the fiscal period ending July 2018

■ Breakdown of Distribution per Unit by Variable Factor (End of FP ended January 2017 to End of FP ending July 2018 )

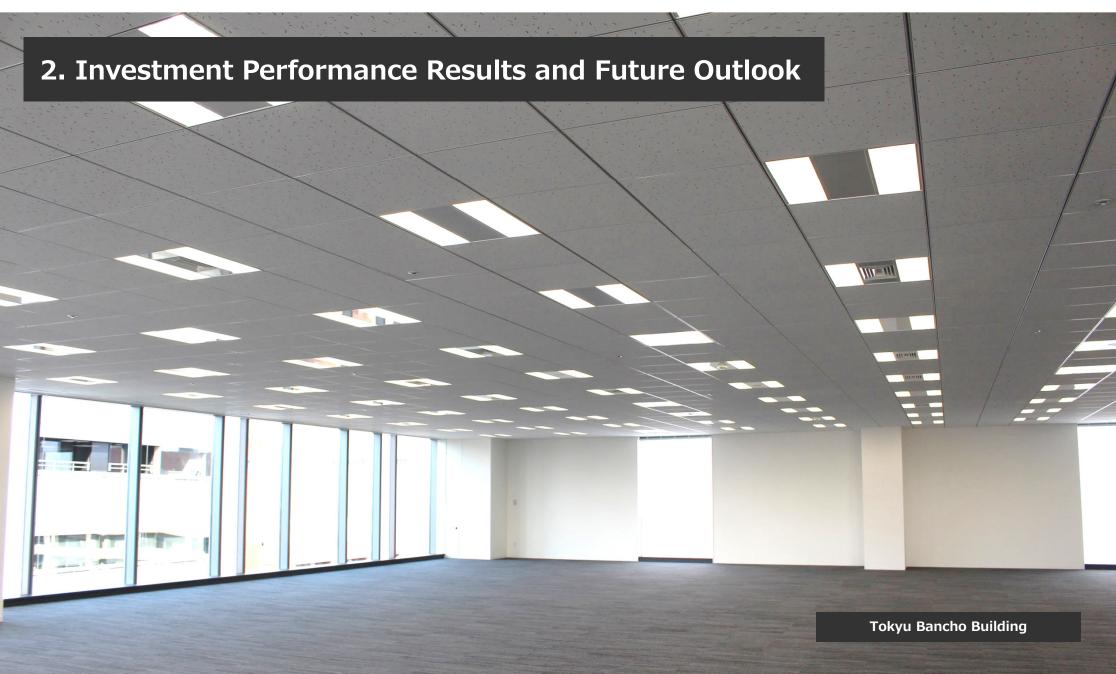


|                             | FP ended Jul. 2017 Actual   | FP ending Jan. 2018 Forecast  | FP ending Jul. 2018 Forecast   |
|-----------------------------|---|---|--|
| Occupancy rate of portfolio | 98.3% (+1.2pts)   | 98.3% (+0.0pts)   | 99.6% (+1.3pts)  |
| Setagaya Business Square    | 95.8% (+14.0pts)  | 99.5% (+3.7pts)   | 99.6% (+0.1pts)  |
| Tokyu Toranomon Building    | 100.0% ( - pts)   | 67.2% (-32.8pts)  | 100.0% (+32.8pts)  |
| NOI                         | 4,631 million yen (-137 million yen)  | 4,746 million yen (+114 million yen)  | 4,859 million yen (+113 million yen)   |
| Average interest            | 1.21% (-0.07pts)  | 1.17% (-0.04pts)  | 1.07% (-0.10pts)   |
| Note                        | Occupancy rate of the overall portfolio will increase due to the recovery of occupancy at Setagaya Business Square but full-fledged profit contribution of occupied sections will be made in the fiscal period ending January 2018 onwards due to the impact of free rent Interest expenses will continue to decrease but revenue will decrease overall due to the impact of the sales of Tokyu Saginuma 2 Building | <ul> <li>4 floors were vacated by large tenants and 1 floor was occupied due to the expansion of floor area during the period at Tokyu Toranomon Building</li> <li>The overall revenue is expected to increase due to the move-in of tenants and termination of free rent period at Setagaya Business Square and the impact of upward rent revision at other existing properties</li> </ul> | <ul> <li>The vacant section (3 floors) at Tokyu Toranomon Building is expected to be occupied in the fiscal period ending July 2018 but profit contribution is likely to be made in the fiscal period ending January 2019 onwards</li> <li>Setagaya Business Square made full-period profit contribution</li> <li>Revenue is expected to increase overall due to the termination of free rent period and decrease in interest expenses at other existing properties</li> <li>Distribution is expected to be 2,650 yen without reversal of</li> </ul> |

<sup>\*</sup> Figures in parenthesis are comparison with previous fiscal period Prepared on September 13, 2017

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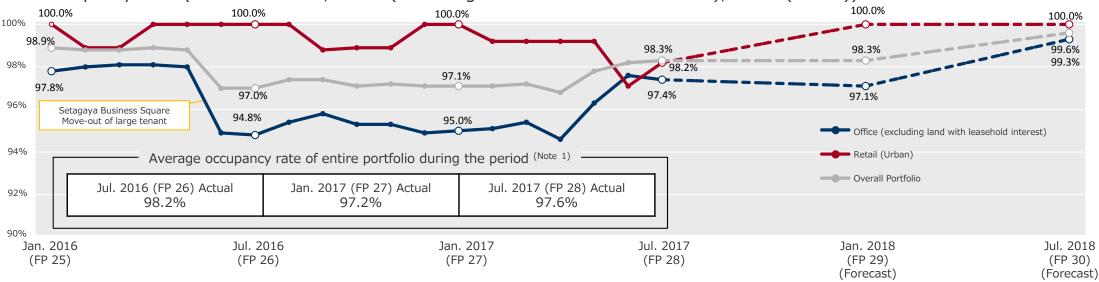


# Portfolio Occupancy Status

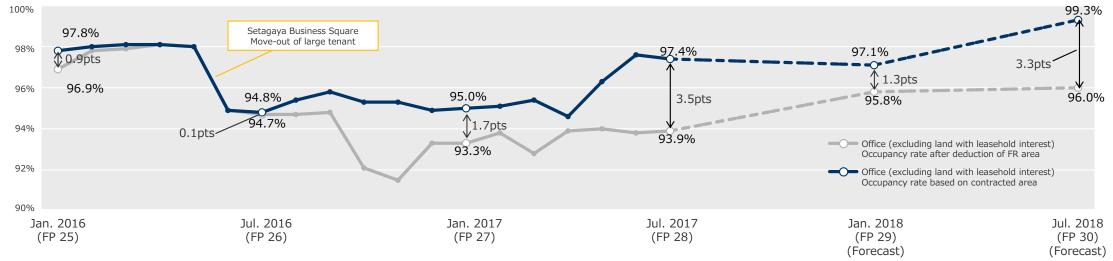


#### Period-end occupancy rate of overall portfolio is expected to increase.

Occupancy Rate (Overall Portfolio, Office (excluding land with leasehold interest), Retail (Urban))



Occupancy Rate of Office (excluding land with leasehold interest)
 (occupancy rate based on contracted area, occupancy rate after deduction of free rent (FR) area (Note 2)



(Note 1) Average occupancy rate of entire portfolio during the period is a simple average of the month-end occupancy rate of the overall portfolio in each period.

(Note 2) Occupancy rate after deduction of FR area are the figures gained after dividing the leased area calculated by deducting the FR target area from contract-based operating area as of the end of each period by the leasable area.

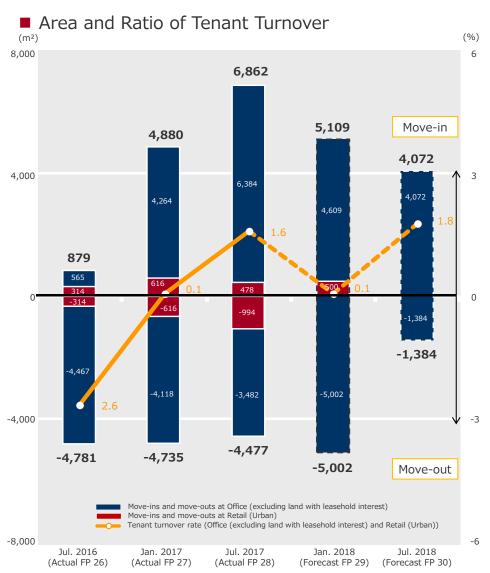
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# Results and Forecasts of Move-ins and Move-outs of Tenants TOKYU REIT



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#### A trend which the occupied area exceeds the vacated area continued in the fiscal period ended January 2017 (FP 27) onwards



<sup>\*</sup> Tenant turnover rate (Office (excluding land with leasehold interest) and Retail (Urban)) = (Occupied area - vacated area) /Total leasable area (Office (excluding land with leasehold interest) and Retail (Urban))

#### Status of Tenant Turnover

|                                  | тепапі п                                      |  | Ending lan 2010                         | Ending Jul 2010                         |  |
|----------------------------------|---|--|---|---|--|
| Name of Property                 |   | Ended Jul. 2017<br>(FP 28)<br>Actual           | Ending Jan. 2018<br>(FP 29)<br>Forecast | Ending Jul. 2018<br>(FP 30)<br>Forecast | Remark   |
| Retail Properties                |   |  |   |   |  |
|                                  | Move-ins                                      | 191.01 m <sup>2</sup>                          |   |   | Conducted construction work to connect the   |
|                                  | Move-outs                                     | 207.08 m <sup>2</sup>                          | -                                       | -                                       | property with SHIBUYA CAST developed by  |
| cocoti                           | Area of vacant rooms<br>as of the end of      | _  | _                                       | _                                       | the sponsor, etc. at the adjacent land (April  |
|                                  | period<br>Occupancy rate as of                |  |   |   | 2017)  |
|                                  | the end of period                             | 100.0%   | 100.0%                                  | 100.0%                                  |  |
|                                  | Move-ins<br>Move-outs                         | 287.18 m <sup>2</sup><br>287.15 m <sup>2</sup> | -                                       | -                                       | • 1 section was vacated in the 28th Period   |
| CONZE Ebisu                      | Area of vacant rooms                          | 207.13 111-                                    |   |   | <ul> <li>The vacated section was occupied by a<br/>restaurant during the period with a downtime</li> </ul>         |
| CONZE EDISU                      | as of the end of period                       | -  | -                                       | -                                       | of one month   |
|                                  | Occupancy rate as of<br>the end of period     | 100.0%   | 100.0%                                  | 100.0%                                  |  |
|                                  | Move-ins                                      | -  | 500.59 m <sup>2</sup>                   |   | • 1 section was vacated in the 28th Period   |
|                                  | Move-outs                                     | 500.59 m <sup>2</sup>                          | -                                       | -                                       | • The vacated section was occupied by the  |
| KALEIDO Shibuya<br>Miyamasuzaka  | Area of vacant rooms<br>as of the end of      | 500.59 m <sup>2</sup>                          | -                                       | -                                       | succeeding tenant at the beginning of the<br>29th Period   |
| ,                                | period<br>Occupancy rate as of                | 85.3%  | 100.0%                                  | 100.0%                                  | 25th Ferrod  |
| 000.                             | the end of period                             | 03.370   | 100.0%                                  | 100.0%                                  |  |
| Office                           | M   |  |   |   |  |
|                                  | Move-ins                                      | 4,117.44 m²                                    | 935.43 m <sup>2</sup>                   | 1,018.76 m <sup>2</sup>                 | <ul> <li>Occupancy rate is expected to recover<br/>significantly in the 28th Period onwards (refe</li> </ul>       |
| Setagaya Business                | Move-outs Area of vacant rooms                | 672.92 m <sup>2</sup>                          | -                                       | 1,004.20 m <sup>2</sup>                 | to p.15 for details)   |
| Square                           | as of the end of period                       | 1,051.21 m <sup>2</sup>                        | 115.77 m²                               | 101.21 m <sup>2</sup>                   | <ul> <li>The 2 sections scheduled to be vacated in the<br/>30th Period are expected to be occupied in</li> </ul>   |
|                                  | Occupancy rate as of the end of period        | 95.8%  | 99.5%                                   | 99.6%                                   | the same period  |
|                                  | Move-ins                                      | 1,184.63 m <sup>2</sup>                        | 1,184.63 m <sup>2</sup>                 | 99.64 m²                                | • 2 sections were vacated in the 28th Period   |
|                                  | Move-outs                                     | 2,369.26 m <sup>2</sup>                        | -                                       | 380.73 m <sup>2</sup>                   | • 1 section was occupied with no downtime  |
| TOKYU REIT<br>Toranomon Building | Area of vacant rooms<br>as of the end of      | 1,184.63 m <sup>2</sup>                        | -                                       | 281.09 m <sup>2</sup>                   | during the period due to the expansion of<br>floor area  |
|                                  | period Occupancy rate as of                   | 88.4%  | 100.0%                                  | 97.3%                                   | <ul> <li>The remaining section was also occupied in<br/>the 29th Period</li> </ul>                                 |
|                                  | the end of period<br>Move-ins                 |  | 1,064.53 m <sup>2</sup>                 |   | • 1 section was vacated at the beginning of the  |
|                                  | Move-outs                                     | -  | 1,064.53 m <sup>2</sup>                 | -                                       | 29th Period  |
| Tokyu                            | Area of vacant rooms                          |  | _,                                      |   | The vacated section was occupied due to the  |
| Ikejiri-ohashi Building          | as of the end of<br>period                    | -  | -                                       | -                                       | expansion of floor area with a downtime of<br>two weeks  |
|                                  | Occupancy rate as of<br>the end of period     | 100.0%   | 100.0%                                  | 100.0%                                  |  |
|                                  | Move-ins                                      | -  | 440.25 m <sup>2</sup>                   |   | • 1 section was vacated in the 28th Period   |
|                                  | Move-outs                                     | 440.25 m <sup>2</sup>                          | -                                       | -                                       | The vacated section was occupied at the  |
| TOKYU REIT<br>Shinjuku Building  | Area of vacant rooms<br>as of the end of      | 440.25 m²                                      |   |   | beginning of the 29th Period due to the<br>expansion of floor area with a downtime of                              |
| Similaria Bananig                | period<br>Occupancy rate as of                |  |   |   | one month  |
|                                  | the end of period                             | 92.9%  | 100.0%                                  | 100.0%                                  |  |
|                                  | Move-ins                                      | 511.65 m <sup>2</sup>                          |   | _                                       | Conducted renewal work in common areas   |
| Akihabara Sanwa Toyo             | Move-outs                                     | -  |   |   | <ul> <li>The vacant section was occupied by an IT<br/>company in the 28th Period</li> </ul>                        |
| Building                         | Area of vacant rooms<br>as of the end of      | -  | -                                       | -                                       | zz, in the zour toron  |
|                                  | period<br>Occupancy rate as of                | 100.00/  | 100.00/                                 | 100.00/                                 |  |
|                                  | the end of period                             | 100.0%   | 100.0%                                  | 100.0%                                  |  |
|                                  | Move-ins                                      | -  | 984.55 m <sup>2</sup>                   | 2,953.65 m <sup>2</sup>                 | <ul> <li>4 sections are expected to be vacated and 1<br/>section is expected to be occupied in the 29th</li> </ul> |
| Tokyu                            | Move-outs<br>Area of vacant rooms             |  | 3,938.20 m <sup>2</sup>                 | -                                       | Period   |
| Toranomon Building               | as of the end of period                       | -  | 2,953.65 m <sup>2</sup>                 | -                                       | <ul> <li>The other 3 sections are expected to be<br/>occupied in the 30th Period</li> </ul>                        |
|                                  | Occupancy rate as of<br>the end of period     | 100.0%   | 67.2%                                   | 100.0%                                  | occupied in the Souri Chou   |
|                                  | Move-ins                                      | 564.69 m <sup>2</sup>                          |   |   | • The 2 adjacent sections that were vacant in  |
|                                  | Move-outs                                     | -  | -                                       | -                                       | the 28th Period were occupied by a new   |
| Tokyu Bancho Building            | Area of vacant rooms<br>as of the end of      | _  | _                                       | _                                       | tenant after being integrated into one section<br>by eliminating the partition wall                                |
|                                  | period Occupancy rate as of the end of period | 100.0%   | 100.0%                                  | 100.0%                                  |  |
|                                  | the end of period                             | 100.0%   | 100.0%                                  | 100.0%                                  |  |

<sup>\*</sup> Figures for Setagaya Business Square are the values after conversion with the 55% coownership interest.

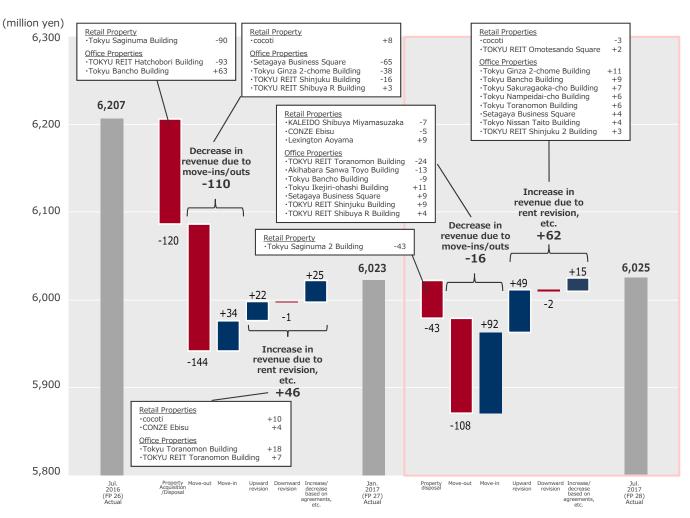
<sup>\*</sup> Figures for Tokyu Bancho Building are the values after conversion with 49% quasi-coownership interest of the 95.1% compartmentalized ownership interest of the trust beneficiary interest.

### Rental Revenue Results



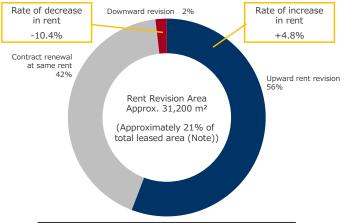
While there was an impact of property disposition and move-out of tenants, revenue increased overall due to the progress of leasing activities and upward rent revision, etc.

■ Breakdown of Increase/Decrease in Rental Revenues (Period Ended Jan. 2017 (FP 27), Period Ended Jul. 2017 (FP 28))



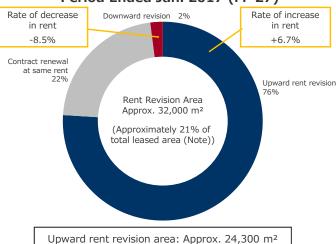
Rent Revision Trends (Retail (Urban) and Office)





#### Period Ended Jan. 2017 (FP 27)

Upward rent revision area: Approx. 17,400 m<sup>2</sup>



(Note) Total leased area of Retail (Urban) and Office

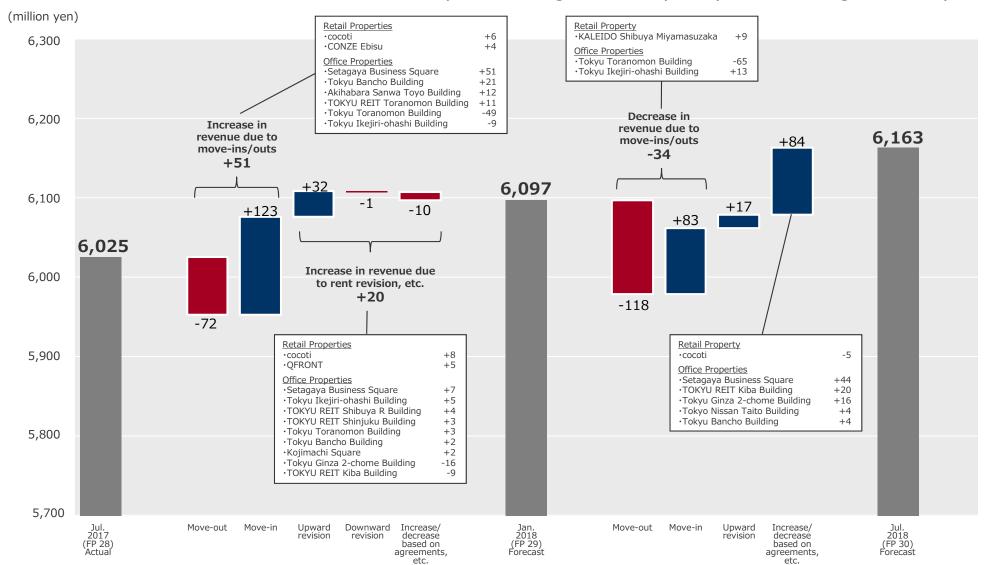
## Rental Revenue Outlook



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#### An increase trend in revenue will continue in the fiscal period ending January 2018 (FP 29) onwards

■ Breakdown of Increase/Decrease in Rental Revenues (Period Ending Jan. 2018 (FP 29), Period Ending Jul. 2018 (FP 30))



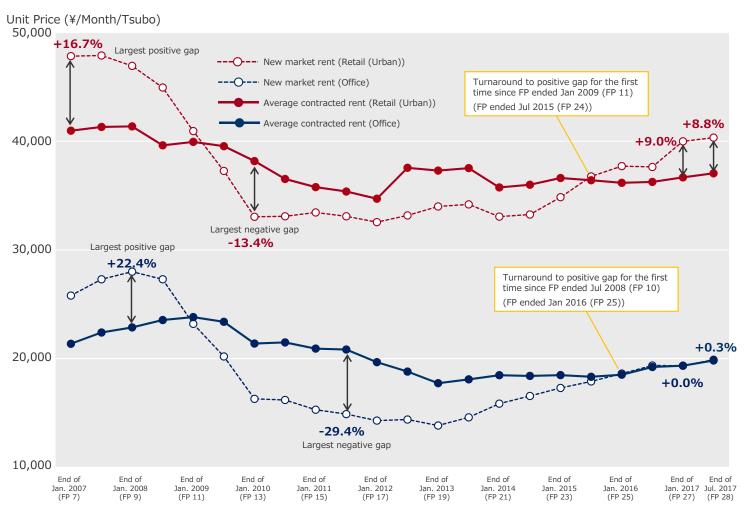
# Rent Gap and Percentage of Tenants Facing Rent Revision



#### Positive gap continues for rent gap. Will aim for upward rent revisions at the timing of rent revisions

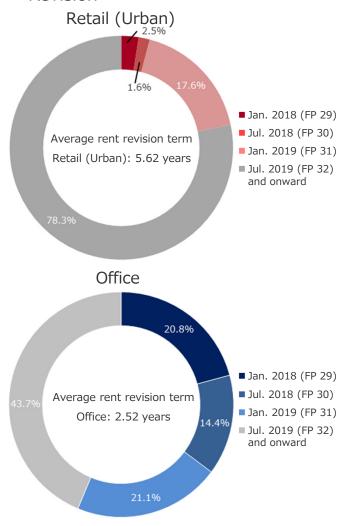
Change in Rent Gap

<Rate of Gap between Average Contracted Rent and New Market Rent>



- st In calculating the average contracted rent, vacant spaces have not been factored in.
- \* Both the average contracted rent and new market rent include common area charges (excludes income from parking, warehousing and billboards).
- \* (Office) OKI System Center (land with leasehold interest) is excluded. New market rent is the mean value of rents appraised by CBRE for individual properties.
- \* Retail (Urban) new market rent is prepared by Tokyu REIM based on various reports and other materials.

Percentage of Tenants Facing Rent Revision



- \* Percentage calculated by dividing rent for tenants facing rent revision by total rent by asset class.
- \* Average rent revision term is calculated by weighted average of monthly rent at the end of FP 28.
- \* Rent includes common area charges (excludes income from parking, warehousing and billboards).

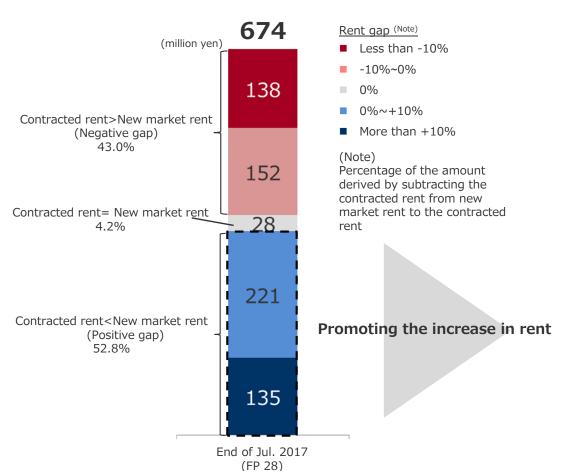
# Breakdown of Office Rent Gap



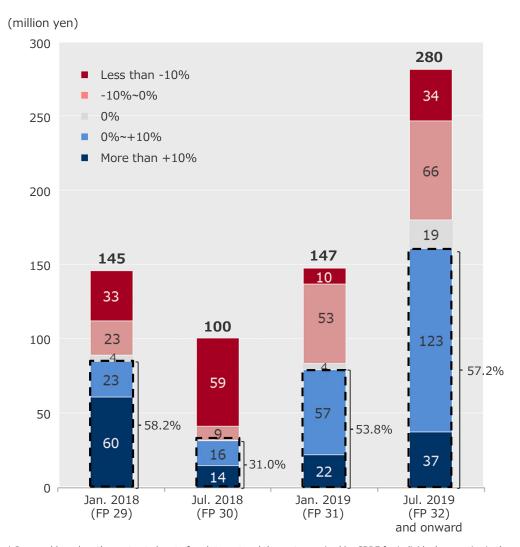
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#### Continue to aim for rent increase centering on tenants with positive gap

- Breakdown of Office Rent Gap (based on monthly rent)
  - The contracted rent of office buildings owned by Tokyo REIT as of the end of the fiscal period ended July 2017 (FP 28) recorded an overall positive gap of 0.3% compared with the new market rent (refer to p.13)



■ Status of Rent Gap by Renewal Period (based on monthly rent)



<sup>\*</sup> Excludes OKI System Center (land with leasehold interest).

<sup>\*</sup> Rent includes common area charges (excludes income from parking, warehousing and billboards).

 $<sup>\</sup>ensuremath{^{*}}$  New market rent is the rent appraised by CBRE for individual properties.

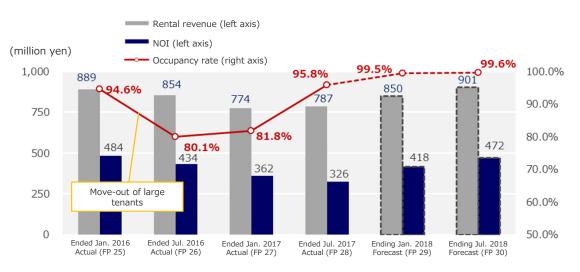
<sup>\*</sup> Prepared based on the contracted rent of each tenant and the rent appraised by CBRE for individual properties in the fiscal period ended July 2017 (FP 28) in office buildings owned at the end of the fiscal period ended July 2017 (FP 28)

# Status of Setagaya Business Square



#### Occupancy improved significantly due to the progress of leasing activities of vacated sections

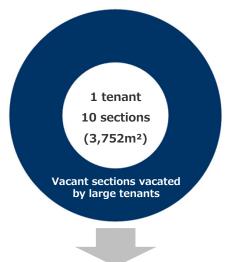
■ Results and Forecast of Occupancy Rate, Rental Revenue and NOI



 Diversifying Tenants in Sections Vacated by Large Tenants



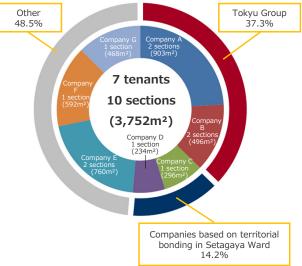
End of Period Ended Jul. 2016 (FP 26)



#### Actual and Forecasts of Move-in/Move-outs (excluding warehouse)

| Area         |                              | FP 25 (ended Jan. 2016)<br>Actual | FP 26 (ended Jul. 2016)<br>Actual | FP 27 (ended Jan. 2017)<br>Actual | FP 28 (ended Jul. 2017)<br>Actual | FP 29 (ending Jan. 2018)<br>Forecast | FP 30 (ending July 2018)<br>Forecast |
|--------------|------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|--------------------------------------|--------------------------------------|
|              | Move-ins                     | 1 section (639m²)                 | 2 sections (476m²)                | 3 sections (1,223m²)              | 6 sections (2,088m²)              | 2 sections (935m²)                   | 3 sections (1,018m²)                 |
| Tower        | Move-outs                    | 2 sections (495m²)                | 3 sections (1,500m²)              | 4 sections (1,818m²)              | 4 sections (627m²)                | -                                    | 2 sections (1,004m²)                 |
|              | Vacant sections at end of FP | 3 sections (791m²)                | 4 sections (1,816m²)              | 5 sections (2,410m²)              | 3 sections (949m²)                | 1 section (14m²)                     | -                                    |
|              | Move-ins                     | -                                 | -                                 | -                                 | 4 sections (1,400m²)              | -                                    | -                                    |
| Hills 1      | Move-outs                    | -                                 | 4 sections (1,400m²)              | -                                 | -                                 | -                                    | -                                    |
|              | Vacant sections at end of FP | -                                 | 4 sections (1,400m²)              | 4 sections (1,400m²)              | -                                 | -                                    | -                                    |
|              | Move-ins                     | -                                 | -                                 | 1 section (20m²)                  | 3 sections (65m²)                 | -                                    | -                                    |
| Hills 2      | Move-outs                    | -                                 | -                                 | 2 sections (40m²)                 | 2 sections (44m²)                 | -                                    | -                                    |
|              | Vacant sections at end of FP | -                                 | -                                 | 1 section (20m²)                  | -                                 | -                                    | -                                    |
|              | Move-ins                     | -                                 | -                                 | 3 sections (1,037m²)              | 2 sections (560m²)                | -                                    | -                                    |
| Hills<br>3/4 | Move-outs                    | -                                 | 4 sections (1,176m²)              | -                                 | -                                 | -                                    | -                                    |
|              | Vacant sections at end of FP | 1 section (420m²)                 | 5 sections (1,597m²)              | 2 sections (560m²)                | -                                 | -                                    | -                                    |
|              | Move-ins                     | 1 section (639m²)                 | 2 sections (476m²)                | 7 sections (2,281m²)              | 15 sections (4,114m²)             | 2 sections (935m²)                   | 3 sections (1,018m²)                 |
| Overall      | Move-outs                    | 2 sections (495m²)                | 11 sections (4,077m²)             | 6 sections (1,858m²)              | 6 sections (672m²)                | -                                    | 2 sections (1,004m²)                 |
|              | Vacant sections at end of FP | 4 sections (1,212m²)              | 13 sections (4,813m²)             | 12 sections (4,391m²)             | 3 sections (949m²)                | 1 section (14m²)                     | -                                    |

#### End of Period Ended Jul. 2017 (FP 28)



<sup>\*</sup> Respective figure on amount of money and areas indicate value calculated as 55%, the co-ownership ratio of Tokyu REIT Prepared on September 13, 2017

# External Growth Policy



Aiming to expand the acquisition opportunity of prime properties by changing the investment policy while maintaining the stance of selective investment

■ Investment Environment Decisions

#### <Player>

- Funds scheduled to be used for real estate investment across the world remain at a high level
- Capital inflow into Japanese real estate with relatively large yield gap
- Many players centering on funds, etc. exist

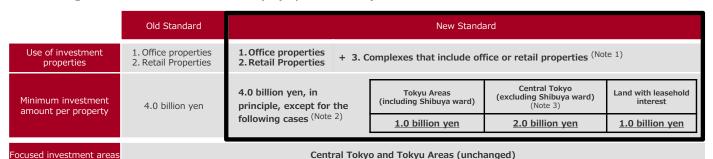


#### <Cap rate level>

- · There was an extremely small supply of investment-grade properties and prime properties in central Tokyo with high scarcity decreased to the lower end of around the 2% range
- <Market rent level>
- · Forecasted to continue increasing gradually for the meanwhile, peak out with the mass supply in 2018 to 2020 and decrease gradually after that

Conducting selective investment in properties in prime locations and offering prospect of medium-to long-term stability in cash flow by eyeing the future peak out of the real estate market

■ Change in Investment Policy (April 2017)



(Note 1) When a hotel is included in the complex, the hotel portion shall, in principle, meet the following criteria.

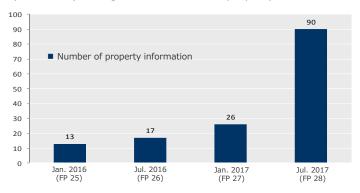
- 1. A lease agreement which can reduce business/operational risks of the hotel (e.g. fixed rent + sales-linked rent, etc.) shall be concluded
- 2. The tenant (the body operating the hotel) shall be Tokyu Corporation and its subsidiaries or shall possess operational skills equal to those of Tokyu Corporation and its subsidiaries.

(Note 2) The portfolio shall maintain 80% or higher ratio of properties with the investment amount per property of 4billion yen or larger. (Note 3) Chiyoda, Chuo, Minato and Shinjuku wards, and other major commercial districts of Tokyo.

#### Image of the Targeted Use Composition



(Reference) Change in the number of property information



#### Image of Complex A

- Property owned and developed by the sponsor in the Tokyo Central 5 Wards and Tokvu Areas
- Investment amount: 4.0 billion ven or larger

#### Image of Complex B

- Complex that includes residence and retail properties located in the Tokyu Area (Conducted selective investment by assessing the composition of use in accordance with the characteristics of each area)
- Investment amount: Around 1.0 billion to 4.0 billion ven

# Status of Appraisal Value at the End of Fiscal Period



#### Unrealized gains of the entire portfolio increased by 7.2 billion yen mainly due to the decrease of cap rate

Appraisal Value at the End of Period

|                                  | End of Jul. 2017<br>(FP 28) | End of Jan. 2017<br>(FP 27) | Change           |
|----------------------------------|-----------------------------|-----------------------------|------------------|
| Number of Properties             | 28 Properties               | 28 Properties               | -                |
| Appraisal value                  | 252.2 billion yen           | 245.2 billion yen           | +7.0 billion yen |
| Book value                       | 210.0 billion yen           | 210.1 billion yen           | -0.1 billion yen |
| Unrealized gains                 | 42.2 billion yen            | 35.0 billion yen            | +7.2 billion yen |
| Unrealized gains over book value | 20.1%                       | 16.7%                       | +3.4pts          |
| Cap Rate                         | 3.74%                       | 3.84%                       | -0.10pts         |

 Changes in Each Property (Comparison with Previous Fiscal Period)

#### <Cap Rate>

| <appraisal< th=""><th>Value&gt;</th></appraisal<> | Value> |
|---|--------|
|   |        |

| (Number    | of | Properties) |
|------------|----|-------------|
| (IVGITIDCI | O1 | 1 Toper des |

|           | End of Jul.<br>2017<br>(FP 28) | End of<br>Jan. 2017<br>(FP 27) |
|-----------|--------------------------------|--------------------------------|
| Decrease  | 26                             | 25                             |
| Unchanged | 2                              | 3                              |
| Increase  | 0                              | 0                              |

| (Num        | nber of Properties) |
|-------------|---------------------|
| End of Jul. | End of              |

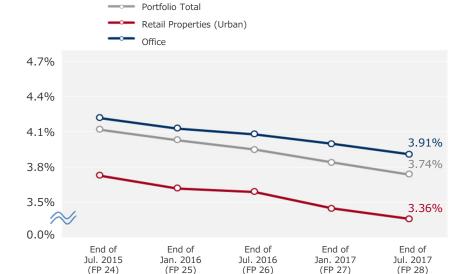
|           | End of Jul.<br>2017<br>(FP 28) | End of<br>Jan. 2017<br>(FP 27) |
|-----------|--------------------------------|--------------------------------|
| Increase  | 26                             | 23                             |
| Unchanged | 2                              | 3                              |
| Decrease  | 0                              | 2                              |

 $<sup>^{</sup>st}$  Please refer to page 32 for details of appraisal value of each property at the end of fiscal period

#### Changes in Appraisal Value at the End of Fiscal Period, Book Value and Ratio of Unrealized Gains



#### Changes in Cap Rate



# **Interest-Bearing Debt Status**



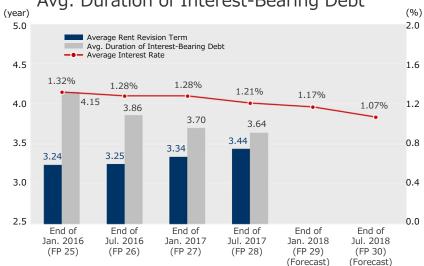
#### Average interest continued to decrease due to refinancing

Major Financial Indices

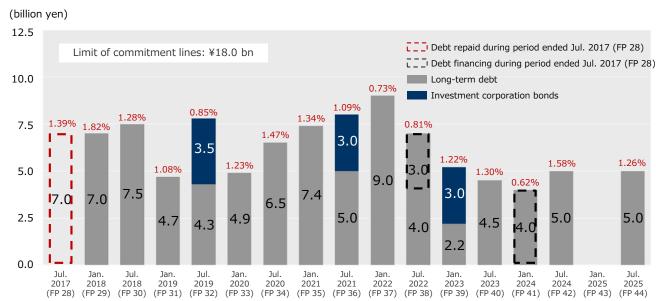
|                              | End of<br>Jul. 2017<br>(FP 28) | End of<br>Jan. 2017<br>(FP 27) | Change           |
|------------------------------|--------------------------------|--------------------------------|------------------|
| Total Interest-Bearing Debt  | 93.5 billion yen               | 93.5 billion yen               | -                |
| Average Interest Rate        | 1.21%                          | 1.28%                          | -0.07pts         |
| Avg. Duration                | 3.64 years                     | 3.70 years                     | -0.06 years      |
| Long-Term Fixed-Rate Ratio   | 100%                           | 100%                           | -                |
| LTV / Total Assets           | 42.6%                          | 42.5%                          | +0.1pts          |
| LTV based on appraisal value | 38.8%                          | 39.9%                          | -1.1pts          |
| Acquisition Capacity (Note)  | 56.5 billion yen               | 49.6 billion yen               | +6.9 billion yen |

(Note) Assumed LTV based on appraisal value to be 50%

Average Rent Revision Term and Avg. Duration of Interest-Bearing Debt



■ Breakdown by Repayment/Redemption Dates of Interest-Bearing Debt (as of End of Jul. 2017 (FP 28))



Refinancing made during the FP 28 (ended Jul. 2017)

- Sumitomo Mitsui Trust Bank ¥4.0 bn (6 years; 1.48%) ⇒ ¥3.0 bn (5 years; 0.56%), ¥1.0 bn (6.5 years; 0.62%)
- $42.0 \text{ bn } (6 \text{ years}; 1.45\%) \Rightarrow 42.0 \text{ bn } (6.5 \text{ years}; 0.62\%)$ · Mizuho Bank
- · The Norinchukin Bank  $\pm 1.0 \text{ bn } (5 \text{ years}; 0.94\%) \Rightarrow \pm 1.0 \text{ bn } (6.5 \text{ years}; 0.64\%)$

Borrowings to be due during FP 29 ending Jan. 2018

•Development Bank of Japan ¥5.0 bn (12 years; 1.95%)

 Nippon Life Insurance ¥2.0 bn (6.5 years: 1.50%)

Borrowings to be due during FP 30 ending Jul. 2018

•Bank of Tokyo-Mitsubishi UFJ ¥5.0 bn (6.5 years; 1.41%)

•Mitsubishi UFJ Trust and Banking ¥0.5 bn (5 years: 1.08%)

Dai-Ichi Life Insurance

¥2.0 bn (5 years: 0.99%)

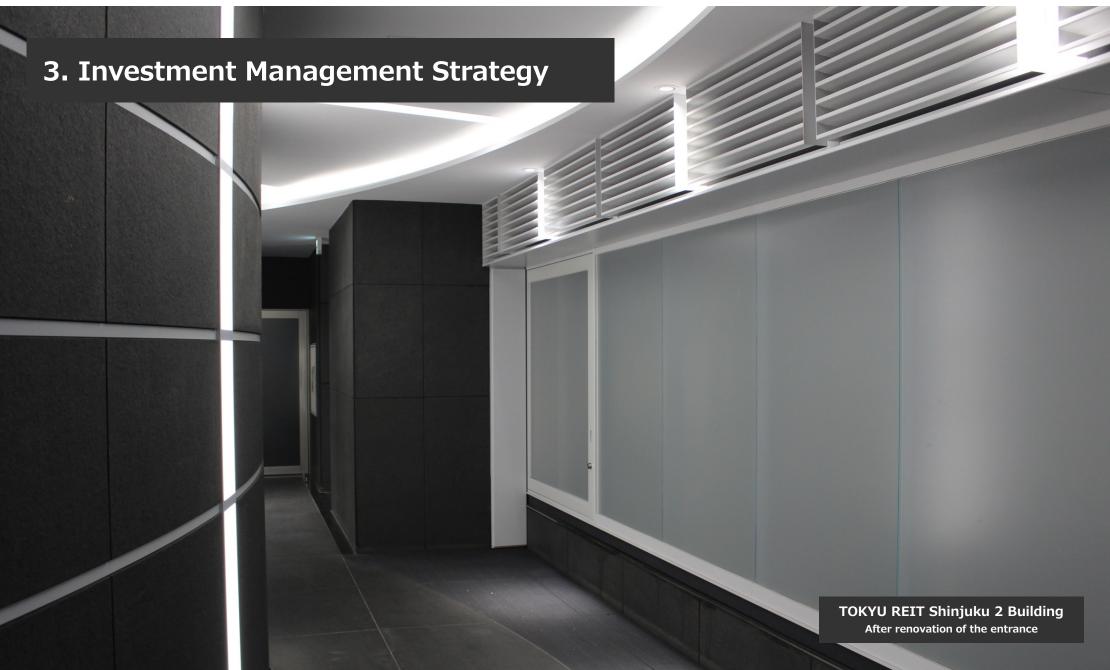
#### Rating

| JCR | Long-Term: AA- (Stable)                  |
|-----|--|
| R&I | A+ (Stable)                              |
| S&P | Long-Term: A (Stable)<br>Short-Term: A–1 |

#### ■ TOKYU REIT's Debt Management Policy

- · High long-term debt ratio that do not depend on short-term debt
- · Control each period's repayment amount by long average duration of interest-bearing debt
- · Control issuance of investment corporation bonds by focusing on highlystable indirect finance
- Secure transparency of effective interest rate level by not applying financing fee





# **Investment Policy**



#### Investment in "Highly Competitive Properties" in "Areas with Strong Growth Potential"

- Areas with Strong Growth Potential
  - Investment limited to the Tokyo Metropolitan Area
  - Concentrated Investment in Tokyo's central 5 wards where office demand concentrates and in areas along Tokyu rail lines where the population continues to be on an upward trend (over 85% of investments are conducted in these areas)

|   | Investment areas | Holding ratio                         |
|---|------------------|---------------------------------------|
| Focused investment areas Tokyo Central 5 Wards Tokyu Areas  |                  | 85% or more                           |
|   |                  | (As of End of Jul 2017 :93% (Note 1)) |
| Tokyo Metropolitan Area centering on Tokyo, Kanagawa, Saitama and Chiba Prefectures excluding Tokyo Central 5 Wards and Tokyu Areas |                  | 15% or lower                          |

Change in Population in Three Major Metropolitan Areas (cumulative total for past 10 years) (Note 2)

#### Tokyo Metropolitan Area +1,090,311

Osaka Metropolitan Area -77,610

Nagoya Metropolitan Area +20,524

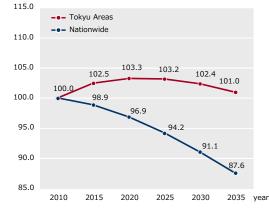
(Note 1) Based on acquisition price

(Note 2) Source: Population Movement Report from Basic Resident Register, Ministry of Internal Affairs and Communications.

(Note 3) Prepared by Tokyu Corporation based on the 2013 National Institute of Population and Social Security Research's data by municipalities.

(Note 4) The investment policy was changed at the general Meeting of Unitholders held on April 21, 2017.

Population Forecasts for Tokyu Areas (Year 2010 = 100)<sup>(Note 3)</sup>



- Highly Competitive Properties (Note 4)
  - Focus on location

Offices are primarily located within a seven-minute walk from the nearest station

(The ratio of properties within 3-minute walk from station is 77% (as of End of Jul 2017 (Note 1)))

For retail properties, various surveys and analysis in many aspects including purchasing power potential of the trade zone, growth potential, compatibility of tenants with the trade zone, and status of competition are conducted

- Use of target properties
  - 1. Office properties
- 2. Retail properties
- 3. Complexes that include office or retail properties (Note 5)
- Minimum investment amount per property
- 4 billion yen, in principle, except for the following cases (Note 6)

| Tokyu Areas              | Tokyo's central 5 wards                      | Land with leasehold |
|--------------------------|--|---------------------|
| (including Shibuya Ward) | (excluding Shibuya Ward) <sup>(Note 7)</sup> | interest            |
| 1.0 billion yen          | 2.0 billion yen                              | 1.0 billion yen     |

#### · Earthquake resistance

Control earthquake risks due to investment limited to regions through portfolio PML (at 10% or lower)

#### < Total return orientation >

In addition to income gains of each period, also focus on future property value (terminal value) stability and liquidity

- (Note 5) When a hotel is included in the complex, the hotel portion shall, in principle, meet the following criteria.
  - 1. A lease agreement which can reduce business/operational risks of the hotel (e.g. fixed rent + sales-linked rent, etc.) shall be concluded.
  - 2. The tenant (the body operating the hotel) shall be Tokyu Corporation and its subsidiaries or shall possess operational skills equal to those of Tokyu Corporation and its subsidiaries.
- (Note 6) The portfolio shall maintain 80% or higher ratio of properties with the investment amount per property of 4 billion yen or larger.
- (Note 7) Chiyoda, Chuo, Minato and Shinjuku wards, and other major commercial and retail districts of Tokyo.

# **Sponsor Collaboration**



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#### Aim for stable growth through sponsor collaboration.

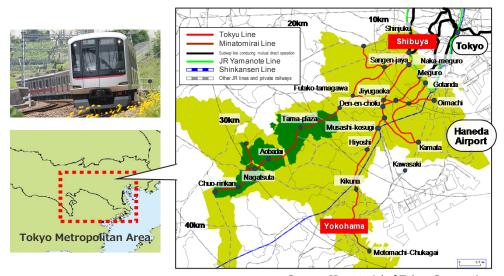
Outline of Sponsor (Tokyu Corporation)

With Shibuya as its base, it develops the railway businesses on 8 lines with a total length of 104.9km in the southwestern part of Tokyo and Kanagawa Metropolitan Areas and is used by 3.138 million people per day (second largest number of users following Tokyo Metro among major private railways)

The population of the Tokyu Areas (17 cities and wards) where Tokyu rail lines pass through is approximately 5.34 million people. Tokyu Corporation develops and owns many rental properties mainly in the Tokyu Areas and develops business in various fields that are closely related to daily living

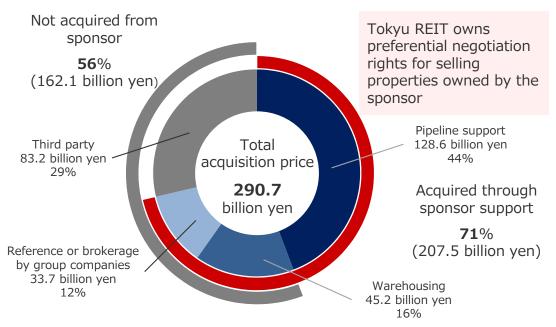
Tokyu REIT sets Tokyu Areas where synergistic effects with sponsors are expected as concentrated investment areas

#### < Tokyu Lines Route Map and Tokyu Areas >

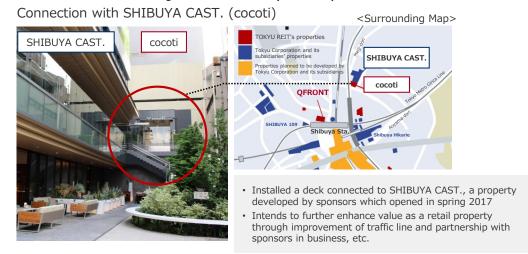


Source: IR material of Tokyu Corporation

#### ■ Status of Pipeline Support



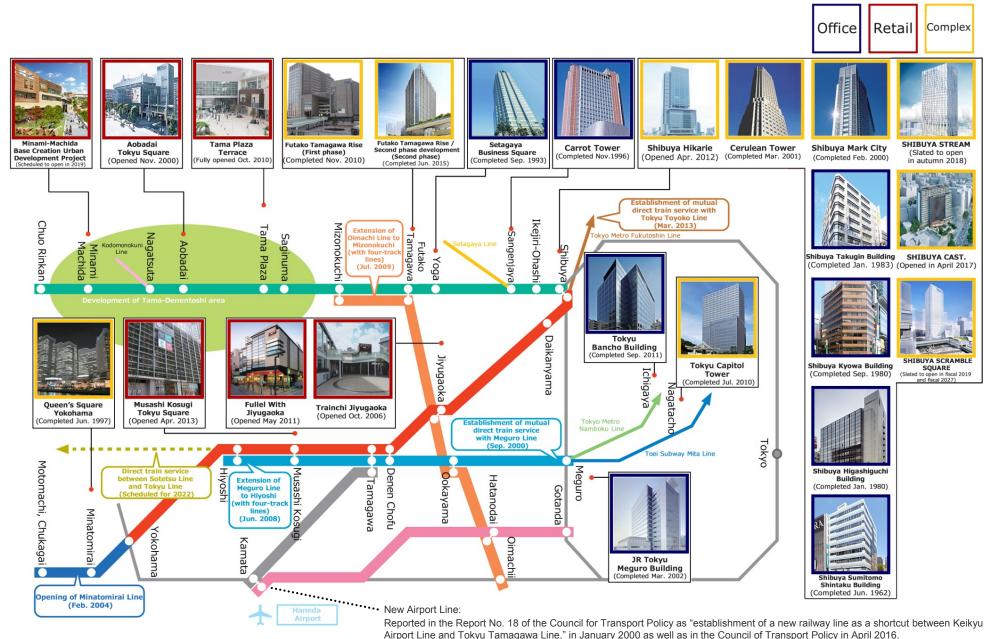
■ Collaboration Project with Tokyu Corporation



# Major Properties Owned by Tokyu Corporation



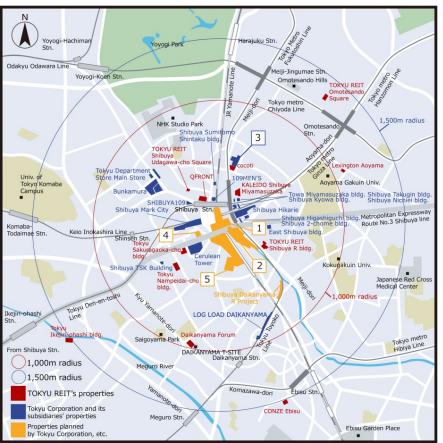
Tokyu Corporation owns and develops many rental properties along its railway lines.



# Status of Redevelopment around Shibuya Station



#### Redevelopments underway mainly by Tokyu Group around Shibuya Station where properties owned by Tokyu REIT concentrate.



- \* Some properties are only partially owned by TOKYU REIT or Tokyu Corporation and its subsidiaries.
- \* As of the date this presentation was prepared, TOKYU REIT has no plan to acquire properties owned by Tokyu Corporation and its subsidiaries.

1. Shibuya Station Area Development Project (SHIBUYA SCRAMBLE SQUARE)



| Imp  | lementing body | Railway Company, Tokyo Metro  |
|------|----------------|---|
| Usa  | ige            | Office, store, observation facility, parking lot, etc.  |
| Tota | al floor space | Approx. 276,000m <sup>2</sup>   |
| Hei  | ght            | East building: Approx. 230m<br>Central building: Approx. 61m<br>West building: Approx. 76m  |
| Оре  | ening          | East building: to be completed in fiscal 2019 (scheduled) Central building, west building: to be completed in fiscal 2027 (scheduled) |

#### 4. Dogenzaka 1-chome Ekimae Area

| Implementing body | Dogenzaka 1-chome Ekimae Area<br>Urban Redevelopment Association<br>(Member: Tokyu Land Corporation |
|-------------------|---|
| Usage             | Office, store, parking lot, etc.  |
| Total floor space | Approx. 58,680m <sup>2</sup>  |
| Height            | Approx. 103m  |
| Opening           | Fiscal 2019 (scheduled)   |
|                   |   |

#### 5. Shibuya Station Sakuragaoka-guchi Area

| Implementing body | Shibuya Station Sakuragaoka-guchi<br>Area Urban Redevelopment<br>Association (Member: Tokyu Land<br>Corporation) |
|-------------------|--|
| Usage             | Office, store, residences, church, parking lot, etc.   |
| Total floor space | Approx. 252,870m <sup>2</sup>  |
| Height            | A1 building: Approx. 180m<br>A2 building: Approx. 90m<br>B building: Approx. 150m<br>C building: Approx. 16.5m   |
| Opening           | To be completed in 2023 (scheduled)  |

2. Shibuya Station South Area Project (SHIBUYA STREAM)



| Implementing body | Tokyu Corporation, etc.                       |
|-------------------|---|
| Usage             | Office, store, hotel, hall, parking lot, etc. |
| Total floor space | Approx. 116,700m²                             |
| Height            | Approx. 180m                                  |
| Opening           | Autumn 2018 (scheduled)                       |

3. SHIBUYA CAST.



| Implementing body Shibuya Miyashitacho Realty  Usage Office, store, apartment, etc.  Total floor space Approx. 35,000m²  Height Approx. 71m  Opening April 28, 2017 |    | The second secon | , Argania                      |
|---|----|--|--------------------------------|
| Total floor space Approx. 35,000m²  Height Approx. 71m  |    | Implementing body  | Shibuya Miyashitacho Realty    |
| Height Approx. 71m  | t, | Usage  | Office, store, apartment, etc. |
|   |    | Total floor space  | Approx. 35,000m <sup>2</sup>   |
| Opening April 28, 2017  |    | Height   | Approx. 71m                    |
|   |    | Opening  | April 28, 2017                 |

\*Connecting passage to adjacent building cocoti is installed



Current Appearance Around Shibuya Station

(Photo of Shibuya Hikarie taken from Shibuya Mark City from in August 2017)

List of Properties Owned by TOKYU REIT in Greater Shibuya Area (12 Properties)

Acquisition Price: 93.2 billion yen





















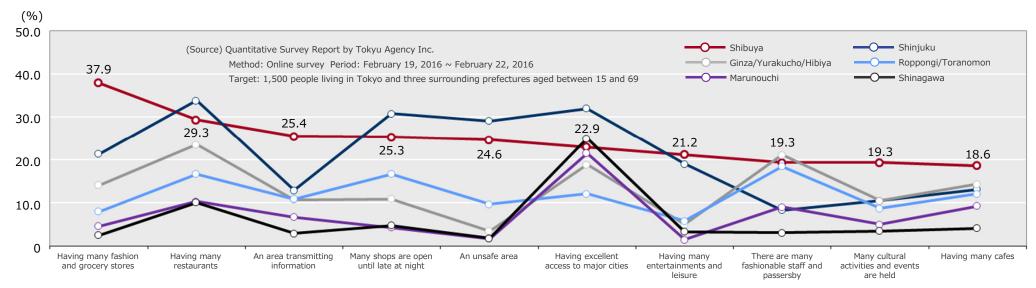
Appraisal Value: 117.7 billion yen TOKYU REIT Shibuya KALEIDO Shibuya TOKYU REIT TOKYU REIT **QFRONT** cocoti Lexington Aoyama Daikanyama Forum CONZE Ebisu Omotesando Square Udagawa-cho Square

# Overview of Shibuya Area

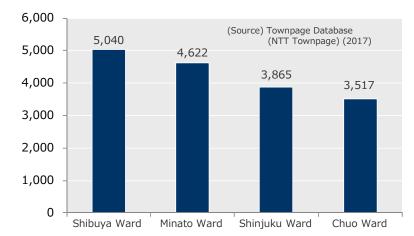


■ Functional Value of Shibuya Compared with Other Major Cities in Tokyo

Shibuya gained a high image in items such as "having many fashion and grocery stores," "having many restaurants" and "an area transmitting information."



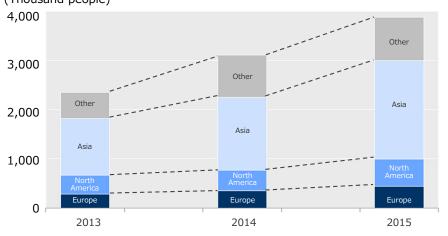
#### ■ Number of Offices in Creative Contents Industry



<sup>\*</sup> Creative contents industry
Content services related to fashion, digital contents, ICT, design, publication, media, advertisement, entertainment, event, performance, artists, art, etc.

■ Change in Number of Foreigners Visiting Shibuya (2013-2015)

(Thousand people)



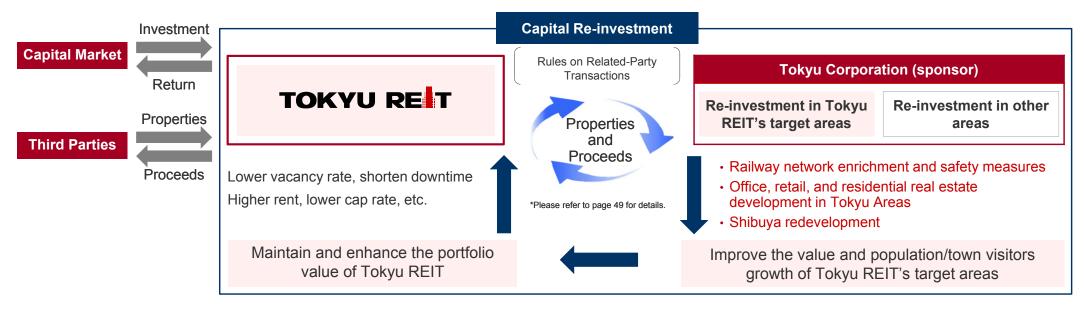
Prepared by Tokyu REIM based on the Survey on Behavioral Characteristics of Foreign Tourists by Country (Tokyo Metropolitan Government) and the Statistics of Immigration Control (Ministry of Justice)

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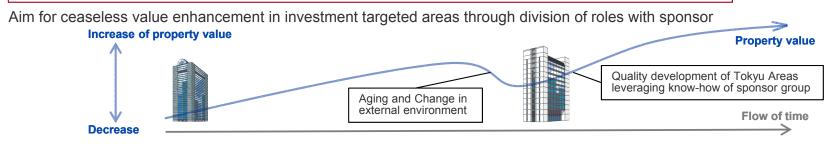
#### 3. Investment Management Strategy Investment Strategy through Sponsor Collaboration (Capital Re-investment Model)



Continuous value enhancement of portfolio with overlap of investment target area of sponsor and Tokyu REIT.



#### Sponsor Collaboration in Line with Stages of Life of Property (medium- to long-term)



| Owner              |            | Sponsor  | Tokyu REIT   | Sponsor   | Tokyu REIT   |
|--------------------|------------|--|--|---|--|
| Stages of property |            | Development  | Management   | Redevelopment   | Management   |
| Division of rela-  | Tokyu REIT | _  | Attracting prime tenants<br>Effective renovations      | _   | Attracting prime tenants<br>Effective renovations      |
| Division of roles  | Sponsor    | Enhancement of added value of Tokyu Areas through property development | Re-investment of funds from sales in Tokyu Areas, etc. | Enhancement of added value of Tokyu Areas through redevelopment | Re-investment of funds from sales in Tokyu Areas, etc. |

< Concrete examples >



Tokyu Saginuma Building

1978 Developed by sponsor

2003 Acquired from sponsor

2011 Renewal (GMS→NSC)

2016 Transferred to sponsor

Future Scheduled to be redeveloped in line with the redevelopment in the vicinity of the station

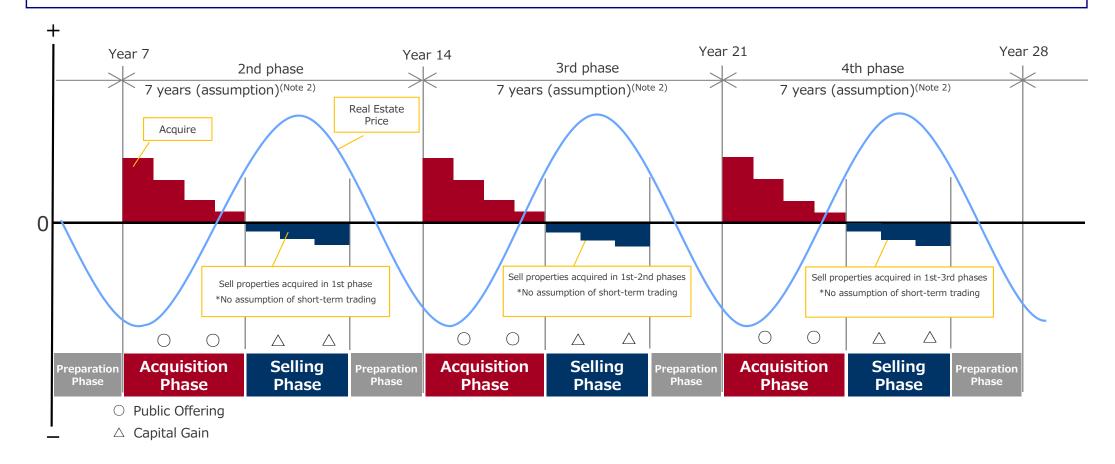
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### **Value & Contrary**

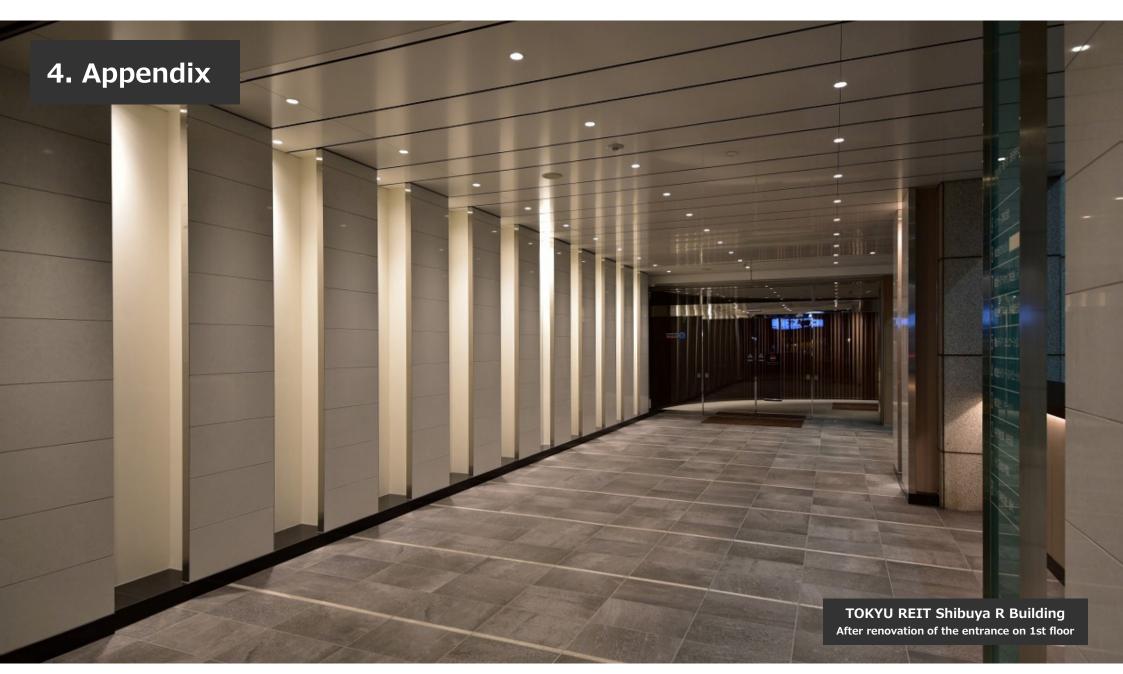
Through a value and contrarian investment approach (Note 1) that focuses on the cyclicality of real estate prices, TOKYU REIT secures capital gains while replacing properties, and achieves improvement of both portfolio quality (rejuvenating average age of properties, etc.) and adjusted ROE (capital yield after deduction of capital gains/losses).



(Note 1) It is not intended for TOKYU REIT to engage in short-term trading in property investments.

(Note 2) Indicated as 7 years as of matter of convenience, and actual assumptions differ.

# TOKYU RE T



# Portfolio Summary (1)



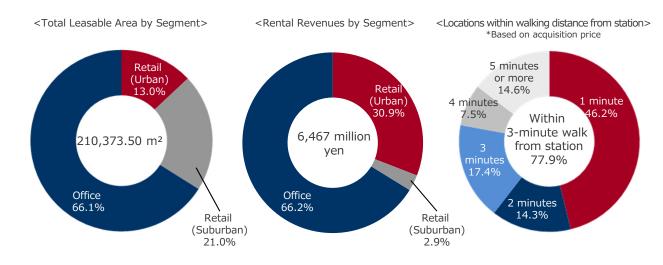
#### ■ Investment Criteria of TOKYU REIT and Status at the End of Fiscal Period

|  | Investment Criteria  | End of Jul. 2017 (FP 28)                                |
|--|--|---|
| Target Area                            | Limited to the Tokyo Metropolitan Area. Investing 85% or more in major target areas (Tokyo's central 5 wards and in areas along Tokyu rail lines)  | Ratio of major target area: 93.1% (Note 1)              |
| Minimum investment amount per property | 4 billion yen, in principle, except for the following cases  i. Properties located in Tokyu Areas (including Shibuya Ward); 1.0 billion yen  ii. Properties located in Tokyo's central 5 wards (excluding Shibuya Ward): 2.0 billion yen  iii. Land with leasehold interest (all investment target areas): 1.0 billion yen | 7.9 billion yen per property (Note 1)                   |
| Location                               | (Office properties) Within a 7-minute walk from the nearest station as a rule (Retail properties) Decisions on acquisitions are made based on surveys and analysis of trade zones  | Ratio within 3-minute walk from station: 77.9% (Note 1) |

(Note 1) Based on acquisition price.

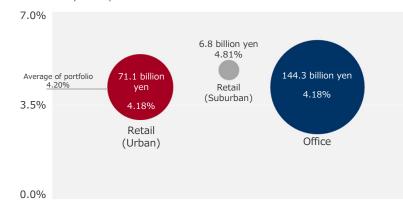
#### ■ Portfolio Overview

| Number of properties | Occupancy<br>rate | Leasable area             | Number of<br>tenants | Acquisition price | NOI Yield | Yield after<br>depreciation |
|----------------------|-------------------|---------------------------|----------------------|-------------------|-----------|-----------------------------|
| 28                   | 98.3%             | 210,373.50 m <sup>2</sup> | 212                  | 222.3 billion yen | 4.20%     | 3.27%                       |



#### <NOI Yield and Asset Size by Segment>

\*Based on acquisition price



|                                  | End of Jul. 2017<br>(FP 28) | End of Jan. 2017<br>(FP 27) |
|----------------------------------|-----------------------------|-----------------------------|
| Weighted Average<br>Property Age | 19.3 years                  | 18.8 years                  |
| Portfolio PML                    | 3.8%                        | 3.8% (Note 2)               |

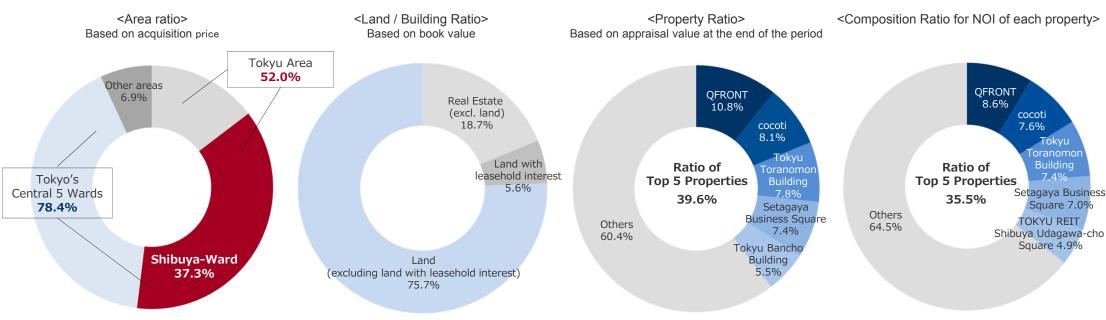
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(Note 2) Excludes Tokyu Saginuma 2 Building disposed on January 31, 2017.

# Portfolio Summary (2)



#### ■ Portfolio Data



<sup>\*</sup> Shibuya Ward (37.3%) is included in both the Tokyo Central 5 Wards and the Tokyu Areas.

#### ■ Major Tenants

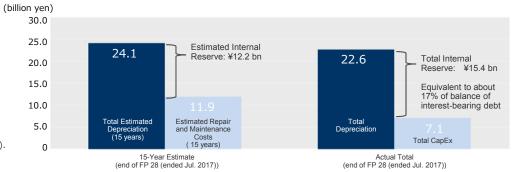
| Ranking | Tenant name                        | Business<br>category     | Property name  | Expiration date    | Leased area<br>(m²) | Ratio<br>(Note 1) |
|---------|------------------------------------|--------------------------|--|--------------------|---------------------|-------------------|
| 1       | DAIWA INFORMATION SERVICE Co., Ltd | Real estate              | Shonan Mall Fill<br>(land with leasehold interest)                   | 3/31/2033          | 44,078.12           | 21.3%             |
| 2       | OKI Electric Industry Co., Ltd.    | Electric equipment       | OKI System Center<br>(land with leasehold interest)                  | 3/26/2033          | 17,019.19           | 8.2%              |
| 3       | Tokyu Corporation                  | Land                     | Tokyu Nampeidai-cho Building   | 12/31/2021         | 7,148.18            | 3.5%              |
| 3       | Tokyu Corporation                  | transportation           | Tokyu Sakuragaoka-cho Building                                       | 12/31/2021         | 3,878.36            | 1.9%              |
| 4       | VENDOR SERVICE CO., LTD.           | Wholesale                | Tokyu Toranomon Building   | 3/31/2020          | 4,922.75            | 2.4%              |
| 5       | FUJITSU LIMITED                    | Electric equipment       | TOKYU REIT Kamata Building   | 9/14/2018 (Note 2) | 4,593.33            | 2.2%              |
| 6       | TSUTAYA Co., Ltd.                  | Wholesale                | QFRONT   | 12/14/2019         | 4,044.10            | 2.0%              |
| 7       | NTT DATA Corporation               | Service                  | Tokyu Toranomon Building   | 6/30/2020          | 3,938.20            | 1.9%              |
| 8       | Japan Post Insurance               | Insurance                | TOKYU REIT Toranomon Building  | 4/30/2018 (Note 2) | 3,553.89            | 1.7%              |
| 9       | Tokyu Agency Inc.                  | Service                  | Akasaka 4-chome Building<br>(Tokyu Agency Inc. Head Office Building) | 1/31/2023          | 3,533.03            | 1.7%              |
| 10      | OPT Holding Inc.                   | Other financial services | Tokyu Bancho Building <sup>(Note 3)</sup>                            | 12/31/2018         | 3,388.15            | 1.6%              |
|         | Т                                  | otal of top 10 tena      | nts in leased area   |                    | 100,097.30          | 48.4%             |
|         | Total leased area                  | as of end of FP 28       | (ended Jul. 2017)(28 properties)                                     |                    | 206,707.60          | 100.0%            |

(Note 1) "Ratio" indicates ratio of tenant's leased areas to total leased area of 28 properties held as of end of Jul. 2017 FP (FP 28).

(Note 3) Leased areas for the tenants of Tokyu Bancho Building are indicated as 49% quasi-co-ownership interest of the 95.1%. compartmentalized ownership interest of the trust beneficiary interest.

# Balance of Depreciation and Repair and Maintenance Cost Estimates

The source of funds for CapEx is limited to the total amount of depreciation for REITs, as 100% of profits are distributed. Therefore, we manage by focusing on maintaining the proper balance between long-term repair and maintenance estimates and total depreciation estimates



- \* Long-term repair and maintenance cost estimates are updated when appropriate.
- \* Not including Shonan Mall Fill (land with leasehold interest) and OKI System Center (land with leasehold interest)

<sup>(</sup>Note 2) Expiration date of contract for largest leased area in plural leased area.



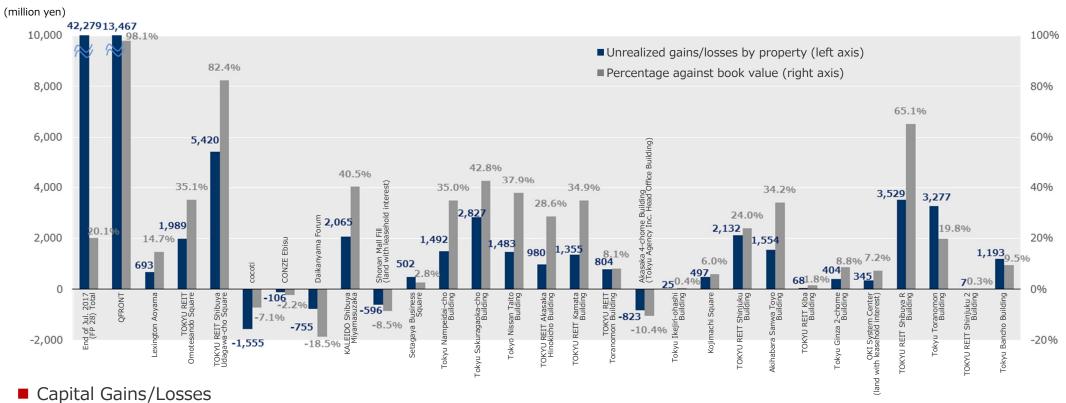


 Overall
 4.20%
 Retail
 4.23%
 Office
 4.18%

|   |                   |                                | (I        | n JPY mn)              |           |               |      |
|---|-------------------|--------------------------------|-----------|------------------------|-----------|---------------|------|
| Name of Property  | Acquisition price | NOI in FP<br>Ended Jul<br>2017 | NOI yield | Contribution<br>to NOI | 0.0% 2.0% | 4.0%<br>4.20% | 6.0% |
| FRONT   | 15,100            | 399                            | 5.33%     | 8.62%                  |           |               |      |
| exington Aoyama   | 4,800             | 98                             | 4.10%     | 2.11%                  |           |               |      |
| DKYU REIT Omotesando Square                                   | 5,770             | 133                            | 4.66%     | 2.88%                  |           |               |      |
| KYU REIT Shibuya Udagawa-cho Square                           | 6,600             | 227                            | 6.93%     | 4.90%                  |           |               |      |
| oti   | 24,500            | 352                            | 2.90%     | 7.60%                  |           |               |      |
| NZE Ebisu   | 5,117             | 88                             | 3.46%     | 1.89%                  |           |               |      |
| anyama Forum  | 4,136             | 57                             | 2.79%     | 1.24%                  |           |               |      |
| EIDO Shibuya Miyamasuzaka                                     | 5,150             | 121                            | 4.74%     | 2.61%                  |           |               |      |
| il Properties (Urban) Total                                   | 71,173            | 1,475                          | 4.18%     | 31.84%                 |           |               |      |
| nan Mall Fill (land with leasehold interest)                  | 6,810             | 162                            | 4.81%     | 3.51%                  |           |               |      |
| il Properties (Suburban) Total                                | 6,810             | 162                            | 4.81%     | 3.51%                  |           |               |      |
| il Properties Total   | 77,983            | 1,637                          | 4.23%     | 35.35%                 |           |               |      |
| gaya Business Square  | 22,400            | 326                            | 2.94%     | 7.05%                  |           |               |      |
| u Nampeidai-cho Building                                      | 4,660             | 86                             | 3.71%     | 1.85%                  |           |               |      |
| u Sakuragaoka-cho Building                                    | 6,620             | 184                            | 5.62%     | 3.98%                  |           |               |      |
| Nissan Taito Building   | 4,450             | 130                            | 5.88%     | 2.80%                  |           |               |      |
| /U REIT Akasaka Hinokicho Building                            | 3,570             | 66                             | 3.75%     | 1.43%                  |           |               |      |
| 'U REIT Kamata Building                                       | 4,720             | 141                            | 6.03%     | 3.05%                  |           |               |      |
| /U REIT Toranomon Building                                    | 10,177            | 197                            | 3.90%     | 4.25%                  |           |               |      |
| aka 4-chome Building (Tokyu Agency Inc. Head Office Building) | 8,500             | 137                            | 3.24%     | 2.95%                  |           |               |      |
| ı Ikejiri-ohashi Building                                     | 5,480             | 144                            | 5.32%     | 3.12%                  |           |               |      |
| nachi Square  | 9,030             | 170                            | 3.81%     | 3.68%                  |           |               |      |
| /U REIT Shinjuku Building                                     | 9,000             | 197                            | 4.42%     | 4.26%                  |           |               |      |
| bara Sanwa Toyo Building                                      | 4,600             | 111                            | 4.85%     | 2.39%                  |           |               |      |
| U REIT Kiba Building  | 4,000             | 105                            | 5.28%     | 2.26%                  |           |               |      |
| u Ginza 2-chome Building                                      | 5,010             | 104                            | 4.18%     | 2.24%                  |           |               |      |
| System Center (land with leasehold interest)                  | 4,530             | 130                            | 5.77%     | 2.80%                  |           |               |      |
| U REIT Shibuya R Building                                     | 5,270             | 176                            | 6.72%     | 3.79%                  |           |               |      |
| u Toranomon Building  | 16,850            | 341                            | 4.08%     | 7.37%                  |           |               |      |
| YU REIT Shinjuku 2 Building                                   | 2,750             | 44                             | 3.23%     | 0.95%                  |           |               |      |
| yu Bancho Building  | 12,740            | 205                            | 3.24%     | 4.42%                  |           |               |      |
| ice Properties Total  | 144,357           | 2,994                          | 4.18%     | 64.65%                 |           |               |      |
| al  | 222,340           | 4,631                          | 4.20%     | 100.00%                |           |               |      |

# Unrealized Gains/Losses and Capital Gains/Losses by Property TOKYU REIT

■ Unrealized Gains/Losses and Percentage Against Book Value by Property (As of End of Jul. 2017 (FP 28))



**Total Capital Gain** (Acquisition: 35 properties, Disposition: 7 properties) **¥14.2 bn** (Breakdown)

| (Dicardowii)  |          |   |                               |
|---------------|----------|---|-------------------------------|
|               |          | Tokyu Saginuma 2 Building   | ¥0.5 bn<br>(2017/01 (FP 27))  |
|               |          | Tokyu Saginuma Building   | ¥2.3 bn<br>(2016/07 (FP 26))  |
| Capital Gains | ¥23.2 bn | Beacon Hill Plaza<br>(Ito-Yokado Noukendai store)                 | ¥0.4 bn<br>(2015/01 (FP 23))  |
|               |          | Resona Maruha Building  | ¥18.2 bn<br>(2010/01 (FP 13)) |
|               |          | Yokohama Yamashita-cho Building (Barneys New York Yokohama Store) | ¥1.6 bn<br>(2006/07 (FP 6))   |
|               |          |   |                               |

|                |          | TOKYU REIT Hatchobori Building | -¥1.8 bn<br>(2016/07 (FP 26)) |
|----------------|----------|--------------------------------|-------------------------------|
| Capital Losses | -¥9.0 bn |                                |                               |
|                |          | Ryoshin Harajuku Building      | -¥7.1 bn<br>(2010/01 (FP 13)) |

# Appraisal Value at End of Period by Property



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| Nove of December   | Association Dates | T D. bi.         | Appraisal Value         | at End of Period        | Increase / | NCF NCF cap rate (Direct capitalization method) (Direct cap rate) |                         |        | Appraiser:              |                         |                 |  |
|--|-------------------|------------------|-------------------------|-------------------------|------------|---|-------------------------|--------|-------------------------|-------------------------|-----------------|--|
| Name of Property   | Acquisition Price | Investment Ratio | Ended Jul 2017<br>FP 28 | Ended Jan 2017<br>FP 27 | Decrease   | Ended Jul 2017<br>FP 28   | Ended Jan 2017<br>FP 27 | Change | Ended Jul 2017<br>FP 28 | Ended Jan 2017<br>FP 27 | Change<br>(pts) | Appraiser (Note1)  a a a a b c c c b b b b c c a a a a a b c c c b b b a a c c c c |
| QFRONT   | 15,100            | 6.8%             | 27,200                  | 25,500                  | 1,700      | 769   | 741                     | 28     | 2.80%                   | 2.90%                   | -0.10           | а  |
| exington Aoyama  | 4,800             | 2.2%             | 5,410                   | 5,150                   | 260        | 193   | 189                     | 4      | 3.50%                   | 3.60%                   | -0.10           | a  |
| OKYU REIT Omotesando Square                                      | 5,770             | 2.6%             | 7,660                   | 7,330                   | 330        | 273   | 269                     | 4      | 3.50%                   | 3.60%                   | -0.10           | a  |
| OKYU REIT Shibuya Udagawa-cho Square                             | 6,600             | 3.0%             | 12,000                  | 11,700                  | 300        | 424   | 424                     | -      | 3.50%                   | 3.60%                   | -0.10           | b  |
| ocoti  | 24,500            | 11.0%            | 20,400                  | 19,900                  | 500        | 709   | 712                     | -3     | 3.40%                   | 3.50%                   | -0.10           | С  |
| ONZE Ebisu   | 5,117             | 2.3%             | 4,760                   | 4,600                   | 160        | 176   | 174                     | 2      | 3.60%                   | 3.70%                   | -0.10           | С  |
| aikanyama Forum  | 4,136             | 1.9%             | 3,330                   | 3,270                   | 60         | 136   | 136                     | -      | 3.90%                   | 4.00%                   | -0.10           | b  |
| ALEIDO Shibuya Miyamasuzaka                                      | 5,150             | 2.3%             | 7,170                   | 6,730                   | 440        | 271   | 260                     | 11     | 3.70%                   | 3.80%                   | -0.10           | b  |
| etail Properties (Urban) Total (8 properties)                    | 71,173            | 32.0%            | 87,930                  | 84,180                  | 3,750      | 2,951   | 2,905                   | 46     | 3.36%                   | 3.45%                   | -0.09           |  |
| honan Mall Fill (land with leasehold interest)                   | 6,810             | 3.1%             | 6,430                   | 6,370                   | 60         | 329   | 329                     | -      | 4.90%                   | 5.00%                   | -0.10           | b  |
| etail Properties (Suburban) Total (1 properties)                 | 6,810             | 3.1%             | 6,430                   | 6,370                   | 60         | 329   | 329                     | -      | 4.90%                   | 5.00%                   | -0.10           |  |
| etail Properties Total (9 properties)                            | 77,983            | 35.1%            | 94,360                  | 90,550                  | 3,810      | 3,280   | 3,234                   | 46     | 3.48%                   | 3.57%                   | -0.09           |  |
| etagaya Business Square  | 22,400            | 10.1%            | 18,700                  | 18,700                  | -          | 807   | 825                     | -18    | 4.30%                   | 4.40%                   | -0.10           | a  |
| okyu Nampeidai-cho Building                                      | 4,660             | 2.1%             | 5,750                   | 5,610                   | 140        | 228   | 228                     | -      | 3.90%                   | 4.00%                   | -0.10           | a  |
| okyu Sakuragaoka-cho Building                                    | 6,620             | 3.0%             | 9,440                   | 9,210                   | 230        | 354   | 355                     | -1     | 3.70%                   | 3.80%                   | -0.10           | a  |
| okyo Nissan Taito Building                                       | 4,450             | 2.0%             | 5,400                   | 5,300                   | 100        | 240   | 241                     | -1     | 4.40%                   | 4.50%                   | -0.10           | a  |
| OKYU REIT Akasaka Hinokicho Building                             | 3,570             | 1.6%             | 4,410                   | 4,320                   | 90         | 175   | 171                     | 4      | 3.90%                   | 3.90%                   | -               | a  |
| OKYU REIT Kamata Building  | 4,720             | 2.1%             | 5,240                   | 5,100                   | 140        | 235   | 240                     | -5     | 4.50%                   | 4.70%                   | -0.20           | а  |
| OKYU REIT Toranomon Building                                     | 10,177            | 4.6%             | 10,700                  | 10,400                  | 300        | 409   | 409                     | -      | 3.80%                   | 3.90%                   | -0.10           | а  |
| kasaka 4-chome Building (Tokyu Agency Inc. Head Office Building) | 8,500             | 3.8%             | 7,110                   | 6,920                   | 190        | 268   | 268                     | -      | 3.70%                   | 3.80%                   | -0.10           | b  |
| okyu Ikejiri-ohashi Building                                     | 5,480             | 2.5%             | 5,730                   | 5,320                   | 410        | 253   | 240                     | 13     | 4.40%                   | 4.50%                   | -0.10           | С  |
| ojimachi Square  | 9,030             | 4.1%             | 8,830                   | 8,630                   | 200        | 329   | 331                     | -2     | 3.70%                   | 3.80%                   | -0.10           | а  |
| OKYU REIT Shinjuku Building                                      | 9,000             | 4.0%             | 11,000                  | 10,600                  | 400        | 395   | 391                     | 4      | 3.50%                   | 3.60%                   | -0.10           | С  |
| kihabara Sanwa Toyo Building                                     | 4,600             | 2.1%             | 6,100                   | 6,080                   | 20         | 253   | 259                     | -6     | 4.10%                   | 4.20%                   | -0.10           | b  |
| OKYU REIT Kiba Building  | 4,000             | 1.8%             | 3,960                   | 3,870                   | 90         | 192   | 190                     | 2      | 4.80%                   | 4.90%                   | -0.10           | b  |
| okyu Ginza 2-chome Building                                      | 5,010             | 2.3%             | 5,020                   | 4,910                   | 110        | 212   | 212                     | -      | 4.20%                   | 4.30%                   | -0.10           | а  |
| KI System Center (land with leasehold interest) (Note 2)         | 4,530             | 2.0%             | 5,120                   | 5,060                   | 60         | 262   | 262                     | -      | 5.00%                   | 5.10%                   | -0.10           | b  |
| DKYU REIT Shibuya R Building                                     | 5,270             | 2.4%             | 8,950                   | 8,650                   | 300        | 330   | 327                     | 3      | 3.60%                   | 3.70%                   | -0.10           | b  |
| okyu Toranomon Building <sup>(Note 3)</sup>                      | 16,850            | 7.6%             | 19,800                  | 19,800                  | -          | 632   | 648                     | -16    | 3.20%                   | 3.20%                   | -               | a  |
| DKYU REIT Shinjuku 2 Building                                    | 2,750             | 1.2%             | 2,860                   | 2,770                   | 90         | 108   | 108                     | -      | 3.70%                   | 3.80%                   | -0.10           | С  |
| okyu Bancho Building   | 12,740            | 5.7%             | 13,800                  | 13,400                  | 400        | 483   | 484                     | -1     | 3.40%                   | 3.50%                   | -0.10           | С  |
| ffice Properties Total (19 properties)                           | 144,357           | 64.9%            | 157,920                 | 154,650                 | 3,270      | 6,168   | 6,189                   | -21    | 3.91%                   | 4.00%                   | -0.09           |  |
| nded Jul 2017 (FP 28) Total (28 properties)                      | 222,340           | 100.0%           | 252,280                 | 245,200                 | 7,080      | 9,448   | 9,423                   | 25     | 3.74%                   | 3.84%                   | -0.10           |  |

(Note 1) a. Japan Real Estate Institute, b. Japan Valuers Co., Ltd., c. Daiwa Real Estate Appraisal Co., Ltd.

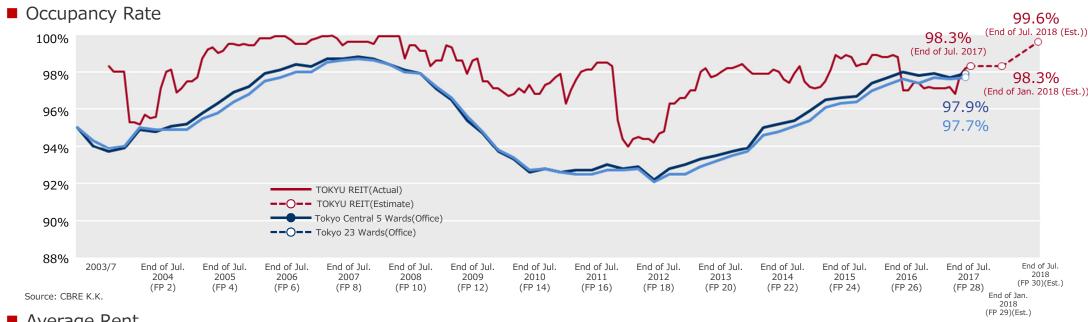
<sup>(</sup>Note 2) For OKI System Center (land with leasehold interest), direct capitalization method is not employed for its appraisal value at end of period. Accordingly, annual cash flow and discount rate under the DCF approach are indicated for NCF (Direct Capitalization Method) and NCF Cap Rate (Direct Cap Rate).

<sup>(</sup>Note 3) As for assumptions of "Appraisal Value at End of Period," "NCF (Direct Capitalization Method)" and "NCF Cap Rate (Direct Cap Rate)" for Tokyu Toranomon Building, which contiguous land was acquired on January 9, 2015, please refer to "Portfolio Cap Rate (by appraisal value in DATA BOOK)."

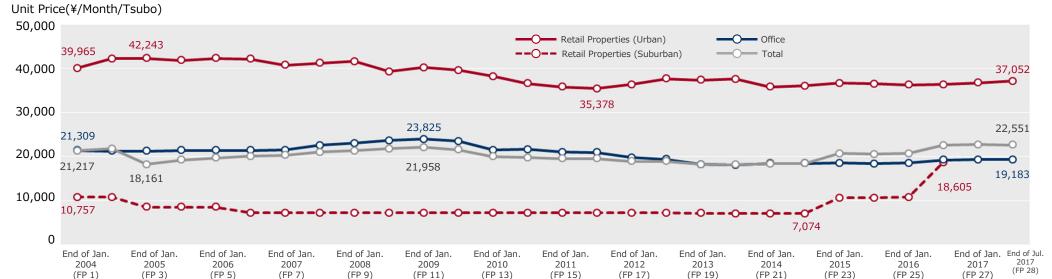
<sup>\*</sup> Appraisal Value at End of Period is determined by using several methodologies including the direct capitalization approach and DCF approach. Therefore, the Appraisal Value may differ from the above NCF figures divided by the NCF Cap Rate. Therefore, the total change in NCF and change in NCF Cap Rate may not add up to Increase/Decrease (%).

# Track Records (1) (Occupancy Rate/Rent )





#### Average Rent



<sup>\*</sup> In calculating the above unit price, we haven't factored in vacant spaces.

<sup>\*</sup> Shonan Mall Fill (Land with leasehold interest) is not included in Retail (Suburban).

<sup>\*</sup> OKI System Center (Land with leasehold interest) is not included in Office.

<sup>\*</sup> Includes common area charges and excludes income from parking, warehouses, etc.

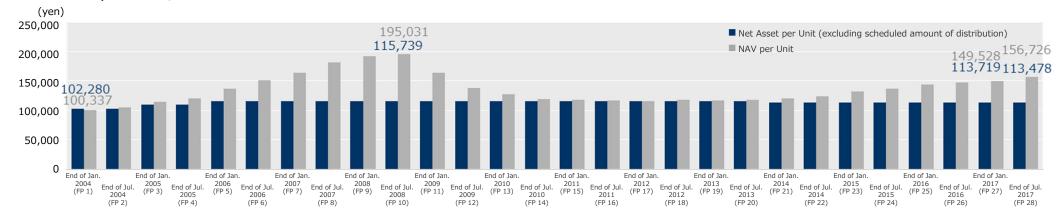
# Track Records (2) (Unrealized Gains / Losses and NAV)



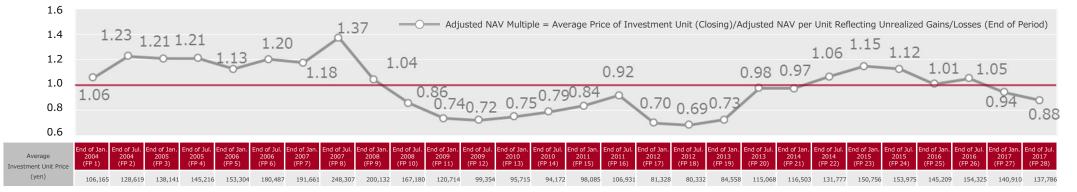




#### ■ Net Asset per Unit/NAV



#### Adjusted NAV Multiple



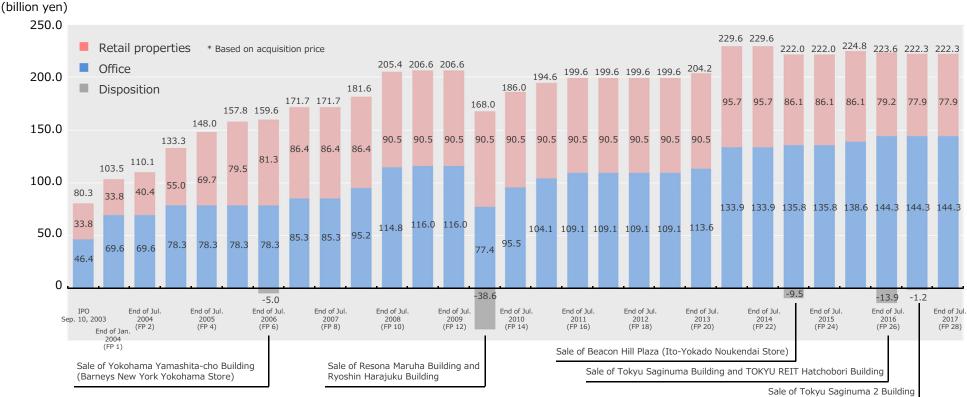
<sup>\*</sup> Investment unit price, Net Asset per Unit and NAV per Unit stated in this document have been adjusted to take into account the split of investment units (five-for-one split) conducted on February 1, 2014 for pre-split figures.



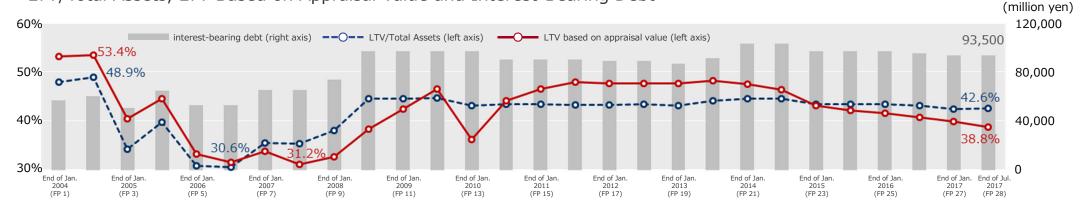
35

## Track Records (3) (Change in Asset Size, LTV and Interest-Bearing Debt)

#### ■ Change in Asset Size



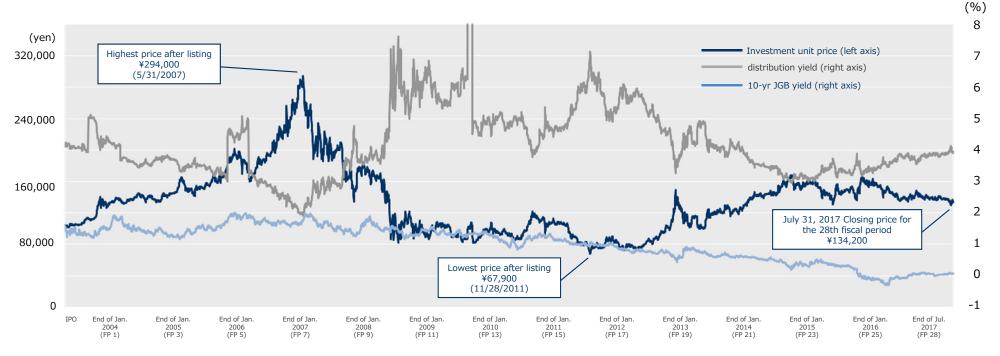
#### ■ LTV/Total Assets, LTV Based on Appraisal Value and Interest-Bearing Debt



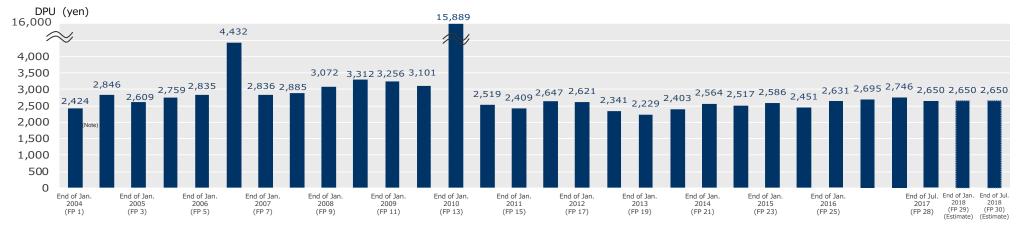


# Track Records (4) (Investment Unit Price, Distribution, Distribution Yield and 10-yr JGB yield)

■ Investment Unit Price, Distribution Yield and 10-yr JGB Yield



### Distribution



(Note 1) Official distribution per unit in the 1st period was ¥1,897 (adjusted for five-for-one split) based on the actual operating period of 144 days, but the recalculated distribution per unit of ¥2,424 based on 184 operating days is used in the above graph for the sake of comparison with figures from the 2nd period and thereafter.

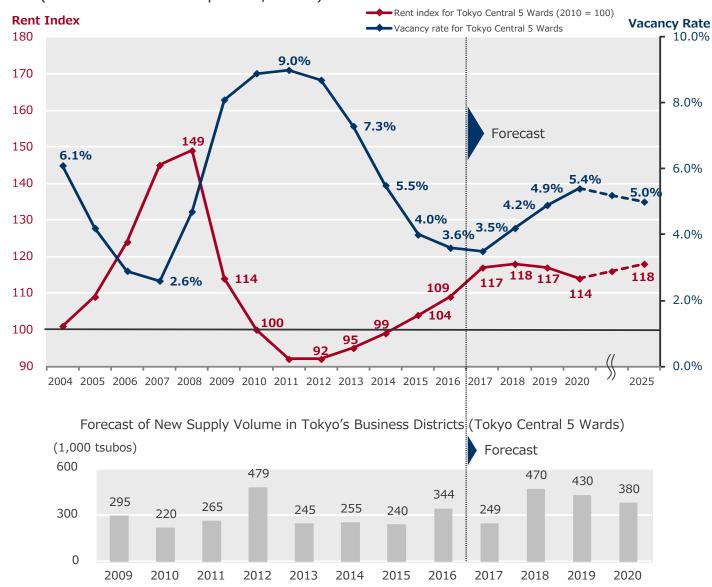
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<sup>\*</sup> Investment unit price and distribution per unit stated in this document have been adjusted to take into account the split of investment units (five-for-one split) conducted on February 1, 2014 for pre-split figures.

# Market Summary

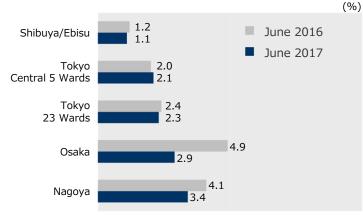


■ Forecast of New Market Rents and Vacancy Rates for Office Properties (as announced on April 27, 2017)



Source: Materials announced by Office Market Trends Research Committee (Japan Real Estate Institute and Miki Shoji Co., Ltd.) on April 27, 2017

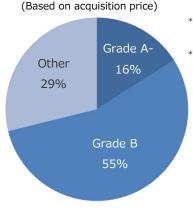
## ■ Vacancy Rate by Market (Office)



Source: CBRE K.K.

\* All Grades. Vacancy is a count of properties that are available for immediate occupancy at the time of the count.

### ■ Ratio of Office Buildings Owned by Grade



- \* As of the end of July 2017 (FP 28), Tokvu REIT doesn't own Grade A office buildings.
- \* Grade A Buildings with a total floor space of 10,000 tsubos or more, typical floor space of 500 tsubos or more and aged less than 11 years

Buildings with a total floor space of 7,000 tsubos or more, typical floor space of 250 tsubos or more and complying with the new earthquake resistance standard Grade B

Buildings with a total floor space of 2,000 tsubos or more, typical floor space of 200 tsubos or more and complying with the new earthquake resistance standard

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The impact of the future mass supply of office buildings (mainly Grade A buildings) is considered to be limited as the ratio of Grade A and A-buildings owned by Tokyu REIT is low

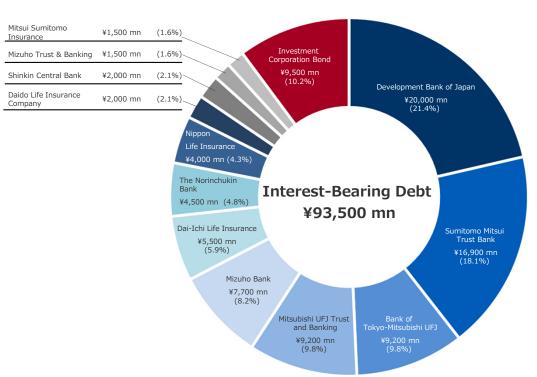
# List of Sources of Funds for Interest-Bearing Debt



## Aim to diversify and stabilize sources of funds.

■ Borrowings and Investment Corporation Bonds

| Category    | Lender                           | Amount      | Interest<br>Rate | Term   | Debt Origination | Maturity       |        |
|-------------|----------------------------------|-------------|------------------|--------|------------------|----------------|--------|
| Category    | Lenuei                           | (¥ million) | (%)              | (year) | Date             | Due Date       | Period |
| Long term   | Development Bank of Japan        | 5,000       | 1.95000          | 12.0   | Jan. 25, 2006    | Jan. 25, 2018  | 29th   |
|             | Nippon Life Insurance            | 2,000       | 1.49563          | 6.5    | Jul. 29, 2011    | Jan. 31, 2018  | 29th   |
|             | Bank of Tokyo-Mitsubishi UFJ     | 5,000       | 1.41375          | 6.5    | Sep. 26, 2011    | Mar. 26, 2018  | 30th   |
|             | Mizuho Bank                      | 1,700       | 1.48875          | 7.0    | Nov. 11, 2011    | Nov. 11, 2018  | 31st   |
|             | Bank of Tokyo-Mitsubishi UFJ     | 2,000       | 1.37250          | 7.0    | May 25, 2012     | May 25, 2019   | 32nd   |
|             | Development Bank of Japan        | 4,000       | 1.48000          | 8.0    | Jun. 25, 2012    | Jun. 25, 2020  | 34th   |
|             | Sumitomo Mitsui Trust Bank       | 400         | 1.32375          | 7.0    | Jun. 29, 2012    | Jun. 29, 2019  | 32nd   |
|             | Mitsubishi UFJ Trust and Banking | 400         | 1.32375          | 7.0    | Juli. 29, 2012   | Juli. 29, 2019 | JZIIU  |
|             | Bank of Tokyo-Mitsubishi UFJ     | 1,400       | 1.32250          | 7.0    | Aug. 29, 2012    | Aug. 29, 2019  | 33rd   |
|             | Mitsubishi UFJ Trust and Banking | 2,000       | 1.24625          | 7.0    | Nov. 19, 2012    | Nov. 19, 2019  | 331 u  |
|             | Mizuho Bank                      | 500         | 1.23375          | 7.0    | Dec. 25, 2012    | Dec. 25, 2019  | 33rd   |
|             | Mitsubishi UFJ Trust and Banking | 500         | 1.07500          | 5.0    |                  | Jun. 25, 2018  | 30th   |
|             |                                  | 1,500       | 1.45125          | 7.0    | Jun. 25, 2013    | Jun. 25, 2020  | 34th   |
|             | Sumitomo Mitsui Trust Bank       | 2,900       | 1.53375          | 7.5    |                  | Dec. 25, 2020  | 35th   |
|             | The Norinchukin Bank             | 500         | 1.47250          | 7.0    |                  | Jun. 27, 2020  | 34th   |
|             | Mitsui Sumitomo Insurance        | 500         | 1.47230          | 7.0    | Jun. 27, 2013    | Juli. 27, 2020 | 3701   |
|             | Development Bank of Japan        | 1,000       | 1.91375          | 10.0   | Jun. 27, 2015    | Jun. 27, 2023  | 40th   |
|             | Mizuho Trust & Banking           | 1,500       |                  |        |                  |                |        |
|             | Dai-Ichi Life Insurance          | 2,500       | 1.51375          | 8.0    |                  | Jul. 31, 2021  | 36th   |
|             |                                  | 2,000       | 0.99125          | 5.0    | Jul. 31, 2013    | Jul. 31, 2018  | 30th   |
|             | Nippon Life Insurance            | 500         | 1.51375          | 8.0    |                  | Jul. 31, 2021  | 36th   |
|             | Sumitomo Mitsui Trust Bank       | 2,500       | 1.21000          | 7.0    |                  | Dec. 25, 2020  | 35th   |
|             | Mitsubishi UFJ Trust and Banking | 2,000       |                  |        | Dec. 25, 2013    | ·              |        |
|             |                                  | 1,500       | 0.95625          | 5.5    |                  | Jun. 25, 2019  | 32nd   |
|             | Dai-Ichi Life Insurance          | 1,000       | 1.04625          | 6.0    | Jan. 27, 2014    | Jan. 27, 2020  | 33rd   |
|             | The Norinchukin Bank             | 3,000       | 0.85000          | 5.0    |                  | Jan. 27, 2019  | 31st   |
|             | Development Bank of Japan        | 5,000       | 1.57750          | 10.0   | Feb. 25, 2014    | Feb. 25, 2024  | 42nd   |
|             | Mizuho Bank                      | 1,000       | 1.05250          | 7.0    | Jun. 25, 2014    | Jun. 25, 2021  | 36th   |
|             | Mitsui Sumitomo Insurance        | 1,000       | 1.05250          | ,      | 50 25, 201.      | 54 25, 2021    | 5001   |
|             | Sumitomo Mitsui Trust Bank       | 1,600       |                  |        |                  |                |        |
|             | Bank of Tokyo-Mitsubishi UFJ     | 800         | 0.96875          | 7.0    | Oct. 22, 2014    | Oct. 22, 2021  | 37th   |
|             | Mizuho Bank                      | 800         | 0.50075          | , 10   | Oct. 22, 201.    | 000. 22, 2021  | 5,     |
|             | Mitsubishi UFJ Trust and Banking | 800         |                  |        |                  |                |        |
|             | Development Bank of Japan        | 5,000       | 1.26125          | 10.0   | Jun. 25, 2015    | Jun. 25, 2025  | 44th   |
|             | Shinkin Central Bank             | 2,000       | 0.99000          | 7.0    | Jul. 27, 2015    | Jul. 27, 2022  | 38th   |
|             | Sumitomo Mitsui Trust Bank       | 2,000       |                  |        |                  |                |        |
|             | Mizuho Bank                      | 1,700       | 0.89250          | 7.0    | Nov. 11, 2015    | Nov. 11, 2022  | 39th   |
|             | Daido Life Insurance Company     | 500         | 0.85875          | 7.0    | Dec. 25, 2015    | Dec. 25, 2022  | 39th   |
|             |                                  | 1,500       | 0.57130          | 7.0    | Mar. 10, 2016    | Mar. 10, 2023  | 40th   |
|             | Mitsubishi UFJ Trust and Banking | 500         | 0.45630          | 7.0    | Jun. 27, 2016    | Jun. 27, 2023  | 40th   |
|             | Sumitomo Mitsui Trust Bank       | 3,500       | 0.56000          | 5.0    | Dec. 27, 2016    | Dec. 27, 2021  | 37th   |
|             | Nippon Life Insurance            | 1,500       | 0.50000          | 5.0    | Jan. 31, 2017    | Jan. 31, 2022  | 37th   |
|             |                                  | 2,000       | 0.56093          | 5.0    | May 18, 2017     | May 25, 2022   | 38th   |
|             | Sumitomo Mitsui Trust Bank       | 1,000       | 0.55529          | 5.0    | May 25, 2017     |                |        |
|             |                                  | 1,000       | 0.62116          | 6.5    |                  | Nov. 25, 2023  | 41st   |
|             | Mizuho Bank                      | 2,000       | 0.61773          | 6.5    | Jun. 27, 2017    | Dec. 27, 2023  | 41st   |
|             | The Norinchukin Bank             | 1,000       | 0.63573          | 6.5    | Jul. 25, 2017    | Jan. 25, 2024  | 41st   |
|             | Total Long-Term Borrowings       | 84,000      | -                | -      | -                | -              | -      |
| Total Borro | -                                | 84,000      | -                | -      | -                | -              | -      |
|             | #3 Investment Corporation Bond   | 3,000       | 1.47000          | 10.0   | Oct. 22, 2012    | Oct. 21, 2022  | 39th   |
| Bonds       | #4 Investment Corporation Bond   | 3,500       | 0.39900          | 5.0    | Feb. 14, 2014    | Feb. 14, 2019  | 32nd   |
|             | #5 Investment Corporation Bond   | 3,000       | 0.68200          | 7.0    | Mar. 11, 2014    | Mar. 11, 2021  | 36th   |
|             | stment Corporation Bonds         | 9,500       | -                | -      | -                | -              | -      |
| Total Inter | est-Bearing Debt                 | 93,500      | -                | -      | -                | -              | -      |



#### ■ List of Commitment Line Limits

<Secure level to cover planned annual repayment amount>

| Lender                           | Amount     |
|----------------------------------|------------|
| Development Bank of Japan        | ¥8,000 mn  |
| Sumitomo Mitsui Trust Bank       | ¥2,000 mn  |
| Sumitomo Mitsui Trust Bank       | ¥3,200 mn  |
| Mizuho Bank                      | ¥1,600 mn  |
| Bank of Tokyo-Mitsubishi UFJ     | ¥1,600 mn  |
| Mitsubishi UFJ Trust and Banking | ¥1,600 mn  |
| Total                            | ¥18,000 mn |

<sup>\*</sup>Average Interest Rate: 1.21%

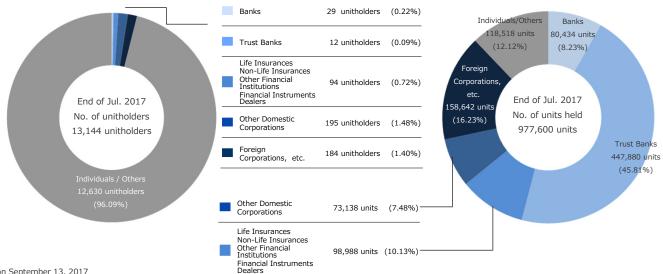
<sup>\*</sup>Interest-Bearing Debt does not include Securities Deposits provided by tenants.

## Unitholders



■ Breakdown of Numbers of Unitholders and Investment Units by Owner Type

|   | End of Jan. 2017 (FP 27)         |         |                      | End of Jul. 2017 (FP 28) |                                  |         |                      |                    |
|---|----------------------------------|---------|----------------------|--------------------------|----------------------------------|---------|----------------------|--------------------|
|   | No. of<br>Unitholders<br>(Party) | Ratio   | No. of units<br>held | Ownership<br>ratio       | No. of<br>Unitholders<br>(Party) | Ratio   | No. of units<br>held | Ownership<br>ratio |
| Banks   | 33                               | 0.26%   | 79,873               | 8.17%                    | 29                               | 0.22%   | 80,434               | 8.23%              |
| Trust Banks   | 12                               | 0.09%   | 460,847              | 47.14%                   | 12                               | 0.09%   | 447,880              | 45.81%             |
| Life Insurances<br>Non-Life Insurances<br>Other Financial<br>Institutions<br>Financial Instruments<br>Dealers | 95                               | 0.74%   | 118,371              | 12.11%                   | 94                               | 0.72%   | 98,988               | 10.13%             |
| Other Domestic<br>Corporations  | 185                              | 1.45%   | 71,465               | 7.31%                    | 195                              | 1.48%   | 73,138               | 7.48%              |
| Foreign<br>Corporations, etc.   | 198                              | 1.55%   | 129,972              | 13.30%                   | 184                              | 1.40%   | 158,642              | 16.23%             |
| Individuals / Others  | 12,237                           | 95.90%  | 117,072              | 11.98%                   | 12,630                           | 96.09%  | 118,518              | 12.12%             |
| Total   | 12,760                           | 100.00% | 977,600              | 100.00%                  | 13,144                           | 100.00% | 977,600              | 100.00%            |

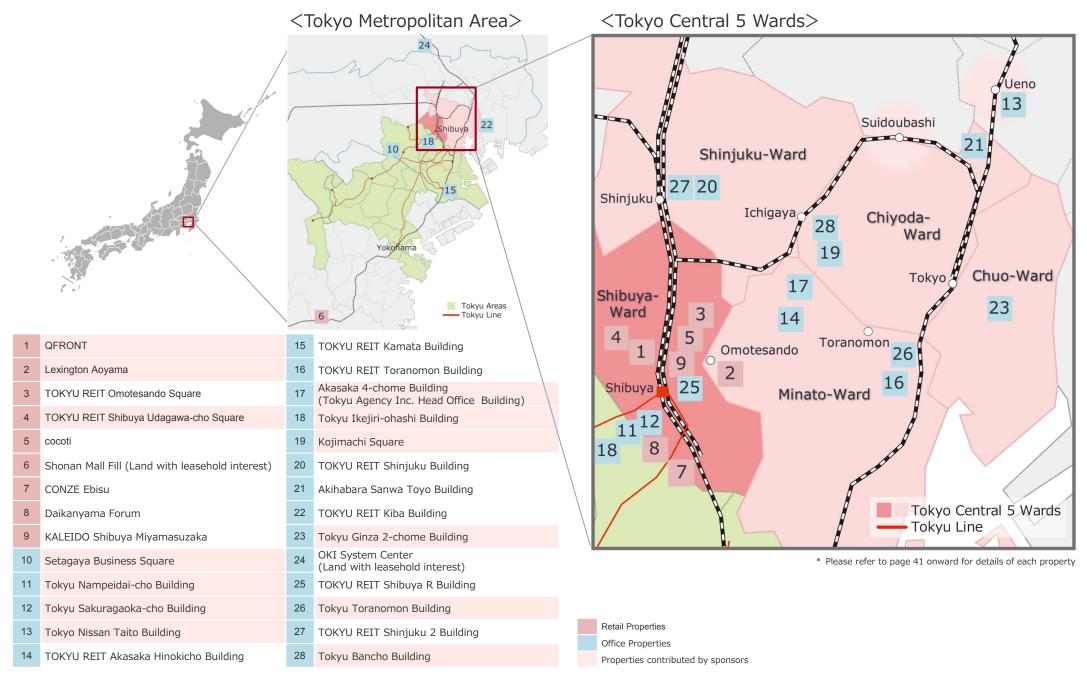


## ■ Top 20 Unitholders

|    | Unitholders   | No. of units held | Ownership<br>ratio<br>(%) |
|----|---|-------------------|---------------------------|
| 1  | Japan Trustee Services Bank, Ltd. (Trust)                             | 237,115           | 24.25                     |
| 2  | Trust & Custody Services Bank, Ltd. (Trust)                           | 87,429            | 8.94                      |
| 3  | The Master Trust Bank of Japan, Ltd. (Trust)                          | 58,098            | 5.94                      |
| 4  | Tokyu Corporation   | 49,000            | 5.01                      |
| 5  | The Nomura Trust and Banking Co., Ltd. (Trust)                        | 36,795            | 3.76                      |
| 6  | STATE STREET BANK-WEST<br>PENSION FUND CLIENTS-EXEMPT 505233          | 15,532            | 1.58                      |
| 7  | Asahi Fire and Marine Insurance                                       | 14,000            | 1.43                      |
| 8  | DFA INTERNATIONAL REAL ESTATE SECURITIES PORTFOLIO                    | 12,019            | 1.22                      |
| 9  | The Hachijuni Bank, Ltd.  | 11,170            | 1.14                      |
| 10 | BNP PARIBAS SECURITIES SERVICES<br>SYDNEY/JASDEC/AUSTRALIAN RESIDENTS | 11,073            | 1.13                      |
| 11 | STATE STREET BANK AND<br>TRUST COMPANY 505223                         | 11,058            | 1.13                      |
| 12 | STATE STREET BANK WEST<br>CLIENT-TREATY 505234                        | 11,011            | 1.12                      |
| 13 | Trust & Custody Services Bank, Ltd.<br>(Money Trust Tax Account)      | 10,810            | 1.10                      |
| 14 | MetLife Insurance K.K.  | 10,500            | 1.07                      |
| 15 | LEGAL + GENERAL ASSURANCE PENSIONS<br>MANAGEMENT LIMITED              | 9,389             | 0.96                      |
| 16 | Mitsubishi UFJ Trust and Banking Corporation                          | 9,196             | 0.94                      |
| 17 | The Hokkoku Bank, Ltd.  | 8,680             | 0.88                      |
| 18 | The Bank of Kyoto, Ltd.   | 8,422             | 0.86                      |
| 19 | Japan Trustee Services Bank, Ltd. (Trust 9)                           | 8,091             | 0.82                      |
| 20 | JPMC GOLDMAN SACHS TRUST JASDEC<br>LENDING ACCOUNT                    | 7,024             | 0.71                      |
|    |   | 626,412           | 64.07                     |
|    | Outstanding Units   | 977,600           | 100.00                    |

# Portfolio Map





Prepared on September 13, 2017

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# Portfolio List (1)



| Name of Property                        | Properties contributed by sponsors  1 QFRONT  | Properties contributed by sponsors  Lexington Aoyama                                | TOKYU REIT<br>Omotesando Square   | TOKYU REIT Shibuya Udagawa-cho Square  | 5 cocoti   |
|---|---|---|---|--|--|
|   | 1 OKYO<br>ATT AMBLE   |   |   | ZARA   |  |
| Address                                 | Udagawa-cho, Shibuya-ku, Tokyo  | 5-chome Minami-Aoyama, Minato-<br>ku, Tokyo   | 4-chome Jingumae, Shibuya-ku,<br>Tokyo  | Udagawa-cho, Shibuya-ku, Tokyo   | 1-chome Shibuya, Shibuya-ku,<br>Tokyo  |
| Nearest Station                         | Approx. 1-minute walk from Shibuya<br>Station on the JR Yamanote and other<br>lines       | 5-minute walk from Omotesando Station on the Tokyo Metro Ginza Line and other lines | Approx. 2-minute walk from Omotesando Station on the Tokyo Metro Ginza Line and other lines | Approx. 2-minute walk from Shibuya<br>Station on JR Yamanote and other lines | Approx. 1-minute walk from Shibuya<br>Station on the Tokyo Metro Ginza Line<br>and other lines |
| Acquisition Date                        | September 10, 2003  | September 11, 2003  | September 10, 2003  | March 1, 2004  | April 6, 2005<br>August 2, 2005 (Additional acquisition)                                       |
| Acquisition Price                       | 15,100 million yen  | 4,800 million yen   | 5,770 million yen   | 6,600 million yen  | 24,500 million yen<br>*Total price including those of additional<br>acquisitions               |
| Appraisal Value as of the End of Period | 27,200 million yen  | 5,410 million yen   | 7,660 million yen   | 12,000 million yen   | 20,400 million yen   |
| Total Land Space                        | 784.26 m <sup>2</sup> [Land included in the property trust totals 728.30 m <sup>2</sup> ] | 776.59 m²   | 1,259.21 m <sup>2</sup>   | 679.27 m <sup>2</sup>  | 1,705.35 m²  |
| Total Floor Space                       | 6,675.52 m²<br>[Exclusive area 4,804.46 m²]   | 2,342.21 m²   | 3,321.20 m <sup>2</sup>   | [Building1] 1,473.10 m <sup>2</sup><br>[Building2] 56.39 m <sup>2</sup>      | 11,847.87 m²   |
| Structure / Floors                      | SRC/S<br>B3/8F  | S/SRC<br>B1/4F  | S/SRC<br>B1/4F  | [Building1] S, 3F<br>[Building2] S, 2F                                       | S/SRC<br>B2/12F  |
| Completion Date<br>(building age)       | October 1999 (17.8 years)   | January 1998 (19.6 years)   | October 1985 (31.8 years)   | [Building1] July 1998 (19.0 years)<br>[Building2] June 1995 (22.1 years)     | September 2004 (12.8 years)  |
| Type of Land                            | Proprietary ownership   | Proprietary ownership   | Proprietary ownership   | Proprietary ownership  | Proprietary ownership  |
| Ownership Building                      | Compartmentalized ownership   | Proprietary ownership   | Proprietary ownership   | Proprietary ownership  | Proprietary ownership  |
| Type of Holding Form                    | Trust beneficiary interest  | Trust beneficiary interest  | Trust beneficiary interest  | Real estate  | Trust beneficiary interest   |
| Number of Tenants                       | 3   | 7   | 4   | 2  | 15   |
| Occupancy Rate                          | 100%  | 100%  | 100%  | 100%   | 100%   |
| PML ratio                               | 4.2%  | 2.3%  | 9.5%  | 7.3%   | 6.2%   |

# Portfolio List (2)



| Name of I                | Name of Property  Shonan Mall Fill (land with leasehold interest) |   | 7 CONZE Ebisu   | 8 Daikanyama Forum   | 9 KALEIDO Shibuya<br>Miyamasuzaka  |
|--------------------------|---|---|---|--|--|
|                          |   |   |   |  |  |
| Addr                     |   | 4-chome Tsujido- Shinmachi, Fujisawa-shi,<br>Kanagawa   | 2-chome Ebisu-Minami, Shibuya-ku, Tokyo                                 | Sarugaku-cho, Shibuya-ku, Tokyo  | 1-chome Shibuya, Shibuya-ku, Tokyo   |
| Nearest                  | Station   | Approx. 3 minutes by bus or approx. 20-minute walk from Tsujido Station on the JR Tokaido Main Line | Approx. 2-minute walk from Ebisu Station on the Tokyo Metro Hibiya Line | Approx. 6-minute walk from Daikanyama Station on the Tokyu Toyoko Line   | Approx. 1-minute walk from Shibuya Station on the Tokyo Metro Ginza Line and other lines |
| Acquisitio               | on Date   | April 28, 2006  | October 31, 2006  | April 22, 2008   | August 16, 2013  |
| Acquisition              | on Price  | 6,810 million yen   | 5,117 million yen   | 4,136 million yen  | 5,150 million yen  |
| Appraisal V<br>the End o | /alue as of<br>of Period  | 6,430 million yen   | 4,760 million yen   | 3,330 million yen  | 7,170 million yen  |
| Total Lan                | nd Space  | 44,078.12 m²  | 562.07 m²   | Building 1 (East): Site rights area 942.30 m²<br>Building 2 (West): Site rights area 1,108.01 m²                                       | 821.65 m²  |
| Total Floo               | or Space  | -   | 2,789.35 m²   | Building 1 (East): 1,441.57 m <sup>2</sup><br>Building 2 (West): 2,388.70 m <sup>2</sup><br>[Exclusive area: 1,182.62 m <sup>2</sup> ] | 4,475.10 m <sup>2</sup>  |
| Structure                | : / Floors  | -   | S/SRC<br>B1/9F  | Building 1 (East): RC, B1/2F<br>Building 2 (West): RC, B1/5F   | S/RC<br>B4/6F  |
| Completi<br>(buildin     |   | -   | March 2004 (13.4 years)   | February 1993 (24.4 years)   | January 1992 (25.5 years)  |
| Type of<br>Ownership     | Land  | Proprietary Ownership   | Proprietary Ownership   | Building 1 (East): Proprietary Ownership<br>Building 2 (West): Proprietary Ownership<br>[Co-ownership ratio: 64.13%]                   | Proprietary Ownership  |
|                          | Building  | -   | Proprietary Ownership   | Compartmentalized ownership  | Proprietary Ownership  |
| Type of Hol              | lding Form  | Trust beneficiary interest  | Real estate   | Real estate  | Trust beneficiary interest   |
| Number of                | f Tenants   | 1   | 8   | 5  | 7  |
| Occupan                  | ıcy Rate  | 100%  | 100%  | 100%   | 85.3%  |
| PML r                    | ratio   | -   | 4.1%  | 8.0%   | 4.4%   |

# Portfolio List (3)



| Name of Propert                      | Properties contributed by sponsors  10 Setagaya Business Square           | 11 Tokyu Nampeidai-cho Building  | 12 Tokyu Sakuragaoka-<br>cho Building  | Properties contributed by sponsors  13 Tokyo Nissan Taito Building           | 14 TOKYU REIT Akasaka<br>Hinokicho Building                                      |
|--------------------------------------|---|--|--|--|--|
|                                      |   |  |  |  |  |
| Address                              | 4-chome Yoga, Setagaya-ku, Tokyo  | Nampeidai-cho, Shibuya-ku, Tokyo   | Sakuragaoka-cho, Shibuya-ku,<br>Tokyo  | 2-chome Motoasakusa, Taito-ku,<br>Tokyo                                      | 6-chome Akasaka, Minato-ku,<br>Tokyo   |
| Nearest Station                      | Approx. 1-minute walk from Yoga<br>Station on the Tokyu Den-en-toshi Line | Approx. 7-minute walk from Shibuya Station on the JR Yamanote Line and other lines | Approx. 5-minute walk from Shibuya<br>Station on the JR Yamanote Line and<br>other lines   | Approx. 3-minute walk from Inaricho<br>Station on the Tokyo Metro Ginza Line | Approx. 4-minute walk from Akasaka<br>Station on the Tokyo Metro Chiyoda<br>Line |
| Acquisition Date                     | September 11, 2003  | September 11, 2003   | September 11, 2003   | September 11, 2003   | September 10, 2003   |
| Acquisition Price                    | 22,400 million yen  | 4,660 million yen  | 6,620 million yen  | 4,450 million yen  | 3,570 million yen  |
| Appraisal Value as the End of Period | I X /IIII MIIIION VAN   | 5,750 million yen  | 9,440 million yen  | 5,400 million yen  | 4,410 million yen  |
| Total Land Space                     | 21,315.68 m <sup>2</sup>  | 2,013.28 m <sup>2</sup>  | 1,013.03 m <sup>2</sup>  | 1,718.45 m²  | 866.61 m <sup>2</sup>  |
| Total Floor Space                    | 94,373.72 m²  | 7,003.88 m <sup>2</sup>  | 6,505.39 m <sup>2</sup>  | 11,373.20 m <sup>2</sup>   | 4,058.92 m²  |
| Structure / Floor                    | SRC/RC/S<br>B2/28F  | S/SRC<br>B2/5F   | SRC<br>B3/9F   | SRC<br>B2/10F  | RC<br>7F   |
| Completion Date<br>(building age)    | September 1993 (23.8 years)   | July 1992 (25.0 years)   | June 1987 (30.2 years)   | September 1992 (24.9 years)  | August 1984 (32.9 years)   |
| Lan<br>Type of                       | Proprietary Ownership<br>[Co-ownership ratio: 55%]                        | Proprietary Ownership  | Proprietary Ownership  | Proprietary Ownership  | Proprietary Ownership  |
| Ownership Build                      | Proprietary Ownership [Co-ownership ratio: 55%]                           | Proprietary Ownership  | Compartmentalized ownership * Compartmentalized ownership of whole building are entrusted. | Proprietary Ownership  | Proprietary Ownership  |
| Type of Holding Fo                   | Trust beneficiary interest  | Trust beneficiary interest   | Trust beneficiary interest   | Trust beneficiary interest   | Trust beneficiary interest   |
| Number of Tenan                      | s 67  | 1  | 2  | 11   | 3  |
| Occupancy Rate                       | 95.8%   | 100%   | 100%   | 93.8%  | 100%   |
| PML ratio                            | 2.9%  | 7.9%   | 11.1%  | 7.4%   | 11.2%  |

# Portfolio List (4)



|                          |           |  |  | Properties contributed by sponsors  | Properties contributed by sponsors  | Properties contributed by sponsors   |
|--------------------------|-----------|--|--|---|---|--|
| Name of I                | Property  | 15 TOKYU REIT Kamata Building  | 16 TOKYU REIT Toranomon Building   | 17 Akasaka 4-chome Building (Tokyu Agency Inc. Head Office Building)                                    | 18 Tokyu Ikejiri-ohashi<br>Building   | 19 Kojimachi Square  |
|                          |           |  |  |   |   |  |
| Addr                     | ess       | 5-chome Kamata, Ota-ku, Tokyo  | 3-chome Toranomon, Minato-ku, Tokyo  | 4-chome Akasaka, Minato-ku, Tokyo   | 3-chome Higashiyama, Meguro-ku, Tokyo   | Nibancho, Chiyoda-ku, Tokyo  |
| Nearest                  | Station   | Approx. 3-minute walk from Kamata<br>Station on the JR Keihin Tohoku Line<br>and other lines | Approx. 1-minute walk from Kamiyacho<br>Station on the Tokyo Metro Hibiya Line   | Approx. 4-minute walk from Akasaka-<br>mitsuke Station on the Tokyo Metro Ginza<br>Line and other lines | Approx. 5-minute walk from Ikejiri-<br>ohashi Station on the Tokyu Den-en-toshi<br>Line | Approx. 1-minute walk from<br>Kojimachi Station on the Tokyo<br>Metro Yurakucho Line |
| Acquisitio               | on Date   | September 10, 2003   | December 15, 2004<br>September 21, 2007 (Additional acquisition)<br>October 26, 2007 (Additional acquisition)<br>January 21, 2015 (Additional acquisition) | January 31, 2008  | March 28, 2008  | March 19, 2010   |
| Acquisitio               | on Price  | 4,720 million yen  | 10,177 million yen<br>*Total price including those of additional<br>acquisitions   | 8,500 million yen   | 5,480 million yen   | 9,030 million yen  |
| Appraisal V<br>the End c |           | 5,240 million yen  | 10,700 million yen   | 7,110 million yen   | 5,730 million yen   | 8,830 million yen  |
| Total Lan                | d Space   | 1,642.86 m²  | 1,728.38 m²<br>[Co-ownership ratio: 86.116%]   | 712.49 m²   | 2,382.67 m <sup>2</sup>   | 1,269.24 m²  |
| Total Floo               | or Space  | 10,244.51 m²   | 15,343.73 m <sup>2</sup><br>[Area owned by TOKYU REIT: 10,882.65 m <sup>2</sup> ]  | 5,002.36 m <sup>2</sup>   | 7,619.56 m²   | 6,803.47 m <sup>2</sup>  |
| Structure                | / Floors  | S/SRC<br>B1/9F   | SRC/RC<br>B2/9F  | S/SRC<br>B1/9F  | SRC<br>7F   | S/RC<br>B1/7F  |
| Completi<br>(buildin     |           | February 1992 (25.5 years)   | April 1988 (29.2 years)  | February 2003 (14.5 years)  | October 1989 (27.7 years)   | January 2003 (14.5 years)  |
| Type of                  | Land      | Proprietary Ownership  | Proprietary Ownership<br>[Co-ownership ratio: 86.116%]   | Proprietary Ownership   | Proprietary Ownership   | Proprietary Ownership  |
| Ownership                | Building  | Proprietary Ownership  | Compartmentalized Ownership and Co-<br>ownership of Compartmentalized Ownership  | Proprietary Ownership   | Proprietary Ownership   | Proprietary Ownership  |
| Type of Hol              | ding Form | Trust beneficiary interest   | Real estate  | Trust beneficiary interest  | Trust beneficiary interest  | Trust beneficiary interest   |
| Number of                | f Tenants | 5  | 10   | 1   | 6   | 7  |
| Occupan                  | cy Rate   | 100%   | 88.4%  | 100%  | 100%  | 100%   |
| PML r                    | atio      | 7.7%   | 7.2%   | 3.9%  | 5.8%  | 4.8%   |

# Portfolio List (5)



| Name of I                | Property  | 20 TOKYU REIT Shinjuku  | 21 Akihabara Sanwa Toyo   | 22 TOKYU REIT Kiba   | Properties contributed by sponsors  23 Tokyu Ginza 2-chome  | 24 OKI System Center  |
|--------------------------|-----------|---|---|--|---|---|
|                          |           | Building  | Building  | Building   | Building  | (land with leasehold interest)  |
|                          |           |   |   |  |   |   |
| Addr                     | ess       | 4-chome Shinjuku, Shinjuku-ku, Tokyo  | 3-chome Soto-Kanda, Chiyoda-ku, Tokyo   | 3-chome Toyo, Koto-ku, Tokyo   | 2-chome Ginza, Chuo-ku, Tokyo   | 1-chome Chuo, Warabi-shi, Saitama   |
| Nearest                  | Station   | Approx. 1-minute walk from Shinjuku-<br>Sanchome Station on the Tokyo Metro<br>Marunouchi Line and other lines<br>Approx. 4-minute walk from Shinjuku<br>Station on the JR Yamanote Line and<br>other lines | Approx. 1-minute walk from Suehirocho Station on the Tokyo Metro Ginza Line                 | Approx. 2-minute walk from Kiba Station on the Tokyo Metro Tozai Line      | Approx. 2-minute walk from Shintomicho<br>Station on the Tokyo Metro Yurakucho<br>Line<br>Approx. 8-minute walk from Ginza<br>Station on the Ginza Line and other lines | Approx. 4-minute walk from Warabi<br>Station on the JR Keihin Tohoku Line |
| Acquisitio               | on Date   | March 26, 2010  | October 29, 2010  | October 29, 2010   | February 15, 2011   | March 27, 2013  |
| Acquisitio               | on Price  | 9,000 million yen   | 4,600 million yen   | 4,000 million yen  | 5,010 million yen   | 4,530 million yen   |
| Appraisal V<br>the End o |           | 11,000 million yen  | 6,100 million yen   | 3,960 million yen  | 5,020 million yen   | 5,120 million yen   |
| Total Lan                | d Space   | 1,113.87 m²   | 795.33 m <sup>2</sup>   | 1,259.52 m <sup>2</sup>  | 805.42 m <sup>2</sup>   | 17,019.18 m <sup>2</sup>  |
| Total Floo               | or Space  | 8,720.09 m²   | 5,704.69 m <sup>2</sup>   | 7,513.09 m <sup>2</sup> [Including parking spaces (41.74 m <sup>2</sup> )] | 5,098.61 m <sup>2</sup>   | -   |
| Structure                | / Floors  | SRC<br>10F  | SRC<br>B1/8F  | SRC<br>10F   | S/RC<br>B1/8F   | -   |
| Completion (building     |           | May 2003 (14.2 years)   | September 1985 (31.9 years)   | February 1992 (25.5 years)   | August 2008 (8.9 years)   | -   |
|                          | Land      | Proprietary Ownership   | Proprietary Ownership   | Proprietary Ownership  | Proprietary Ownership   | Proprietary Ownership   |
| Type of<br>Ownership     | Building  | Proprietary Ownership   | Compartmentalized Ownership  * Compartmentalized ownership of whole building are entrusted. | Proprietary Ownership  | Proprietary Ownership   | -   |
| Type of Hol              | ding Form | Real estate   | Trust beneficiary interest  | Trust beneficiary interest   | Real estate   | Real estate   |
| Number of                | f Tenants | 9   | 6   | 6  | 2   | 1   |
| Occupan                  | cy Rate   | 92.9%   | 100%  | 100%   | 100%  | 100%  |
| PML r                    | atio      | 4.2%  | 11.8%   | 7.4%   | 4.4%  | -   |

# Portfolio List (6)



| Name of Property                        | 25 TOKYU REIT Shibuya R<br>Building   | Properties contributed by sponsors  Tokyu Toranomon Building                | TOKYU REIT Shinjuku 2 Building  | Properties contributed by sponsors  28 Tokyu Bancho Building  |
|---|---|---|---|---|
|   |   |   |   |   |
| Address                                 | 3-chome Shibuya, Shibuya-ku, Tokyo  | 1-chome Toranomon, Minato-ku, Tokyo   | 4-chome Shinjuku, Shinjuku-ku, Tokyo  | Yonbancho, Chiyoda-ku, Tokyo  |
| Nearest Station                         | Approx. 2-minute walk from Shibuya Station on the JR Yamanote Line and other lines  | Approx. 3-minute walk from Toranomon Station on the Tokyo Metro Ginza Line  | Approx. 1-minute walk from Shinjuku-Sanchome Station on the Tokyo Metro Marunouchi Line and other lines Approx. 4-minute walk from Shinjuku Station on the JR Yamanote Line and other lines | Approx. 3-minute walk from Ichigaya Station on the JR Chuo Line and other lines   |
| Acquisition Date                        | August 16, 2013   | August 16, 2013<br>January 9, 2015 (Additional acquisition)                 | October 30, 2015  | March 24, 2016  |
| Acquisition Price                       | 5,270 million yen   | 16,850 million yen * Total price including those of additional acquisitions | 2,750 million yen   | 12,740 million yen  |
| Appraisal Value as<br>the End of Period |   | 19,800 million yen  | 2,860 million yen   | 13,800 million yen  |
| Total Land Space                        | 1,077.45 m²<br>[Area owned by Tokyu REIT: 819.41 m²]  | 2,016.83 m <sup>2</sup>   | 270.05 m <sup>2</sup>   | 2,754.18 m² [Land included in the property trust totals: 2,573.80 m²]   |
| Total Floor Space                       | 7,289.38 m <sup>2</sup> [Including parking spaces (41.18 m <sup>2</sup> )] [Area owned by Tokyu REIT: 4,403.69 m <sup>2</sup> ] | 11,983.09 m²  | 2,006.13 m <sup>2</sup>   | 15,834.55 m <sup>2</sup> [Exclusive ownership area of compartments under compartmentalized ownership pertaining to property trust: 11,431.09 m <sup>2</sup> ] |
| Structure / Floors                      | SRC *Parking space: S<br>B1/9F  | S<br>10F  | S<br>10F  | S<br>11F  |
| Completion Date<br>(building age)       | March 1990 (27.3 years)   | April 2010 (7.3 years)  | December 1991 (25.6 years)  | September 2011 (5.8 years)  |
| Land<br>Type of                         | Proprietary Ownership   | Proprietary Ownership   | Proprietary Ownership   | Proprietary Ownership<br>[Quasi-co-ownership interest of<br>trust beneficiary interest: 49%]  |
| Ownership Buildii                       | Compartmentalized Ownership and Co-<br>ownership<br>of Compartmentalized Ownership  | Proprietary Ownership   | Proprietary Ownership   | Compartmentalized ownership [Quasi-co-ownership interest of the 95.1% compartmentalized ownership interest of the trust beneficiary interest: 49%]            |
| Type of Holding For                     | m Real estate   | Real estate   | Real estate   | Trust beneficiary interest  |
| Number of Tenant                        | s 11  | 3   | 2   | 7   |
| Occupancy Rate                          | 100%  | 100%  | 100%  | 100%  |
| PML ratio                               | 5.9%  | 5.4%  | 4.2%  | 3.3%  |

## **Environmental Measures**



### TOKYU REIT will continue to implement environmentally-friendly operations.

■ DBJ Green Building Certification

The DBJ Green Building Certification program is a certification program to evaluate real estate demonstrating environmental and social awareness in five grades with a scoring model developed originally by Development Bank of Japan Inc.



Properties with exceptionally high environmental & social awareness



Setagaya Business Square



Properties with excellent environmental & social awareness



cocoti



Tokyu Bancho Building



Properties with high environmental & social awareness



Tokyu Toranomon Building



QFRONT

■ Continuously acquired "Green Star" rating, the highest category in the GRESB Survey Tokyu REIM has participated in GRESB survey since 2014 by placing TOKYU REIT as the target. Continuously acquired "Green Star" rating, the highest category, from 2015



**GRESB** 

(Global Real Estate Sustainability Benchmark)

Benchmark developed by a group of leading western pension funds. Evaluates the sustainability consideration of real estate companies and the managing entities, and is being utilized by some major institutional investors, for example when selecting investment targets.

■ Continuously acquired "Class S," the highest ranking, in the classification and evaluation system of businesses based on the Energy Conservation Law

Tokyu REIT continuously acquired "Class S," the highest ranking, in the system from fiscal 2015.

The classification and evaluation system of businesses is a system to classify all businesses submitting regular reports on measures at factories and workplaces with regard to the "Act on the Rational Use of Energy (Energy Conservation Law)" into four classes of S, A, B and C (Note). Prime businesses (Class S) will be announced on the website of the Ministry of Economy, Trade and Industry by business category.

#### (Note) Class S Business:

Those whose 5-year average original unit price decreased by 1% or more (target) or those who achieved the benchmark target in the regular report (as of the end of March in fiscal 2017)

#### Class A Business:

Those that don't fall under the category of Class S and Class B businesses

#### Class B Business:

Those whose target haven't been achieved and whose original unit price increased year-on-year for the most recent two consecutive years or whose 5-year average original unit price increased by more than 5% in the regular report

#### Class C Business:

Those whose efforts on energy saving are judged to be especially insufficient

# Governance of TOKYU REIT (1)



■ Governance Structure of TOKYU REIT

Involvement of independent outside board members

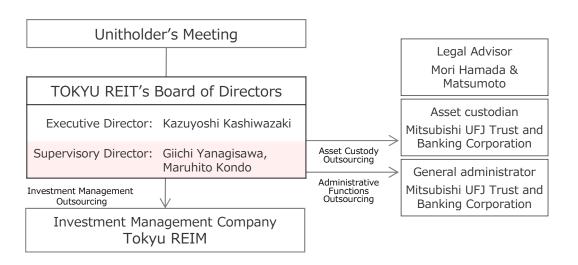
# TOKYU RE T

Accounting Auditor: PricewaterhouseCoopers Aarata LLC

## **TOKYU REIM**

(Investment management company)

**Accounting Auditor: Ernst & Young ShinNihon LLC** 



#### Status of Board of Directors' Meetings Held (FP ended Jul 2017 (FP 28))

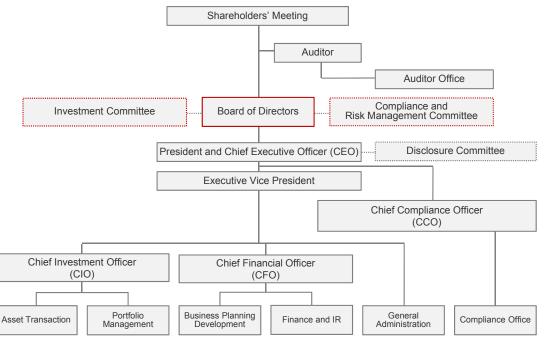
- 11 meetings held (1.8 meetings per month)
- 24 resolutions and 88 reports in total (2.1 resolutions and 8 reports per meeting in average)
- Attendance

Kazuyoshi Kashiwazaki (Executive Director) 100% Giichi Yanagisawa (Supervisory Director) 100% Maruhito Kondo (Supervisory Director) 100% General Administrator 100%

#### Cooperation between Supervisory Directors and Accounting Auditor

- · Accounting Auditor and directors of TOKYU REIT meet each period to exchange information
- Financials in (FP ended Jul 2017 (FP 28)) were audited by: Company: PricewaterhouseCoopers Aarata LLC Name: Takashi Sasaki (3 period), Takeshi Yamaguchi (1 period)

\*() indicates number of continuous audit periods to date



#### **Board of Directors**

Function: Decision-making on management strategy

Members: Representative director & president, representative director & executive vice president, 2 full-time directors, and 4 directors (part-time) from sponsor and 2 auditors (part-time)

#### Compliance and Risk Management Committee

Function: Advisory on compliance and risk management, and related parties transactions

Members: 2 directors (part-time), and 2 external committee members

#### **Investment Committee**

Function: Advisory on investment decisions

Members: Representative director & president [committee chairman], representative director & executive vice

president, 3 directors and 1 appraiser

# Governance of TOKYU REIT (2)



### ■ Investment Management Fee

Incentive system which "the Investment Management Company is in the same boat as unitholders"

Investment management fee is linked to "appraisal value of assets," "cash flow" and "price of investment unit," which are the three indexes indicating unitholder value, and acquisition incentive fees, etc. that are not recorded in the income statement are not adopted

<Investment management fee structure and remuneration>

| Remuneration                      | Criteria for calculation  | Remuneration<br>(FP ended Jul 2017) |  |
|-----------------------------------|---|-------------------------------------|--|
| Remuneration                      | Reason for adoption   |                                     |  |
| Base 1                            | Asset value at end of previous period $\times$ 0.125% (0.120% for the portion exceeding 200 billion yen and 300 billion yen or less) (0.115% for the portion exceeding 300 billion yen)   | ¥304 mn                             |  |
| (Linked to asset valuation)       | It will be linked not to the total investment amount but to the total asset valuation and motivate the enhancement of asset value even after the acquisition of properties  |                                     |  |
| Base 2                            | Standard cash flow in current period $(Note) \times 6.0\%$ (5.7% for the portion exceeding 5.0 billion yen and 7.5 billion yen or less) (5.4% for the portion exceeding 7.5 billion yen)  | ¥234 mn                             |  |
| (Linked to cash flow)             | Motivating the increase of distributions through the increase in rent revenue and reduction of expenses   | <b>≢</b> 234 IIIII                  |  |
| Incentive Fee                     | (Average price in current period - Highest average price over all previous periods) $\times$ number of units $\times0.4\%$  |                                     |  |
| (Linked to investment unit price) | It will motivate the increase in investment unit price and efforts on the overall asset management business such as finance, IR, governance and compliance in addition to the normal asset management business will be enriched | Not occurred                        |  |

(Note) Standard cash flow here shall be the amount derived by subtracting an amount equivalent to 50% each of profit or loss from the sale of specified assets and profit or loss from the valuation of specified assets from the net income before income taxes, plus depreciation and amortization of deferred assets

■ Measures Against Conflicts of Interest

#### Strict rules support sponsor collaboration

Development of self-imposed rules on transactions with related parties and measures to avoid conflicts of interest through multiple checks

#### Rules on Related-Party Transactions

#### Rules for Transactions with Related Parties

<Acquisition/Disposition>

- Acquisition price 

  Appraisal by Third Party
  Disposition price 

  Appraisal by Third Party
- · Second Opinion for the Appraisal by Third Party

<Property Management>

- Obtain fee opinion from Third Party and performance check
- <Leasing>
  - Appropriate rent level and disclosure of leasing conditions

#### **Double Checks for Due Process**

### Investment Management Company Level

Deliberation by Compliance and Risk Management Committee (including two external members)

#### **REIT Level**

Prior approval of the Board of Directors only by independent supervisory directors

Proactive and timely disclosure of systems to prevent conflicts of interest and content of transaction

<sup>\*</sup> Apart from the above, TOKYU REIT pays predetermined fees, etc. to an asset custodian, general administrators, property management companies and an independent auditor, among others.

# Overview of Investment Management Company





Tokyu REIN

Tokyu Real Estate Investment Management

Name: Tokyu Real Estate Investment Management Inc.

Address: Shibuya Mark City West 11F, 1-12-1 Dogenzaka

Shibuya-ku, Tokyo

Established: June 27, 2001

Paid-in Capital: 300 million yen

(Number of shares issued and outstanding: 6,000)

Representative: Representative Director & President, Chief Executive Officer

Kazuyoshi Kashiwazaki

Shareholders and

ratio of shareholding: Tokyu Corporation 100%

Number of employees: 50 (Excludes part-time executives)

Registration/Approval, etc.: Acquired Real Estate Brokerage License

(No.79964 Governor of Tokyo)

Acquired discretionary transaction agent approval in

accordance with the Building Lots and Building Transactions

Business Law

(Ministry of Land, Infrastructure, Transport and Tourism No.17)

Registered as a General Real Estate Investment Management

Company (No. 016)

Registered as a Financial Instruments Dealer (Kanto Financial Bureau (Kin-sho) No.360)

### Content of IR Activities

Costs of TOKYU REIT's IR activities are borne by TOKYU REIM

<Major activities conducted in FP ended Jan. 2017 (FP 27) and FP ended Jul. 2017 (FP 28)>

- Participated in a conference targeting foreign institutional investors
- Held seminars at branch offices of securities companies centering on Tokyu Areas targeting individual investors
- Participated in "ARES J-REIT Caravan 2017"
- Participated in "Daiwa J-REIT Festa 2017"
- Participated in seminars for individual investors held by securities companies
- Conducted property viewing tours and other activities for institutional investors



ARES J-REIT Caravan (Kawagoe)

## Disclaimer



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Information provided in this material is requested in the Financial Instruments and Exchange Law, laws concerning investment trusts and investment corporations and government ordinances pertaining to them, Cabinet Office Ordinance, regulations as well as listing regulation of Tokyo Stock Exchange and regulation of Investment Trusts Association, etc. and are not disclosure documents or management reports based on them.

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This document contains forward-looking statements, such as current plans, strategies and future performance. These forward-looking statements are based on judgments obtained from currently available information. Please be advised that, for a variety of reasons, actual results may differ materially from those discussed in the forward-looking statements. Events that might affect actual results include, but are not limited to, fluctuations of the real estate market in Japan, general conditions of the Japanese economy, competitive pressures and relevant regulations.

Numbers for the same item may be different from other disclosure materials due to difference in rounding.

Dates indicated in this document may differ from business days for the convenience of preparing charts.

Although much attention has been paid to the inclusion of all relevant information in this document, there may be errors and omissions. Therefore, they are subject to correction or amendment without prior notice.

Information without any special description is that as of July 31, 2017.

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