

# JAPAN REAL ESTATE INVESTMENT CORPORATION

Japan Real Estate Asset Management Co., Ltd.

As of 21 March 2025

## **Supplementary Materials Regarding the Press Release Announced Today**

- Announcement of Acquisition and Disposition of Domestic Real Estate
   (Acquisition of CO•MO•RE YOTSUYA and Disposition of Akasaka Park Building)
- Announcement of Forecast Revisions for the September 2025 Period

# **Summary of Property Replacement (1)**

## **Property Replacement Strategy**

- Acquiring high-quality properties that are expected to enhance competitiveness of JRE's portfolio in the medium- to long-term and achieve growth exceeding inflation.
- ▶ Selling properties with concerns about declining profitability due to weakening leasing competitiveness and increasing construction expenses over time.

# \_ Property to be acquired



#### CO•MO•RE YOTSUYA

- A large-scale, mixed-use redevelopment property completed in 2020
- A high-grade office building that serves as a landmark in the Yotsuya area
- Excellent accessibility such as just a one-minute walk from Yotsuya Station
- Expected to enhance competitiveness and profitability in the medium- to long-term

Completion	January 2020 (5 years old)	
Acquisition price	JPY 29,050 million (Ratio of ownership interest: 13.5%)	
Seller	Mitsubishi Estate Co., Ltd.	
Transfer date	26 March 2025	
Occupancy rate	99.9%	
NOI yield	(before depreciation) 3.2% (after depreciation) 2.2%	

### Property to be disposed of



## **Akasaka Park Building**

- Concerns about weak accessibility from the nearest station and declining competitiveness as an office location
- As an over 30 years old mixed-use building, with expected increase in construction expenses
- Planned to be disposed of in six stages to control significant fluctuations in DPU and EPU
- Sell to the sponsor, Mitsubishi Estate, due to the possibility of a six-installments disposition and the conclusion of a replacement property provision agreement (refer to P2)

Completion	July 1993 (31 years old)		
Disposition price	JPY 80,700 million		
Estimated gain	JPY 23,310 million		
Buyer	Mitsubishi Estate Co., Ltd.		
Transfer date	①April 1, 2025	②October 1, 2025	
	③April 1, 2026	4 October 1, 2026	
	⑤April 1, 2027	⑥October 1, 2027	
Occupancy rate	90.0%		
NOI yield	(before depreciation) 3.1%		
	(after depreciation)	2.1%	

# **Summary of Property Replacement (2)**

Concluding a replacement property provision agreement with the sponsor, Mitsubishi Estate, while taking the opportunity of the transfer of Akasaka Park Building

## **Benefits of Concluding This Agreement**

- Securing opportunities to acquire multiple properties until reaching a scale comparable to Akasaka Park Building
- Acquired the preferential right to acquire high-quality properties of Mitsubishi Estate and SPCs funded by Mitsubishi Estate ("Mitsubishi Estate, etc.") without the obligation to acquire

## Summary of the replacement property provision agreement

- The contract is scheduled to be concluded on April 1, 2025
- JRE can exercise the preferential negotiation rights for properties of Mitsubishi Estate, etc., until the cumulative acquisition price from March 2025 onwards reaches the transfer price of Akasaka Park Building (JPY 80.7 billion\*)
  - \*The acquisition price (JPY 29.05 billion) of CO·MO·RE YOTSUYA, scheduled to be acquired on March 26, 2025, is also included in this amount.
- The period for reaching the cumulative acquisition price mentioned above is, in principle, until the fiscal year ending March 2028, when the transfer of Akasaka Park Building is scheduled to be completed.
- However, JRE is not obligated to acquire, and if negotiations do not reach an agreement, Mitsubishi Estate, etc., may transfer properties to parties other than JRE, at a price higher than the one proposed by JRE.



JPY

80.7

Akasaka Park Building

## **Example of properties developed** by Mitsubishi Estate

#### **Developed properties**







CO·MO·RE YOTSUYA

#### Properties to be developed



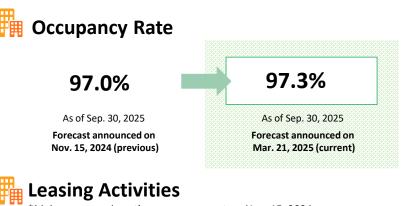
**TOYOSU SAIL PARK** 



Akasaka 2-6-chome **District Development** Plan

# Forecast Revisions for the September 2025 Period

- Due to the increase in occupancy rates and progress in rent revisions, internal growth is positive
- ▶ With the recording of the gain on the sale of Akasaka Park Building, the DPU (Distribution Per Unit) for the September 2025 period will be increased by 50 yen to 2,450 yen, compared to the value announced in November 2024.



\*Main progress since the announcement on Nov. 15, 2024.

Occupancy Rate

#### **MM Park Building (Yokohama City)**

 Approximately 790 tsubo of leasing has been confirmed (Two cases of new lease and two case of expansion)

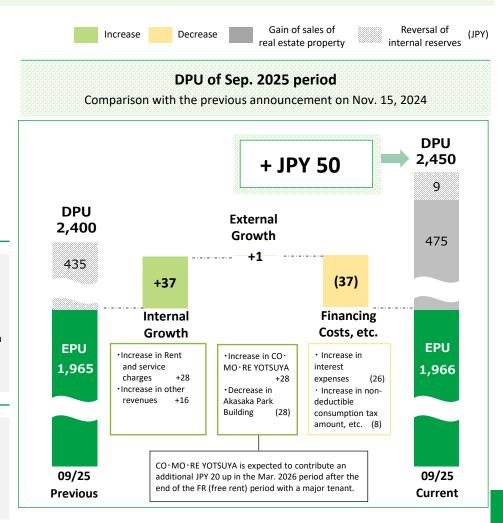
Occupancy Previous Current
Rate\*
(09/25) 91.3% 97.1%

#### Shinjuku Eastside Square

- Although a major tenant is expected to vacate approx. 3,000 tsubo in the Sep. 2025 period, it has been confirmed that about 1,100 tsubo will be refilled in the Sep. 2025 period and about 1,900 tsubo in the Mar. 2026 period.
- The average rent per tsubo for this section will increase by about 10%.

#### — Rent Revisions

- For a major tenant in a Tokyo property (approx. 5,100 tsubo), a rent increase of about 4% has been achieved, resulting in an additional monthly rent of approx. 4.5 million yen (Sep. 2025 period).
- For a major tenant in a regional property (approx. 1,400 tsubo), a rent increase of about 14% has been achieved, resulting in an additional monthly rent of approx. 2.8 million yen (Mar. 2025 period).



# **Terminology Used in this Document**

- 1. All figures are rounded down to the indicated unit. However, percentage figures, including occupancy rates, are rounded to the nearest unit.
- 2. NOI = Property-related revenues Property-related expenses (Excluding Depreciation)
- 3. CO·MO·RE YOTSUYA
  - "Occupancy rate" is based on the forecast as of the scheduled acquisition date.
  - "NOI yield (before depreciation)" = the NOI estimated as of the scheduled acquisition date / Acquisition price
  - "NOI yield (after depreciation)" = the (NOI Depreciation) estimated as of the scheduled acquisition date / Acquisition price
- 4. Akasaka Park Building
  - "Estimated gain" indicates the figures of total estimated gain of each stage of disposition from April 1, 2025 to October 1, 2027.
  - "Occupancy rate" indicates the figures as of the end of the fiscal period ended September 2024.
  - "NOI yield (before depreciation)" = Total NOI for the most recent two fiscal periods / Disposition price
  - "NOI yield (after depreciation)" = (Total NOI for the most recent two fiscal periods Total estimated depreciation for the most recent two fiscal periods.) / Disposition price
- 5. DPU refers to dividend per unit.
- 6. EPU refers to dividend per unit less gains on sales of real estate property (after deducting distribution-linked fee II) and reversal of internal reserves.

# **Disclaimer Concerning Forward-Looking Statements**

This presentation contains information regarding forward-looking statements reflecting the plans and outlook of Japan Real Estate Investment Corporation (JRE). All descriptions contained herein, other than those related to historical or current facts, are reckoned to be such forward-looking statements. These forward-looking statements are based on the assumptions, judgments and data made by Japan Real Estate Asset Management Co., Ltd. and JRE in light of currently available information. The statements may contain known and unknown risks, uncertainty and other factors not accounted for, and may be affected by these factors, which include risks related to JRE's internal and external growth and risks related to the profitability per unit. These risks, uncertainty and other factors may bring significantly different results regarding JRE's future performance, management achievements and financial standing implicitly or explicitly presented in the relevant forward-looking statements. JRE shall assume no obligation to update such forward-looking statements and disclose them.

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