



February 2018 (12th) Fiscal Period

GLP J-REIT (3281)

April 13, 2018



# Investment In Modern Logistics Facilities

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# Key topics since September 2017

## External growth

### 5th follow-on offering (largest amongst J-REITs in FY2017)

Consistent support from the GLP Group even after privatization

- Acquisition price: 82.0 bn yen
- Offering size: 61.7 bn yen



## Financial strategy

Reduced debt costs through 24.3 billion yen in refinancing (1.13%→0.35%)<sup>3</sup>

Borrowed 26.7 billion yen (interest rate 0.40%)<sup>3</sup>; 5.5 bn yen in refinancing

Prepayment of 2.4 billion yen

**Reduced debt costs while extending maturities**

Sep

Oct

Nov

Dec

Jan

Feb

Mar

## Internal growth

### Strong rental growth exceeding target

- Greater-than-expected rent increase of 3.8%
- Occupancy rate 99.9%



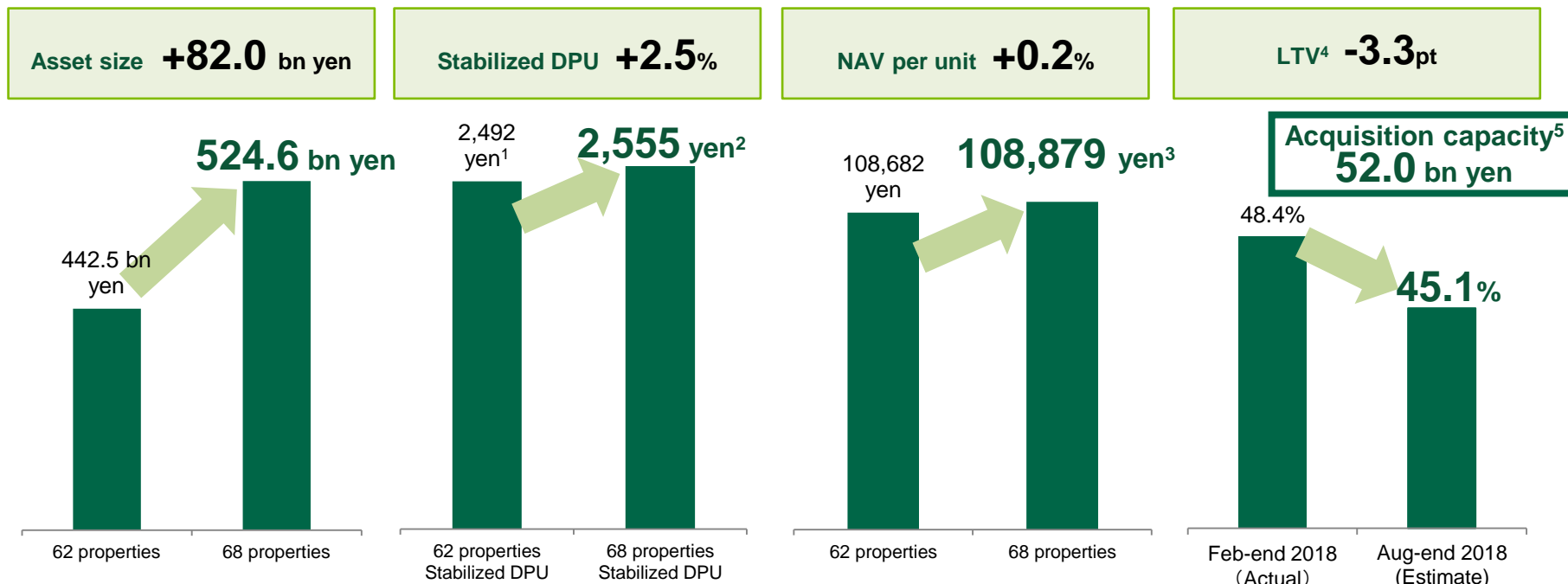
GLP Urayasu GLP Hiroshima

2 properties received BELS<sup>1</sup> 3 stars  
10 properties received CASBEE<sup>2</sup> 'S' or 'A'

1. BELS (Building Energy-efficiency Labeling System) assessment is provided under a public evaluation system, which evaluates the energy conservation performance of non-residential buildings, established on April 2014 by the Ministry of Land, Infrastructure, Transport and Tourism  
 2. CASBEE (Comprehensive Assessment System for Built Environment Efficiency) is an evaluation system that evaluates and ranks buildings and structures in terms of their environmental performance  
 3. The interest rate reflects the effect gained through the swap transaction.

## 5th follow-on offering: Largest amongst J-REITs in FY2017

Offering summary	
Launch date	February 5, 2018
Offering type	Global offering (144A, Reg S)
Funds raised (including greenshoe)	58,178 mm yen (newly issued units: 549,603)
Use of proceeds	Acquisition of 6 logistics facilities and solar panels installed on our current 13 properties



1. Forecast for the Aug 2018 fiscal period DPU described in "SUMMARY OF FINANCIAL RESULTS (REIT) for the 11th Fiscal Period Ended Aug 31, 2017" dated October 13, 2017

2. Adjusted DPU described in "Announcement of Amendment of Forecast Concerning Operating Status and Distribution for the Fiscal Period Ending August 31, 2018 and Forecast for the Fiscal Period Ending February 28, 2019" dated February 5, 2018

3. Estimation based on results as of the end of February 2018, the unrealized gain on properties acquired on March 1, 2018 and the public offering and third-party allotment conducted in March 2018

4. "LTV" is the ratio of interest-bearing debt to total assets at each point in time

5. Acquisition capacity is the estimated total of costs for new acquisitions that can be financed solely through interest-bearing debt, assuming a maximum LTV of 50%

# Acquisition of quality properties through sponsor commitment

**Acquisition price** **82.0** bn yen   
 **NOI yield<sup>1</sup>** **5.1** % (forecast) / **4.8** % (appraisal)   
 **WALE<sup>2</sup>** **5.9** years   
 **Occupancy** **92.0** %   
 **Occupancy (contract basis)<sup>3</sup>** **97.8** %


## RoFL properties<sup>4</sup>

<b>GLP Maishima I</b> Acq. price ¥19,390 mm <b>GLP Dev't.<sup>5</sup></b>  NOI yield <sup>1</sup> <b>4.6%</b> (Appraisal) / <b>4.6%</b> (Forecast)	<b>GLP Misato</b> Acq. price ¥16,939 mm <b>GLP Dev't.<sup>5</sup></b>  NOI yield <sup>1</sup> <b>4.4%</b> (Appraisal) / <b>4.4%</b> (Forecast)
<b>GLP Funabashi II</b> Acq. price ¥7,789 mm <b>Acquisition<sup>5</sup></b>  NOI yield <sup>1</sup> <b>4.7%</b> (Appraisal) / <b>4.5%</b> (Forecast)	<b>GLP Urayasu</b> Acq. price ¥7,440 mm <b>GLP Dev't.<sup>5</sup></b>  NOI yield <sup>1</sup> <b>4.4%</b> (Appraisal) / <b>4.1%</b> (Forecast)

## GLP JV Fund properties

<b>GLP Soja I</b> Acq. price ¥12,800 mm <b>GLP Dev't.<sup>5</sup></b>  NOI yield <sup>1</sup> <b>5.3%</b> (Appraisal) / <b>5.2%</b> (Forecast)
<b>GLP Soja II</b> Acq. price ¥12,700 mm <b>GLP Dev't.<sup>5</sup></b>  NOI yield <sup>1</sup> <b>5.4%</b> (Appraisal) / <b>4.8%</b> (Forecast)

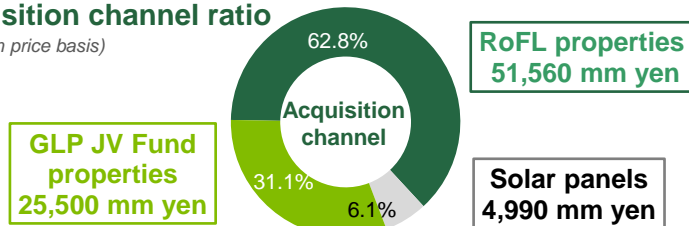
**13 solar panels**



Acq. price **4,990** mm yen  
 NOI yield<sup>1</sup> **5.0%** (Appraisal) / **13.0%** (Forecast)  
 (Ref.) DCF yield<sup>1</sup> **10.5%**

## Acquisition channel ratio

(Acquisition price basis)



	Before acquisition	After acquisition
No. of properties	62 properties	<b>68 properties</b>
Acquisition price	442.5 bn yen	<b>524.6 bn yen</b>
NOI yield <sup>1</sup>	5.5%/5.4%	<b>5.4%/5.4%</b>
WALE <sup>2</sup>	4.4 years	<b>4.6 years</b>
Occupancy	99.9%	<b>99.0%</b>

- Appraisal NOI yield (bottom and left side) is calculated as appraisal NOI divided by acquisition price (avg. appraisal NOI yield is the weighted average ratio on an acquisition price basis). Adjusted forecast NOI yield (top and right side) is calculated as adjusted forecast NOI divided by acquisition price (avg. expected NOI yield is the weighted average ratio on an acquisition price basis). For DCF yield, refer to Note 2 on Pg. 34
- WALE is the weighted average of remaining lease periods on a leased area basis as of Dec. 31, 2017, based on leases existing as of the same date for assets other than solar panel installations
- Occupancy is the proportion of the area leased to tenants as of December 31, 2017 to total leasable area excluding that for solar panel installations as of the same date; occupancy (contract basis) is either the total area leased to tenants as of December 31, 2017 or the area to be leased to tenants as set out in lease contracts to total leasable area
- GLP Maishima, GLP Misato, GLP Funabashi II and GLP Urayasu are marked "RoFL" as GLP J-REIT acquired these properties by executing sales agreements for these properties at the same time that the sellers with RoFL acquired these properties
- Properties marked "GLP Dev't" are those developed by GLP Group (incl. those developed by development funds), and properties marked "Acquisition" are those acquired from third parties

# Consistent sponsor support led to solid demand

**Captured ca. 200bn yen in demand**  
 Despite market headwinds backed by the consistent support of GLP group

## Raised ¥60bn against market headwinds with a consistent message

-----<Excerpt from DealWatch / Thomson Reuters >-----

GLP J-REIT acquired properties totaling ¥82bn on March 1. **This was the first acquisition of logistics facilities after the change in shareholders of its sponsor, Singapore-based Global Logistic Properties, once again demonstrating its support to the J-REIT.** At the same time, the J-REIT launched a public offering amidst a sharp global decline in share prices. Analysts point out that only J-REIT with powerful sponsor could achieve such success of the deal.

Of the assets acquired, 4 properties, such as GLP Maishima I, were developed by the sponsor, while 2 properties, GLP Soja I and II, were developed by GLP Group through funds with third parties in the form of JV. The total expected acquisition price is ¥82bn, which includes solar panel installed on 13 previously acquired properties. **The deal size for the issue of new investment units exceeded ¥70bn at launch. An underwriter commented that it was the largest J-REIT offering that they had seen in the past 4-5 years, saying that “it is surprising that GLP was able secure this size of offering considering current difficulties in acquiring properties and amidst lukewarm market conditions with a falling TSE J-REIT Index.”**

**Analysts also liked the improvement in distribution and reduced LTV. A REIT analyst with a Japanese securities firm commented that “not only did the offering raise the REIT’s asset size, but it also contributed to improving unitholder value”**

(Miho Ozawa, DealWatch / Thomson Reuters)

## Obtained J-REIT Deal of the Year 2017



-----< Excerpt from DealWatch / Thomson Reuters >-----

Through this follow-on offering, GLP raised JPY 60.1bn, the largest amount amongst J-REITs in FY2017. The offering was also the first capital increase after GLP Group’s delisting, which was triggered by a change in shareholders. GLP Group **improved unitholder value by strengthening debt capacity and increasing distributions** against market headwinds under an environment in which the J-REIT market plummeted due to an interest hike in the US, **demonstrating its consistent strategy to the J-REIT**

(DealWatch / Thomson Reuters)

## Consistent strategy of GLP Group

GLP Group’s portfolio includes logistics properties that it operates and manages in Japan, China, the US, Europe, and Brazil.

Though previously listed on the Singapore Exchange, GLP delisted in January 2018. Going forward, its strategy will be as follows.

### Long-Term Strategy and Future Plans

Continuous growth of global platform

- GLP Group intends to **continue the businesses and operations** of the Group in their present form and to steer the Group towards further growth

Strong strategic foundation

- Continues the existing strategy** with 3 pillars of “Operation” “Development” and “Fund Management”
- Fund management actively builds on the platform in new and existing markets, including **continuous sale of assets to the J-REIT**

Management continuity

- Existing management team, led by CEO Ming Mei**, will be retained and will continue to execute on GLP’s growth strategy

GLP Japan to be the regional HQ

- GLP Japan has full discretion on developing and executing business strategies in Japan and became the regional HQ for Japan operations

Source: GLP disclosures

# Robust rental growth exceeding target

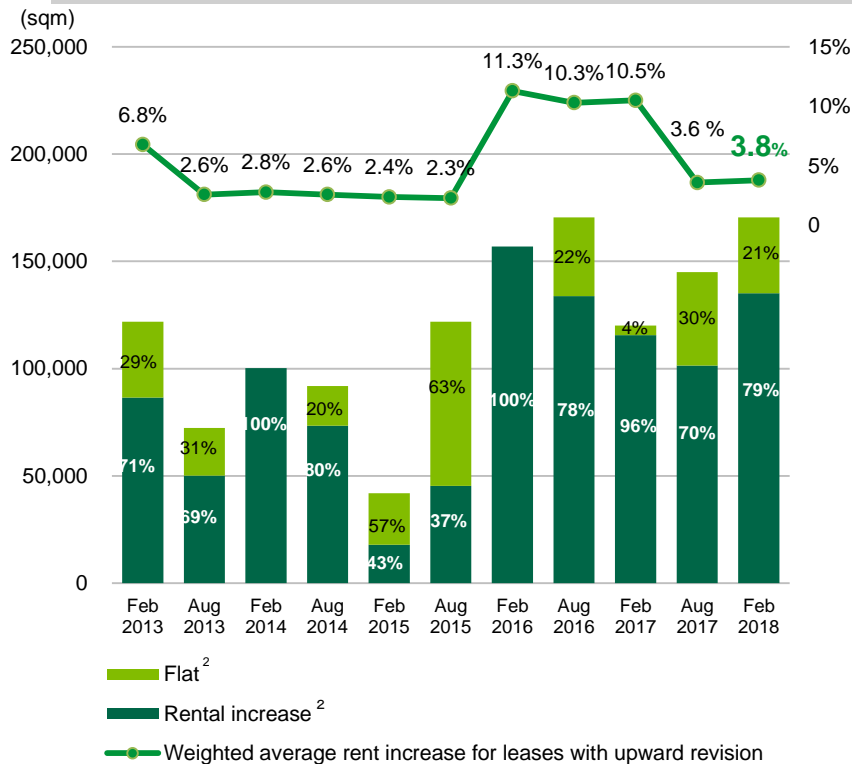
Rental growth for 11 successive periods

No rental reduction<sup>1</sup> since IPO

Retention rate since IPO  
**90%**

Occupancy as of Feb-end 2018  
**99.9%<sup>4</sup>**

## Track record of rental growth



**4.7% rental growth immediately after acquisition**  
(4.1% upon acquisition => 4.3% at the end of the Feb 2019 period)



Property	GLP Urayasu
Location	Tokyo Metropolitan Area
Type	BTS
Applicable leased area	25,839 sqm
Lease expiry	Aug 2018 period

**5.7% rental growth without downtime**



Property	GLP Hiroshima
Location	Other
Type	BTS <sup>3</sup>
Applicable leased area	5,099 sqm
Lease expiry	Aug 2018 period

1. Excludes automatic rent increases and tenant replacement after vacancy periods.

2. Based on leased area.

3. BTS indicates that a property has no common facilities even if the property houses multiple tenants (GLP Hiroshima has two tenants as of March 31, 2018)

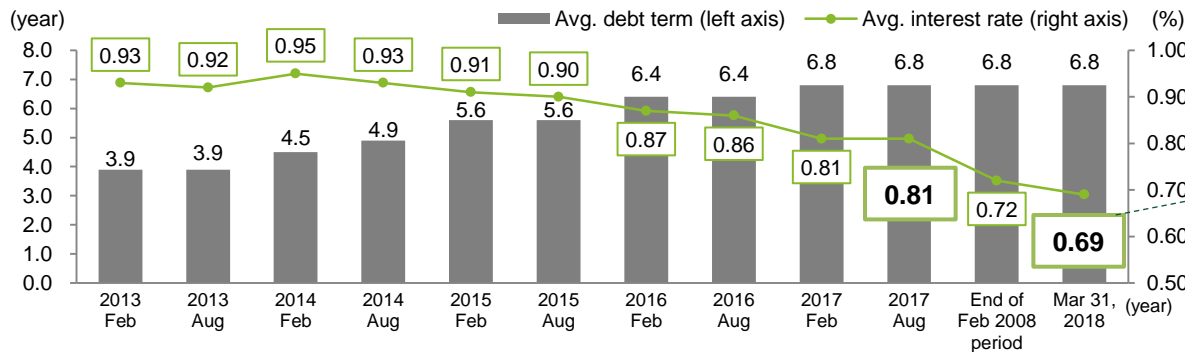
4. "Occupancy" is calculated by dividing total leased area for each property by the total leasable area, rounded to the first decimal place, however when it may result in 100.0% after rounding, the figure is rounded down to the first decimal place and shown as 99.9%.



# Debt cost reduction through large-scale refinancing

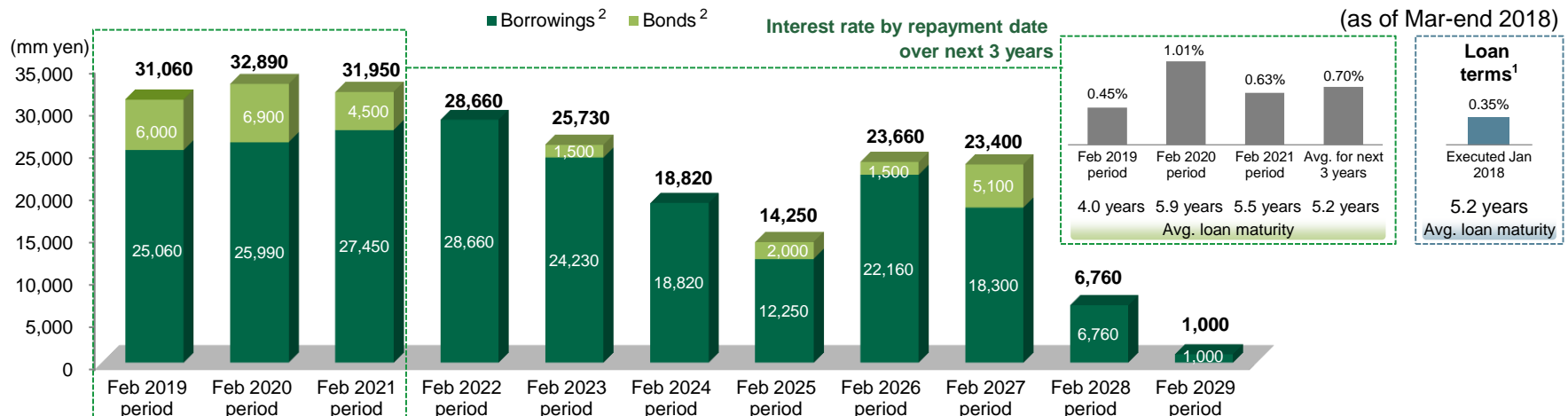
**Reduced average interest rate from 0.81% to 0.69%, while maintaining average debt term**

Reduced interest rates through large-scale refinancing



- Refinanced a 5-year loan of 24.3 billion yen (interest rate 1.13%) from IPO at an interest rate of 0.35%
- Reduced avg. debt cost from 0.81% to 0.69% and maintained avg. debt term at above 6 years

Further room to reduce debt cost through refinancing



1. Loan terms are those for loans executed in January 2018.

2. Figures for February of each year include loans and investment corporation bonds which will mature within one year of the end of each calculation period

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## February 2018 period: Results (vs. initial forecast)

**Realized +1.8% increase in DPU due to NOI higher than the estimate**

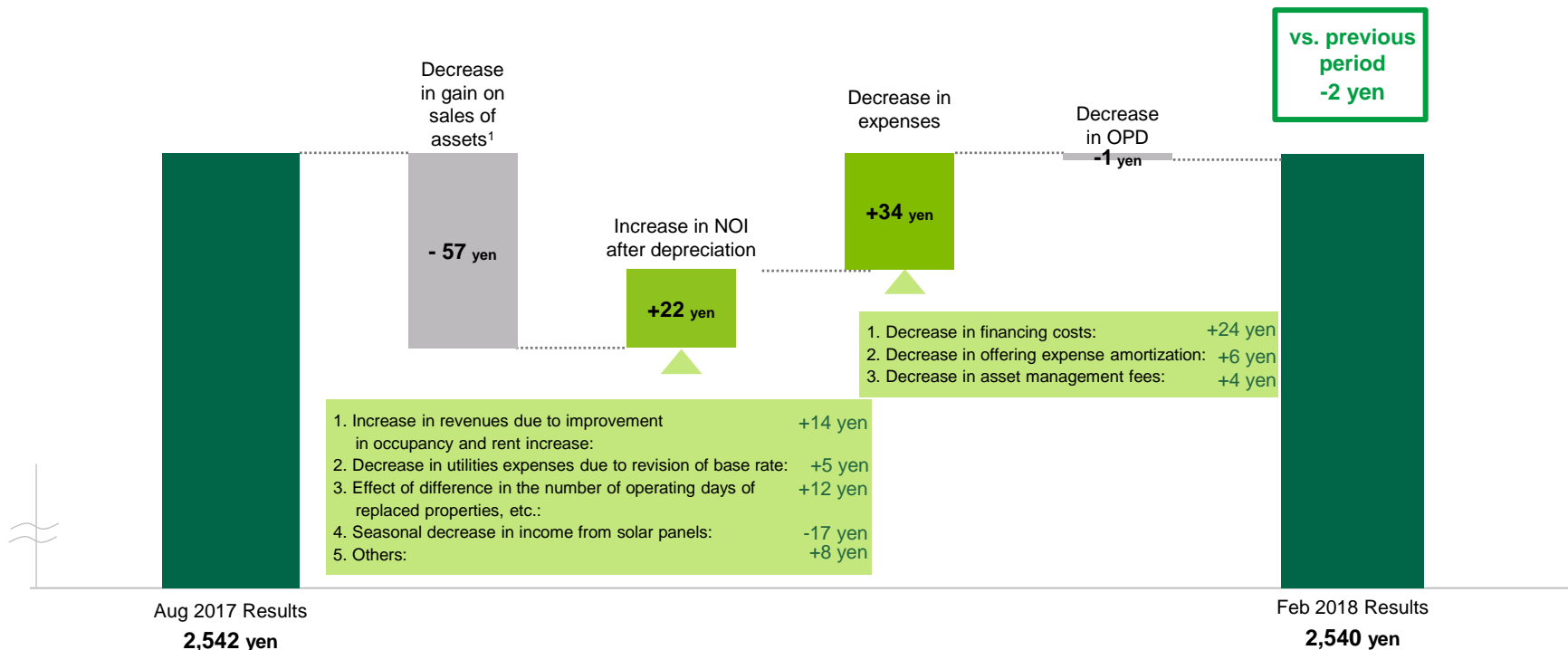
		Aug 2017 Actual	A Initial Forecast as of Oct 13, 2017	B Feb 2018 Actual	B - A	
						(Unit: mm yen )
						<b>Feb 2018 Results</b>
Financial result (mm yen)	Operating revenue	14,505	14,056	14,181	125	<b>Major differences in net income (vs. initial forecast: +127)</b>  <b>+122 Increase in NOI</b> 1. Increase in operating revenue due to occupancy exceeding estimates, etc. (+114) 2. Decrease in utilities expenses(+13) 3. Others (-6)  <b>+5 Decrease in expenses</b> 1. Decrease in financing cost (+25) 2. Increase in asset management fee due to an increase in EPU(-21) 3. Others (+1)
	Operating income	7,694	7,360	7,463	102	
	Ordinary income	6,391	6,262	6,388	126	
	Net income	6,390	6,260	6,387	<b>127</b>	
DPU (yen)	Total	2,542	2,495	<b>2,540</b>	<b>45</b>	
	DPU (excl. OPD)	2,240	2,194	2,239	45	
	OPD	302	301	301	—	
Others	Occupancy <sup>1</sup>	99.9%	—	99.9%	—	
	NOI (mm yen)	11,869	11,798	11,920	122	
	NOI yield	5.4%	---	5.4%	—	

\* Amounts are rounded down, and percentages are rounded to the first decimal place in the above table.

1. "Occupancy" is calculated by dividing total leased area for each property by the total leasable area at the end of every month, rounded to the first decimal place, however when it may result in 100.0% after rounding, the figure is rounded down to the first decimal place and shown as 99.9%.

## February 2018 period: Change in dividend per unit (vs. previous period)

**Improvement in profits from existing properties offsets diminished gain on sales of assets, etc. (163mm yen) in the previous period**



1. Includes gain on sales of assets, non-deductible consumption taxes, and one-time costs due to cancellation of interest rate swaps arising in the previous period.

## Earnings forecasts for August 2018 and February 2019 periods

**DPU for the August 2018 period expected to be 43 yen higher (+1.7%) than DPU for the February 2018 period**

		A Feb 2018 Actual	B Aug 2018 Forecast	B - A	Feb 2019 Forecast	Aug 2018 Forecast (Unit: mm yen)
Financial results (mm yen)	Operating revenue	14,181	16,736	2,554	16,331	<b>Major factors contributing to difference in net income: (vs. Feb 2018: +1,382)</b>  <b>+1,322 Acquisition of 6 properties (incl. 13 solar panels) on March 1</b>  <b>+15 Increase in NOI of existing properties</b>  <b>+45 Decrease in expenses</b> [ Decrease in financing costs: +60 Increase in asset management fees: - 9 Others: - 6 ]
	Operating income	7,463	8,945	1,482	8,589	
	Ordinary income	6,388	7,770	1,382	7,508	
	Net income	6,387	7,770	<b>1,382</b>	7,507	
DPU (yen)	Total(1)+(2)	2,540	<b>2,583</b>	43	2,506	
	DPU(1) (excl. OPD)	2,239	2,283	44	2,206	
	OPD(2)	301	300	-1	300	

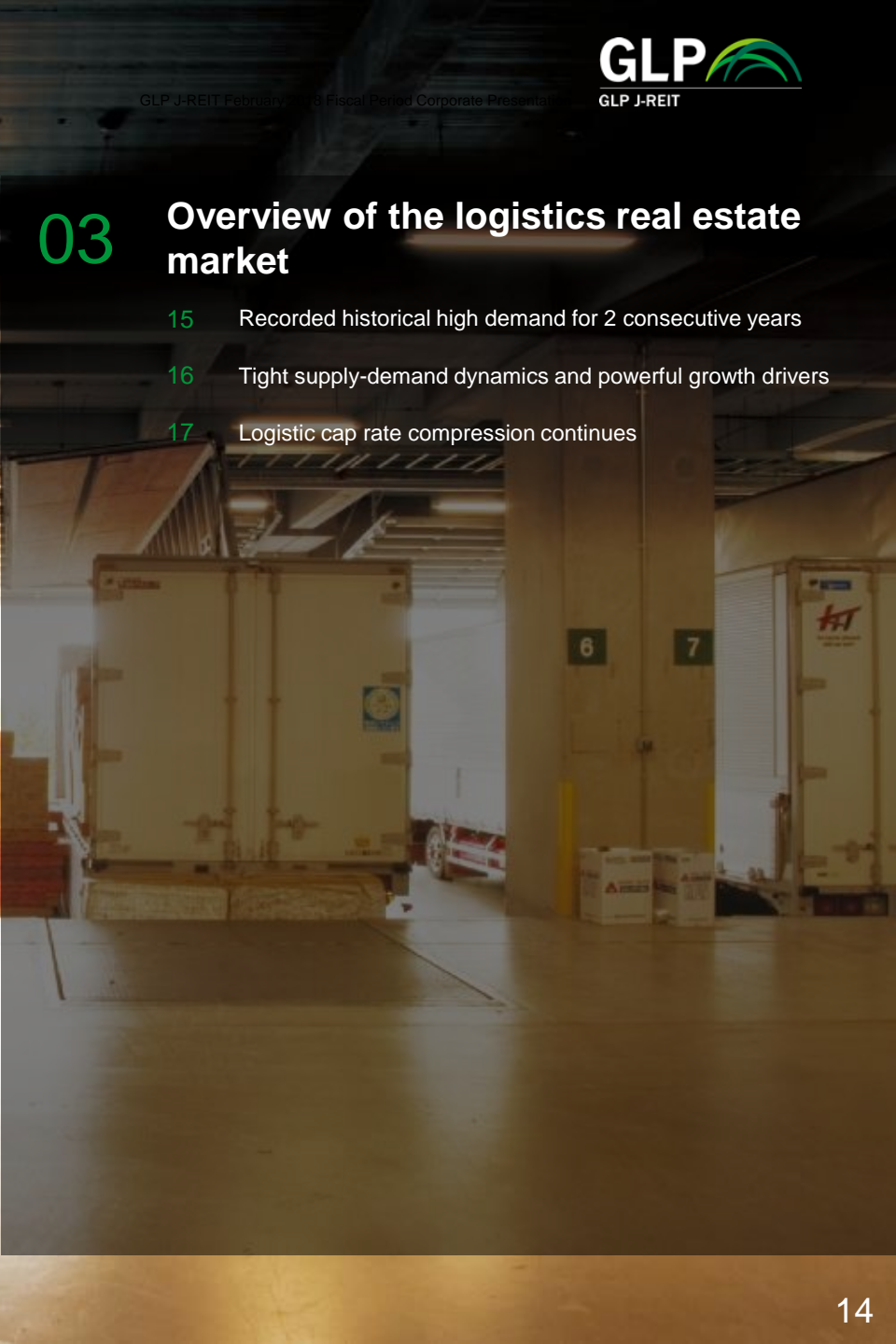
**Compared with  
Initial forecast: +3 yen**

Forecast for the Aug 2018 fiscal period DPU announced on February 5, 2018: 2,580 yen

# 03

## Overview of the logistics real estate market

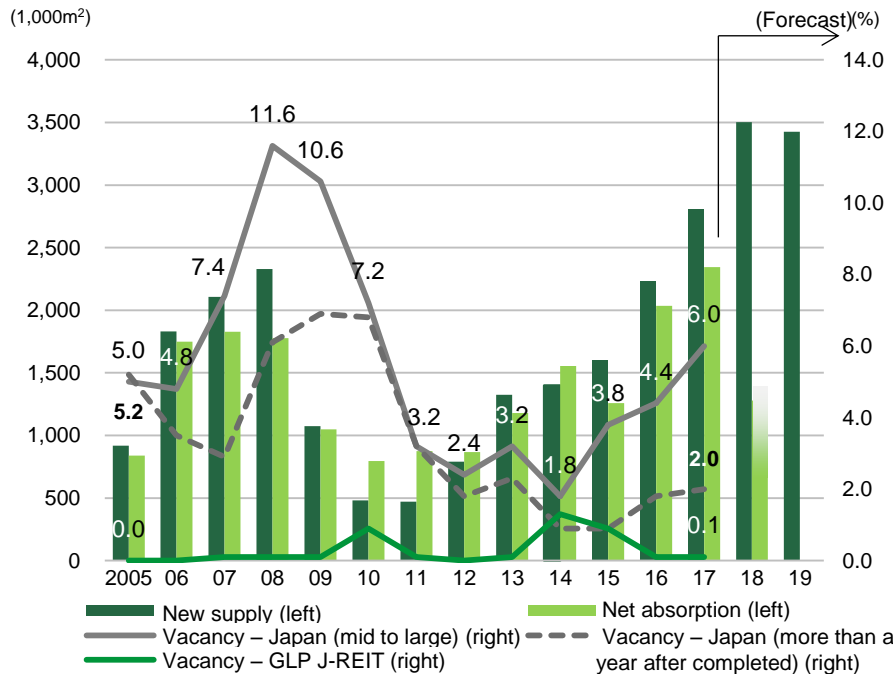
- 15 Recorded historical high demand for 2 consecutive years
- 16 Tight supply-demand dynamics and powerful growth drivers
- 17 Logistic cap rate compression continues



# Recorded historical high demand for 2 consecutive years

## Demand for logistic real estate remains at historical high

Supply and vacancy rates in logistics facilities

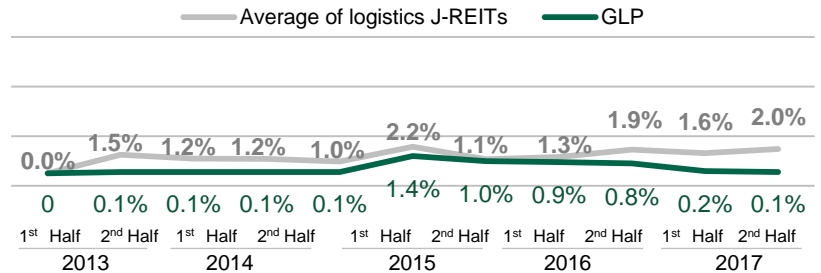


Source: CBRE, GLP J-REIT

- Based on data for leasable logistics facilities nationwide with 5,000 sqm or more of gross floor area.
- New supply is the area of newly built leasable logistic facilities (leasable area basis). Figures for 2018 and onwards are estimates by CBRE.
- Net absorption refers to changes in occupied floor area. Changes in occupied floor area are calculated by subtracting tenant withdrawal floor area from floor space under new agreements. Rates for 2018 are based on the agreements closed as of December 31, 2017.
- Vacancy is leasable area basis. Nationwide occupancy rate for properties built over one year ago are listed as of Dec-end month for each year.
- (Up to 2012) Based on the properties owned by GLP group as of the end of March of each year (however; among the 30 properties owned by GLP J-REIT as of the end of January 2013). (After 2013) Based on the properties owned by GLP J-REIT as of the end of December of each year.

## Low and stable vacancy rate in properties under operation

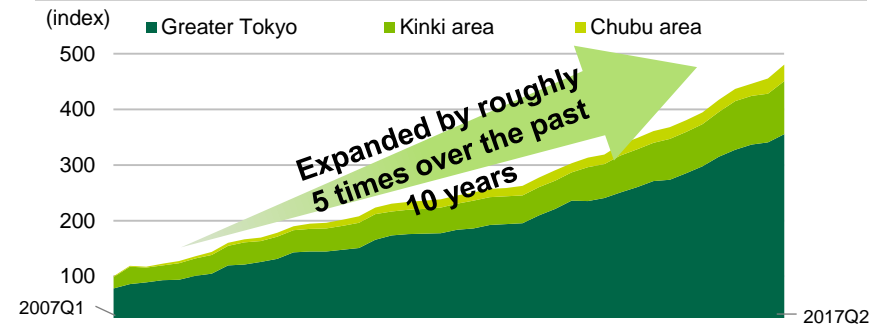
Vacancy rates of logistics J-REITs



- The five logistics REITs referred to in the chart above are Japan Logistics Fund, Inc., Nippon Prologis REIT, Inc., LaSalle LOGIPORT REIT, Mitsui Fudosan Logistics Park Inc., and GLP J-REIT.
- Vacancy is calculated using the weighted average of total leasable area

## Increasing demand for large-scale logistics facilities

Large multi-tenant logistics facilities<sup>1</sup> occupied floor index

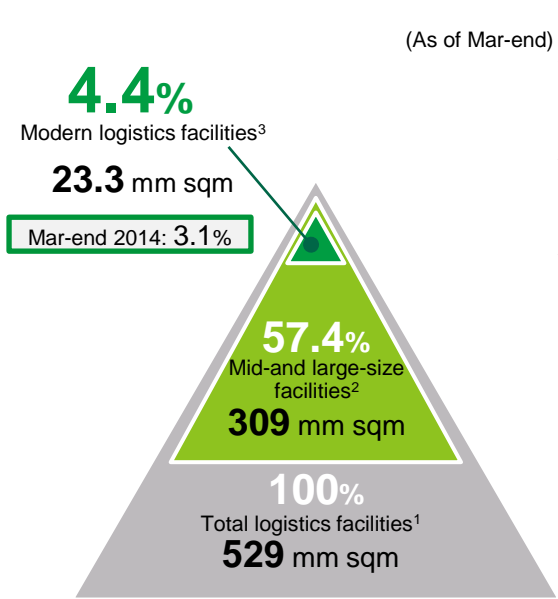


Source: CBRE, GLP J-REIT

- Large multi-tenant logistics facilities refer to leasable logistics facilities that were planned and designed based on the premise that they will be used by multiple tenants at the time of development. They are logistics facilities with a gross floor area of 10,000 tsubo or more in Greater Tokyo and the Kinki area and 5,000 tsubo or more in the Chubu area.
- The above chart indicates the trend of the sum total of the Greater Tokyo, Kinki area and Chubu areas, with the figure for Q1 2007 indexed to 100.

# Tight supply-demand dynamics and powerful growth drivers

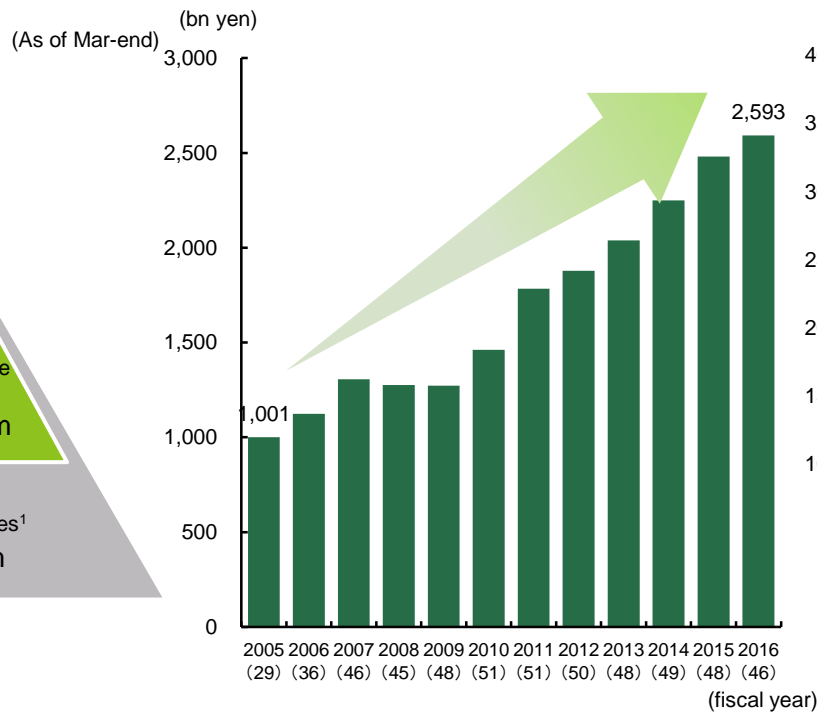
**Scarcity of modern logistics facilities in Japan**



Source: Ministry of Internal Affairs and Communications of Japan;  
Ministry of Land, Infrastructure, Transport and Tourism of Japan;  
CBRE

- Estimated by CBRE using the Survey of the Outline of Fixed Asset Prices as well as the Yearbook of Construction Statistics.
- Leasable logistics facilities with 5,000 sqm or more of gross floor area.
- Leasable logistics facilities with 10,000 sqm or more of gross floor area with functional design.

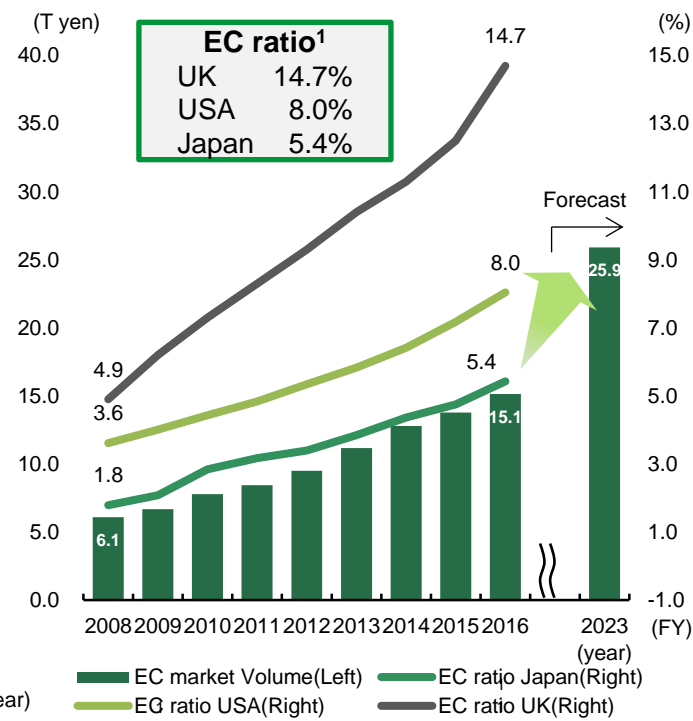
**Growing 3PL market**



Source: Logi-Biz

- Based on responses to a questionnaire sent by Logi-Biz to leading 3PL operators.
- "N" equals the number of operators who responded to the questionnaire for each given fiscal year.

**Expanding E-commerce market**



Source: Sales volume:(Up to 2015) Ministry of Economy, (2020) Nomura Research Institute, Ltd.  
EC ratio: Ministry of Economy (Japan), U.S. Census Bureau (USA), Office for National Statistics (UK)

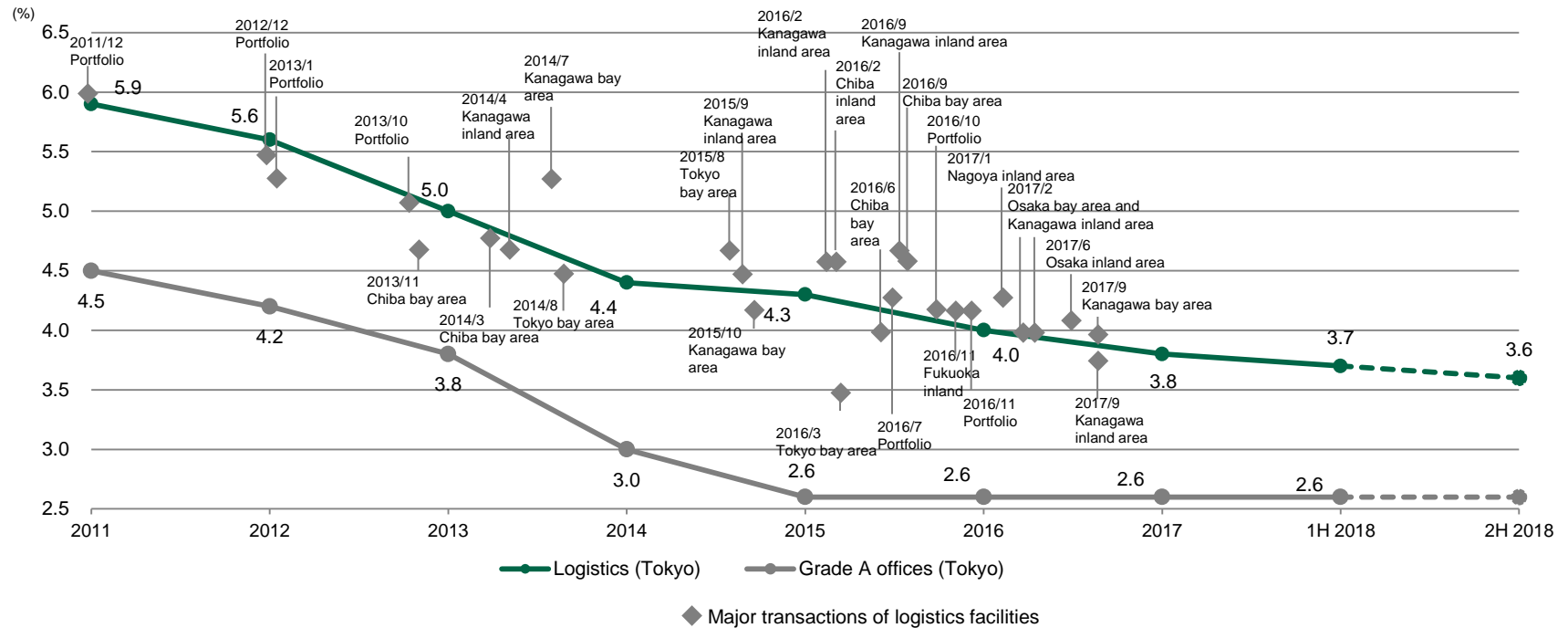
- EC ratios represent the rates of E-commerce transaction penetration within the consumer markets of the retail sectors in Japan, the US, and the UK.



# Logistic cap rate compression continues

**Strong appetite for logistics real estate and low interest rate environment remain unchanged**

## Trends in logistics real estate cap rates<sup>1</sup>



Source: Jones Lang LaSalle (JLL)

1. Grade A offices: Calculated by JLL from representative transactions for each year for grade A office buildings.

Logistics: Calculated by JLL from representative transactions for each year for logistics facilities based on lower end values within the marketable range.

# 04

## Execution of commitments

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- 29 Committed management serving GLP Group since its foundation

## Why GLP J-REIT?

**1 Top-tier asset size  
among logistics J-REITs**

**524.6** bn yen<sup>1</sup>

**2 Industry-leading  
sponsor**

**Largest logistics AUM  
in Japan**

**3 Largest sponsor  
pipeline<sup>2</sup>  
among logistics J-REITs**

**3.54** mm sqm

**4 Robust  
internal growth**

Occupancy<sup>3</sup>

**99.9%**  
(2018 Feb)

Rent increase

**3.8%**  
(2018 Feb period)

**5 Financial  
soundness**

JCR credit rating

**AA**  
(Stable)

LTV

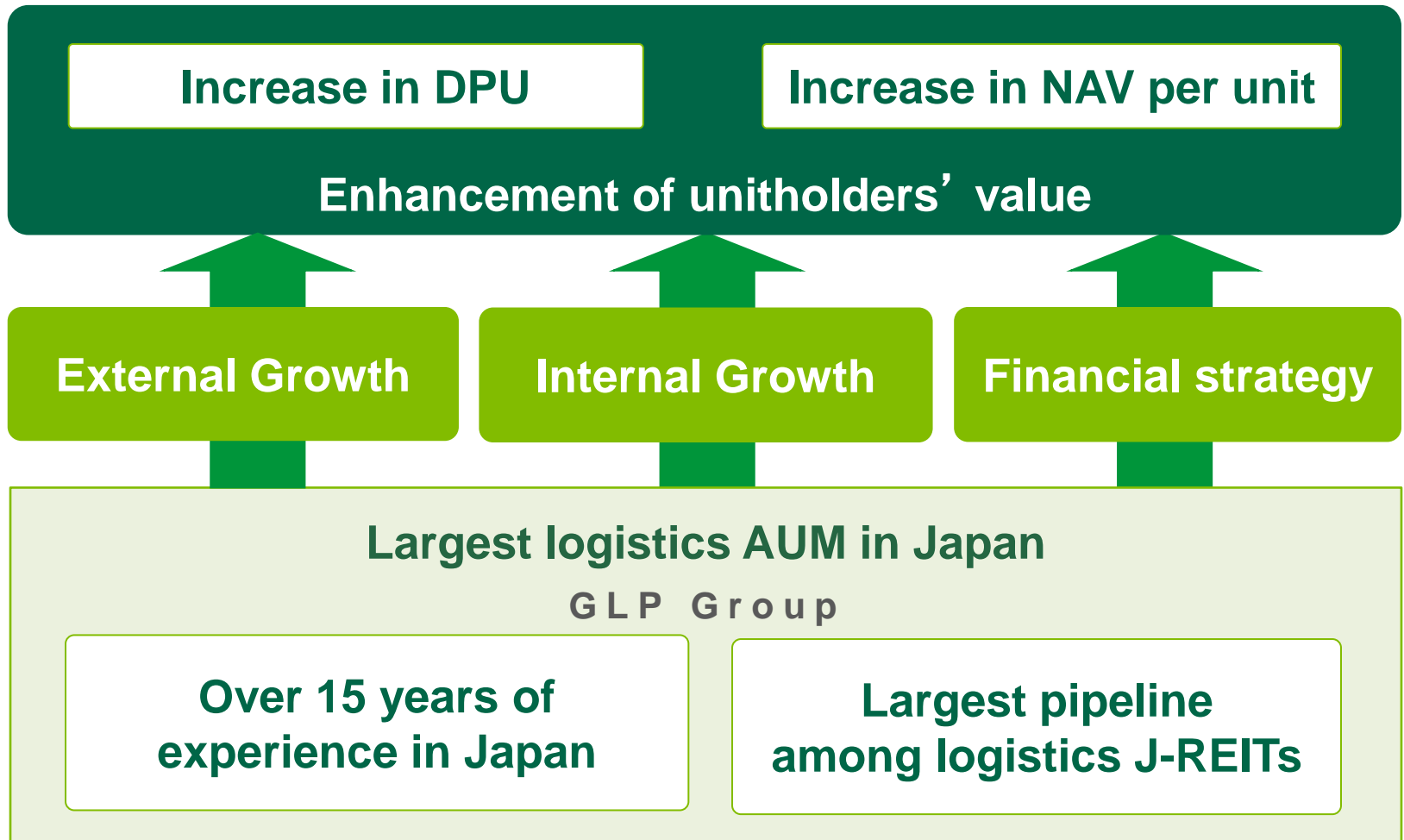
**45.1%**  
(2018 Aug estimates)

1. "Asset size" is based on the acquisition price as of March 1, 2018.

2. "Sponsor pipeline" is the total gross floor area for RoFL properties and properties owned by JV funds as of December 31, 2017. Refer to page no.22 for the properties owned by JV funds.

3. "Occupancy" is the weighted average occupancy calculated by dividing total leased area for each property by the total leasable area at the end of February 2018. Percentage are rounded to the first decimal place.

## Commitments of GLP J-REIT



External growth

# Expanding portfolio through consistent sponsor support

1st follow-on offering



2nd follow-on offering



3rd follow-on offering



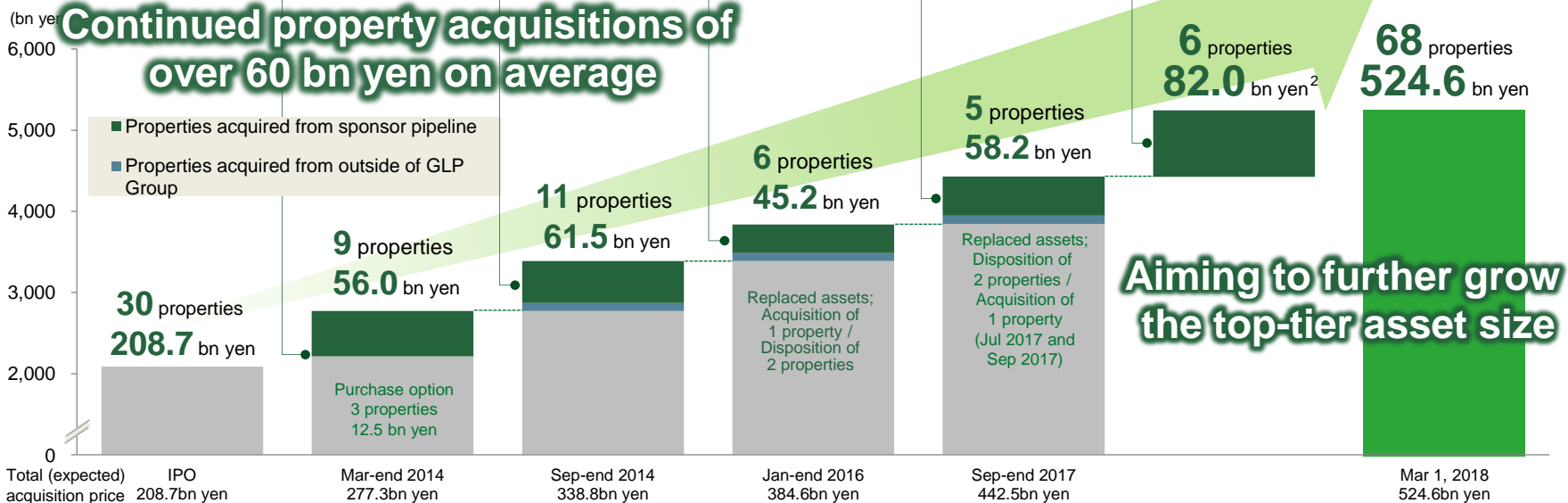
4th follow-on offering



Acquired Mar. 1, 2018  
5th follow-on offering



■ Sponsor ■ Non-sponsor



1. Acquisition from sponsor pipeline means properties acquired from from RoFL or GLP funds  
 2. All prices are based on acquisition price. Acquisition price includes 4.9 bn yen for solar panels installed on on our current properties

External growth

# Sponsor pipeline supporting continuous external growth

Largest sponsor pipeline among logistics J-REITs

Total: **43** properties / GFA: total **3.54** mm sqm

**RoFL properties** 12 properties / GFA: **0.63** mm sqm

Assets with right of first look (RoFL): Sponsor ownership: 100%

Main properties



GLP Osaka / 156k sqm



GLP Yokohama / 119k sqm



GLP Urayasu IV / 49k sqm



GLP Soka / 71k sqm



GLP Shinsuna / 47k sqm



GLP Shonan / 25k sqm

## Strength of RoFL properties

Avg. occupancy rate **99%**

Properties located within Route 16<sup>1</sup> **93%**



1. Ratio of properties located inside Route16 among the properties located in Tokyo metropolitan area is calculated based on total gross floor area

**JV Fund properties<sup>2</sup>** 31 properties / GFA: **2.91** mm sqm

Assets owned or developed by GLP Group through funds with third parties in the form of JV (Sponsor ownership: 33% or 50%)<sup>1</sup>

Main properties



GLP Suita / 165k sqm



GLP Kawasaki / 160k sqm



GLP Kashiwa / 148k sqm



GLP Goka / 140k sqm

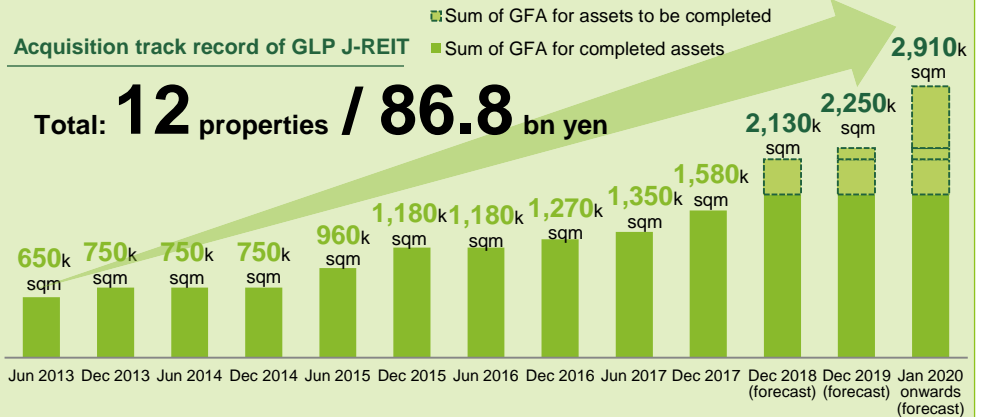


GLP Osaka II / 136k sqm



GLP Zama / 132k sqm

## Accelerated development of JV Fund<sup>1</sup>



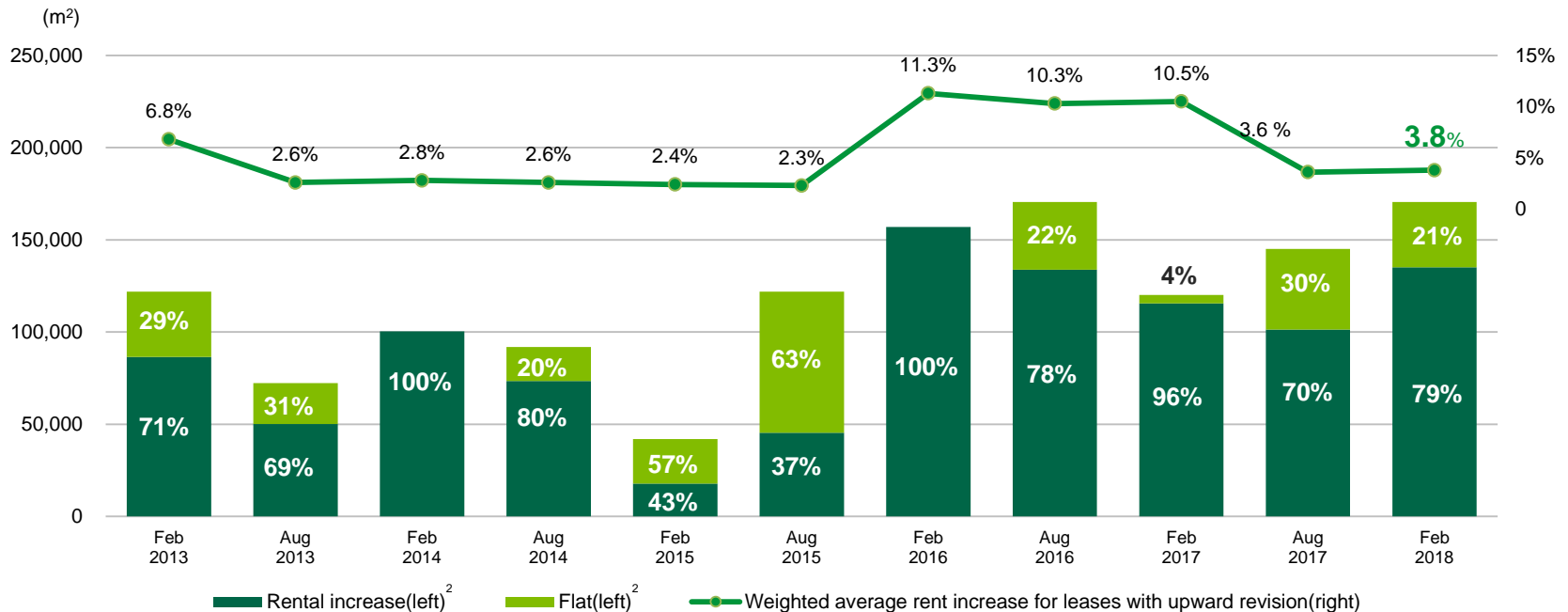
1. Including properties which GLP Group plans to develop, operate, and manage by itself or through the JV fund on land which it owns.  
 2. A cumulative value of total GFA is used for the size of JV Fund properties. This excludes properties that have been sold. This is calculated for JV Fund properties which were, as of the end of December 2017, based on expected GFA and completion date in accordance with development plans.

Internal growth

# Rent increases over the 11 successive period since IPO

(as of Feb-end 2018)

<p><b>Rental growth for all periods since IPO</b></p>	<p><b>No rental reduction<sup>1</sup> since IPO</b></p>	<p><b>Retention rate since IPO</b> <b>90%</b></p>	<p><b>Avg. occupancy since IPO<sup>3</sup></b> <b>99.5%</b></p>
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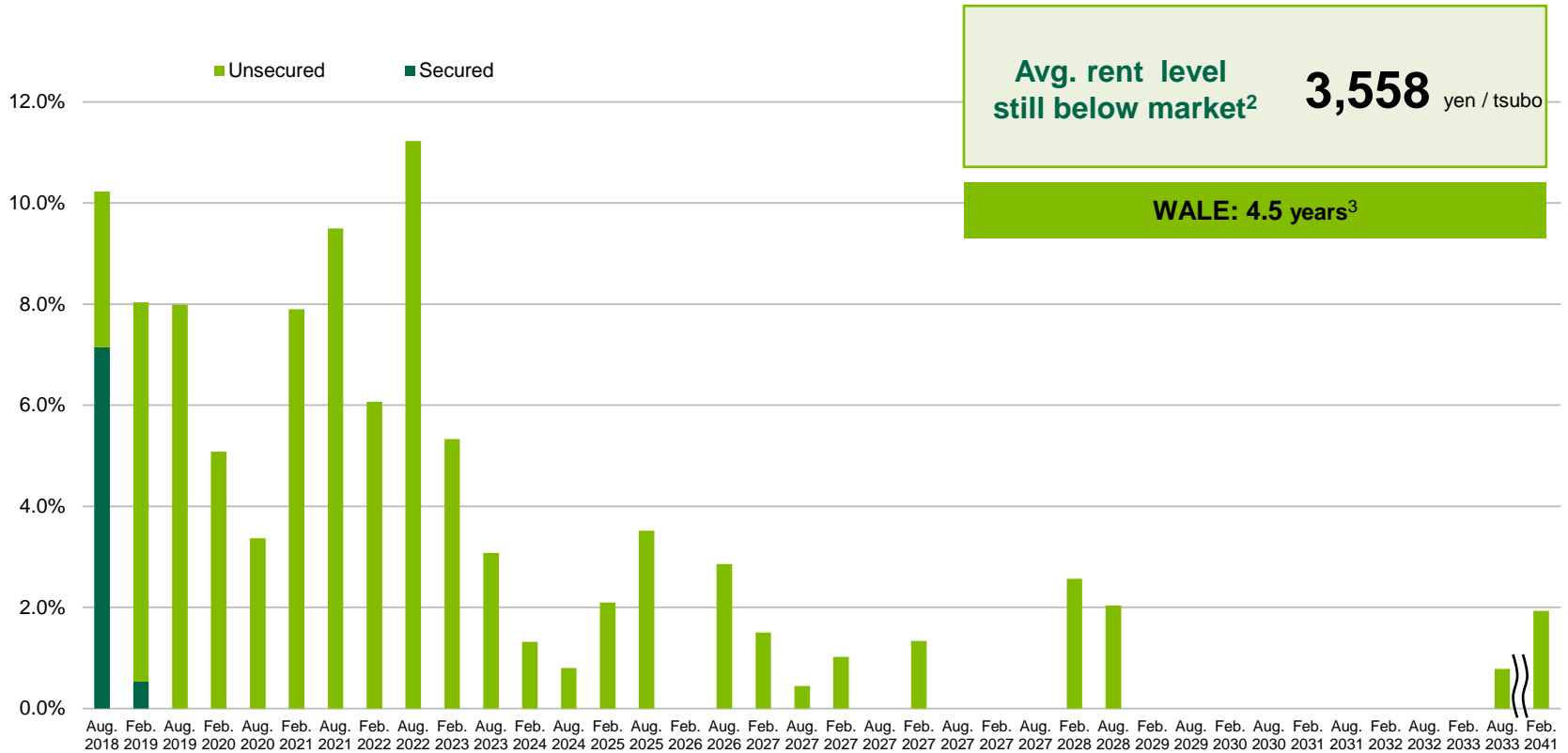


1. Excludes automatic rent increases and tenant replacement after vacancy periods.  
 2. Based on leased area.  
 3. "Avg. occupancy since IPO" is weighted average occupancy calculated by dividing total leased area for each property by the total leasable area at the end of every month during the term since IPO to February 2018.

# Internal growth

## Potential for future internal growth

**Maturity Ladder (leased area base)<sup>1</sup>**



1. As of April 13, 2018.

2. Monthly rent calculated using a weighted average on a leased area base is rounded to the nearest yen based on lease agreements in force as of March 1, 2018.

3. WALE (Weighted average leasing expiry) is as of March 1, 2018.



## Financial Strategy

# Financial soundness over the long term

### Top-class financial base amongst J-REITs

(as of Mar-end 2018)

Credit rating by JCR AA credit rating or above<sup>1</sup>

**AA (Stable)**

**15 / 60 listed J-REITs**

Avg. Debt term

**6.8 years**

Avg. Debt maturity

**4.4 years**

Avg. interest rate

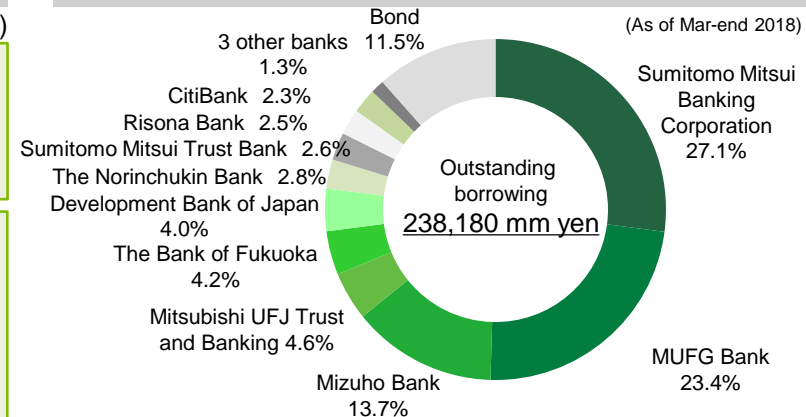
**0.69%**

Fixed-interest ratio

**90.9%**

### Stable and diversified financing

(As of Mar-end 2018)

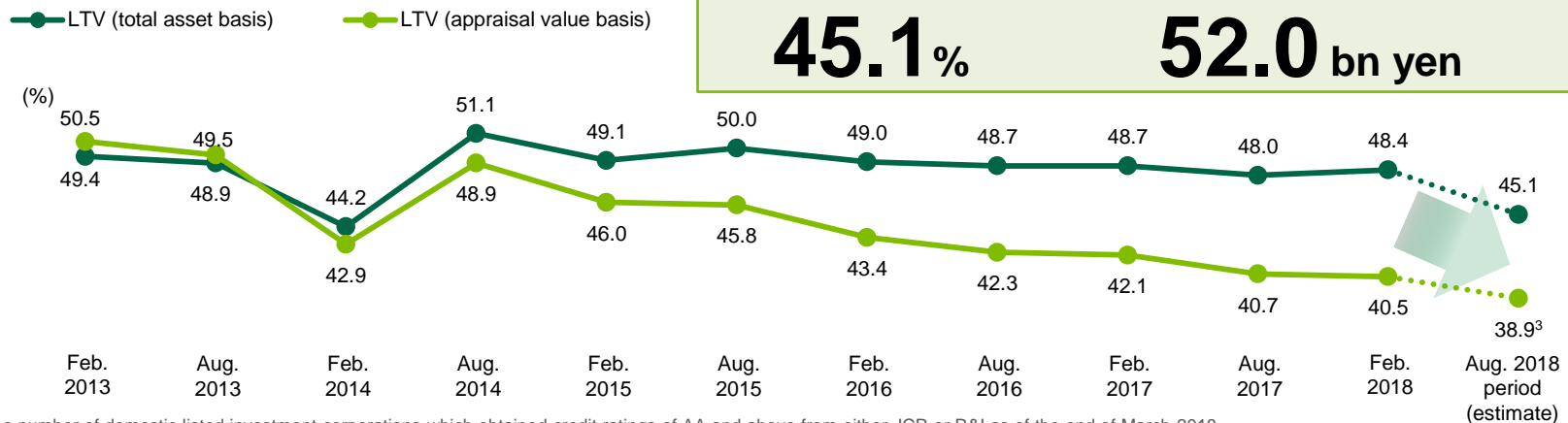


### Reduced LTV through public offering in February 2018, contributing to further improved financial soundness

LTV (total asset basis) Debt capacity (up to LTV of 50%)

**45.1%**

**52.0 bn yen**



1. The number of domestic listed investment corporations which obtained credit ratings of AA and above from either JCR or R&I as of the end of March 2018.

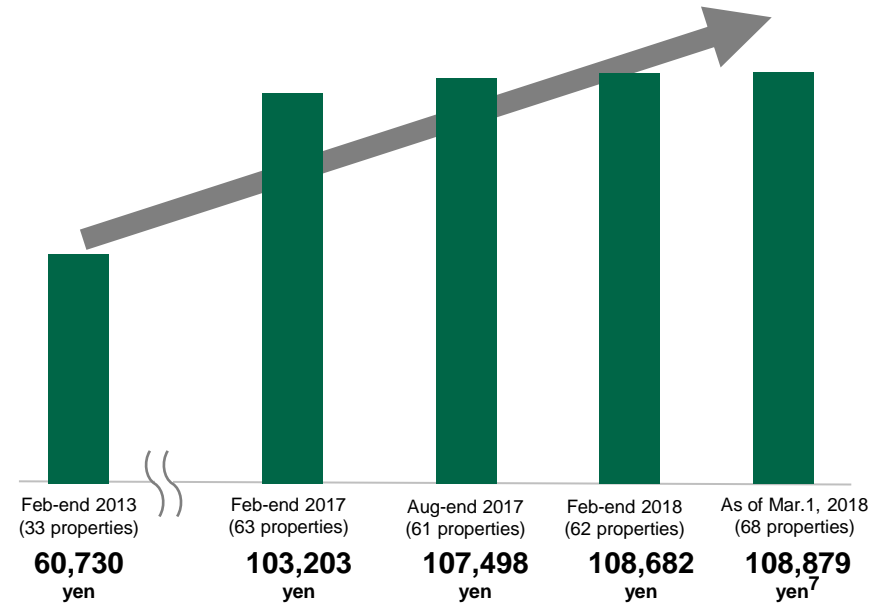
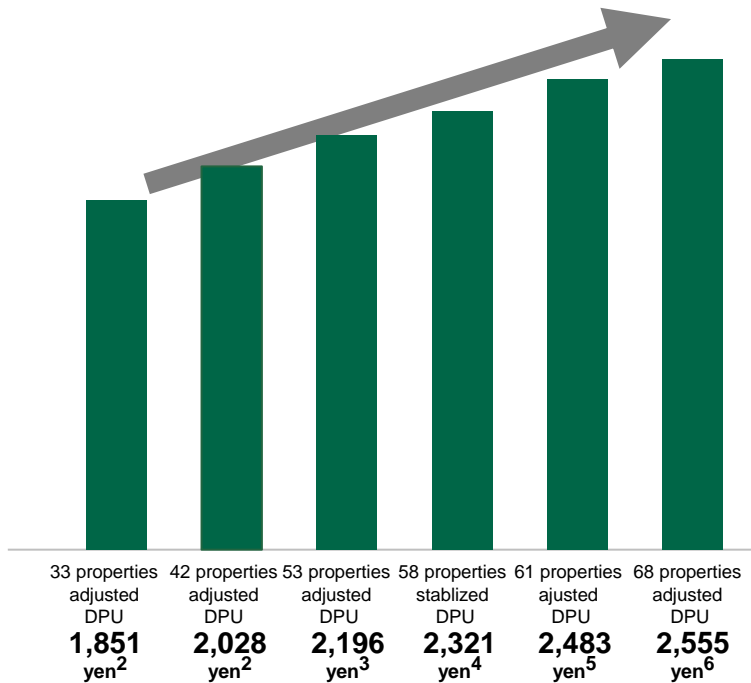
2. "LTV on a total asset basis" is an estimate as of the end of the August 2018 period.

3. As to (expected) LTV on an appraisal basis as of the end of the August 2018 period, appraisal value for 62 properties held as of the end of February 2018 was calculated at the end of February 2018, while appraisal value for properties which were acquired on March 1, 2018 was calculated on either August 20, 2017 or at the end of December 2017. Interest-bearing debt is calculated in consideration of early repayments to be made by the end of August 2018

# Track record of growth in DPU and NAV per unit

Stabilized DPU<sup>1</sup> + **38.0%**

NAV per unit + **79.3%**



Announced on Feb. 5, 2018

1. Includes OPD
2. Adjusted DPU described in "Amendment of Forecast for the Fiscal Period Ending February 28, 2014 and Announcement of Forecast for the Fiscal Period Ending August 31, 2014" dated September 3, 2013
3. Adjusted DPU described in "Announcement of Amendment of Forecast Concerning Operating Status and Distribution for the Fiscal Period Ending February 29, 2016 and Forecast for the Fiscal Period ending August 31, 2016" dated August 10, 2015
4. Actual DPU for the Aug 2016 fiscal period described in "SUMMARY OF FINANCIAL RESULTS (REIT) For the 9th Fiscal Period Ended August 31, 2016" dated October 13, 2016
5. Actual DPU for the Aug 2017 fiscal period described in "SUMMARY OF FINANCIAL RESULTS (REIT) for the 11th Fiscal Period Ended August 31, 2017" dated October 13, 2017 excluding the Asset Disposal Effect (refer to Note 3 on Page no.41)
6. Adjusted DPU described in "Amendment of Forecast for the Fiscal Period Ending August 31, 2018 and Announcement of Forecast for the Fiscal Period Ending February 28, 2019" dated February 5, 2018
7. Estimation based on results as of the end of February 2018 plus the addition of the unrealized gain of 6 properties and 13 solar panel installations acquired on March 1, 2018, and also PO/third party allocation of shares conducted in March 2018











# Promoting sustainability practices: CSR and initiatives for facilities

## GLP Group's CSR activities

GLP Group is dedicated to inspiring and educating the next generation through its social activities

<p><b>Work experience programs</b></p>  <p>Provides working experience such as in warehouse-related work to primary/middle school children in cooperation with Patagonia (Japan branch) and Nippon Logistech Corporation</p>	<p><b>Sports events</b> children for foster homes</p>  <p>Hosted bubble soccer events for children in foster homes</p>	<p><b>Delivering picture books to children in developing countries</b></p>  <p>Delivered Japanese picture books with translation stickers to children in developing countries</p>	<p><b>Founded GLP Hope Schools and provided educational opportunities to around 10,000 students</b></p>  <p>Since its inception in 2006, GLP has funded 14 schools benefitting approx. 10,000 students</p>
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## Initiatives taken by GLP J-REIT at its facilities

<p><b>Environmental-friendly buildings</b></p> <p>Owns facilities with various environmental designs and has been proactively implementing eco-friendly equipment such as LED lighting</p>  <p>Solar panels</p>  <p>LED lighting</p>	<p><b>Promote reduction of environmental impact</b></p> <p>Sets target figures and monitors energy usage at facilities. Also created an energy-saving guidebook for tenants as part of the initiative</p>  <p>Energy-saving guidebook</p>  <p>Trash separation</p>	<p><b>Safety measures</b></p> <p>Strives to provide facilities that are built with consideration for the safety of tenants and facility users. Also contributes to tenants' BCPs by ensuring the safety of their employees and cargo</p>  <p>Seismic isolation structure</p>  <p>24-hour security</p>	<p><b>Amenities for tenants</b></p> <p>Aims to provide a comfortable environment for tenants and facility users. It continuously makes improvements to buildings and services based on feedback in the annual customer satisfaction survey</p>  <p>Cafeterias</p>  <p>Universal design washrooms</p>	<p><b>Service to the surrounding environment/community</b></p> <p>Contributes to the surrounding environment and community of its facilities by actively working on greening projects as well as volunteering at and hosting enjoyable events for the community</p>  <p>Planting trees</p>  <p>Photocatalyst pavement</p>
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# Promoting sustainability practices: Environmental assessment and certifications

## GRESB Real Estate Assessment

GLP J-REIT achieved a “Green Star” rating in the 2017 Global Real Estate Sustainability Benchmark (GRESB) Real Estate Assessment for 3 consecutive years, and a “Four Star” rating for 2 consecutive years.



## DBJ Green Building Certification



### DBJ Green Building Certification

A five-point scoring model developed by the Development Bank of Japan (DBJ) to evaluate and certify real estate properties that fulfill various social requirements from the stakeholders (“Green buildings”) such as environmental design, security measures, and disaster prevention. It aims to promote the expansion of Green buildings.

## BELS Assessment

Evaluation: ★★★★★



Evaluation: ★★★★★



### BELS

Building Energy-efficiency Labeling System (BELS) is a public assessment system established in April 2014 by the Ministry of Land, Infrastructure, Transport and Tourism, to evaluate the energy saving performance of non-residential buildings.

## CASBEE

GLP J-REIT achieved S ratings and A ratings for 8 and 2 of its properties, respectively



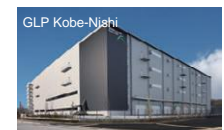
<S rating>  
 GLP Koshigaya II, GLP Sodegaura, GLP Urayasu III, GLP Sugito, GLP/MFLP Ichikawa Shiohama, GLP Yoshimi, GLP Kobe-Nishi, GLP Tosu I  
 <A rating>  
 GLP Kazo, GLP Hamura

### CASBEE

Comprehensive Assessment System for Built Environmental Efficiency (CASBEE) evaluates buildings comprehensively on a 5-point scale based on environmental performance such as energy/resource saving and recycling, and other criteria such as aesthetic appeal, etc.



Evaluation ★★★★★ (S rating)



## Committed management serving GLP Group since its foundation: Leveraging over 10 years of experience in logistics real estate



**Yoji Tatsumi**  
President

- Joined GLP Japan Inc. in 2009. Served as Head of Finance and Accounting Department and was involved in designing the financing structure for funds as well as financing for GLP Group in Japan.
- Seconded to GLP Japan Advisors Inc. (GLPJA) in 2012. **Serving as Chief Financial Officer, contributed to the listing of GLP J-REIT in all aspects from IPO preparation to designing of GLP J-REIT through innovative measures such as implementing a continuous optimal payable distribution, the first amongst J-REITs**
- Appointed as CFO (Executive Officer) of GLPJA in 2014 and then President and CFO in 2016. Was also appointed as Executive Director of GLP J-REIT in 2016
- Before joining GLP Group, worked with Sumitomo Mitsui Banking Corporation with various positions, including financing for logistics real estates.
- Graduated from Kyoto University. Obtained an MBA at IMD (Lausanne, Switzerland)



**Chie Kawase**  
CIO and Head of  
Investment Department

- Joined GLP Japan Inc. in 2009. Engaged in acquisition, and management of logistics properties at Investment and Asset Management Department
- Seconded to GLPJA in 2011. Contributed to the listing of GLP J-REIT from the IPO preparation phase including formation of initial portfolio and asset management policy. **After the listing, in charge of acquisition from GLP Group, and led all the property acquisitions since IPO totaling over 300bn yen**
- Appointed as Head of the Investment Management Department of GLPJA in 2013, Head of the Asset Management Department in 2014, and then CIO and Head of the Investment Department in 2018
- Before joining the GLP Group, worked with a strategy consulting firm to develop and implement corporate strategy and engaged in acquisition of logistics properties at Prologis.Inc
- Graduated from The University of Tokyo. Obtained MBA from INSEAD (Fontainebleau, France)



**Sam Miki**  
CFO and Head of  
Corporate Planning  
Department

- Joined GLP Japan Inc. in 2009. Served as Head of the Asset Management Department and was in charge of business planning and operation of logistics portfolio
- Appointed as Head of the Corporate Planning Department in 2013 and then Head of the Corporate Planning Department and Head of the Corporate Communications Department in 2016, **contributing to the GLP Group's growth strategy in Japan and improving enterprise value**
- Seconded to GLPJA in April 2018. Serves as CFO and Head of the Corporate Planning Department, and is responsible for IR and financial strategy
- Before joining the GLP Group, worked with Dai-ichi Life Insurance Company in real estate investment and Prologis Inc. in portfolio management, totaling more than 20-year experience in real estate industry
- Graduated from Seikei University

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# Overview of newly acquired properties 1/4

- State-of-the-art facility equipped with double rampways and seismic isolators

RoFL

## GLP Maishima I

GLP-developed



- Great access to large consumer base such as central Osaka, being located only 10 km away from central Osaka
- Highly versatile large-scale logistics facility designed with multi-tenant specifications, and equipped with two-way rampways for direct access to each floor
- Equipped with advanced features such as seismic isolators for tenants' business continuity



Location	Greater Osaka
Acquisition price	19,390 mm yen
Appraisal value	19,400 mm yen
NOI yield <sup>1</sup>	4.6% (Appraisal) 4.6% (Forecast)
Leasable area	72,948 sqm
Constructed	July 2006

### Major lease details

Lessee	Industry	Leased area (% of leasable area)
ASKUL	Retail	72,948 sqm (100%)

- Highly versatile facility with a long-term lease

RoFL

## GLP Misato

GLP-developed



- Prime location within 20 km from central Tokyo providing great access to huge consumer base of central Tokyo
- Highly versatile property with high floor loading and ceiling height, and equipped with a structure that can install freezing and refrigerating facilities of various temperature zones
- Stable cashflow from a long-term lease with a leading retailer that use the property as a base to ship perishable items to its retail stores in the Kanto region



Location	Tokyo Metropolitan Area
Acquisition price	16,939 mm yen
Appraisal value	17,700 mm yen
NOI yield <sup>1</sup>	4.4% (Appraisal) 4.4% (Forecast)
Leasable area	46,892 sqm
Constructed	January 2006

### Major lease details

Lessee	Industry	Leased area (% of leasable area)
Seiyu	Retail	46,892 sqm (100%)

1. "Appraised NOI yield" is calculated by dividing NOI in an appraisal report, which is appraised through direct capitalization, by acquisition cost. "Forecast NOI yield" is calculated by dividing adjusted forecast NOI by acquisition cost

# Overview of newly acquired properties 2/4

## Highly versatile facility designed for multi-tenant use

**GLP Funabashi II** RoFL  
Acquisition



- Located in the Funabashi area with historically stable demand
- A large-scale logistics facility refurbished for multi-tenant use after it was acquired by GLP Group
- Highly versatile property with high floor loading and ceiling height, consists of 2 warehouse buildings



### Major lease details

Lessee	Industry	Leased area (% of leasable area)
Fujilogitech Next	3PL	34,349 sqm (99.0%)

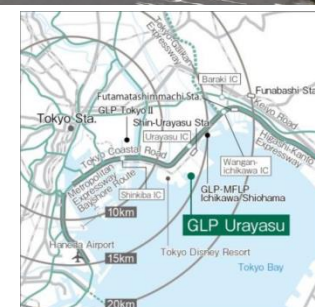
<b>Location</b>	Tokyo Metropolitan Area
<b>Acquisition price</b>	7,789 mm yen
<b>Appraisal value</b>	8,130 mm yen
<b>NOI yield<sup>1</sup></b>	4.7% (Appraisal) 4.5% (Forecast)
<b>Leasable area</b>	34,699 sqm
<b>Constructed</b>	January 1989

## Prime location within 15 km of central Tokyo

**GLP Urayasu** RoFL  
GLP-developed



- Used by a major manufacturer as a base to cover all of East Japan area since its construction
- Large-scale logistics facility developed by the GLP Group, equipped with two-side berths and wide eaves, ensuring speedy and efficient operation under any weather condition
- Prime location within 15 km of central Tokyo providing great access to huge consumer base of central Tokyo



### Major lease details

Lessee	Industry	Leased area (% of leasable area)
Nittsu Panasonic Logistics	3PL	25,839 sqm (100%)

<b>Location</b>	Tokyo Metropolitan Area
<b>Acquisition price</b>	7,440 mm yen
<b>Appraisal value</b>	7,540 mm yen
<b>NOI yield<sup>1</sup></b>	4.4% (Appraisal) 4.1% (Forecast)
<b>Leasable area</b>	25,839 sqm
<b>Constructed</b>	April 2003

1. "Appraised NOI yield" is calculated by dividing NOI in an appraisal report, which is appraised through direct capitalization, by acquisition cost. "Forecast NOI yield" is calculated by dividing adjusted forecast NOI by acquisition cost



# Overview of newly acquired properties 3/4

## ■ Cutting-edge logistics facilities developed by GLP Group

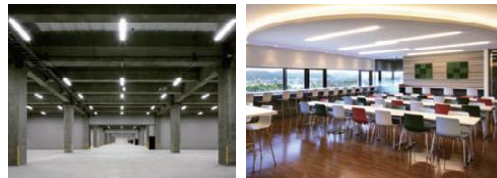
### GLP Soja I / GLP Soja II

JV Fund  
GLP-developed



### State-of-the-art logistics facilities

- Large-scale logistics facilities designed for multi-tenant specifications, equipped with rampways for direct access to each floor and seismic isolators for tenants' business continuity
- State-of-the-art logistics facilities equipped with cafeteria, shops and a parking lot with over 300 spaces



	GLP Soja I	GLP Soja II
<b>Location</b>	Soja, Okayama	
<b>Acquisition price</b>	12,800 mm yen	12,700 mm yen
<b>Appraisal value</b>	13,100 mm yen	13,000 mm yen
<b>NOI yield<sup>1</sup></b>	5.3%(Appraisal) 5.2%(Forecast)	5.4%(Appraisal) 4.8%(Forecast)
<b>Leasable area</b>	63,015 sqm	63,202 sqm
<b>Constructed</b>	February 2013	October 2015



### Favorable location for delivery to all of western Japan

- Excellent access to the Sanyo Expressway, covering not only the entire Chugoku and Shikoku area but also the Greater Osaka area and the Kyushu area.
- Located in an area where the ground is firm and the risk of natural disasters is low. These facilities may remain operational even after a natural disaster and we can expect demand from companies that place importance on business continuity

Located at a traffic junction ideal for shipping across western Japan



c. 500 m from the Okayama Soja Interchange



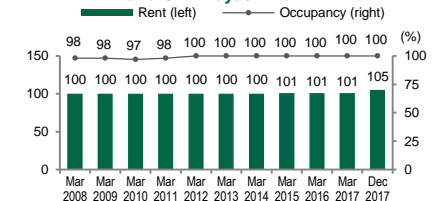
### Internal growth example in the same market

Backed by strong demand, GLP achieved high occupancies and increased rents at GLP Hayashima and GLP Hayashima II through internal growth resulting from tenant replacement and lease renewal

**GLP Hayashima II: Lease renewal**  
Date: Dec 2017  
Rent increase ratio: 4.1%  
Lease period: 10 years  
Constructed: Dec 2007  
Leasable area: 14,447 sqm

**GLP Hayashima: tenant replacement**  
Date Sep. 2011  
Rent increase ratio: 2.4%, 5.1%, 7.8% (increased in stages)  
Lease period: 8 years  
Constructed: Nov 1989  
Leasable area: 13,574 sqm

#### <Rent and occupancy of GLP Hayashima and GLP Hayashima II>



Source: GLP

1. Weighted average rent (rent at Mar-end 2008 = 100) and weighted average occupancy on a leased area basis as of Mar-end of each year are used for GLP Hayashima and GLP Hayashima II.

### Major lease details

Property	Lessee	Industry	Leased area (% of leasable area)
GLP Soja I	Nittsu Panasonic Logistics	3PL	24,601 sqm (39.0%)
	Hitachi Transport System West Japan	3PL	24,445 sqm (38.8%)
		3PL	6,024 sqm (9.6%)
GLP Soja II	Tonan Group	3PL	14,408 sqm (22.8%)
	Amazon Japan	Retail	13,876 sqm (22.0%)
	Nittsu Panasonic Logistics	3PL	7,707 sqm (12.2%)

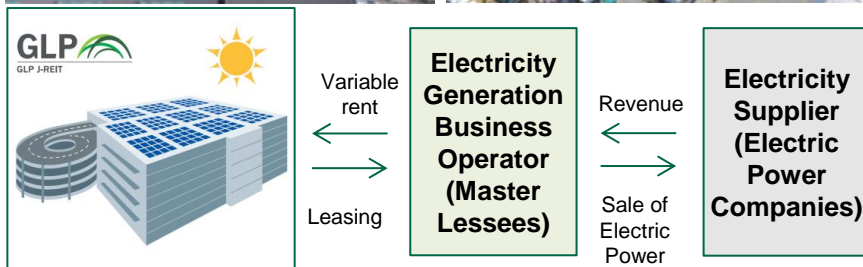
2. Undisclosed as approval was not obtained from tenant.

1. "Appraised NOI yield" is calculated by dividing NOI in an appraisal report, which is appraised through direct capitalization, by acquisition cost. "Forecast NOI yield" is calculated by dividing adjusted forecast NOI by acquisition cost

# Overview of newly acquired properties 4/4

## Acquisition of solar panels installed at 13 of our current properties

### Solar panel equipment (on acquired assets)



### Expected effects of acquisition of solar panels

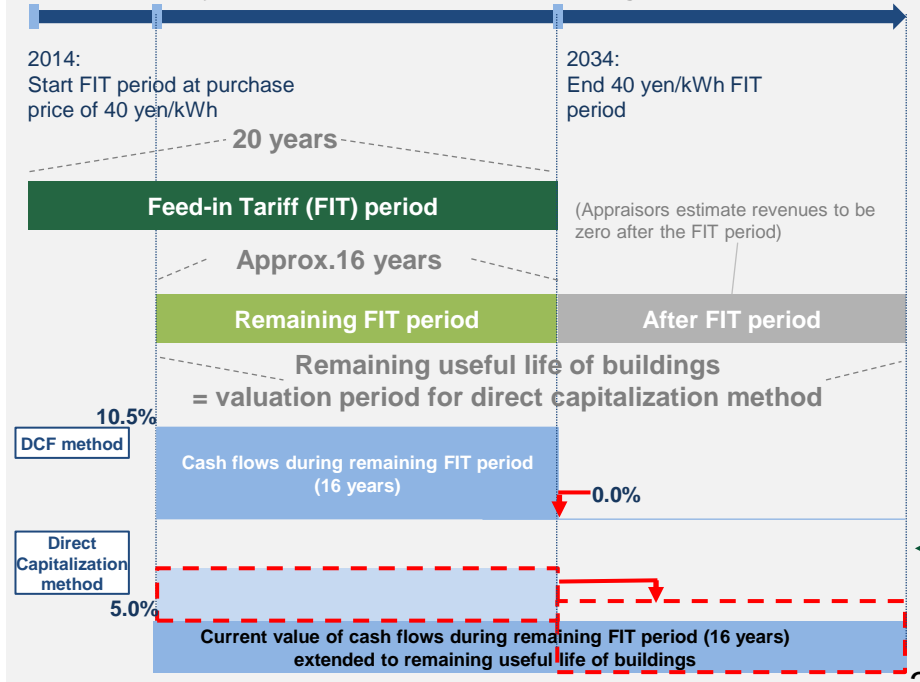
- Improvement of asset value**  
Improve the whole asset value of existing logistics facilities by acquiring solar panels that are highly compatible with logistics facilities
- Environmental consideration**  
Provide social benefits by supporting expansion of the renewable energy market through acquisition, for which there has been a strong social demand in the wake of global warming

### Highly profitable solar panels acquired at 7.7% discount from appraisal value<sup>1</sup>

<b>Number of equipment</b> 13 installations	<b>Acquisition price</b> 4.9 bn yen	<b>Average NOI yield</b> 5.0%
	<b>Appraisal value</b> 5.4 bn yen	

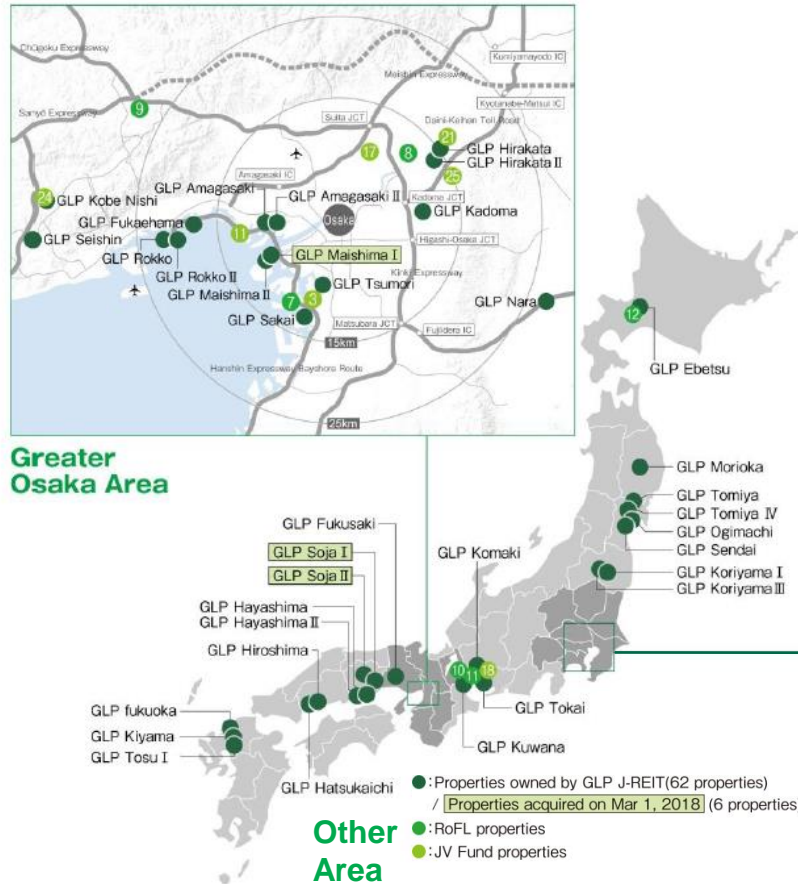
- "Appraisal value" is calculated based on the difference between (a) appraisal value or survey value of each property installed with solar panels after additional acquisition of solar panels and (b) appraisal value or survey value of each property not installed with solar panels before additional acquisition of solar panels, with values being as of Dec-end 2017.
- "Average DCF yield" is the weighted average, on an acquisition price basis, of the ratio of first fiscal year net operating income (NOI) to acquisition price, wherein NOI for the first fiscal year is determined through evaluation using the DCF method based on survey reports for each solar panel installation (first fiscal year NOI is the difference between (a) first fiscal year NOI, evaluated using the DCF method, of each property installed with solar panels after additional acquisition of solar panels and (b) first fiscal year NOI, evaluated using the DCF method, of each property not installed with solar panels before additional acquisition of solar panels). Average DCF yield is rounded to the first decimal place.

### [Reference] NOI yield on solar panels (conceptual diagram)



# Map of properties owned by GLP J-REIT and sponsor pipeline

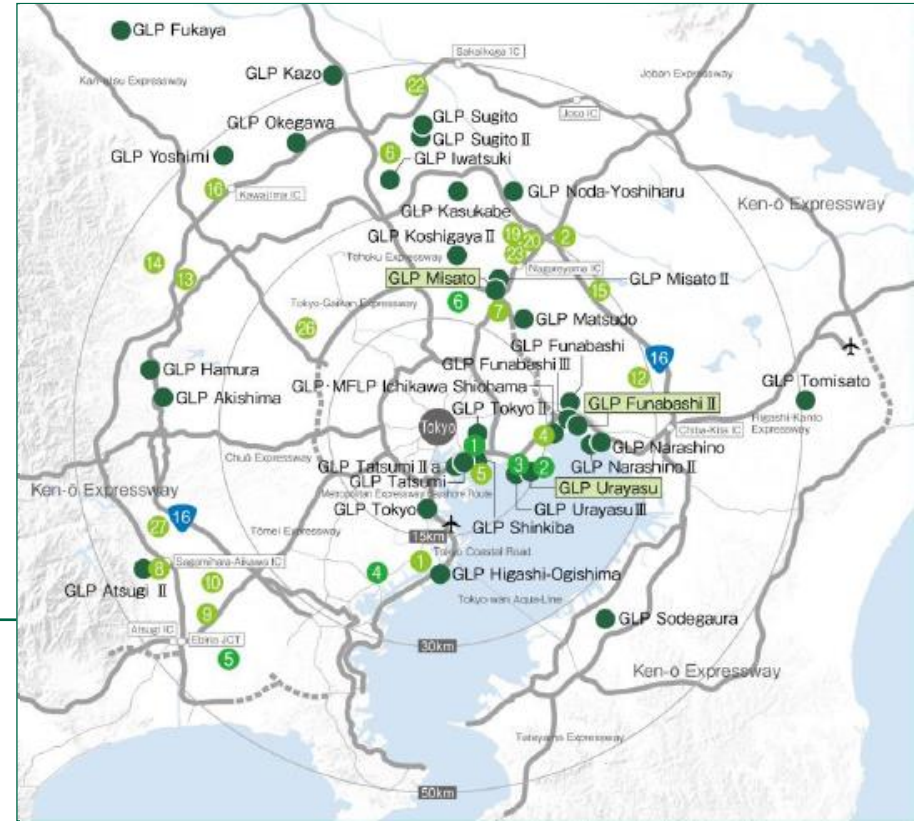
(As of March. 1, 2018)



**RoFL properties (12 properties)**

- ① GLP Shinsuna
- ② GLP Urayasu II
- ③ GLP Urayasu IV
- ④ GLP Yokohama
- ⑤ GLP Shonan
- ⑥ GLP Soka
- ⑦ GLP Osaka
- ⑧ GLP Settsu
- ⑨ GLP Nishinomiya
- ⑩ GLP Shiga
- ⑪ GLP Fujimae
- ⑫ GLP Sapporo

## Tokyo Metropolitan Area



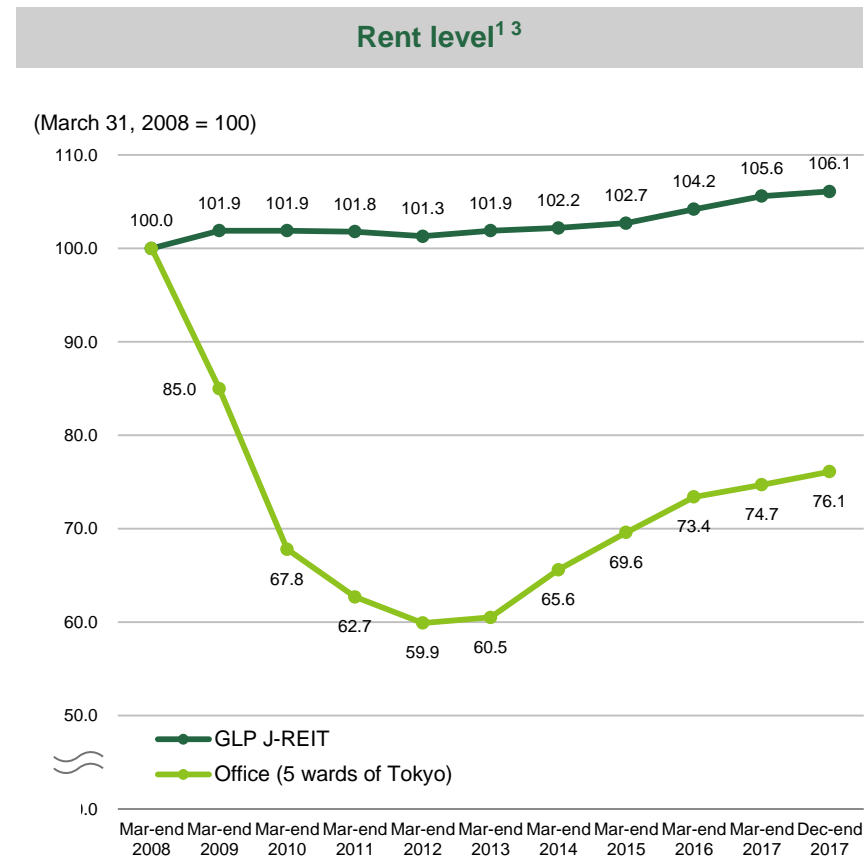
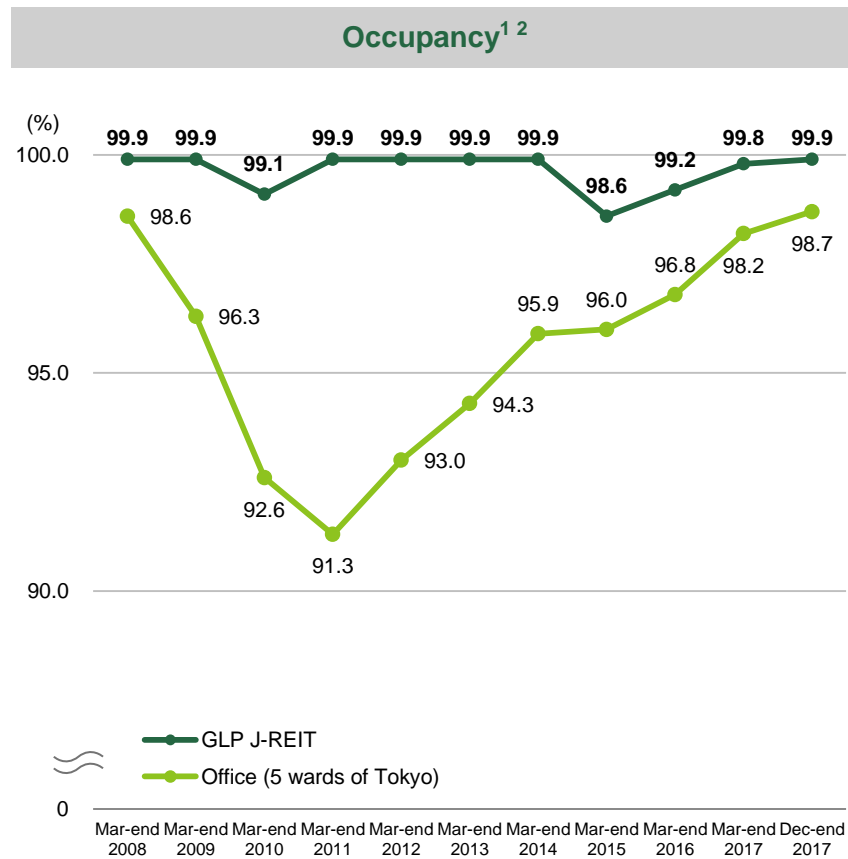
**JV Fund properties (31 properties)**

- ① GLP Kawasaki
- ② GLP Kashiwa
- ③ GLP Osaka II
- ④ GLP Ichikawa
- ⑤ GLP Wakasu
- ⑥ GLP Kukishiraoka
- ⑦ GLP Misato III
- ⑧ GLP Atsugi
- ⑨ GLP Ayase
- ⑩ GLP Zama
- ⑪ GLP Naruohama
- ⑫ GLP Yachiyo
- ⑬ GLP Sayamahidaka I
- ⑭ GLP Sayamahidaka II
- ⑮ GLP Kashiwa II
- ⑯ GLP Kawajima
- ⑰ GLP Suita
- ⑱ GLP Komaki II
- ⑲ GLP Nagareyama I
- ⑳ GLP Nagareyama II
- ㉑ GLP Hirakata III
- ㉒ GLP Goka
- ㉓ GLP Nagareyama III
- ㉔ GLP Kobe Nishi II
- ㉕ GLP Neyagawa
- ㉖ GLP Niiza
- ㉗ GLP Sagamihara project (5 buildings scheduled for the date of this release)

Note 1: RoFL and JV Fund properties are as of December 31, 2017. They do not include assets acquired on March 1, 2018

# Stability of logistics properties

■ Track record of stable cash flow proves the limited impact from market downturn

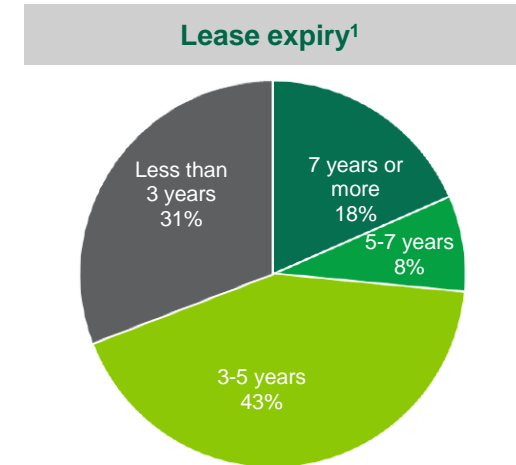
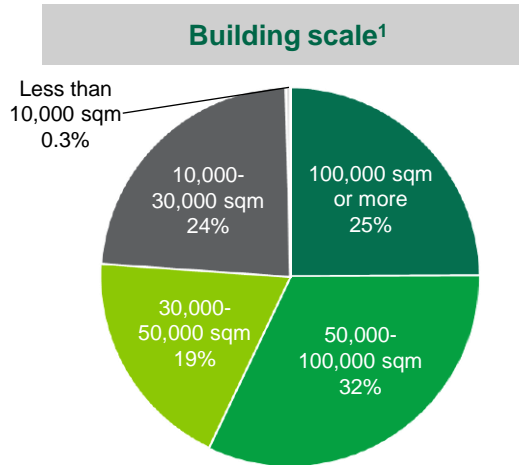
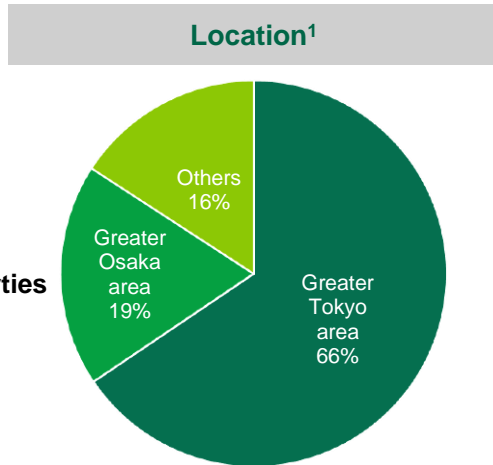


Source: GLP, CBRE.

1. "Office (5 wards of Tokyo)" generally represents office buildings located in 5 wards (Chiyoda, Chuo, Minato, Shinjuku, and Shibuya) with GFAs of between 2,000 and 7,000 tsubo and standard floor areas of 200 or more tsubo and are calculated as such for both occupancy and rent level.
2. "GLP J-REIT" represents, for the period from Mar 2008 to Mar 2012, the average occupancy of, amongst 33 properties held by GLP J-REIT, those held by the GLP Group as of the end of the Feb 2013 period (including properties that were indirectly owned by significant shareholders of GLP Limited as of the end of Mar 2008 and were subsequently acquired by GLP Limited) and, for the period from Mar 2013 to Sep 2017, that for properties held by GLP J-REIT at each point in time.
3. "GLP J-REIT" represents, for the period from Mar 2008 to Mar 2012, the rent level of, amongst 33 properties held by GLP J-REIT, 24 properties continuously held by the GLP Group from Mar-end 2008 onwards (including properties that were indirectly owned by significant shareholders of GLP Limited as of the end of Mar 2008 and were subsequently acquired by GLP Limited) and, for the period from Mar 2013 to Sep 2017, that for 32 properties held by the GLP Group as of the end of Sep 2017 amongst 33 properties held by GLP J-REIT as of the end of Feb 2013. For the period up until Mar 2013, a 100 point index as of Mar-end 2008 is used and, for the period from Mar 2013 onwards, a 101.9 point index is used

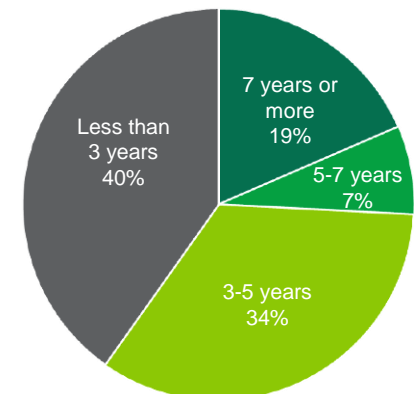
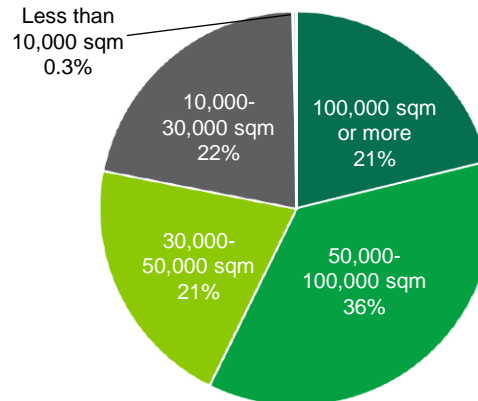
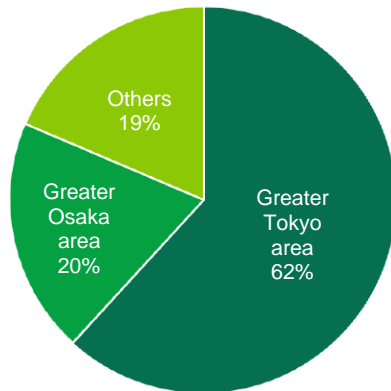
# Well-balanced portfolio with stable return

**62** properties  
(as of Feb-end 2018)



**WALE<sup>2</sup>: 4.4 years**

**68** properties  
(as of Mar. 1, 2018)



**WALE<sup>2</sup>: 4.5 years**

1. Location and building scale are based on the acquisition price. Lease expiry and weighted Average of Lease Expiry (WALE) are based on leased area.  
2. Weighted Average of Lease Expiry (WALE) are calculated based on leased area.

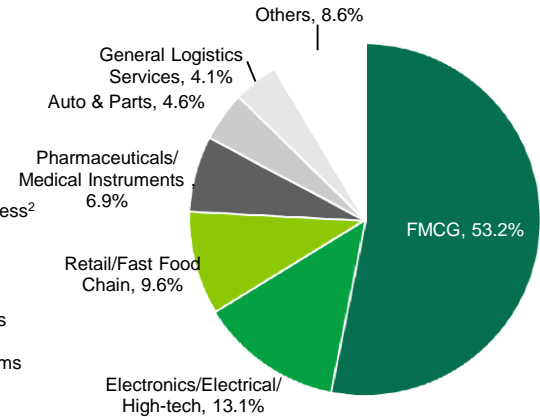
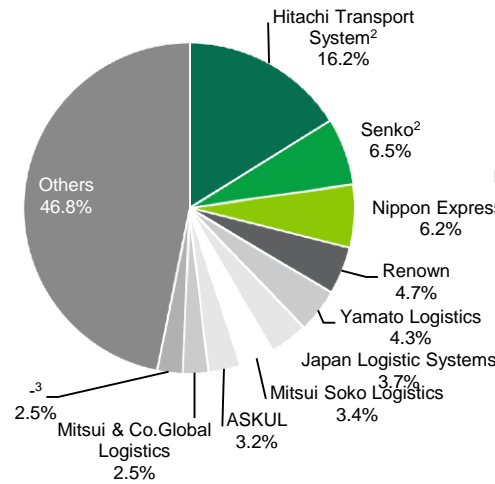
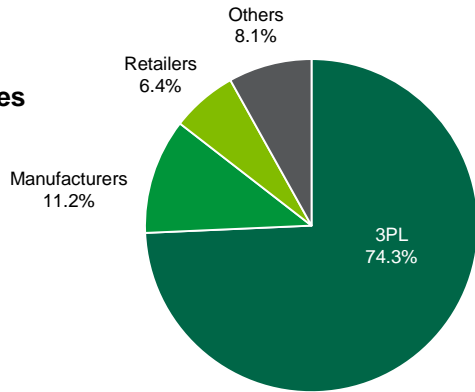
# Tenant diversification

Tenant industry<sup>1</sup>

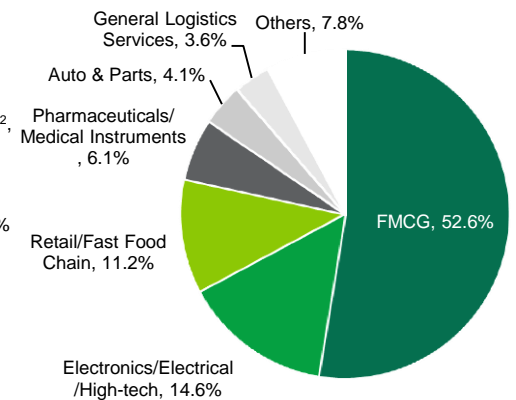
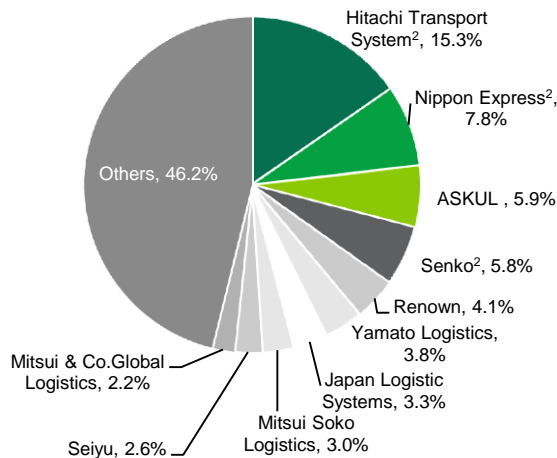
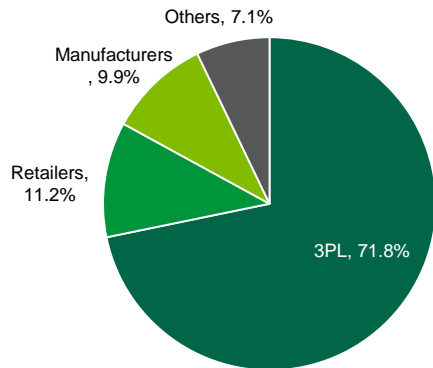
Top 10 tenants<sup>1</sup>

End-user industry<sup>1</sup>

**62 properties**  
(as of Feb-end 2018)



**68 properties**  
(as of Mar. 1, 2018)



1. Tenant industry, Top 10 tenants and End-user industry are calculated based on leased area.

2. Hitachi Transport, Nippon Express and Senko include group companies.

3. We have not obtained permission to disclose the name of the tenant group, an international courier and third-party logistics provider.

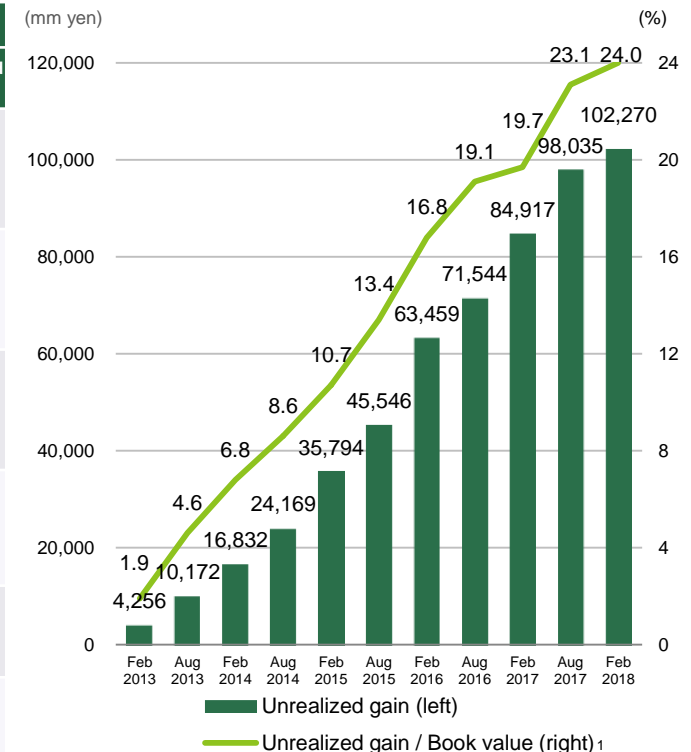
## Increase in unrealized gain

- Cap rate<sup>1</sup> has been compressed, increasing unrealized gain
- Unrealized gain<sup>2</sup> as of Feb-end 2018: ca. 102,270 mm yen

### Change in cap rate<sup>1</sup>

# of properties Acquisition date <sup>3</sup>	Acquisition price (mm yen)	NOI yield at acqui- sition	Appraisal cap rate										
			Feb-end 2013	Aug-end 2013	Feb-end 2014	Aug-end 2014	Feb-end 2015	Aug-end 2015	Feb-end 2016	Aug-end 2016	Feb-end 2017	Aug-end 2017	Feb-end 2018
IPO 32 properties <sup>4</sup> (Jan 2013 / Feb 2013)	220,518	5.7%	5.6%	5.5%	5.4%	5.3%	5.2%	5.1%	4.9%	4.9%	4.8%	4.7%	4.7%
1st PO 9 properties (Oct 2013 / Mar 2014)	56,000	5.6%	—	5.4%	5.3%	5.2%	5.1%	5.0%	4.9%	4.8%	4.7%	4.6%	4.6%
2nd PO 9 properties <sup>5</sup> (Apr 2014 / Sep 2014)	59,474	5.0%	—	—	—	4.9%	4.8%	4.7%	4.6%	4.6%	4.5%	4.4%	4.4%
3rd PO 5 properties <sup>6</sup> (May 2015 / Sep 2015)	41,540	5.2%	—	—	—	—	—	5.0%	4.9%	4.8%	4.7%	4.6%	4.6%
4th PO 5 properties (Sep 2016)	58,210	4.9%	—	—	—	—	—	—	—	4.9%	4.7%	4.6%	4.6%
5th PO 6 properties <sup>7</sup> (Mar 2018)	82,050	4.8%	—	—	—	—	—	—	—	—	—	—	—

### Change in unrealized gain



1. Unrealized gain ratio = unrealized gain (period-end appraisal value – period-end book value) / period-end book value

1. Cap rate = NOI in appraisal report / appraisal value. Please refer to the page no. 46, Note 1 regarding "Appraisal Value".

2. Unrealized gain = Appraisal value at fiscal end - book value at fiscal end.

3. Excluding "GLP Matsudo" acquired as of January 15, 2016.

4. Excluding "GLP Tosu III" sold as of January 27, 2016.

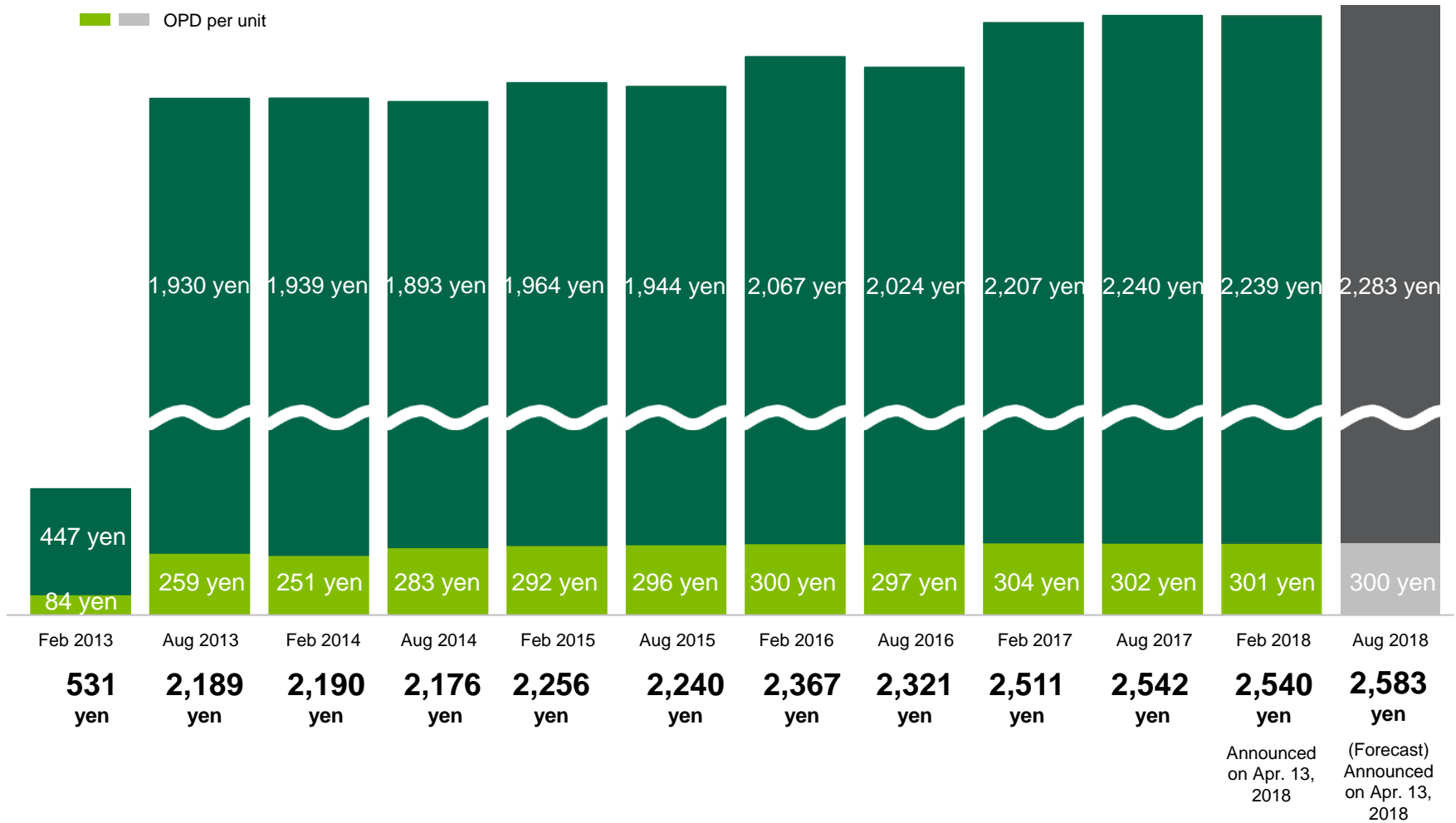
5. Excluding "GLP Chikushino" and "GLP Tatsumi IIb" sold as of January 27, 2016 and as of July 14, 2017, respectively.

6. Excluding "GLP Narita II" sold as of July 14, 2017.

7. Including 13 solar panels.

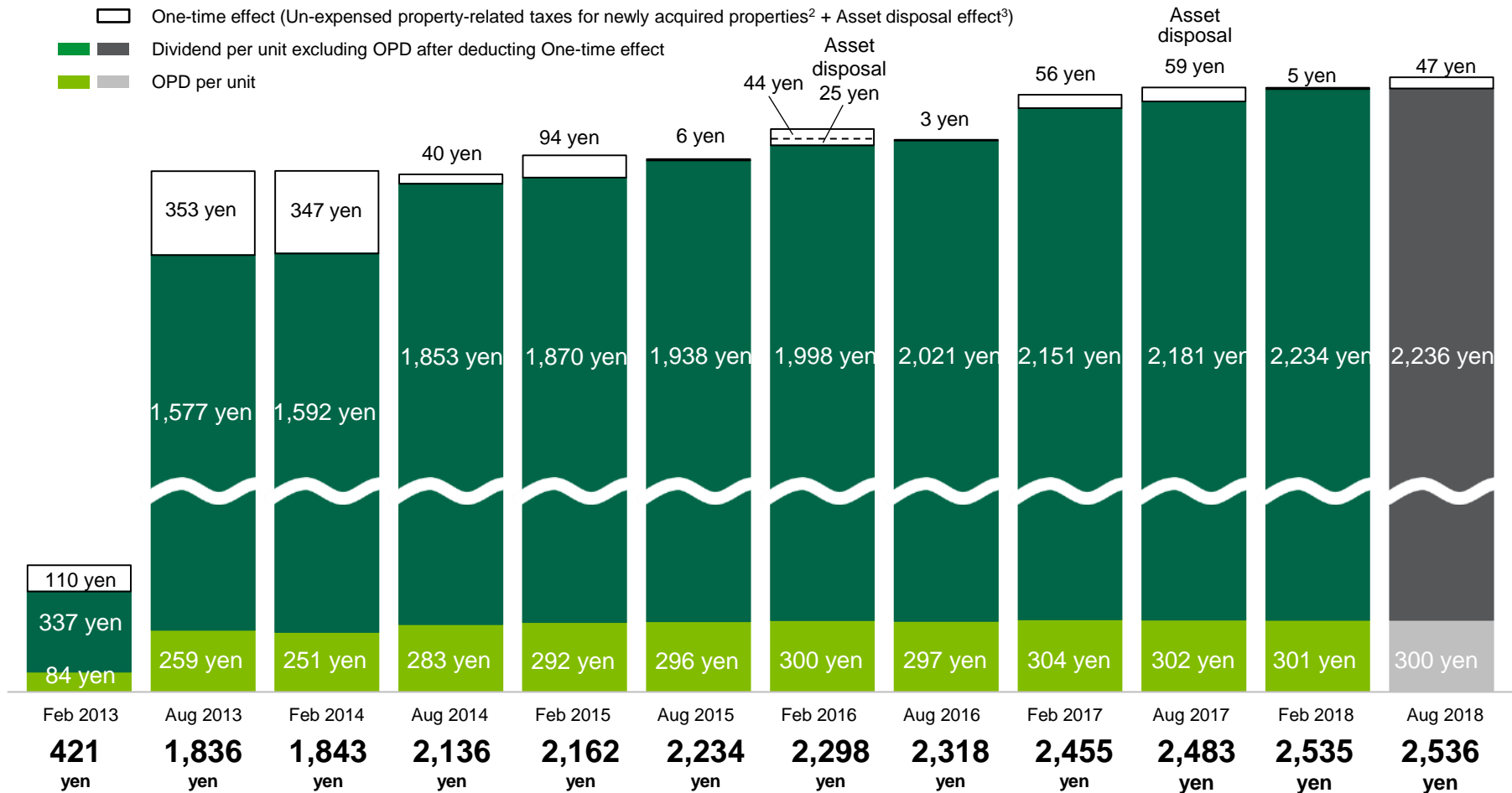
# Change in DPU after the IPO

■ Dividend per unit excluding OPD  
■ OPD per unit





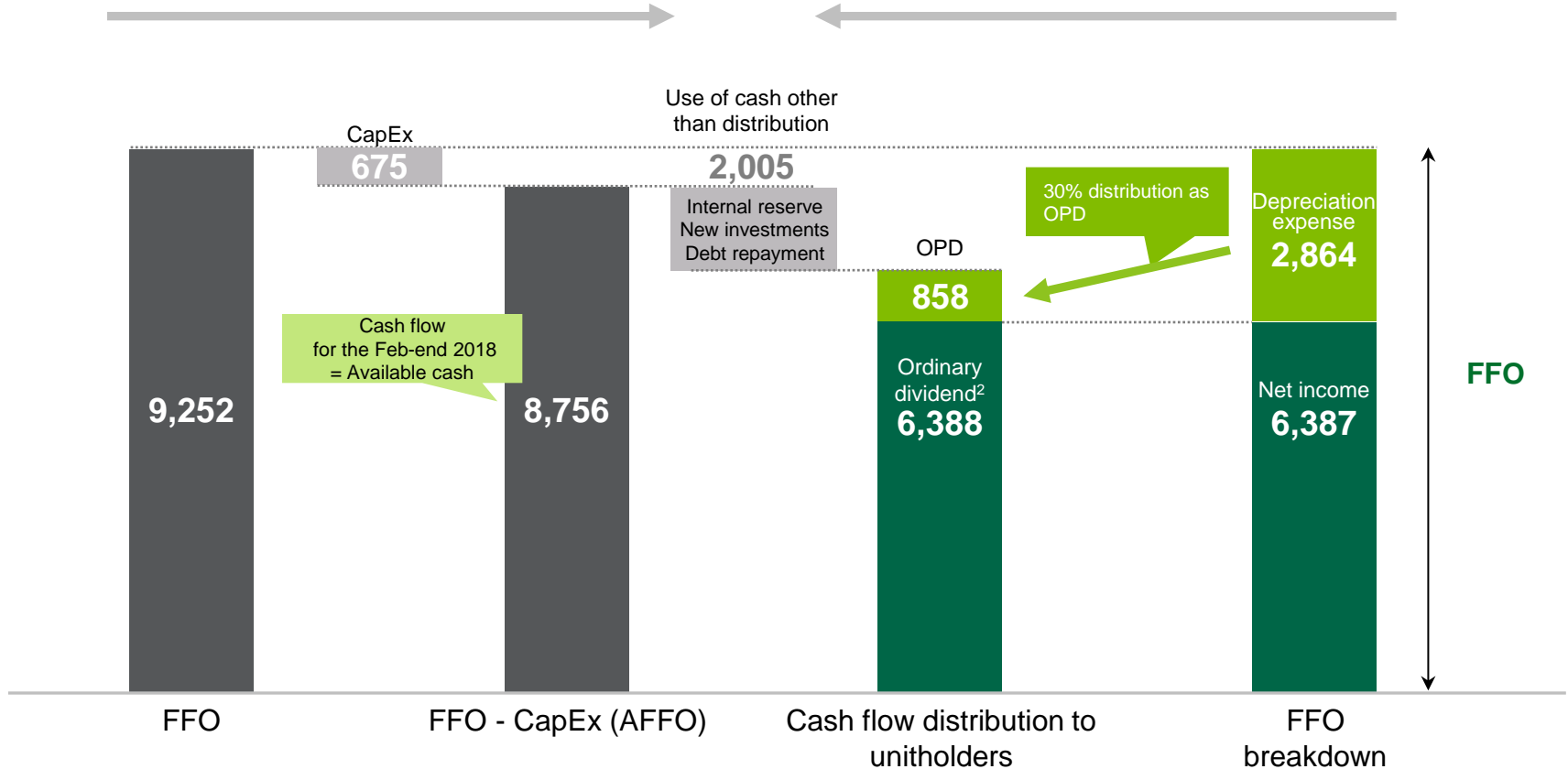
# Change in DPU excluding one-time effect<sup>1</sup>



1. "One-time effect" includes un-expensed property-related taxes for newly acquired properties and asset disposal effect  
 2. When GLP J-REIT acquires properties, property-related taxes etc. to be charged to the properties for the year of acquisition are capitalized as a part of acquisition costs and, hence, are not be recognized as an expense. This "un-expensed real estate taxes for newly acquired properties" in this page is computed by allocating the forecasted amount of real estate taxes etc. charged in the following year of the acquisition based on holding period. All "One-time effect" in this page are un-expensed real estate taxes for newly acquired properties, except 25 yen in Fiscal Period ended February 2016 and 59 yen in Fiscal Period ended August 2017, which are asset disposal effect.  
 3. Asset disposal effect = Gain on sales of assets - Non-deductible portion of consumption taxes. Asset disposal effect is 25 yen in the Fiscal Period ended February 2016 and 59 yen in the Fiscal Period ended August 2017. The value for the Fiscal Period ended August 2017 includes one-time costs due to cancellation of interest rate swaps, etc.

# OPD to ensure sustainable and efficient cash allocation

(Feb 2018 Results)



1.Amounts (actual results for Feb-end 2018) are rounded down to the nearest million yen.  
 2.Ordinary dividend includes unappropriated retained earnings.

## Portfolio description 1

(As of Feb-end 2018)

Property number	Property name	Acquisition Price (mm yen)	Investment ratio	Leasable area (sqm)	Leased area (sqm)	Occupancy	No. of tenants
Tokyo-1	GLP Tokyo	22,700	5.1%	56,105	56,105	100%	5
Tokyo-2	GLP Higashi-Ogishima	4,980	1.1%	34,582	34,582	100%	1
Tokyo-3	GLP Akishima	7,160	1.6%	27,356	27,356	100%	3
Tokyo-4	GLP Tomisato	4,990	1.1%	27,042	27,042	100%	1
Tokyo-5	GLP Narashino II	15,220	3.4%	101,623	101,623	100%	2
Tokyo-6	GLP Funabashi	1,720	0.4%	10,465	10,465	100%	1
Tokyo-7	GLP Kazo	11,500	2.6%	76,532	76,532	100%	1
Tokyo-8	GLP Fukaya	2,380	0.5%	19,706	19,706	100%	1
Tokyo-9	GLP Sugito II	19,000	4.3%	101,272	100,345	99%	5
Tokyo-10	GLP Iwatsuki	6,940	1.6%	31,839	31,839	100%	1
Tokyo-11	GLP Kasukabe	4,240	1.0%	18,460	18,460	100%	1
Tokyo-12	GLP Koshigaya II	9,780	2.2%	43,533	43,533	100%	2
Tokyo-13	GLP Misato II	14,600	3.3%	59,208	59,208	100%	2
Tokyo-14	GLP Tatsumi	4,960	1.1%	12,925	12,925	100%	1
Tokyo-15	GLP Hamura	7,660	1.7%	40,277	40,277	100%	1
Tokyo-16	GLP Funabashi III	3,050	0.7%	18,281	18,281	100%	1
Tokyo-17	GLP Sodegaura	6,150	1.4%	45,582	45,582	100%	1
Tokyo-18	GLP Urayasu III	18,200	4.1%	64,198	64,198	100%	2
Tokyo-19	GLP Tatsumi IIa	6,694	1.5%	17,108	17,108	100%	1
Tokyo-21	GLP Tokyo II	36,100	8.2%	79,073	79,073	100%	6
Tokyo-22	GLP Okegawa	2,420	0.5%	17,062	17,062	100%	1
Tokyo-23	GLP Shinkiba	11,540	2.6%	18,341	18,341	100%	1
Tokyo-24	GLP Narashino	5,320	1.2%	23,548	23,548	100%	3
Tokyo-26	GLP Sugito	8,310	1.9%	58,918	58,918	100%	1

## Portfolio description 2

(As of Feb-end 2018)

Property number	Property name	Acquisition Price (mm yen)	Investment ratio	Leasable area (sqm)	Leased area (sqm)	Occupancy	No. of tenants
Tokyo-27	GLP Matsudo	2,356	0.5%	14,904	14,904	100%	1
Tokyo-28	GLP·MFLP Ichikawa-Shiohama <sup>1</sup>	15,500	3.5%	50,813	50,813	100%	5
Tokyo-29	GLP Atsugi II	21,100	4.8%	74,176	74,176	100%	2
Tokyo-30	GLP Yoshimi	11,200	2.5%	62,362	62,362	100%	1
Tokyo-31	GLP Noda-Yoshiharu	4,496	1.0%	26,631	26,631	100%	1
Osaka-1	GLP Hirakata	4,750	1.1%	29,829	29,829	100%	1
Osaka-2	GLP Hirakata II	7,940	1.8%	43,283	43,283	100%	1
Osaka-3	GLP Maishima II	8,970	2.0%	56,511	56,511	100%	1
Osaka-4	GLP Tsumori	1,990	0.4%	16,080	16,080	100%	1
Osaka-5	GLP Rokko	5,160	1.2%	39,339	39,339	100%	1
Osaka-6	GLP Amagasaki	24,500	5.5%	110,224	110,224	100%	7
Osaka-7	GLP Amagasaki II	2,040	0.5%	12,342	12,342	100%	1
Osaka-8	GLP Nara	2,410	0.5%	19,545	19,545	100%	1
Osaka-9	GLP Sakai	2,000	0.5%	10,372	10,372	100%	1
Osaka-10	GLP Rokko II	3,430	0.8%	20,407	20,407	100%	1
Osaka-11	GLP Kadoma	2,430	0.5%	12,211	12,211	100%	1
Osaka-12	GLP Seishin	1,470	0.3%	9,533	9,533	100%	1
Osaka-13	GLP Fukusaki	3,640	0.8%	24,167	24,167	100%	1
Osaka-14	GLP Kobe-Nishi	7,150	1.6%	35,417	35,417	100%	1
Osaka-15	GLP Fukaehama	4,470	1.0%	19,386	19,386	100%	1

1. GLP·MFLP Ichikawa Shiohama is a property under joint co-ownership which GLP-JREIT holds 50% beneficiary right of real estate in trust. "Leasable area" and "Leased area" stated above are computed by multiplying 50% of the joint co-ownership ratio.

## Portfolio description 3

(As of Feb-end 2018)

Property number	Property name	Acquisition Price (mm yen)	Investment ratio	Leasable area (sqm)	Leased area (sqm)	Occupancy	No. of tenants
Other-1	GLP Morioka	808	0.2%	10,253	10,253	100%	1
Other-2	GLP Tomiya	2,820	0.6%	20,466	20,466	100%	1
Other-3	GLP Koriyama I	4,100	0.9%	24,335	24,335	100%	1
Other-4	GLP Koriyama III	2,620	0.6%	27,671	27,671	100%	4
Other-5	GLP Tokai	6,210	1.4%	32,343	32,343	100%	1
Other-6	GLP Hayashima	1,190	0.3%	13,574	13,574	100%	1
Other-7	GLP Hayashima II	2,460	0.6%	14,447	14,447	100%	1
Other-8	GLP Kiyama	4,760	1.1%	23,455	23,455	100%	1
Other-10	GLP Sendai	5,620	1.3%	37,256	37,256	100%	1
Other-11	GLP Ebetsu	1,580	0.4%	18,489	18,489	100%	1
Other-12	GLP Kuwana	3,650	0.8%	20,402	20,402	100%	1
Other-13	GLP Hatsukaichi	1,980	0.4%	10,981	10,981	100%	1
Other-14	GLP Komaki	10,300	2.3%	52,709	52,709	100%	2
Other-15	GLP Ogimachi	1,460	0.3%	13,155	13,155	100%	1
Other-16	GLP Hiroshima	3,740	0.8%	21,003	21,003	100%	2
Other-17	GLP Fukuoka	1,520	0.3%	14,641	14,641	100%	1
Other-19	GLP Tosu I	9,220	2.1%	74,860	74,860	100%	1
Other-20	GLP Tomiya IV	5,940	1.3%	32,562	32,562	100%	1
Total		442,594	100%	2,153,199	2,152,272	99.9%	99

# Appraisal value 1

(As of Feb-end 2018)

Property number	Property name	Appraiser	Appraisal value <sup>1</sup> (mm yen)	Direct capitalization		DCF method		
				Value (mm yen)	NCF Cap	Value (mm yen)	Discount rate	Yield
Tokyo-1	GLP Tokyo	JLL Morii Valuation & Advisory	28,900	29,400	3.7%	28,400	3.5%	3.9%
Tokyo-2	GLP Higashi-Ogishima	JLL Morii Valuation & Advisory	6,930	7,060	4.2%	6,800	4.0%	4.4%
Tokyo-3	GLP Akishima	JLL Morii Valuation & Advisory	9,110	9,270	4.3%	8,950	4.1%	4.5%
Tokyo-4	GLP Tomisato	Tanizawa Sogo	5,900	6,100	4.7%	5,820	1y-3y 4.7% 4y- 4.8%	4.9%
Tokyo-5	GLP Narashino II	Tanizawa Sogo	20,100	20,500	4.7%	19,900	1-3y 4.4% 4y- 4.6%	4.7%
Tokyo-6	GLP Funabashi	Tanizawa Sogo	2,060	2,070	4.6%	2,050	1-4y 4.5% 5-6y 4.6% 7y- 4.7%	4.8%
Tokyo-7	GLP Kazo	Tanizawa Sogo	14,100	14,800	4.6%	13,800	1y-3y 4.5% 4y- 4.7%	4.8%
Tokyo-8	GLP Fukaya	Tanizawa Sogo	2,890	2,990	4.8%	2,840	1y-4y 4.7% 5y-10y 4.9%	5.0%
Tokyo-9	GLP Sugito II	JLL Morii Valuation & Advisory	24,400	24,700	4.2%	24,100	4.0%	4.4%
Tokyo-10	GLP Iwatsuki	JLL Morii Valuation & Advisory	8,660	8,820	4.2%	8,500	4.0%	4.4%
Tokyo-11	GLP Kasukabe	JLL Morii Valuation & Advisory	5,150	5,240	4.4%	5,050	4.2%	4.6%
Tokyo-12	GLP Koshigaya II	JLL Morii Valuation & Advisory	13,200	13,400	4.1%	12,900	3.9%	4.3%
Tokyo-13	GLP Misato II	JLL Morii Valuation & Advisory	19,200	19,500	4.1%	18,800	3.9%	4.3%
Tokyo-14	GLP Tatsumi	JLL Morii Valuation & Advisory	6,430	6,570	3.8%	6,280	3.6%	4.0%
Tokyo-15	GLP Hamura	Tanizawa Sogo	9,420	9,550	4.4%	9,360	1y 4.3% 2y-10y 4.4%	4.6%
Tokyo-16	GLP Funabashi III	JLL Morii Valuation & Advisory	4,130	4,200	4.2%	4,050	4.0%	4.4%
Tokyo-17	GLP Sodegaura	JLL Morii Valuation & Advisory	7,940	8,060	4.7%	7,810	4.5%	4.9%
Tokyo-18	GLP Urayasu III	Tanizawa Sogo	21,200	21,500	4.0%	21,100	1y-5y 3.9% 6y-10y 4.0%	4.1%
Tokyo-19	GLP Tatsumi Ila	JLL Morii Valuation & Advisory	8,300	8,470	3.8%	8,130	3.6%	4.0%

1. "Appraisal value" represents the appraisal value or research price as set forth on the relevant review reports by real estate appraisers as of the balance sheet date in accordance with the policy prescribed in the Articles of Incorporation of GLP J-REIT and the rules of the Investment Trusts Association, Japan

## Appraisal value 2

(As of Feb-end 2018)

Property number	Property name	Appraiser	Appraisal value <sup>1</sup> (mm yen)	Direct capitalization		DCF method		
				Value (mm yen)	NCF Cap	Value (mm yen)	Discount rate	Yield
Tokyo-21	GLP Tokyo II	Japan Real Estate	41,200	41,800	3.9%	40,300	3.7%	4.1%
Tokyo-22	GLP Okegawa	Tanizawa Sogo	2,740	2,760	4.8%	2,740	1y 4.7% 2y-10y 4.9%	5.0%
Tokyo-23	GLP Shinkiba	Tanizawa Sogo	12,800	13,400	3.9%	12,500	1y-5y 3.9% 6y-10y 4.0%	4.1%
Tokyo-24	GLP Narashino	Tanizawa Sogo	5,560	5,650	4.6%	5,520	1y-2y 4.5% 3y- 4.6%	4.7%
Tokyo-26	GLP Sugito	JLL Morii Valuation & Advisory	9,910	10,300	4.3%	9,740	4.1%	4.5%
Tokyo-27	GLP Matsudo	JLL Morii Valuation & Advisory	2,840	2,900	4.6%	2,780	4.4%	4.8%
Tokyo-28	GLP·MFLP Ichikawa Shiohama	Japan Real Estate	16,750	16,850	4.2%	16,600	3.9%	4.4%
Tokyo-29	GLP Atsugi II	Tanizawa Sogo	23,200	23,300	4.3%	23,100	1y 4.1% 2y-8y 4.2% 9y- 4.3%	4.4%
Tokyo-30	GLP Yoshimi	Tanizawa Sogo	11,600	11,700	4.9%	11,500	1y 4.7% 2y-8y 4.8% 9y-11y 4.9%	5.0%
Tokyo-31	GLP Noda-Yoshiharu	Tanizawa Sogo	5,260	5,200	5.0%	5,280	1-7y 4.6% 8y- 4.8%	4.9%
Osaka-1	GLP Hirakata	Japan Real Estate	6,250	6,290	4.9%	6,200	4.5%	5.2%
Osaka-2	GLP Hirakata II	Japan Real Estate	9,210	9,320	4.6%	9,090	4.4%	4.8%
Osaka-3	GLP Maishima II	Japan Real Estate	11,600	11,700	4.7%	11,500	4.3%	5.0%
Osaka-4	GLP Tsumori	Japan Real Estate	2,330	2,360	5.2%	2,300	4.9%	5.5%
Osaka-5	GLP Rokko	Japan Real Estate	5,980	6,030	5.1%	5,930	4.7%	5.4%
Osaka-6	GLP Amagasaki	Japan Real Estate	28,600	29,000	4.4%	28,200	4.2%	4.6%
Osaka-7	GLP Amagasaki II	Japan Real Estate	2,290	2,320	5.1%	2,260	4.7%	5.5%
Osaka-8	GLP Nara	JLL Morii Valuation & Advisory	2,940	2,970	5.5%	2,900	5.3%	5.7%
Osaka-9	GLP Sakai	Japan Real Estate	2,230	2,260	5.1%	2,200	4.8%	5.4%

1. "Appraisal value" represents the appraisal value or research price as set forth on the relevant review reports by real estate appraisers as of the balance sheet date in accordance with the policy prescribed in the Articles of Incorporation of GLP J-REIT and the rules of the Investment Trusts Association, Japan

## Appraisal value 3

(As of Feb-end 2018)

Property number	Property name	Appraiser	Appraisal value <sup>1</sup> (mm yen)	Direct capitalization		DCF method		
				Value (mm yen)	NCF Cap	Value (mm yen)	Discount rate	Yield
Osaka-10	GLP Rokko II	Tanizawa Sogo	4,300	4,340	5.0%	4,280	1y-3y 5.0% 4y-10y 5.2%	5.2%
Osaka-11	GLP Kadoma	Japan Real Estate	3,170	3,180	4.8%	3,160	4.4%	4.9%
Osaka-12	GLP Seishin	Japan Real Estate	1,640	1,660	5.1%	1,620	4.8%	5.4%
Osaka-13	GLP Fukusaki	Japan Real Estate	4,170	4,210	5.1%	4,130	4.7%	5.4%
Osaka-14	GLP Kobe-Nishi	Japan Real Estate	7,620	7,680	4.8%	7,550	4.7%	5.3%
Osaka-15	GLP Fukaehama	Japan Real Estate	4,580	4,650	4.8%	4,500	4.5%	5.0%
Other-1	GLP Morioka	Tanizawa Sogo	878	898	6.3%	870	6.1%	6.5%
Other-2	GLP Tomiya	Tanizawa Sogo	3,310	3,370	5.3%	3,290	1y 5.0% 2y-10y 5.2%	5.5%
Other-3	GLP Koriyama I	Tanizawa Sogo	4,580	4,690	5.4%	4,530	1y 5.2% 2y-10y 5.3%	5.6%
Other-4	GLP Koriyama III	Tanizawa Sogo	2,760	2,800	5.4%	2,740	1y-3y 5.1% 4y-7y 5.2% 8y-10y 5.3%	5.6%
Other-5	GLP Tokai	JLL Morii Valuation & Advisory	7,740	7,870	4.5%	7,610	4.3%	4.7%
Other-6	GLP Hayashima	Japan Real Estate	1,350	1,360	5.7%	1,330	5.5%	5.9%
Other-7	GLP Hayashima II	Japan Real Estate	2,870	2,890	5.2%	2,850	4.9%	5.4%
Other-8	GLP Kiyama	Japan Real Estate	5,500	5,560	4.9%	5,430	4.4%	5.3%
Other-10	GLP Sendai	Tanizawa Sogo	6,690	6,770	5.1%	6,650	1y-4y 4.8% 5y-10y 5.0%	5.3%
Other-11	GLP Ebetsu	JLL Morii Valuation & Advisory	2,220	2,250	5.3%	2,190	5.1%	5.5%
Other-12	GLP Kuwana	Tanizawa Sogo	4,420	4,480	5.4%	4,400	1y-4y 5.4% 5y-10y 5.6%	5.6%
Other-13	GLP Hatsukaichi	Tanizawa Sogo	2,440	2,450	5.4%	2,430	1y-5y 5.4% 6y-10y 5.6%	5.6%
Other-14	GLP Komaki	JLL Morii Valuation & Advisory	12,700	12,900	4.4%	12,500	4.2%	4.6%

1. "Appraisal value" represents the appraisal value or research price as set forth on the relevant review reports by real estate appraisers as of the balance sheet date in accordance with the policy prescribed in the Articles of Incorporation of GLP J-REIT and the rules of the Investment Trusts Association, Japan



## Appraisal value 4

(As of Feb-end 2018)

Property number	Property name	Appraiser	Appraisal value <sup>1</sup> (mm yen)	Direct capitalization		DCF method		
				Value (mm yen)	NCF Cap	Value (mm yen)	Discount rate	Yield
Other-15	GLP Ogimachi	Tanizawa Sogo	1,620	1,640	5.9%	1,610	1y 5.3% 2y-10y 5.5%	5.8%
Other-16	GLP Hiroshima	Japan Real Estate	4,170	4,210	5.5%	4,120	5.2%	5.7%
Other-17	GLP Fukuoka	Japan Real Estate	1,720	1,740	5.1%	1,690	4.7%	5.5%
Other-19	GLP Tosu I	Japan Real Estate	10,500	10,600	4.6%	10,300	4.2%	5.0%
Other-20	GLP Tomiya IV	JLL Morii Valuation & Advisory	6,370	6,460	5.1%	6,280	4.9%	5.3%
<b>Total</b>			<b>528,628</b>	<b>536,968</b>	<b>4.4%</b>	<b>521,340</b>		<b>4.6%</b>

Assets in OTA <sup>2</sup>	GLP Urayasu <sup>3</sup>	Tanizawa Sogo	7,540	7,680	4.2%	7,480	1y 4.1% 2-10y 4.2%	4.3%
Assets in OTA <sup>2</sup>	GLP Funabashi II <sup>3</sup>	JLL Morii Valuation & Advisory	8,130	8,320	4.2%	7,930	4.0%	4.4%
Assets in OTA <sup>2</sup>	GLP Misato <sup>3</sup>	JLL Morii Valuation & Advisory	17,700	18,000	4.1%	17,400	3.9%	4.3%
Assets in OTA <sup>2</sup>	GLP Maishima I <sup>3</sup>	Japan Real Estate	19,400	19,600	4.4%	19,200	4.2%	4.6%

1. "Appraisal value" represents the appraisal value or research price as set forth on the relevant review reports by real estate appraisers as of the balance sheet date in accordance with the policy prescribed in the Articles of Incorporation of GLP J-REIT and the rules of the Investment Trusts Association, Japan.

2. The OTA is a scheme that enables GLP J-REIT to acquire properties securing an upper limit on acquisition price and at the designated timing within the scheduled acquisition period by having a bridge company temporarily own the properties planned for acquisition in the future. And "Assets in OTA" are the properties which GLP J-REIT plans to acquire through the OTA scheme.

3. GLP J-REIT acquired "GLP Urayasu," "GLP Funabashi II," "GLP Misato," and "GLP Maishima I" as of March 1, 2018.

## The list of RoFL

(As of December 31, 2017)

Region	Property name	Location	Occupancy rate (%)	Leasable area <sup>2</sup> (sqm)
Tokyo metropolitan area	GLP Shinsuna	Koto, Tokyo	93.2	47,014
Tokyo metropolitan area	GLP Urayasu II	Urayasu, Chiba	100.0	32,991
Tokyo metropolitan area	GLP Urayasu IV	Urayasu, Chiba	100.0	48,722
Tokyo metropolitan area	GLP Yokohama	Yokohama, Kanagawa	100.0	119,351
Tokyo metropolitan area	GLP Shonan	Fujisawa, Kanagawa	100.0	25,441
Tokyo metropolitan area	GLP Soka	Soka, Saitama	100.0	71,206
Greater Osaka area	GLP Osaka	Osaka, Osaka	95.8	155,931
Greater Osaka area	GLP Settsu	Settsu, Osaka	100.0	47,339
Greater Osaka area	GLP Nishinomiya	Nishinomiya, Hyogo	100.0	19,732
Greater Osaka area	GLP Shiga	Kusatsu, Shiga	100.0	31,387
Other area	GLP Fujimae	Nagoya, Aichi	100.0	12,506
Other area	GLP Sapporo	Sapporo, Hokkaido	100.0	16,034

1. "Leasable area" indicates the space that is available for lease in each property as of December 31, 2017, which has been determined based on information included in respective lease contracts or architectural drawings.

## Properties owned by GLP JV Fund

(As of March 30, 2018)

### Properties owned by GLP Group development funds

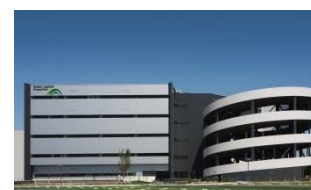
Property name	Prefecture	Start of development	(Expected) date of construction	GFA (1,000 sqm)
GLP Misato III (completed)	Saitama	Apr 2012	May 2013	95
GLP Atsugi (completed)	Kanagawa	Nov 2012	Dec 2013	107
GLP Kuki Shiraoka (completed)	Saitama	-	Nov 2014 <sup>2</sup>	17
GLP Ayase (completed)	Kanagawa	Feb 2013	Apr 2015	69
GLP Zama (completed)	Kanagawa	Oct 2013	Jun 2015	132
GLP Yachiyo (completed)	Chiba	Dec 2013	Dec 2015	72
GLP Sayama Hidaka I (completed)	Saitama	Dec 2013	Dec 2015	43
GLP Sayama Hidaka II (completed)	Saitama	Dec 2013	Sep 2016	86
GLP Naruohama (completed)	Hyogo	Jan 2014	Sep 2015	111
GLP Suita (completed)	Osaka	Mar 2015	Aug 2017	165
GLP Kashiwa II (completed)	Chiba	Jun 2015	Jan 2017	32
GLP Nagareyama I (completed)	Chiba	Dec 2015	Feb 2018	130
GLP Nagareyama II	Chiba	Dec 2015	May 2018	96
GLP Nagareyama III	Chiba	Dec 2015	Feb 2019	91
GLP Kawajima (completed)	Saitama	Jan 2016	Mar 2017	49
GLP Komaki II (completed)	Aichi	Mar 2016	Jan 2018	36
GLP Goka	Ibaraki	Mar 2016	Oct 2018	140
GLP Hirakata III	Osaka	Mar 2016	Sep 2018	119
GLP Kobe Nishi II (completed)	Hyogo	Jun 2016	Jan 2018	71
GLP Neyagawa	Osaka	Sep 2016	Apr 2018	27
GLP Niiza	Osaka	Mar 2017	Mar 2019	31

### Properties owned by Japan Income Partners I

Property name	Prefecture	GFA (1,000 sqm)
GLP Kawasaki (completed)	Kanagawa	160
GLP Osaka II (completed)	Osaka	136
GLP Kashiwa (completed)	Chiba	148
GLP Ichikawa (completed)	Chiba	66
GLP Wakasu (completed)	Tokyo	25

### Others

Property name	Prefecture	GFA (1,000 sqm)
GLP Sagamihara I - V	Kanagawa	655



GLP Misato III



GLP Komaki II



GLP Zama



GLP Suita

Source: GLP disclosure material \*GFA is rounded to the indicated unit

1. In line with GLP group disclosure, and is different from construction start date.

2. Refers to the date when GLP Kuki Shiraoka was incorporated into a GLP Group development fund.

# Logistics facilities automation case study – GLP Misato II

## Trend towards logistics facilities automation - Moving Co.,Ltd., Marui Group -

### Implementation of “AutoStore” in GLP Misato II



**Implemented Floor space**  
Apx.2,700 sqm

**Effective ceiling height**  
5.5 m

**Floor loading capacity**  
1.5 t/sqm

**After**

Vertically stacked containers

**1**

Robot lifts container

**2**

Transports to port

**Before**

Construction with ongoing operation

### Challenges faced by tenants

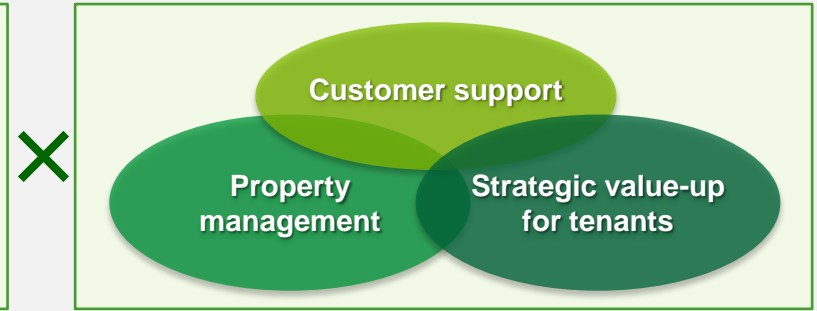
**Increased demand for “e-commercification”**

- Shift in inventory storage from stores to logistics facilities
- Increase in the quantity and variety of products
- Increased importance of delivery speed

**Difficulties of securing human resources**

- Increased workload of logistics staff due to complicated logistics functions
- Increased demand for labor from logistics operation expansion
- Structural labor shortage on the whole labor market

### GLP Group’s one-stop service



## Financial standing

### Outstanding borrowings

#### As of Feb-end 2018

Borrowing	<b>186,390</b> mm yen (87.1%)
Bonds	<b>27,500</b> mm yen (12.9%)
Total	<b>213,890</b> mm yen (100.0%)

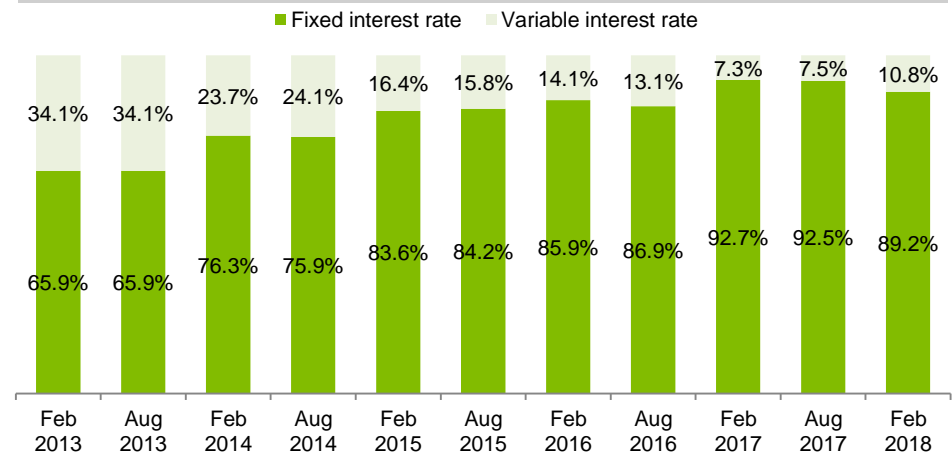
#### As of Mar-end 2018

Borrowing	<b>210,680</b> mm yen (88.5%)
Bonds	<b>27,500</b> mm yen (11.5%)
Total	<b>238,180</b> mm yen (100.0%)

### Commitment line

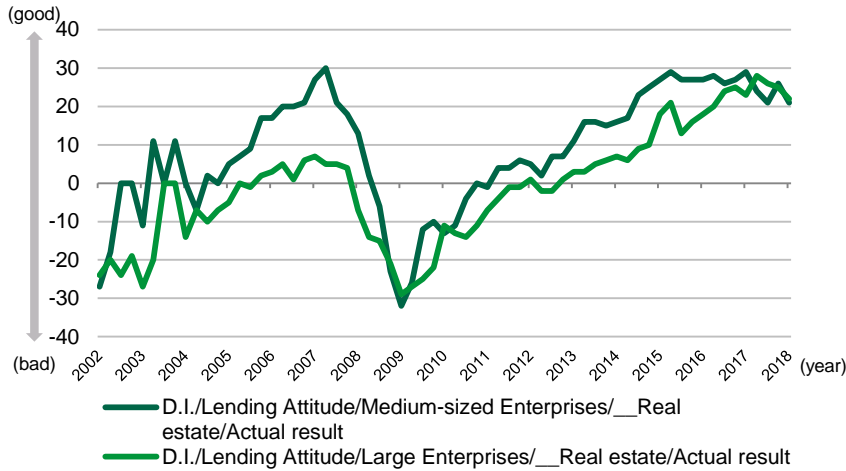
Items	Overview
Maximum loan amount	6.0 billion yen
Date of contract	June 26, 2017
Contract period	July 1, 2017 to June 30, 2018
Lenders	Sumitomo Mitsui Banking Corporation MUFG Bank

### Change in fixed interest rate ratio



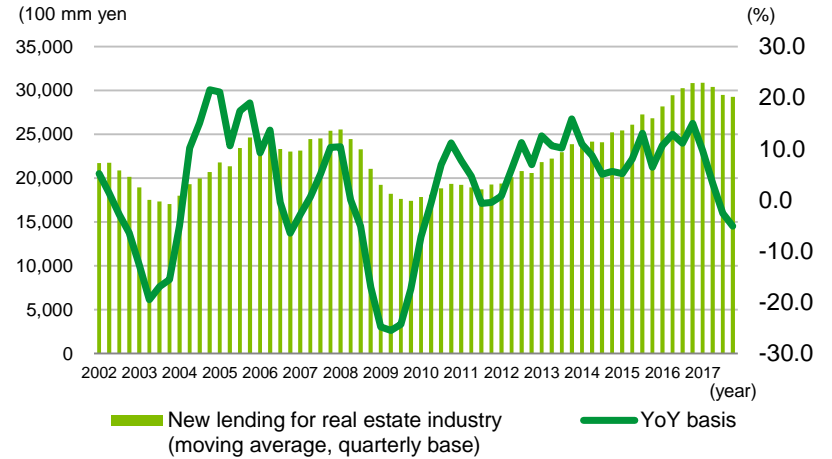
# Favorable debt finance environment

Lending attitude of financial institution DI (Real estate)



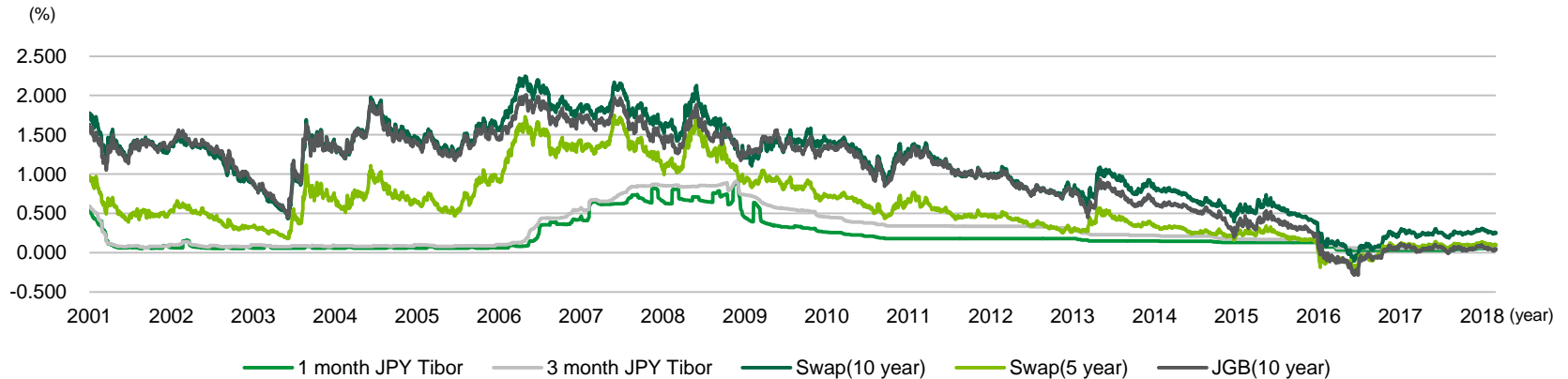
Source: BoJ Tankan (industry base)

New lending for real estate industry



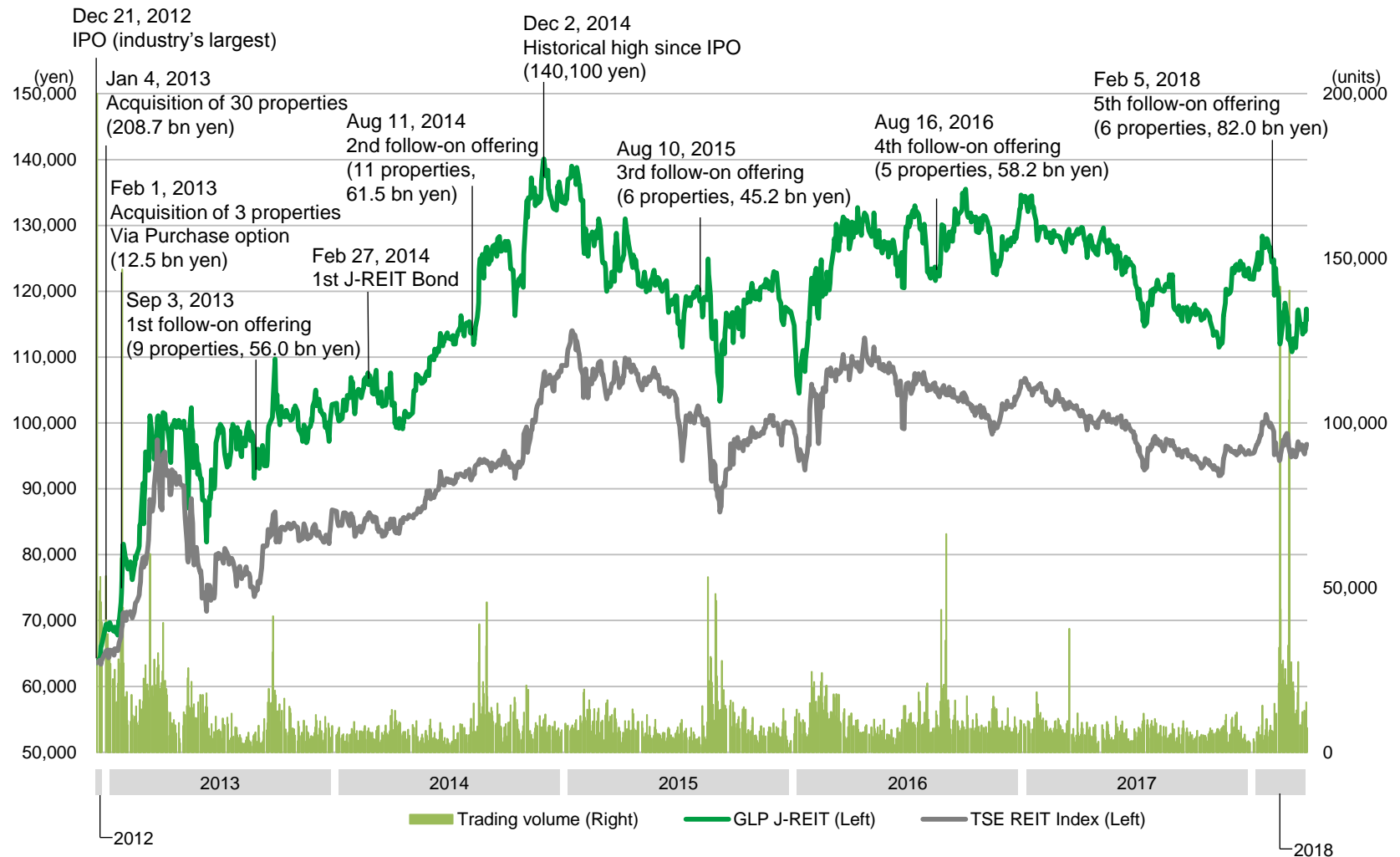
Source: BoJ "Research on short-term economic survey" new lending by industry

Change in long-term / short-term interest rate



Source: Bloomberg

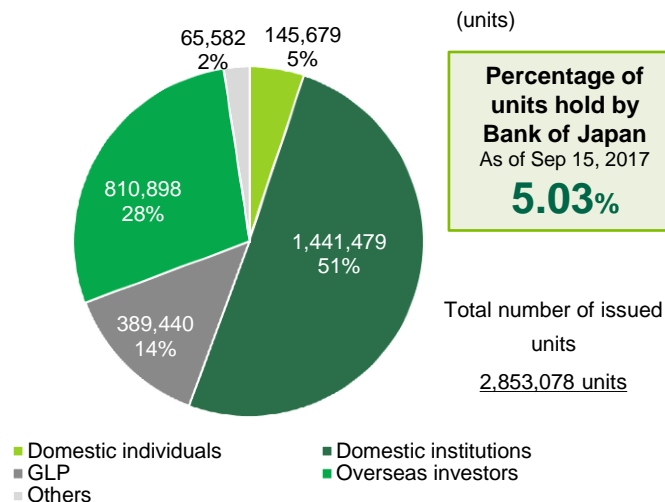
# Change in unit price



## Unitholder composition

(as of Feb-end 2018)

### Number of Units held by Unitholders<sup>1</sup>



1. Percentages are rounded to the unit.

### Major Investors<sup>2</sup>

Name	Number of investment units held (units)	Percentage of units issued and outstanding (%)
Japan Trustee Services Bank, Ltd., (Trust Account)	440,950	15.4
GLP Capital Japan 2 Private Limited	386,240	13.5
The Master Trust Bank of Japan ,Ltd., (Trust Account)	381,023	13.3
Trust & Custody Services Bank, Ltd., (Securities Investment Trust Account)	128,975	4.5
NOMURA BANK (Luxembourg) S.A.	94,999	3.3
JP MORGAN CHASE BANK 385628	93,080	3.2
The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	85,351	2.9
Nomura Securities Co., Ltd	45,024	1.5
STATE STREET BANK AND TRUST COMPANY 505012	33,914	1.1
STATE STREET BANK WEST CLIENT 505224	30,692	1.0
<b>Total</b>	<b>1,720,248</b>	<b>60.2</b>

### Number of Unitholders

(Unit: persons)	2nd period	3rd period	4th period	5th period	6th period	7th period	8th period	9th period	10th period	11th period	12th period
Domestic institutions	69	71	90	91	128	122	127	144	151	152	149
Domestic companies	290	208	227	224	293	271	275	247	239	244	241
Overseas companies /individuals	159	191	225	260	272	276	294	292	260	248	287
Individuals, etc.	14,068	11,768	11,449	11,814	14,816	14,513	15,218	13,630	13,871	13,944	13,633
<b>Total</b>	<b>14,586</b>	<b>12,238</b>	<b>11,991</b>	<b>12,389</b>	<b>15,509</b>	<b>15,182</b>	<b>15,914</b>	<b>14,313</b>	<b>14,521</b>	<b>14,588</b>	<b>14,310</b>







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