



# Japan Excellent, Inc.

Thirty-second Period (Ended June 2022) Presentation Materials

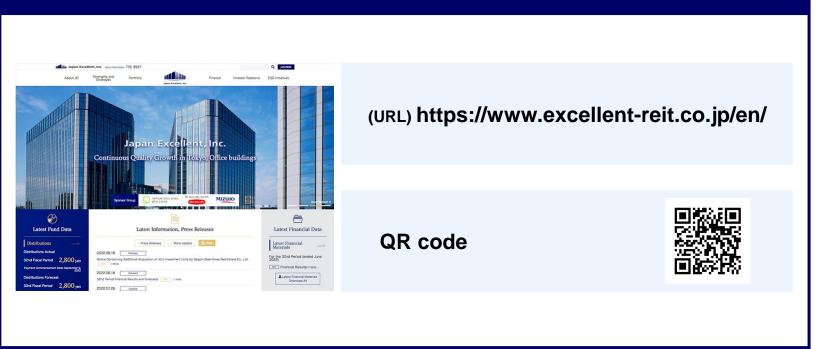
August 19, 2022



Japan Excellent Asset Management Co., Ltd. (Asset Management Company)

## Information on Website

Please visit JEI's website below.



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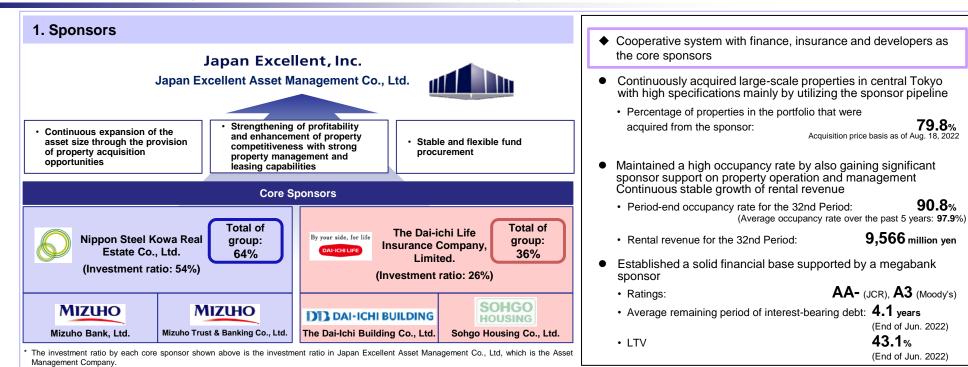
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# Introduction of JEI: Continuous Quality Growth of Office REIT in Tokyo Metropolitan Area *Japan Excellent, Inc.*



### 2. Portfolio<sup>\*</sup>

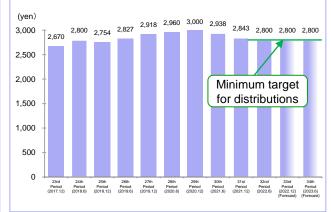
•High growth potential and stability mainly in the Tokyo metropolitan area

Number of properties:	36
Asset size:	287.8 billion yen
Ratio of investment in office building	gs: 100.0%
Large-scale properties:	66.3%
Tokyo metropolitan area:	84.7%
6 central wards of Tokyo:	52
Figures as of Aug. 18, 2022	

Figures as of Aug. 18, 2022
 Please refer to notes on p. 46 for definitions of the figures above.

### 3. Historical Distributions

### •Operational stance aiming for stable distribution



### 4. ESG Initiatives

- •Strongly promoting initiatives by positioning them as the most important issue
- ① Reduction of Environmental Burden
- 2 Cooperation/Collaboration with Stakeholders

GRESB: Acquired the highest rating of "Green Star" and "5star"

Included in MSCI Japan ESG Select Leaders Index

Green Building Certification: 87.7% (area basis)

CO<sub>2</sub> emissions reduction target -46% in FY2030 (vs FY2013)

CO<sub>2</sub>-free electricity rate: 70.9% (area basis)

Declared support for TCFD, disclosed qualitative scenario analysis

# I. Key Points in Current Operations



# Key Points in Current Operations

	26th Period	27th Period	28th Period	29th Period	30th Period	31st Period	32nd Period	33rd Period Forecast	34th Period Forecast
Tenant departure rate (%)	1.6	1.7	0.8	2.5	3.2	6.6	7.6	4.0	2.4
Period-end contracted occupancy rate (%)	99.4	99.6	99.6	98.0	96.4	93.1	90.8	93.9	96.2
Major tanant							<b></b>		

୭◀----

Major tenant

departare(5)					<b>E</b>		
	30th Period (Ended June 2021)			31st Period (Ended December 2021)			
	21/2 F	Actual		21/2 F	21/8 F	Actual	
Operating revenue	10,574	10,567		10,321	10,689	10,666	
(of which, gain on sale)	-	-		-	-	-	
Net income	3,896	3,975		3,517	3,788	3,846	
Reserve for reduction entry Provision (-) and reversal (+) of reserve	+40	-		+135	-	-	
(Distribution equivalent) (+30 yen) -		(+100 yen)	-	-			
Distributions per unit	2,910 yen	2,938 yen		2,700 yen	2,800 yen	2,843 yen	

### Specific Measures So Far

External Growth Acquisition	<ul> <li>O NOI increase through pipeline supply based on strong sponsor support</li> <li>BIZCORE JIMBOCHO (10.2 billion yen, June 2021)</li> <li>ARK Hills FRONT TOWER (49% equity interest in anonymous association) (5.23 billion yen, May 2022)</li> <li>O Acquisition of share in third-party property in major regional city</li> <li>Sapporo Otemachi Building (70% share) (4.07 billion yen, December 2021)</li> </ul>
External Growth Sale	<ul> <li>O Decisions to sell to improve portfolio quality and secure profit</li> <li>Kowa Shirokanedai Building (sold to sponsor to recycle assets, August 2021)</li> <li>Shintomicho Building (external sale, February 2022)</li> </ul>
	Announced a stable operating stance with a minimum distribution target of 2,800 yen by utilizing gain on sales and internal reserves
Buyback of Investment Units	O Decision to Buyback of Investment Units (February 2022) to increase unitholder value in the medium to long term

### Current Measures/Results

32nd Period (Ended June 2022)

22/2 F

11,117

805

4,087

-298

(-220 yen)

2,800 yen

Actual

11,065

797

4,101

-356

(-266 yen)

2,800 yen

21/8 F

11,046

805

4,108

-320

(-237 yen)

2,800 yen



[Refilling] Refilling of Musashikosugi Tower Place is progressing as planned

		Japan	Excel	lent,	lnc.
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MN yen

33rd Pe (Ending Decer		34th Period (Ending June 2023)
22/2 F	22/8 F	22/8 F
10,486	10,545	10,819
523	523	792
3,585	3,353	3,668
+202	+392	+76
(+149 yen)	(+293 yen)	(+57 yen)
2,800 yen	2,800 yen	2,800 yen

# **II.** Financial Results of the 32nd Period (Ended June 2022)



# 1. Overview of Financial Results of the 32nd Period (Ended June 2022)

## Japan Excellent, Inc.

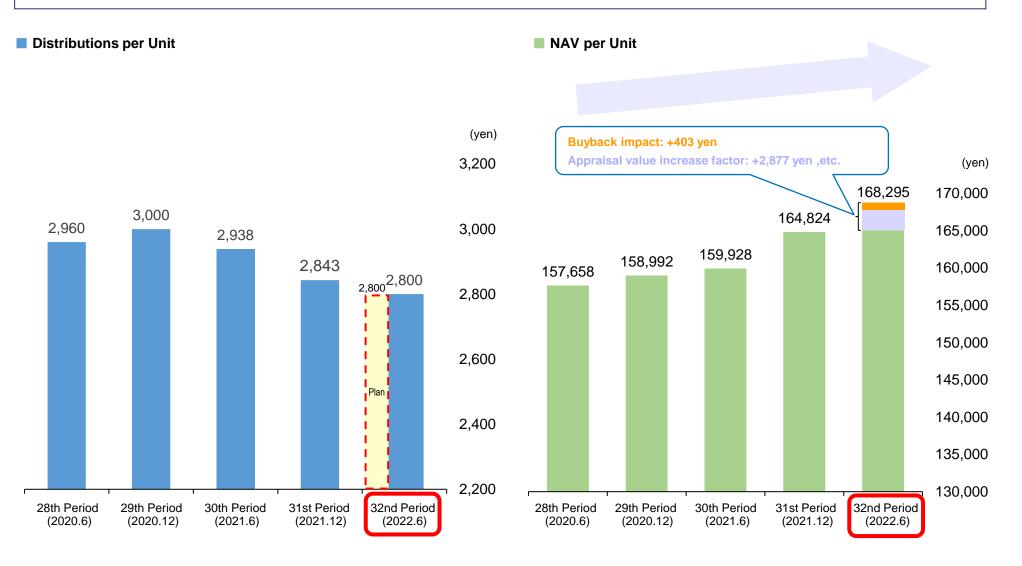
					(unit: million yen)	
	31st Period Result A	32nd Period Initial Forecast B	32nd Period Result C	32nd Period Result Comparison with previous period C-A	32nd Period Result Comparison with initial forecast C-B	Comparison with the Results for the 31st Period (Ended Dec. 2021) (Impact on Distribution Resources)     Increase in operating revenue     -316 million yen     (Full-year contribution from property acquired in FP31 (+), decline in occupancy rate (-))
Operating revenue	10,666	11,117	11,065	+398	-52	Recording of gain on sales of real estate     +797 million yen
Rental revenue	9,883	9,581	9,566	-316	-14	② Increase in operating expenses       -173 million yen         • Increase in expenses for rental operations       -136 million yen
Gain on sales of real estate	-	805	797	+797	-7	(Increase in utilities expenses: -68 million yen, decrease in repairs and maintenance: +34 million yen, increase in taxes: -39 million yen, increase in depreciation: -45 million yen, etc.)
Operating expenses	6,180	6,432	6,353	+173	-78	Increase in sales and administrative expenses     -36 million yen
Expenses for rental operations	5,563	5,782	5,699	+136	-82	③ Decrease in non-operating expenses       +30 million yen         ·Absence of arrangement fee, etc.
Sales and administrative expenses	617	650	653	+36	+3	(5) Reserve for reduction entry     (6) Decrease in total distributions (decrease in number of investment units)
Operating income	4,485	4,684	4,711	+225	+26	(a) Decrease in total distributions (decrease in number of investment units) +101 million yen
Ordinary income	3,846	4,088	4,102	+255	+14	Comparison with Previous Forecast (Impact on Distribution Resources)     Decrease in operating revenue     -52 million yen
Net income	3,846	4,087	4,101	+255	+14	Decrease in rental revenue     Decrease in revenue for utilities expenses     -76 million ven
Provision (-) and reversal (+) of reserve for reduction entry	-	-298	-356	-356	-58	Decrease in operating expenses     Decrease in expenses for rental operations     +82 million yen
Total distributions	3,846	3,788	3,745	-101	-43	(Decrease in property management expenses: +64 million yen, decrease in repairs and maintenance: +83 million yen, increase in utilities expenses: -79 million yen, etc.)
Distributions per unit (yen)	2,843	2,800	2,800	-43	0	<ul> <li>③ Increase in non-operating expenses</li> <li>④ Increase in ordinary income and net income</li> <li>+14 million yen</li> </ul>
						Increase in provision of reserve for reduction entry -58 million yen
Period-end occupancy rate	93.1%	93.6%	90.8%	-2.3pt	-2.8pt	⑥ Decrease in total distributions (decrease in number of investment units) +43 million yen

## 2. Actual Results of Distributions per Unit and NAV for the 32nd Period (Ended June 2022)



Distributions per unit were as planned despite the Omicron strain at the start of the year unexpectedly prolonging the impact of COVID-19

NAV per unit continued to grow due to appraisal value increase and buybacks



# 3. Highlights of the 32nd Period (Ended June 2022)



<ul> <li>Acquisition of ARK Hills FRONT TOWER (49% equity interest in anonymous association) and its first right of refusal from sponsor (May 2022). Replacement property for Kowa Shirokanedai Building and Shintomicho Building. Prospect of additional acquisition</li> <li>Acquisition of BIZCORE SHIBUYA for 6.64 billion yen (August 2022). The third acquisition from a sponsor's medium-sized high-grade office series</li> <li>Kowa Shirokanedai Building and Shintomicho Building (equivalent to 40%) sales settled in June-July 2022 and gain on sales recorded. Stabilized distributions by hedging the risk of declining profitability and securing gain on sales</li> </ul>		<ul> <li>Asset size (as of August 18, 2022) 287.8 billion yen (Change from FP31: +1.2 billion yen) 5.23 billion yen from anonymous association equity interest in ARK Hills FRONT TOWER in addition to the above</li> <li>Impact of sale of Kowa Shirokanedai Building and Shintomicho Building Recorded gain on sale of approximately 800 million yen in FP32, 500 million yen expected in FP33 (used to stabilize distributions and build internal reserves)</li> <li>Unrealized gain (as of end of June 2022) 74.6 billion yen (Change from FP31: +3.8 billion yen) Record high unrealized gain and percentage</li> </ul>	Distribution per Unit FP31: 2,843 yen FP32: <b>2,800</b> yen
Internal Growth	Ĺ	Period-end occupancy rate	Change from FP31: - 43 yen ( <b>-1.5</b> %)
<ul> <li>Occupancy rate fell short of the plan mainly due to ① the delay in the start of leasing activities attributable to the impact of the Omicron strain as well as ② the postponement of the conclusion of contract with major tenants.</li> <li>As a result of flexibly revising rent based on comprehensive consideration of tenant business conditions, both increases and decreases went better than planned.</li> </ul>		90.8% (Vs. plan: -2.8pt)         Ratio of rent revised upward (area basis)         3.7% (Vs. plan: +2.1pt)         Upward revision rate         Downward revision rate         2.8% (Vs. plan: +1.0pt)         7.7% (Vs. plan: -2.9pt)	Change from forecast at beginning of period <b>±0 yen</b>
Financial Strategy		■ LTV 43.1% (Change from FP31: +0.4pt)	NAV per unit
<ul> <li>Enhancement of asset efficiency through cash management Gradual release of security deposits (cumulatively 4.6 billion yen) Acquisition of equity interest in anonymous association using cash on hand</li> <li>Buyback/cancellation of investment units (February to April 2022) Buyback and cancellation of investment units equivalent to 1.14% of the number of issued investment units, increasing NAV and EPU</li> <li>Extended the loan duration and reduced the interest rate with the refinancing of long-term loans</li> </ul>		<ul> <li>Property acquisition capacity (LTV up to 45%) 15 billion yen</li> <li>Internal reserves 808 million yen (distribution equivalent to 604 yen)</li> <li>Average remaining period of interest-bearing debt         <ul> <li>4.1 years (Change from FP31: -0.3 years)</li> <li>Average interest rate of interest-bearing debt                 0.72% (Change from FP31: -0.01pt)</li> </ul> </li> </ul>	FP31: 164,824 yen FP32: <b>168,295</b> yen Change from FP31: +3,471 yen
<ul> <li>ESG</li> <li>Disclosure of qualitative scenario analysis based on TCFD recommendations</li> <li>Review of materiality such as response to climate change</li> <li>Additional acquisition of green building certification (BIZCORE JIMBOCHO)</li> </ul>		<ul> <li>GRESB Real Estate Assessment (2021)         Highest rating</li> <li>MSCI ESG Rating</li> <li>A (Incorporated into MSCI Select Leaders Index)</li> <li>Percentage of properties with Green Building certification (area basis)</li> </ul>	(+ <b>2.1</b> %)

- Additional acquisition of green building certification (BIZCORE JIMBOCHO)
- Continued promotion of switch to CO<sub>2</sub>-free electricity (19 additional properties)
- New acquisition of BELS certification (BIZCORE AKASAKA-MITSUKE)

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■ CO<sub>2</sub>-free electricity rate (area basis):

87.7% (Change from FP31: +3.0pt)

70.9% (Change from FP31: +51.5pt)

# III. Performance Forecasts for the 33rd Period (Ending December 2022) and 34th Period (Ending June 2023)



### <Outlook of office market>

• While major office floor downsizing is subsiding, consolidation and streamlining during fixed lease renewal periods will persist.

On the other hand, although the Omicron variant revived the spread of COVID-19, inquiries and contracts for large amounts of floor area are gradually increasing due to improvement of in-office rates and the rethinking of office functions.

However, the growing uncertainty about future business performance due to Russia's invasion of Ukraine could hinder ambitious moves by companies.

- 2023 office supply is expected to undershoot the forecast due to completion postponement, but as mentioned above, full-scale recovery in demand will be slightly delayed by the increase in supply, so we retain our forecast that "the vacancy rate is expected to remain range-bound for the one year, while newly concluded rents are expected to soften."
- Amid this, the number of relocations aimed at improving the location and building grade are increasing as large buildings with superior location and performance easily fit into the new office strategy and are expected to attract demand as core offices.

### < Assumptions for performance forecasts >

# Continuing to maintain the minimum distribution target based on conservative forecasts, impacts of new property acquisitions and use of gains on sales and internal reserves

### [External growth]

• In addition to the impact of the current acquisition of a new property (BIZCORE SHIBUYA) on earnings, we have factored in the gain on property sale (Shintomicho Building).

### [Internal growth]

- As before, concerns have built up regarding departures, but the departure rate is expected to have peaked in the 32nd Period. For refilling, downtime and free rent are set conservatively in consideration of the current leasing situation and the difficulty level and floor area of each property. With the steady progress of refilling, the occupancy rate is expected to bottom out at the end of the 32nd Period and recover.
- Regarding contract renewal, like last period, we have factored in rent reduction adjustments in order to respond to rent reduction requests from tenants with rent gaps to prevent tenants from departing and to encourage existing tenants to increase the floor space in the building and are also trying to revise contracts with raised rents mainly at regional properties.

[Management of Distributions]

• We will maintain the minimum DPU target of 2,800 yen level through new property acquisitions and flexible use of gains on sales and internal reserves.

### Period-End Occupancy Rate/Departure Rate

	32nd Period	33rd Period	34th Period
Period-end occupancy rate	90.8%	93.9%	96.2%
Tenant departure rate	7.6%	4.0%	2.4%

2. Overview of Performance Forecasts for the 33rd Period (Ending December 2022) and 34th Period (Ending June 2023)

## Japan Excellent, Inc.

(unit: million y							
	32nd Period Result A	(Reference) 33rd Period Initial Forecast	33rd Period Forecast B	Comparison of Forecast for 33rd Period with Previous Period B-A	34th Period Forecast C	Comparison of Forecast for 34th Period with Previous Period C-B	
Operating revenue	11,065	10,486	10,545	-519	10,819	+274	
Rental revenue	9,566	9,212	9,225	-341	9,255	+29	
Gain on sales of real estate	797	523	523	-274	792	+268	
Operating expenses	6,353	6,270	6,553	+199	6,546	-7	
Expenses for rental operations	5,699	5,652	5,934	+234	5,858	-76	
Sales and administrative expenses	653	617	618	-35	687	+69	
Operating income	4,711	4,215	3,991	-719	4,273	+281	
Ordinary income	4,102	3,586	3,354	-748	3,669	+315	
Net income	4,101	3,585	3,353	-748	3,668	+315	
Provision (-) and reversal (+) of reserve for reduction entry	-356	+202	+392	+748	+76	-315	
Total distributions	3,745	3,788	3,745	0	3,745	0	
Distributions per unit (yen)	2,800	2,800	2,800	0	2,800	0	
Period-end occupancy rate	90.8%	94.8%	93.9%	+3.1pt	96.2%	+2.3pt	

Comparison of the Results for the 32nd Period and						
Forecasts for the 33rd Period (Impact on Distribution Resources)						
Decrease in operating revenue	-519 million yen					
Anonymous association distributions	+27 million yen					
<ul> <li>33rd Period property acquisitions</li> </ul>	+126 million yen					
Decrease in sold property revenue	-173 million yen					
Decrease in existing property revenue	-294 million yen					
Decrease in gain on sales of real estate	-274 million yen					
② Increase in operating expenses	-199 million yen					
<ul> <li>Increase in property management expenses (new leasing fees, etc.)</li> </ul>	-22 million yen					
<ul> <li>Increase in utilities expenses</li> </ul>	-138 million yen					
Increase in repairs and maintenance	-82 million yen					
<ul> <li>Increase in non-operating expenses</li> <li>Arrangement fee, etc.</li> </ul>	-28 million yen					
Decrease in ordinary income and net income	-748 million yen	┥				
S Absence/reversal of reserve for reduction entry	+748 million yen					
Total distributions	±0 million yen					
Comparison of Forecasts for the 33rd Period and Forecasts for the 34th Period (Impact on Distribution Resources)						
Increase in operating revenue	+274 million yen					
<ul> <li>Increase in rental revenue (occupancy rate recovery, etc.)</li> </ul>	+29 million yen					

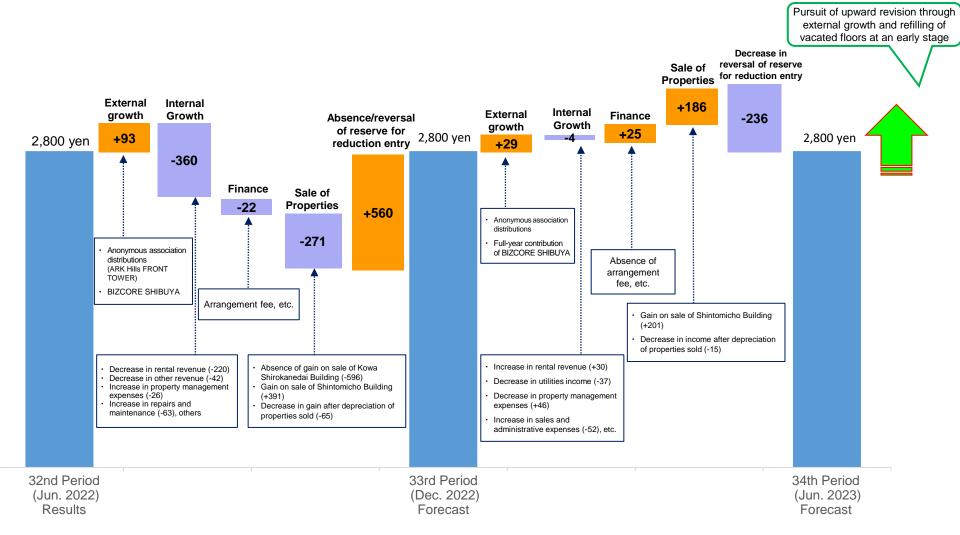
Increase in gain on sales of real estate	+268 million yen	
② Decrease in non-operating expenses	+7 million yen	
Decrease in property management expenses	+62 million yen	, 
Increase in sales and administrative expenses     (asset management fees, etc.)	-69 million yen	
③ Decrease in non-operating expenses	+33 million yen	
Absence of arrangement fee, etc.		
Increase in ordinary income and net income	+315 million yen	┥
Decrease in reversal of reserve for reduction entry	-315 million yen	
© Total distributions	±0 million yen	

# 3. Forecast of Distributions per Unit

In the 33rd Period, we will compensate for the decrease in gain on sale and rental revenue due to decline in occupancy rate with new property acquisition and reversal of reserve for reduction entry, maintaining the minimum distribution target of 2,800 yen.

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The 34th Period will similarly be 2,800 yen with the use of gain on sale.



# **IV. Management Status and Policy**



• While steadily implementing various measures as an asset manager, we will also promote measures to further maximize unitholder value.

	Measures	Items implemented or decided	Ongoing considerations
ties	Acquisition of new properties by mainly utilizing sponsor pipeline (increase in NOI)          • Acquisition of ARK Hills FRONT TOWER (49% equity interest in anonymous association) and its <u>first right of refusal (May 11, 2022)</u> • Acquisition of BIZCORE SHIBUYA (August 1, 2022)		<ul> <li>Consultation with sponsors for further acquisitions</li> <li>Consideration of acquiring third party properties</li> </ul>
Asset replacement (improvement of NOI, securer of gain on sale)		<ul> <li>Sale of Kowa Shirokanedai Building (June 29, 2022), securement of approximately 800 million yen gain on sale</li> <li><u>Sale of Shintomicho Building (July 22, 2022, January 26, 2023), securement of approximately 1.3 billion yen gain on sale (estimated)</u></li> </ul>	Ongoing consideration of asset replacement
	Refilling of large-scale vacancies that are difficult to be filled with the entire group	Refilling of Musashikosugi Tower Place as planned	<ul> <li>Refilling at an early stage through direct sales to tenants linked to sponsors and flexible setting of rent terms</li> </ul>
Leasing and Management	Prevention of the departure of existing tenants, flexible rent negotiations	<ul> <li>Greater-than-planned rent increases</li> <li>Prevention of departures and encouragement of floor space expansion by utilizing reduction adjustment</li> </ul>	<ul> <li>Conservative planning that does not factor in contract renewal with higher rents while trying to renew contracts to raise rents mainly at regional properties</li> </ul>
Leasi Mana	Maintenance and improvement of property value from a medium- to long-term perspective in cooperation with the PM and BM	<ul> <li>Progress of LED construction that contributes to environmental consideration</li> <li>Implementation of work based on medium- to long-term repair plan</li> <li>Refining of medium- to long-term repair plan utilizing external consultants</li> </ul>	Initiatives ongoing
	Enhancement of asset efficiency (release of security deposits), LTV control	<ul> <li>Gradual release of security deposits (cumulatively approximately 4.6 billion yen)</li> <li>Appropriate LTV control (43.1% at the end of June 2022)</li> </ul>	<ul> <li>Continued efforts to release security deposits</li> <li>LTV control flexibility to produce property acquisition capacity</li> <li>Consideration of expanded use of commitment line funds</li> </ul>
Finance	Maintenance and stabilization of distributions (flexible use of internal reserves, treasury investment unit buybacks)	Buyback (February-April 2022), cancellation (April 2022) of investment units     Stabilization of distributions using gains on sales	<ul> <li>Enhancement of capital efficiency (effective use of property sale proceeds, property acquisition, treasury investment unit buyback, etc.)</li> <li>Utilization of gain on sale and internal reserves for stabilizing distributions</li> </ul>
LL.	Reduction of costs	-	Reduction of financial costs
	Control of costs and risks through flexible fund procurement and diversification of procurement method	-	Active use of sustainability finance
ESG	Further promotion of ESG initiatives	<ul> <li>Disclosure of climate-related financial information (qualitative analysis, January 2022)</li> <li>Expansion of renewable energy and CO<sub>2</sub>-free power (19 additional properties for 23 in total)</li> <li>Additional acquisition of Green Building Certification (1 additional property for 24 in total)</li> <li>New acquisition of BELS certification (BIZCORE AKASAKA-MITSUKE)</li> <li>Establishment of the Sustainability Promotion Office (unofficial body, April 2022)</li> </ul>	<ul> <li>Efforts to achieve medium- to long-term CO<sub>2</sub> emissions reduction (intensity) targets 46.0% reduction by FY2030 (compared with FY2013)</li> <li>Improvement of disclosure of climate-related financial information (quantitative analysis)</li> <li>Additional acquisition of Green Building Certification</li> <li>Additional acquisition of BELS certification</li> </ul>

# 2. Buyback/Cancellation of Treasury Investment Units



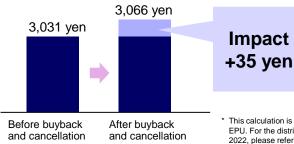
- While the price of investment units remains below NAV per unit, we will buy back and cancel investment units equivalent to 1.14% of the number of issued investment units using funds on hand.
- ◆ NAV per unit and EPU will increase, and the announcement will also impact the market.

### [Significance of Initiatives] Net income per unit (EPU) improved as a result of buyback and cancellation of investment units Enhancement of capital efficiency and return to unitholders · Efficient use of funds on hand Improvement of NAV per unit - Buyback and cancellation of investment units at a price below NAV per unit [Initiative Details] Total cost of buybacks 1,999,960,300 yen Average acquisition price 129,851 yen Total number of investment units acquired 15,402 units (1.14% of issued investment units) Market purchase on the Tokyo Stock Exchange based on discretionary transaction agreements Acquisition method for the acquisition of investment units concluded with securities companies Cancellation of all investment units acquired on April 28, 2022. Total number of issued investment units Cancellation after cancellation: 1.337,598

[Impact on NAV per Unit] NAV per unit for the period ended June 2022 168,295 yen 167,892 yen 167,892 yen Before buyback

and cancellation and ca

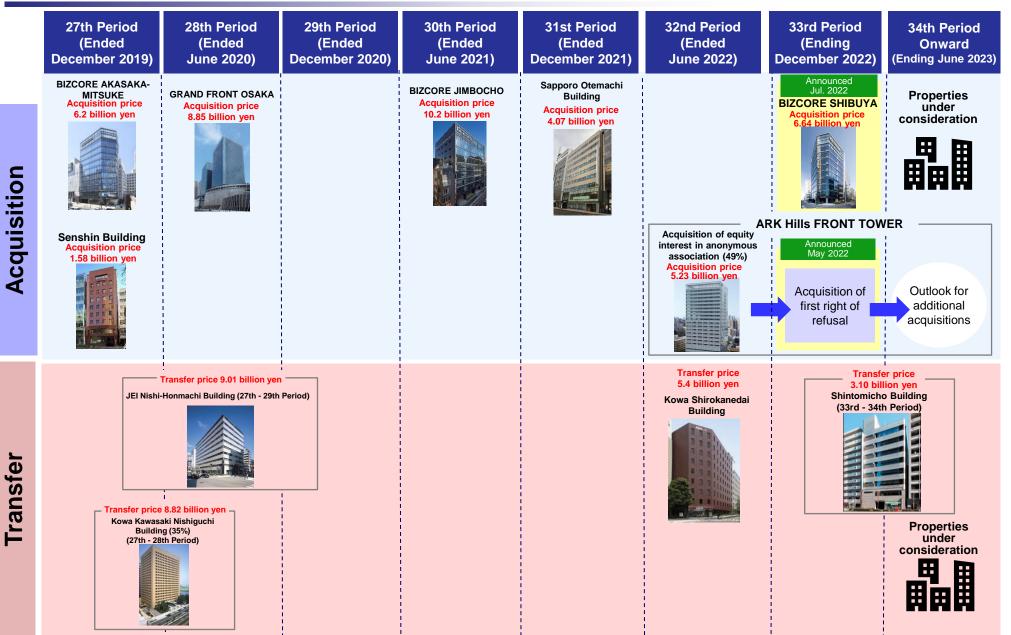
After buyback and cancellation [Impact on EPU]<sup>\*</sup> EPU for the period ended June 2022



This calculation is not for the distribution per unit, but for the EPU. For the distribution per unit for the period ended June 2022, please refer to page 8.

# 3. External Growth (1) Look Back and Near Term Plans

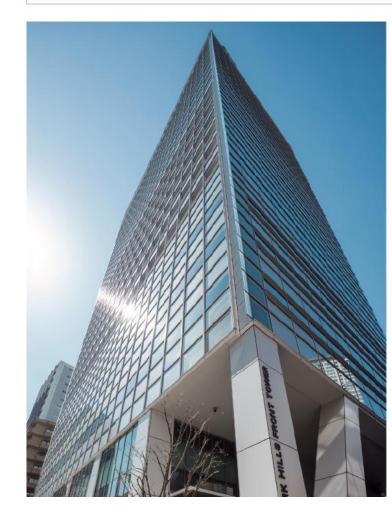




## 3. External Growth

## (2) Property Acquired in the 32nd Period (Ended June 2022) (Equity Interest in Anonymous Association) «ARK Hills FRONT TOWER» Japan Excellent, Inc.

- Acquired anonymous association equity interest (equivalent to 49%) in ARK Hills FRONT TOWER from core sponsor Nippon Steel Kowa Real Estate for 5,230 million yen, as a replacement for Kowa Shirokanedai Building and Shintomicho Building (May 11, 2022). At the same time, we acquired the building's first right of refusal and anticipate additional acquisitions in the future.
- Rare, relatively new property in central Tokyo. 4-minutes' walk from Tameike-Sanno Station and Roppongi 1-chome Station. Great location facing Roppongi-dori.



### Outline of Underlying Assets (Trust Real Estate)

Location	Akasaka, Minato Ward, Tokyo
Structure	S,SRC, flat roof, 22 stories with 1 basement floor
Total floor area	24,207.77 m <sup>2</sup>
Standard floor area	1,006.62 m <sup>2</sup> (approx. 305 tsubo)
Completed	Jan. 2011
Appraisal value	17,800 million yen
Acquisition date	May 11, 2022
Occupancy rate	83.2% (as of end-June 2022)
· · · · · ·	
Acquisition price*	5,230 million yen
Distribution yield*	3.2%



Sanno Park Towe

\* Distribution yield is calculated based on the Godo-Kaisha's management plan

### Characteristics of Underlying Assets (Trust Real Estate)

### Good location accessible from 3 stations and 3 lines

- A 4-minute walk from Tameike Sanno Station on the Tokyo Metro Ginza Line and Namboku Line, a 4-minute walk from Roppongi 1-chome Station on the Tokyo Metro Namboku Line
- A 7-minute walk from Tokyo Metro Chiyoda Line Akasaka Station
- · High visibility property located along Roppongi-dori in the Akasaka area, where large-scale redevelopment is underway in the surrounding areas.

### Large, regularly shaped column-free office space with overwhelming views and a sense of openness

- · With a standard floor area of approximately 305 tsubo, the regularly shaped and column-free space has a flexible layout and is equipped with state-of-the-art office specifications.
- With a ceiling height of 2,800 mm and wide-view windows on all sides, the office space has an overwhelming view and a sense of openness.

### Entrance and roof garden to increase tenant satisfaction and centralized vibration control system to protect safety

- · A spacious entrance lobby with a 9-meter-high ceiling and a sense of presence and serenity.
- A roof garden of approximately 1,000m<sup>2</sup>, one of the largest in Tokyo for a skyscraper, planted based on the concept of biodiversity.
- · Damping device for efficiently absorbing energy by concentrating damper in three floors.

# 3. External Growth (3) Property Acquired in the 33rd Period (Ending December 2022) «BIZCORE SHIBUYA»

Japan Excellent, Inc.

- Third acquisition in the BIZCORE series, medium-sized high-grade office buildings developed by a core sponsor (Nippon Steel Kowa Real Estate)
- Accumulation of high-quality assets will boost distributions by about 70 yen on a BAU basis.

### Acquired Properties/Overview of Acquisitions

Location	Shibuya, Shibuya Ward, Tokyo				
Structure	S, SRC, flat roof, 9 stories with 1 basement floor				
Total floor area	3,835.11 m <sup>2</sup>				
Standard floor area	348.58 m <sup>2</sup> (approx. 105 tsubo)				
Completed	Jan. 2020				
Acquisition price	6,640 million yen				
Appraisal value	6,950 million yen				
Acquisition date		August 1, 2022			
NOI yield <sup>∗</sup>	3.4%	NOI yield after depreciation*	2.9%		
Occupancy rate	100.0% (as of August 1, 2022)				

\* NOI yield and NOI yield after depreciation are calculated based on the assumed balance for the first 5 years excluding special factors in the acquisition year.

### Easy access from Shibuya in all directions

- · A 4-minute walk from Shibuya Station, offering access via many lines
- Highly convenient: 5 minutes to Shinjuku Station, 12 minutes to Shinagawa Station, 15 minutes to Tokyo Station, etc.

### Specs on par with the latest large office buildings

- Ceiling height of 2,800 mm, approx. 105 tsubo per floor and a bright, open, pillar-free space
- Floor load of 500 kg/m<sup>2</sup> and outlet capacity of 60 VA/m<sup>2</sup> ()can be increased to 75 VA/m<sup>2</sup>)
- · Individual air conditioners, automatic blinds and average desk lighting illuminance of 750 lx
- · An exterior with a strong presence, an elegant entrance and a rooftop garden full of greenery

### Excellent seismic performance and reliable business continuity in the event of a disaster

- Emergency stockpile warehouse exclusively for tenants, holding three days of supplies
- In the event of a disaster, 15  $\text{VA}/\text{m}^2$  is supplied to the exclusive areas for up to 48 hours by the emergency power supply
- · Earthquake-resistant ceilings prevent the ceiling from falling during an earthquake

### **BIZCORE SHIBUYA**

BIZCORE





# REIT's Role in the Core Sponsor's New Medium-Term Management Plan

Nippon Steel Kowa Real Estate, a core sponsor, started a new mediumterm management plan in April 2021

- Priority measures to further strengthen and expand the office development and leasing business
- Promotion of numerous development projects such as offices mainly in central Tokyo

### Plan to complete and operate 10 or more BIZCORE buildings within the plan's period

 From the viewpoint of maintaining and promoting brand development, we expect the REIT, which is responsible for the exit strategy, to continue to acquire when the core sponsor sells

Properties currently owned by the core sponsor are also in the pipeline.

# 3. External Growth (4) BIZCORE Series Being Developed by the Core Sponsor (Nippon Steel Kowa Real Estate)

 Completed construction for 5 properties starting with JIMBOCHO. Planning of construction completion and operation of no less than 10 buildings in the next five years

Concept	ł	Medium-si latest large		-		-	s with specif	icati	ions on	par with	the		BIZO	CORI	E
		standards					kyo are over 20 year endency for busines			-					
Background Superiorit							vated in the develop high-quality medium					ce building	is in the heart	of Tokyo, w	ith
							n, Akasaka, and oth s in collaboration wi							Steel Kowa	
Fundamen Specificatio		Disaster Prevention and BCP           • Emergency stockpile warehouse exclusively for residents, holding three of supplies           • 1.25x resistance versus new earthquake resistance standards and earthque resistant ceilings           • In the event of a disaster, emergency generators supply power to private					Is and earthquake-	A comfortable environment adopting individual air conditioners, automatic dimming system, Low-E double pane glass, etc.							
Future Develop	pment	than 10 buildin			ITSUKE,	TSUKIJI, S	HIBUYA and KAND	A-SUI	DACHO, the	e company pla	ins to com	plete and I	begin operatio	ons at more	
<b>BIZCORE JIMBOCHO</b>	BIZ	CORE AKASAKA-M	ITSUKE	BIZCOR	E SHIBU	YA	BIZCORE	TSUKI	JI	BIZCORE K	ANDA-SU	DACHO	BIZCORE	E HIGASHI-I	KANDA
4-minute	v. 2017 e walk from o Metro	A00000	Mar. 2019 Directly connected to Tokyo Metro		Construction completion	Jan. 2020 4-minute walk from JR and others		nstruction mpletion	Jul. 2019 3-minute walk from		Construction completion	Sep. 2021 1-minute walk from Toei Subway		Construction completion Access	Nov. 2022 (scheduled) 5-minute walk from Toei Subway Iwamotocho
ot	ho Station, thers 7.64 m <sup>2</sup>	THURSDAY	Akasaka-Mitsuke Station, others 3,515.63 m <sup>2</sup>		Total floor area	Shibuya Station, others 3,835.11 m <sup>2</sup>			Tokyo Metro Tsukiji Station 6,757.73 m²		Access Total floor area	Iwamotocho Station, others 1,988.55 m <sup>2</sup>		Total floor area	Station, others
Standard noor (Ap	ix. 890 m <sup>2</sup> pprox. I tsubo)	Standard floor size	Approx. 265 m² (Approx. 80 tsubo)		Standard floor size	Approx. 349 m² (Approx. 105 tsubo)	Star	ndard floor size	Approx. 661 m² (Approx. 200 tsubo)	North Control of Contr	Standard floor size	Approx. 159 m² (Approx. 48 tsubo)		Standard floor size	Approx. 251 m² (Approx. 76 tsubo)



# 3. External Growth(5) Overview of Properties (Scheduled) for Transfer



- Two old buildings with concerns about profitability due to future increases in Capex were confirmed for sale on the premise of replacement.
- Part of the estimated gain (about 2.1 billion yen for the two properties) will be utilized as dividends and the remaining amount will be retained internally as financial resource for future stabilization of dividends

### Overview of the Transfer of Kowa Shirokanedai Building

Property Name	Kowa Shirokanedai Building
Location	Shirokanedai, Minato Ward, Tokyo
Total floor area	7,374.74 m <sup>2</sup>
Completion date	Mar. 1978
Acquisition date	Dec. 2010
Transfer price	5,400 million yen
Appraisal value (As of December 31, 2021)	5,070 million yen
Book value (As of Sale)	4,600 million yen
Gain/loss on transfer	797 million yen
Transfer date	June 29, 2022
Party receiving transfer	Nippon Steel Kowa Real Estate Co., Ltd.

### Overview of the Transfer of Shintomicho Building

Property Name	Shintomicho Building
Location	Irifune, Chuo Ward, Tokyo
Total floor area	3,169.78 m <sup>2</sup>
Completion date	Nov. 1990
Acquisition date	Mar. 2012
Acquisition price	1,750 million yen
Transfer price	3,100 million yen
Appraisal value (As of June 30, 2022)	2,130 million yen
Book value (End of FY6/2022)	1,725 million yen
Gain/loss on transfer*	1,316 million yen
Scheduled transfer date	<ol> <li>July 22, 2022 (40%)</li> <li>January 26, 2023 (60%)</li> </ol>
Party receiving transfer	Hulic Co., Ltd.

\* As book value is not confirmed, expected value is listed.

### Schedule for the Transfer of Properties/Gain on Sale

(unit: million yen)

	Announcement	(Planned	Tatal		
	date of transfer	32nd Period	33rd Period	34th Period	Total
Kowa Shirokanedai Building	August 18, 2021	797			797
Shintomicho Building	February 17, 2022		523 (estimated)	792 (estimated)	1,316 (estimated)
Total		797	523 (estimated)	792 (estimated)	2,113 (estimated)

# 3. External Growth(6) Change in External Growth and Policies/Strategies



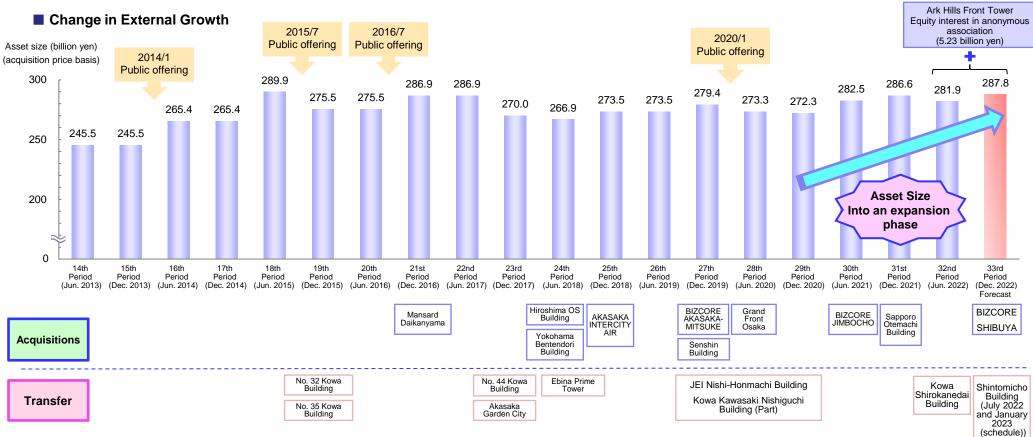
### Policy and Strategies of External Growth

# [Policy] Plan to expand asset size over the medium to long term, while constantly accumulating high-quality properties with an aim to realize stable growth of DPU and NAV

 [Result] (Estimate from January 2013 to the end of December 2022)
 Acquisition: 24 properties 141.5 billion yen Acquisition from sponsor: 62.7%
 [Future strategies]
 Also promote the acquis mainly on continuous su

♦ Sale: 9 properties•70.7 billion yen

- Also promote the acquisition of third-party properties in regional core cities while focusing mainly on continuous supply of pipelines in conjunction with the mid-term plan of core sponsors
- Efforts for continuous portfolio improvement through replacement

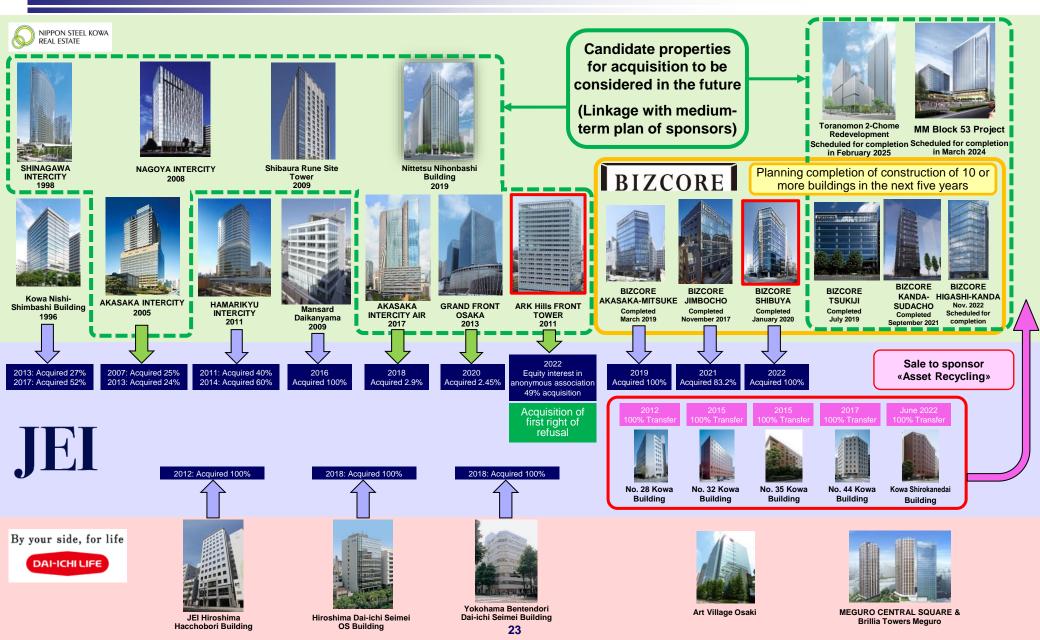


## 3. External Growth

## (7) Major Development Cases and Portfolio of Sponsor and

Overview of Transactions with JEI

### Japan Excellent, Inc.



# <u>Memo</u>



Japan Excellent, Inc.

# 4. Internal Growth (1) Status of Rent ① (Departure and Lease Up)

- Japan Excellent, Inc.
- Occupancy rate fell short of the plan mainly due to the delay in the start of leasing activities attributable to the impact of the Omicron variant as well as the postponement of the conclusion of contract with major tenants.
- Occupancy rate is expected to recover from the 33rd period due to the decrease in departures and progress in refilling

### Historical Period-End Occupancy Rate ---- Overall portfolio 5 Central Wards of Tokyo (market) 100.0% 98.0% 96.4% 96.2% 93.9% 95.0% 93.7% 93.6% 95.5% 94.5% 90.8% 93.1% 33rd Period Average 34th Period Average 31st Period Average 29th Period Average 30th Period Average 32nd Period Average (Forecast) (Forecast) 98.9% 97.4% 95.3% 92.1% 90.5% 94.1% End of Jun. 2021 End of Jun. 2022 End of Jun. 2023 End of Jun. 2020 Source: Prepared based on materials provided by Miki Shoji

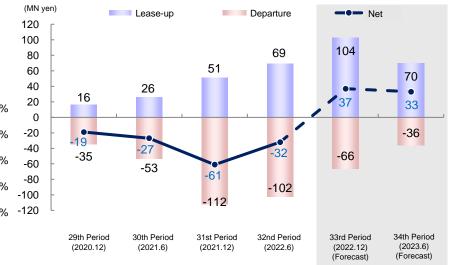
### Tenant Departure Rate and Area Leased Up and Vacated\*

### (tsubo) Area vacated ----- Tenant departure rate Area leased up 8,000 7,149 4,680 120 6,000 6.755 100 4.000 2,797 4,747 4,652 1,384 2.000 916 0.0% 0 2,257 2.5% 3,5963,564 2.000 2.0% 3.2% <mark>6,658</mark>7,025 -40 2.447 2.4% 4.000 4.0% 3.9% -3,062 6.2484.0% -80 7.2% 7.6% 6,000 6.0% Termination of departure -100 of major tenants 6.6% 8.000 Departure rate declined 8.0% -120 29th Period 30th Period 31st Period 33rd Period 34th Period 32nd Period (2020.12)(2021.6)(2021.12)(2022.6) (2022.12)(2023.6) (Previous (Results) (Previous (Results) (Forecast) forecast) forecast)

### <Policy on leasing activities>

- •Continued focus on "early refilling of vacated floors" and "preventing existing tenant departures" based on the leasing environment awareness.
- Focus on early refilling of vacated floors by cooperating with sponsors and setting flexible conditions taking into account the level of difficulty by property
- With regard to rent renewal, the top priority should be placed on preventing departures and flexible responses to requests for rent reduction. Initiatives for upward rent revision mainly at regional properties

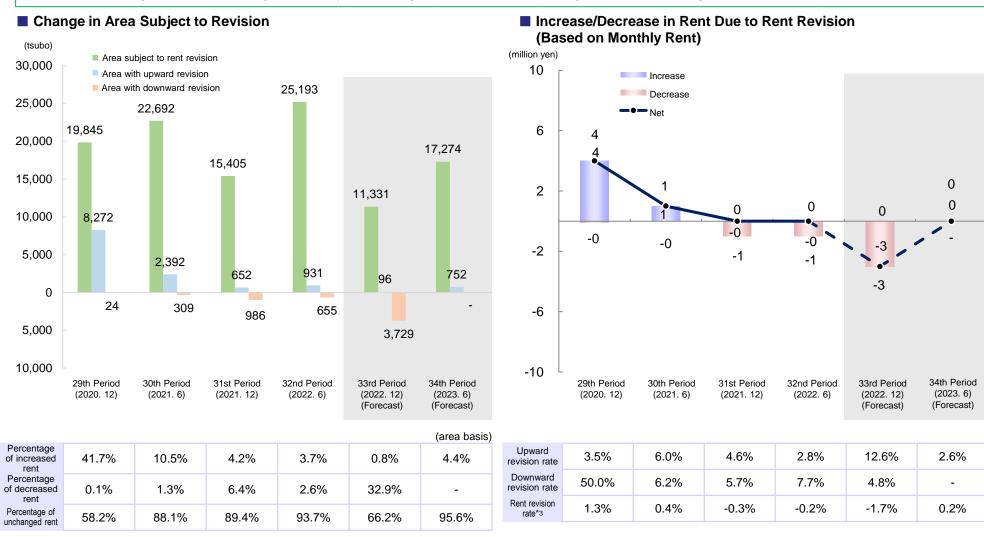
### Increase/Decrease in Rent Due to Departure and Lease-Up (Based on Monthly Rent)\*



"Tenant Departure Rate" is calculated for the entire JEI portfolio as area vacated by tenants over the period as a percentage of total leased area as of the end of the previous period. In the case of additional acquisition during the period, tenant departure rate is calculated as area vacated by tenants over the period as a percentage of the additionally acquired property. In the case of a sale of a property during the period, leased area as of the end of the previous period and leased area of the additionally acquired property. In the case of a sale of a property during the period, leased area of the sold property is not subtracted from the total leased area as of the end of the previous period and thus the original formula (area vacated by tenants over the period as a percentage of total leased area as of the end of the previous period and thus the original formula (area vacated by tenants over the period as a percentage of total leased area as of the end of the previous period and thus the original formula (area vacated by tenants over the period as a percentage of total leased area as of the end of the previous period and thus the original formula (area vacated by tenants over the period as a percentage of total leased area as of the end of the previous period on to include data for GRAND FRONT OSAKA and residences.

# 4. Internal Growth(1) Status of Rent (2) (Rent Revision)

Conduct strategic rent revision negotiations by preventing departures and adjusting the rent of existing floors for floor expansion



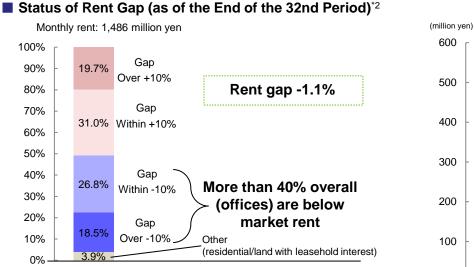
\*1 Figures do not include data for residences. \*2 Calculated by excluding GRAND FRONT OSAKA. \*3 Figures are average rent revision rate including contract renewal at the same rent and downward revision.

\*4 Rent reductions for a limited period due to the impact of the COVID-19 pandemic are excluded .\*5 The area with upward/downward rent revisions for the 33rd and 34th Periods is the figure only for the sections for which an agreement has already been reached.

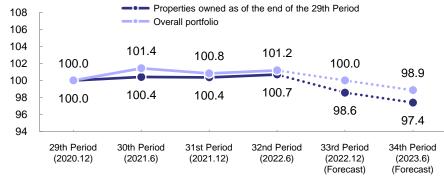
# 4. Internal Growth (2) Status of Rent Gap

Japan Excellent, Inc.

◆ Although the rent gap continues to narrow, it remains negative at -1.1%<sup>\*1</sup>



Historical Rent Levels<sup>\*2 \*3 \*4</sup>

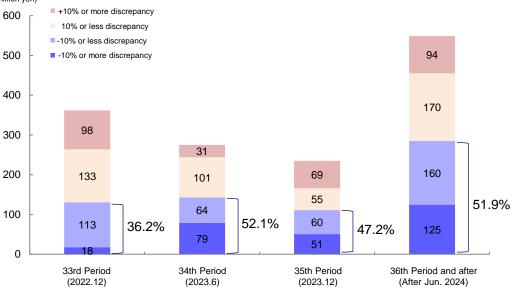


\*1 Calculated based on new rent level assessed by CBRE.

\*2 Calculated by excluding GRAND FRONT OSAKA.

\*3 Calculated by excluding residences

Monthly Rent by Renewal Period<sup>\*2\*3</sup>



- Unit rents will remain generally flat until the 32nd Period after the COVID-19 pandemic
- Assume that unit rents will soften from the 33rd Period onward due to a flexible leasing strategy aiming to prevent departures, etc.
- Strive for upward rent revision mainly at regional properties for those with negative rent gaps

\*4 Indexed with the average unit rent at the end of the 29th period set as 100. The average unit rent is the weighted average by leased office area. Properties owned at the end of the 29th Period are properties continuously owned since the end of the 29th Period among those owned at the end of the 32nd Period.

# 4. Internal Growth (3) Properties Focused on Leasing

• Refilling progressed as planned at Musashikosugi. Kawasaki Nishiguchi revised the plan due to factors such as the postponement of move-in of candidate tenants

Japan Excellent, Inc.

100%

End of Dec.

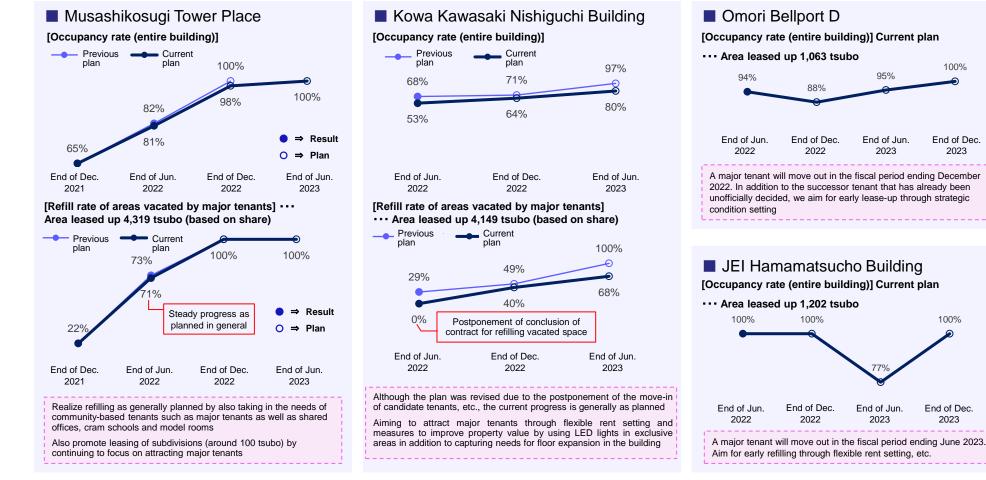
2023

100%

End of Dec.

2023

- Omori and Hamamatsucho, where major tenants will move out, plan to lease up by the end of December 2023
- Currently focusing on leasing such as individual sales to major customers utilizing the network of the sponsor group, discovery of demand through telemarketing targeting surrounding companies, attraction of vacating tenants by collecting information on reconstruction of neighboring buildings, holding of previews and flexible rent setting

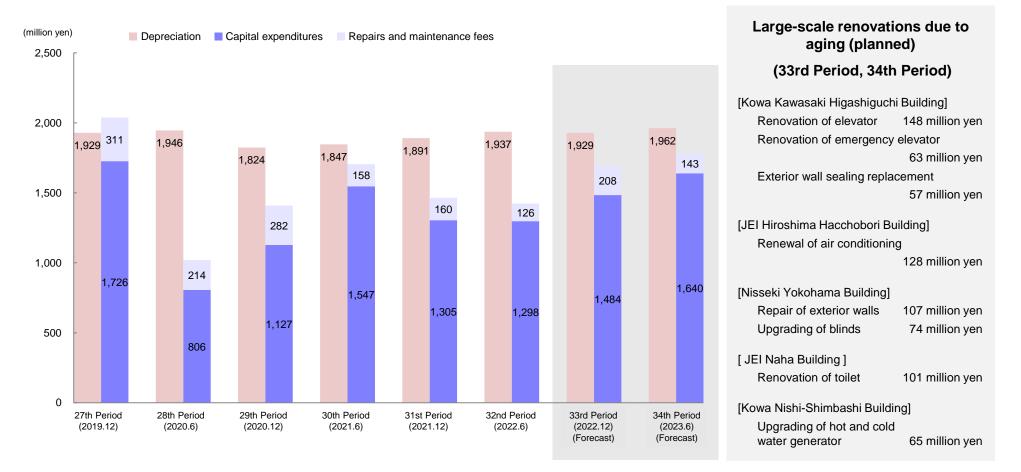


# 4. Internal Growth(4) Construction Results



- Maintained and improved the value of assets by systematically conducting repairs and renewal upon discerning operation status and competitiveness for each property from a medium- to long-term perspective
- Also systematically conducting large-scale renovations due to aging

### ■ History of Capital Expenditures, Repairs and Maintenance Fees, and Depreciation



# 4. Internal Growth (5) Facility Renewal for CO<sub>2</sub> Emissions Reduction



- Systematic facility renewal for assets under management with the goals of CO<sub>2</sub> emissions reduction and achievement of the Sustainable Development goals (SDGs)
- Contributing to Goal 7: Affordable and clean energy, and Goal 13: Take urgent action to combat climate change, by reducing CO<sub>2</sub> emissions and suppressing ozone depletion



Kowa Kawasaki Higashiguchi Building

Upgrading evacuation guide lights to LEDs, cutting  $CO_2$  emissions by 65% on 19 exclusive-use floors and emergency staircases on each floor

Planned budget: 147 million yen Construction period: July 2021 to June 2023



JEI Hiroshima Hacchobori Building

Upgrading air conditioning equipment using the R22 refrigerant, which is regulated as an ozone-depleting substance, to environmentally friendly units

Planned budget: 460 million yen Construction period: April 2021 to June 2024



JEI Ryogoku Building

Upgrading air conditioning equipment using the R22 refrigerant, which is regulated as an ozonedepleting substance, to environmentally friendly units

Planned budget: 350 million yen

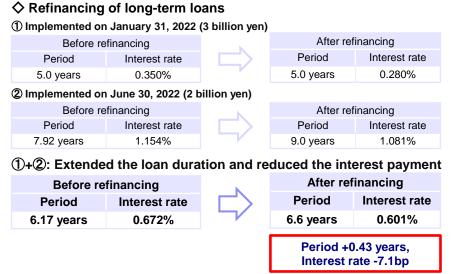
Construction period: January 2021 to March 2022



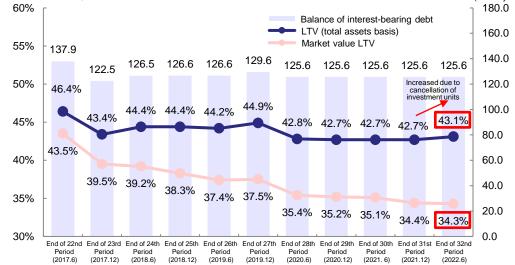
# 5. Financial Strategy(1) Performance of Financing Activities

- Extended the loan duration and reduced the interest rate with the refinancing of long-term loans of 5 billion yen
- LTV on a total-asset basis is at a level of 43.1%, impacted only by the cancellation of investment units (+0.4pt) as the acquisition of equity interest in anonymous association was made with the proceeds from property sale

### Repayment and Procurement in the 32nd Period



### Historical Balance of Interest-Bearing Debt, LTV on a Total-Assets Basis, and LTV on a Market-Value Basis (billion yen)



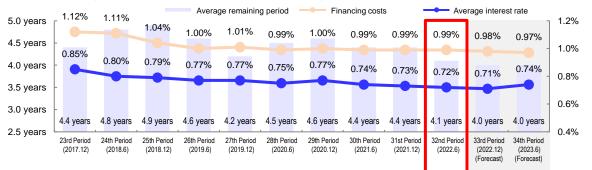
### < Reference >

**Pioneering Environmental Finance Initiatives** 

Ratio of sustainable finance<sup>-1</sup> to interest-bearing debt (As of end of June 2022: 16.3%) ranks among the top J-REITs

Green Bonds	Aug. 2018	First for an office J-REIT
Green Loans	Sep. 2018	First for a J-REIT
Sustainability Loans	Sep. 2020	First for a J-REIT
Green Syndicated Loans	Nov, Dec 2021	First for an office J-REIT

### Historical Average Remaining Period of Interest-Bearing Debt, Financing Costs<sup>\*2</sup>, and Average Interest Rate of Interest-Bearing Debt



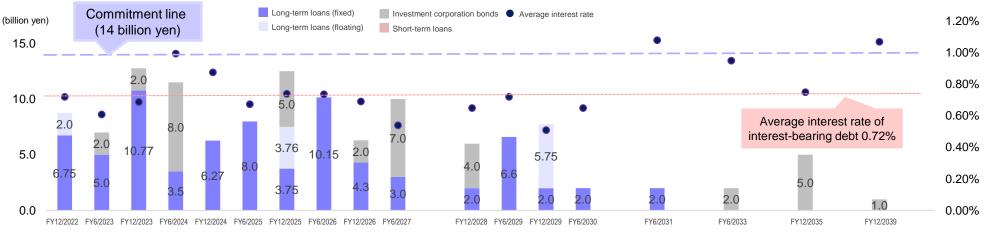
\*1 General term for sustainability finance and green finance

\*2 Financing costs: (Interest expense + loan-related fees + interest expense on investment corporation bonds + amortization of investment corporation bond issuance costs) / average remaining interest-bearing debt in the current and previous periods from the 30th Period

# 5. Financial Strategy(2) Status of Financial Management

 Accumulated internal reserve by utilizing gain on sale while promoting fixed interest rates, extended remaining period of interest-bearing debt, and diversified repayment dates

### Repayment Amount in Each Period and Average Interest Rate of Interest-Bearing Debt (As of the End of the 32nd Period)



### Historical Major Financial Data

	28th Period End (Jun. 2020)	29th Period End (Dec. 2020)	30th Period End (Jun. 2021)	31st Period End (Dec. 2021)	32nd Period End (Jun. 2022)	Difference
Balance of interest- bearing debt	125.6 billion yen	-				
LTV (total assets basis)	42.8%	42.7%	42.7%	42.7%	43.1%	+0.4pt
LTV (market value basis)	35.4%	35.2%	35.1%	34.4%	34.3%	-0.1pt
Average remaining period of interest-bearing debt	4.5 years	4.6 years	4.4 years	4.4 years	4.1 years	-0.3 years
Financial costs	0.99%	1.00%	0.99%	0.99%	0.99%	-
Average interest rate of interest-bearing debt	0.75%	0.77%	0.74%	0.73%	0.72%	-0.01pt
Ratio of fixed interest rate	91.4%	95.4%	95.4%	90.8%	90.8%	-

### Balance of Reserve for Reduction Entry per Unit (yen)



### Status of Ratings

Rating agency	Rating (outlook)
Japan Credit Rating Agency (JCR)	Long-term issuer rating AA- (stable)
Moody's Japan (Moody's)	Issuer rating A3 (stable)

# **V. ESG Initiatives**

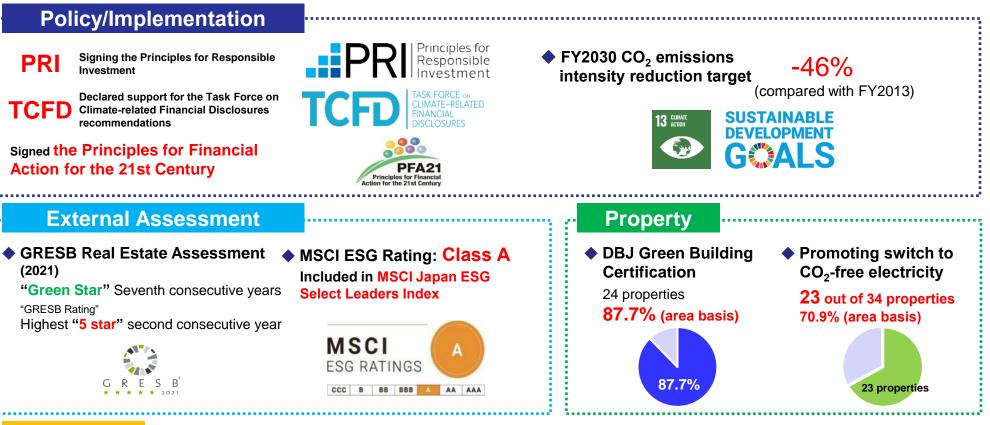


# ESG Related (1) Initiatives in the Most Recent Year



	Policy       Policy         Establishment of climate change policy (October 2021)       Formulation of medium- to long-term CO <sub>2</sub> emissions reduct targets (October 2021)         Basic Policy on Response to Climate Change Risks and Opportunities       Reduce FY2030 CO <sub>2</sub> emissions by 46% compared with FY2013	tion:
31st Period	Property       Property         Reduce CO2 emissions through shift in electricity source (August 2021 – December 2021)       Additional acquisition of Green Buildin Certification (September and November 2021)         Reduction of CO2 emissions from electricity use to zero at 4 properties       23 properties certified (84.7% on area basis)	
(FY12/2021)	Social           Social           Introduction of rank-based employed borrowing of green syndicated loans (November and December 2021) Expanding the scope of the Green Bond Framework to include loans         Social           Introduction of rank-based employed training system (November 2021) Career development according to job rank	•
	External Assessment GRESB Real Estate Assessment (October 2021) Received "Green Star" for seventh consecutive year and the top rating of "5 Star" for second consecutive year	as a
	Policy       Property         ① Revised materiality       ④ New acquisition of BELS Certification         (April 2022)       (May 2022)         Addition of information disclosure in line with the TCFD recommendations, etc.       BIZCORE AKASAKA-MITSUKE earns three stars	
2nd Period FY6/2022)	Social <sup>©</sup> Additional acquisition of Green Building Certification (March 2022) <sup>24</sup> properties certified (87.7% on area basis)           Social	
	Property       ③ Reduce CO2 emissions through shift in electricity source (January 2022 – June 2022)       ⑤ Individual disclosure of director compensation (scheduled for September 2022)         Decided to switch to CO2 free electricity at 19 additional properties       From the conventional disclosure of total amount to individual disclosure         Image: Switching retire to CO2 free electricity is to zero at a total of 23 properties       Disclosure	
	[Switching ratio to CO <sub>2</sub> -free electricity] Based on area: 70.9 %, Based on the number of properties : 67.6% Implemented and disclosed qualitative TCFD scenario an (January 2022) Identified risks and opportunities under multiple climate change scenarios a conducting qualitative financial impact analysis	

# [Reference] Status of JEI's ESG initiatives



### Finance

Acquired "SU1 (F)", the highest overall evaluation from Japan Credit Rating Agency, Ltd. (JCR)



Expanded use of funds to cover repair costs

**Obtained a second-party opinion from** an ESG rating agency.



Intensive initiatives in sustainability finance\*

Aug. 2018	First for an office J-REIT
Sep. 2018	First for a J-REIT
Sep. 2020	First for a J-REIT
Nov, Dec 2021	First for an office J-REIT
	Sep. 2018 Sep. 2020

⇒ 16.3% ratio of sustainability finance (as of end of June 2022)

General term for sustainability finance and green finance

# ESG Related (2) Environmental Performance Data

Japan Excellent, Inc.

Promote initiatives to achieve reduction targets for CO<sub>2</sub> emissions, energy consumption and water consumption

-38.2%

### CO<sub>2</sub> Emissions

Reduction target	Reduce $CO_2$ emissions intensity by 46% in FY2030 compared with FY2013							
Results								
	FY2013 (Base year)	FY2019	FY2020	FY2021				
Total amount (t-CO <sub>2</sub> )	61,022	42,978	36,799	30,487				
Intensity (t-CO <sub>2</sub> /m <sup>2</sup> )	0.19	0.13	0.11	0.10				

### Energy Consumption

Intensity reduction rate (%)

Annual reduction target

Reduce energy consumption intensity by 1% in each fiscal year compared with the previous fiscal year

-30.7%

#### Results

	FY2019	FY2020	FY2021
Total amount (MWh)	122,695	109,293	110,536
Intensity (kWh/m <sup>2</sup> )	357.7	332.7	344.6
Intensity reduction rate (comparison with previous fiscal year) (%)	-	-7.0%	3.6%

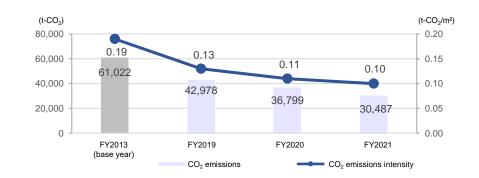
### Water Consumption

Annual	reduction
ta	raet

Reduce water consumption intensity by 1% in each fiscal year compared with the previous fiscal year

#### Results

	FY2019	FY2020	FY2021
Total amount (MWh)	395	289	267
Intensity (kWh/m <sup>2</sup> )	1.15	0.88	0.84
Intensity reduction rate (comparison with previous fiscal year) (%)	-	-23.5%	-5.1%



<b>5</b> -y	ear average
red	uction target

Reduce the average intensity from FY2020 to FY2024 by at least 5% compared with that from FY2015 to FY2019

Results

-49.3%

	5-year average (FY2015 - FY2019)	2-year average (FY2020 - FY2021)
Average intensity (kWh/m <sup>2</sup> )	356.2	338.7
Intensity reduction rate (%)	_	-4.9%

5-year average reduction target

Reduce the average intensity from FY2020 to FY2024 by at least 5% compared with that from FY2015 to FY2019

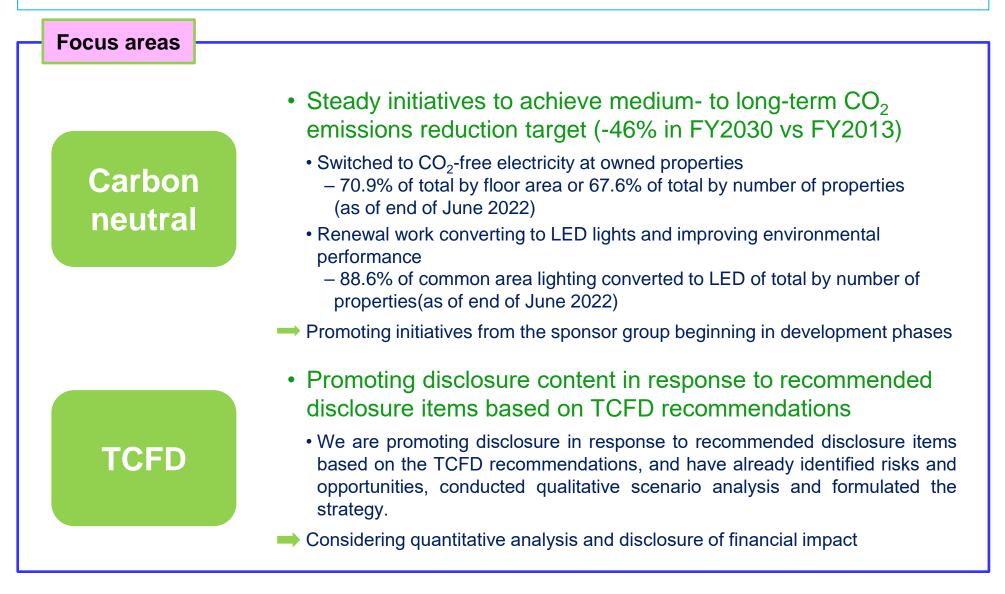
#### Results

	5-year average (FY2015 - FY2019)	2-year average (FY2020 - FY2021)			
Average intensity (kWh/m <sup>2</sup> )	1.23	0.86			
Intensity reduction rate (%)	-	-30.2%			

36 (Note) Received third-party guarantee from Ernst & Young ShinNihon LLC for CO<sub>2</sub> emissions, energy consumption and water consumption.

# ESG Related (3) Future Initiatives

◆ In addition to steadily implementing the previous initiatives, we will promote the challenge of new themes



# ESG Related (4) Initiatives in the 32nd Period (Individual Measures (1))

- Japan Excellent, Inc. ("JEI") and Japan Excellent Asset Management Co., Ltd. (JEAM) aim to realize a sustainable society under corporate social responsibility, and focus on the reduction of environmental burden and cooperation/collaboration with stakeholders
- In addition, we recognize ESG initiatives as the most important issue in management and plan to implement them in a forward-looking manner to deepen our initiatives

# **(1)** Revised materiality (April 2022)

We set the materiality in October 2020 to aim for the realization of a sustainable society by recognizing the importance of ESG consideration

After that, we partially revised the materiality in April 2022 based on new themes, including initiatives on climate change, as well as current initiatives

# 2 Additional acquisition of Green Building Certification (March 2022)

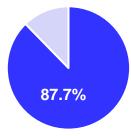
• Acquired DBJ Green Building Certification for one property

# One property newly acquired DBJ Green Building Certification

(Property that acquired certification in the current period) "BIZCORE JIMBOCHO": ★★★

As a result, the percentage of certified properties (area basis) increased from **84.7%** at the end of December 2021 to **87.7%** at the end of June 2022, and the percentage also increased from 63.9% (23 properties) to **68.6% (24 properties)** based on the number of properties.





# ③ Reduce CO<sub>2</sub> emissions through shift in electricity source (January 2022 - June 2022)

 Reduced CO<sub>2</sub> emissions at 19 new properties to zero through shift in electricity source

(SE Sapporo Building, JEI Kyobashi Building, Aoba-dori Plaza, Pacific Square Sengoku, Omori Bellport D, Yokohama Bentendori Dai-ichi Seimei Building, JEI Naha Building, NHK Nagoya Housou-Center Building, AKASAKA INTERCITY AIR, AKASAKA INTERCITY, Mansard Daikanyama, Kowa Nishi-Shimbashi Building, Kowa Kawasaki Higashiguchi Building, JEI Hongo Building, HAMARIKYU INTERCITY, Core City Tachikawa, Kawasaki Nisshincho Building, GRAND FRONT OSAKA (Umekita Plaza/South Building) and GRAND FRONT OSAKA (North Building)

- Our total number of properties that have switched electricity source, including 4 existing properties, has reached <u>23</u>
  - · Renewable Energy-Derived Power (Nisseki Yokohama Building)
  - · RE 100 compatible electric power (15 properties)
  - CO<sub>2</sub>-free electric power (7 properties)

Through this initiative, we contribute to Goals 7 and 13 of the SDGs: "Affordable and clean energy" and "Take urgent action to combat climate change"
I3 INSTAINABLE



Japan Excellent, Inc.

# **(4)** New acquisition of BELS Certification (May 2022)

◆ A system in which third-party organizations evaluate the energy saving performance of buildings based on the evaluation criteria stipulated by the Ministry of Land, Infrastructure, Transport and Tourism, and certifications are based on a five-scale system of one to five stars (★ to ★★★★) Received "★★★" for BIZCORE AKASAKA-MITSUKE

# ESG Related (4) Initiatives in the 32nd Period (Individual Measures (2))

# Japan Excellent, Inc.

## **(5)** Donated emergency food stockpile (April 2022)

Donating emergency food stockpile to certified NPO Second Harvest Japan, which provides food to welfare facilities and people in need such as those in foster care, mother and child support, support for persons with disabilities

# 6 Individual disclosure of director compensation (scheduled for September 2022)

 Individually disclose director compensation from the perspective of enhancing corporate governance in order to improve management transparency and objectivity

# TCFD Qualitative Disclosure (January 2022) (1): "Governance," "Strategy," "Risk management," "Indicators and targets"

#### • Governance

JEAM has established the sustainability committee, chaired by the President and CEO and composed of key members including division managers, in order to systematically promote sustainability initiatives.

The sustainability committee regularly reports to the chairperson, who is the chief executive officer, on matters related to the identification, assessment, and management of climate-related risks and opportunities, the progress of efforts related to adaptation and mitigation, and the setting of indicators and targets.

#### Strategy

Qualitative analysis of climate change risks to identify risks and opportunities and assess their financial impact on the business. Consider future countermeasures for each risk and opportunity. (Details next page)

In the future, we will focus on improving the resilience of our business by taking environmental and energy-saving measures and improving the efficiency of energy use in the buildings we own, reducing  $CO_2$  emissions by further expanding the use of renewable energy and  $CO_2$  -free electricity, and conducting risk assessments through the use of hazard maps, etc. In addition, the results of these scenario analyses will be reviewed to reflect them in the management and financial plans of JEI in the future.

#### Risk Management

Annual review of the identification and assessment of climate-related risks is conducted at the sustainability committee. In identifying risks, the time horizon, confidence and impact of risks are assessed for each risk and scenario to the extent possible.

Prioritize risk management actions for identified climate-related risks based on the results of the review of the level of confidence and impact and develop and implement countermeasure plans for high-priority risks and opportunities that are important to business and financial planning.

#### Indicators and Targets

JEI has set a target to reduce  $CO_2$  emissions intensity by 46% in FY2030 compared with FY2013 and to reduce energy consumption intensity and water consumption intensity by 1% in each fiscal year compared with the previous fiscal year, and in the medium to long term to reduce the average intensity from FY2020 to FY2024 by at least 5% compared with the average intensity from FY2015 to FY2019.

# **7** TCFD Qualitative Disclosure (January 2022) (2): Scenario Analysis ① (Risks and opportunities and financial impact)

					4°C scenario		1.5°C scenario			
					Fir	ancial imp	act	Fir	ancial imp	act
		Relation to real estate management	Financial impact on JEI	Measures to be considered, risk management, etc.	Short term	Medium term	Long term	Short term	Medium term	Long term
		Strengthened taxation of GHG emissions by introducing a carbon tax	Increased tax burden on GHG emissions from properties	<ul> <li>Reduce CO<sub>2</sub> emissions by switching to electricity from renewable energy sources and CO<sub>2</sub>-free electricity.</li> </ul>	Small	Small	Medium	Small	Medium	Large
	Policy and Law	Strengthened energy conservation standards for existing and new buildings	Increase in renovation costs for compliance, and increase in property acquisition prices	<ul> <li>Improve energy efficiency of existing properties by renewing and refurbishing facilities, etc.</li> <li>Replace and acquire new properties with high environmental performance</li> </ul>	Small	Small	Medium	Small	Medium	Large
	Technology	Evolution and diffusion of renewable energy and energy-saving technologies	Increase in the cost of introducing new technologies to prevent the equipment in properties owned from becoming technologically obsolete	Replace and acquire new properties with the latest energy-saving equipment	Small	Small	Medium	Small	Medium	Large
Migration Risk	Market	Introduction of environmental performance, disaster resilience and other criteria into real estate appraisal	Decline in fund's NAV (net asset value)	<ul> <li>Raise ratio of properties with DBJ Green Building certification</li> <li>Improve energy efficiency and reduction of CO<sub>2</sub> emissions through renewal and renovation of facilities</li> <li>Implement risk assessment using hazard maps, etc.</li> <li>Mitigate the risk of damage to properties by implementing reinforcements as needed.</li> </ul>	Small	Medium	Large	Small	Medium	Large
		Changes in ESG assessment by rating agencies and ESG investment and financing stance of investors and lenders	Higher debt and equity financing costs due to delays in ESG and climate change responses	<ul> <li>Promote ESG and climate change initiatives and enhance disclosure content</li> <li>Improve ESG assessment by external organizations</li> </ul>	Small	Medium	Large	Medium	Medium	Large
		Change in tenant demand (selection of properties that are more climate ready or avoidance of those that are not)	Decrease in revenue due to difficulty in acquiring new tenants	<ul> <li>Raise ratio of properties with DBJ Green Building certification</li> <li>Reduce CO<sub>2</sub> emissions by switching to electricity</li> </ul>	Small	Medium	Medium Large Med	Medium	Medium	Large
	Reputation	Decline in brand value due to delays in responding to climate change	Decline in revenue due to lower occupancy rates and lower investment unit prices	<ul> <li>from renewable energy sources and CO<sub>2</sub>-free electricity.</li> <li>Improve energy efficiency of existing properties by renewing and refurbishing facilities, etc.</li> <li>Mitigate the risk of damage to properties by implementing reinforcements as needed.</li> </ul>	Small	Medium	Large	Medium	Medium	Large

(Note) The time horizon is assumed to be as short as 2025, as medium as 2030, and as long as 2050.

# **7** TCFD Qualitative Disclosure (January 2022) (2): Scenario Analysis **2** (Risks and opportunities and financial impact)

					4°C scenario		1.5°C scenario			
					Fin	ancial imp	act	Fin	ancial imp	act
		Relation to real estate management	Financial impact on JEI	Measures to be considered, risk management, etc.	Short term	Medium term	Long term	Short term	Medium term	Long term
	Aguto	Increase in damage to properties due to typhoons and other wind damage	Increase in repair costs and insurance premiums,	<ul> <li>Implement risk assessment using hazard maps, etc.</li> </ul>	Medium	Medium	Large	Medium	Medium	Large
	Acute	Flooding caused by concentrated heavy rains or flooding of nearby rivers	decrease in occupancy rate	<ul> <li>Own properties in areas less susceptible to flood damage</li> <li>Mitigate the risk of damage to properties by</li> </ul>	Medium	Medium	Large	Medium	Medium	Large
Physical		Flooding of properties due to rising sea levels and changes in rainfall and weather patterns	Higher costs for large-scale renovation and enhancement of facilities to cope with flooding	implementing reinforcements as needed.	Small	Medium	Large	Small	Medium	Medium
C.	Chronic	Higher demand for air conditioning due to increase in extreme climates such as extremely hot and cold days	Increase in air conditioning operation, maintenance and repair costs	<ul> <li>Improve energy efficiency of existing properties by renewing and refurbishing facilities, etc.</li> <li>Expand green lease contracts and implement energy conservation measures in collaboration with tenants</li> <li>Promote greening in facilities</li> </ul>	Small	Medium	Large	Small	Medium	Medium
	Products and	Provision of facilities and services that reduce the risk of disasters such as floods		<ul> <li>Implement risk assessment using hazard maps, etc.</li> <li>Mitigate the risk of damage by implementing reinforcements as needed</li> </ul>	Medium	Medium	Large	Medium	Medium	Large
	Services	Appeal to tenants and users by providing high- efficiency, low-emissions facilities and services	Increase in revenue due to rent increases, new tenant	Raise ratio of properties with DBJ Green Building certification	Small Medium Medium	Medium	Medium	Large		
Opportunities	Market	Continuous provision of rental properties that meet the changing preferences of tenants and occupants and uncovering of new customer segments	attraction and continued occupancy	<ul> <li>Reduce CO<sub>2</sub> emissions by switching to electricity from renewable energy sources and CO<sub>2</sub> -free electricity.</li> <li>Improve energy efficiency and reduction of CO<sub>2</sub> emissions through renewal and renovation of facilities</li> </ul>	Small	Medium	Medium	Medium	Medium	Large
	Responding to changes in the investment and lending stances of lenders and debt-equity investors due to further advances in ESG investment	<ul> <li>Promote ESG and climate change initiatives and enhance disclosure content</li> <li>Reduce financing costs through further use of green finance and sustainability finance</li> </ul>	Small	Medium	Medium	Medium	Medium	Large		

(Note) The time horizon is assumed to be as short as 2025, as medium as 2030, and as long as 2050.

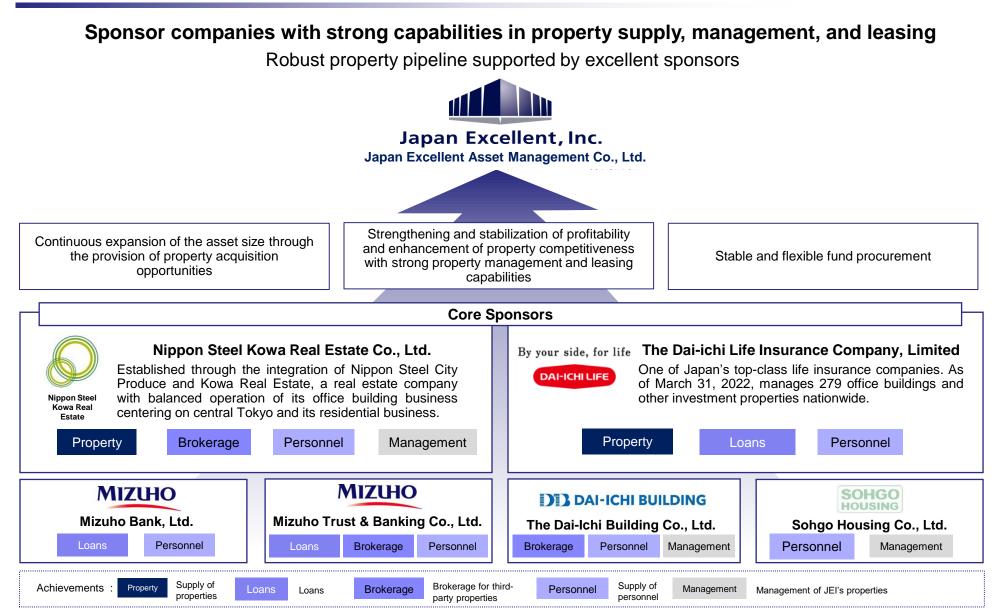
# **Reference Materials – Features of Japan Excellent Inc.**



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### **Reference Materials – Features of Japan Excellent Inc.**

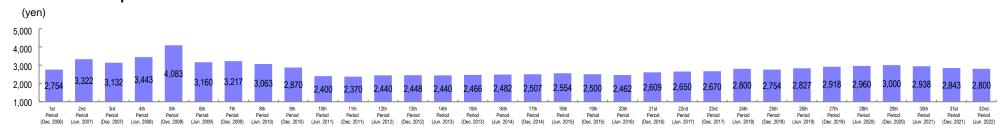
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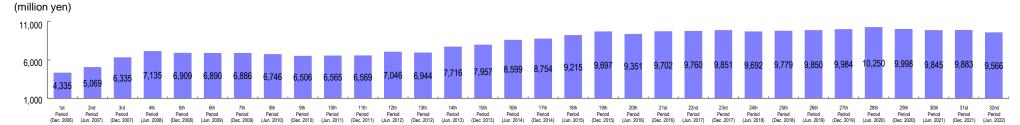
# 2. Track Record

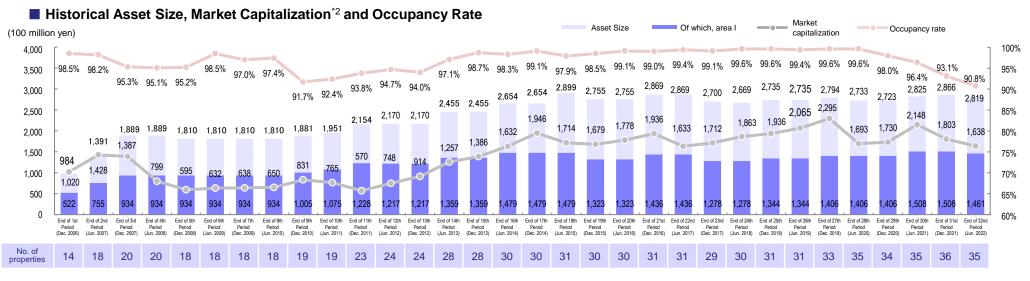
Japan Excellent, Inc.

Distributions per unit\*1







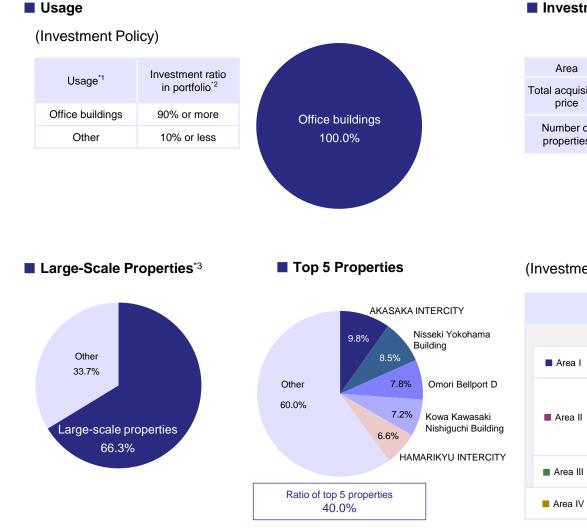


\*1 JEI Implemented a 5-for-1 split of its investment units on January 1, 2014. Considering said split, Distributions per Unit from even before the 15th period are divided by 5. Figures are rounded down to the nearest whole number \*2 Market capitalization indicates the market capitalization as of the end of each fiscal period.

#### 45

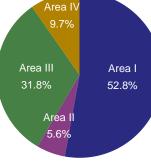
# 3. Portfolio (1) Usage/ Area/ Large-Scale Properties/ Ratio of Top 5 properties

Japan Excellent, Inc.



### Investment area





Ratio of investment in the Tokyo metropolitan area\*4 84.7%

(Investment Policy)

		Target investment areas	Investment ratio in portfolio*2
		Core areas	80% or more
	Area I	6 central wards of Tokyo (Chiyoda, Chuo, Minato, Shinjuku, Shinagawa and Shibuya)	50% or more of the core areas
ng TY	Area II	Central Osaka City (Umeda, Dojima, Nakanoshima, Yodoyabashi, Honmachi, etc.) Central Nagoya City (Meieki, Fushimi, Sakae, etc.) Central Fukuoka City (Tenjin, Hakata-ekimae, etc.)	50% or less of the core areas
	Area III	Tokyo other than Area I, and its vicinity (Kanagawa, Saitama, and Chiba prefectures)	50% or less of the core areas
	Area IV	Areas in Osaka, Nagoya and Fukuoka other than Area II and other government designated cities	20% or less

\*1 Usage is determined based on the majority share of leasable area for each asset related to real estate. The total acquisition cost of the concerned asset related to real estate is incorporated into the acquisition price by said usage.

- \*2 This refers to the ratio of total acquisition cost of the asset related to real estate for each usage or area against the total acquisition cost of the overall portfolio.
- \*3 Properties with total floor area of 10,000 tsubo or more for the 23 wards of Tokyo, and of 4,000 tsubo or more for areas other than the 23 wards of Tokyo.
- \*4 "Tokyo metropolitan area" indicates Tokyo and its surrounding areas (Kanagawa, Saitama and Chiba prefectures) (Area I and Area III).

\*5 The figures above are figures as of August 18, 2022. The ratio is rounded to the first decimal place based on the acquisition price.

# 3. Portfolio

Type of Industry of Tenants

# (2) Type of Industry of Tenants/Top 10 Tenants and Number of End Tenants *Japan Excellent, Inc.*

### Other 17.8% Foods 3.0% Services 30.5% Wholesale Trade 3.0% Electrical Appliances 3.3% Retail Trade 3.5% Information & Communications Machinery 4.2% 18.1% Real Estate 4.3% Insurance 5.5% Construction 6.7 %

Top 10 Tenants

End tenant name	Property name	Total area leased (m <sup>2</sup> )	Floor area ratio (%)
Toshiba Information System (Japan) Corp.	Kowa Kawasaki Higashiguchi Building	18,612.72	6.1%
Hitachi Real Estate Partners, Ltd.	Omori Bellport D JEI Hiroshima Hacchobori Building SE Sapporo Building Yokohama Bentendori Dai-ichi Seimei Building Aoba-dori Plaza	11,382.19	3.7%
Haseko Corporation	Shiba 2-Chome Building	9,284.18	3.0%
*3	*3	8,372.71	2.7%
*3	*3	6,572.84	2.2%
*3	Nisseki Yokohama Building	5,663.41	1.9%
Hitachi Zosen Corporation	Omori Bellport D	5,383.97	1.8%
*3	*3	5,231.35	1.7%
*3	Nisseki Yokohama Building	4,768.18	1.6%
National Mutual Insurance Federation of Agricultural Cooperatives	Kowa Kawasaki Nishiguchi Building	4,759.27	1.6%
Total of to	80,030.82	26.3%	
Total of	portfolio overall	304,660.84	100.0%

\*1 JEAM categorized and created the above industry category according to "TOPIX 33 Sector Indices."
\*2 Ratio stated above is rounded to the first decimal place based on leasable area as of the end of the 32nd Period. \*3 End tenant names and property names are not disclosed as we have not obtained consent, etc. from tenants. \*4 The figures above are as of the end of the 32nd Period.

### Number of End Tenants

Building name	Number of end tenants	Building name	Number of end tenants	Building name	Number of end tenants
Omori Bellport D	22	NHK Nagoya Housou-Center Building	39	Nisseki Yokohama Building	44
Shiba 2-Chome Building	2	Osaka Kogin Building (land with leasehold interest)	1	Yokohama Bentendori Dai-ichi Seimei Building	13
JEI Hamamatsucho Building	4	GRAND FRONT OSAKA (Umekita Plaza / South Building)	2	JEI Kyobashi Building	22
AKASAKA INTERCITY	12	GRAND FRONT OSAKA (North Building)	5	JEI Hiroshima Hacchobori Building	41
Daiba Garden City Building	2	Musashikosugi Tower Place	45	SE Sapporo Building	43
HAMARIKYU INTERCITY	8	Kowa Kawasaki Higashiguchi Building	1	Aoba-dori Plaza	49
Shintomicho Building	11	JEI Hongo Building	5	Daiwa Minami-morimachi Building	10
Kowa Nishi-Shimbashi Building	5	Kawasaki Nisshincho Building	18	JEI Naha Building	18
Mansard Daikanyama	7	JEI Ryogoku Building	18	Hiroshima Dai-ichi Seimei OS Building	27
AKASAKA INTERCITY AIR	1	Kowa Kawasaki Nishiguchi Building	21	Senshin Building	16
BIZCORE AKASAKA-MITSUKE	7	Pacific Square Sengoku	10	Sapporo Otemachi Building	27
BIZCORE JIMBOCHO	5	Core City Tachikawa	24		
				Total	585

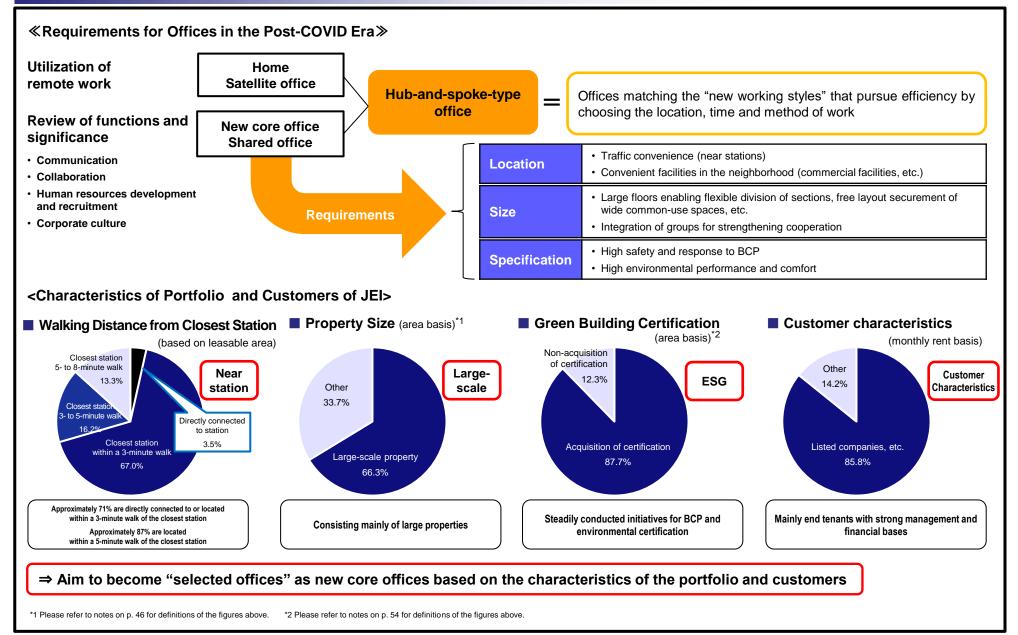
\*5 In principle, the "Total number of end tenants" column indicates the number of end tenants. In cases where a single tenant leases multiple rooms, it is calculated as one tenant for the same property, or as one tenant for each property in the case of multiple properties.

However, for Othe residential portion of Shiba 2-Chome Building and HAMARIKYU INTERCITY, the number of tenants is counted as "1", considering the master lease company as the tenant, since the importance of each end tenant is low, and 2the properties in which real estate is co-owned or trust beneficiary rights are quasi-co-owned, and in which the percentage of JEI's ownership or quasi-co-ownership is low (AKASAKAINTERCITY AIR, GRAND FRONT OSAKA (UmekitaPlaza, South Building) and GRAND FRONT OSAKA (North Building)) are considering the master lease company as a tenant count and the number of master lease companies of the property, since the importance of each tenant is low.

In addition, the number of tenants for ③Osaka Kogin Building (land with leasehold interest) is counted as "1" based on the lease agreement for the leased land.

\*6 The figures on the left are as of the end of the 32nd Period.

# Portfolio (3) Future Goals





### Sustainability Policy

Japan Excellent, Inc. ("JEI") and Japan Excellent Asset Management Co., Ltd. will work to reduce the environmental burden and cooperate/collaborate with stakeholders to achieve a sustainable society under their corporate social responsibility, while recognizing the importance of consideration for environmental, social, and governance (ESG) issues in the real estate investment management business.

#### Reduction of Environmental Burden

#### Energy-Saving and Reduction of CO<sub>2</sub> Emissions

JEI will contribute to energy-saving and reduction of CO<sub>2</sub> emissions by improving operations to increase energy efficiency, promoting introduction of energy-saving equipment, etc. at properties under management.

#### Effective Utilization of Resources

JEI will work to contribute to the realization of a recyclingoriented society through initiatives for saving water and promotion of the 3Rs (reduce, reuse, recycle) for reducing waste.

#### Cooperation/Collaboration with Stakeholders

#### Education/Enlightenment of Employees

JEI will work to cultivate environmentally conscious employees through education/enlightenment activities such as ESG training in order to promote initiatives for sustainability.

#### Collaboration with Outside Parties

JEI will work to facilitate exchange with local communities while working on reduction of environmental burden by collaborating with tenants and property management companies.

#### Information Disclosure

JEI will proactively disclose information on its sustainability policy and the status of such initiatives to unitholders, tenants, business partners and other related parties.

### Signing of PRI

Japan Excellent Asset Management signed the PRI in June 2020, signaling its agreement with the concept of integrating ESG factors into investment decisionmaking processes in pursuit of enhancement of the long-term investment performance of beneficiaries and better fulfillment of fiduciary responsibilities.

### Declared Support for the TCFD

Japan Excellent Asset Management declared in June 2021 its support for the Task Force on Climate-Related Financial Information Disclosures (TCFD), established to consider how to disclose climate-related information and how financial institutions should address the issue.

We conducted qualitative scenario analysis in January 2022 and will promote quantitative analysis and disclosure in the future.

# Signed the Principles for Financial Action for the 21st Century

Japan Excellent Asset Management signed in June 2021 the Principles for Financial Action for the 21st Century, a set of principles for financial action toward building a sustainable society and behavioral guidelines for financial institutions seeking to take necessary responsibility and play necessary roles in forming a sustainable society.

### Promotion System

#### Sustainability Committee

JEI has set up a sustainability committee consisting of key members including the president and division managers, establishing an in-house system for setting goals and monitoring the progress for each quarter.

#### Establishment of Sustainability Promotion Office (April 2022)

The Sustainability Promotion Office will lead the company-wide cross-sectional management of sustainability activities to further promote initiatives.





### Basic View

JEI believes that capturing opportunities and possibilities in green buildings with high environmental performance such as energy/water efficiency and promotion of waste reduction will be of medium- to long-term benefit for JEI.

### Target

Our targets are to reduce CO<sub>2</sub> emissions intensity by 46% in FY2030 compared with FY2013, and to reduce energy consumption intensity and water consumption intensity by 1% in each fiscal year compared with the previous fiscal year, and over the medium to long term, to reduce the average intensity from FY2020 to FY2024 by at least 5% compared with that from FY2015 to FY2019.

### Concrete Initiatives

- JEI regularly collects data on energy consumption, CO<sub>2</sub> emissions, water consumption and amount of waste and continuously monitors them.
- Grey water and rainwater are used for non-potable purposes at 7 properties.
- At 23 properties, it has been decided that renewable energy-derived electricity and CO<sub>2</sub>-free electricity will comprise 100% of electricity in use.

In order to expand the investor base that is actively involved in ESG investment, we are taking a leading role in the procurement of sustainability finance and green finance for the acquisition of sustainability- and green-eligible assets and for the financing of renovation work that contributes to environmental improvement.





First for a J-REIT

### <Green Finance>

JEI has obtained a second-party opinion on its green finance framework from Sustainalytics, an ESG rating agency.



Issuance of the first green bond by an office J-REIT

- At the timing of replacing lighting in common areas, normal lighting is upgraded to LED to reduce energy consumption after confirming the energy reduction effect.
- When selecting property management companies, JEI monitors company's initiatives concerning sustainability and asks for adherence in property management after explaining its Sustainability Policy, etc. Furthermore, their compliance with the policy is monitored through an annual survey.



### Basic View

JEI views its tenants, property managers, communities where its properties stand, society as whole, and employees at JEAM as its important stakeholders.

# Concrete Initiatives

#### Safety and Security of Tenants

Introduction of an earthquake damage assessment system (AKASAKA INTERCITY, Kowa Nishi-Shimbashi Building)

Installation of emergency cabinets inside elevators

Storage of portable toilets, lanterns, etc. for tenants in case of emergencies

Installation of emergency power generation facilities

#### **Survey on Tenant Satisfaction**

We conduct satisfaction surveys of tenants and office workers on a regular basis and utilize the survey results to improve property operation and management in order to increase tenant satisfaction.

#### Implementation of Disaster Drills

We hold regular disaster drills at buildings to ensure the safety of users, business continuity for tenants, and to educate the public about disaster prevention.

#### **Respect for Human Rights**

In our Code of Conduct, we stipulate respect for human rights, prohibition of discrimination, prohibition of harassment and such. Believing that respect for human rights, non-discrimination, and a work environment where diverse human resources can play an active role with an emphasis on diversity will lead to sustainable growth and contribution to society, we are working on initiatives such as addressing human rights issues in our internal training programs.

#### Supporting the Advancement of Female Employees

JEAM aims to create a working environment where each employee can utilize their personality and skills to the maximum extent and strives to develop a satisfying working environment for female employees by introducing a childcare leave system as well as allowing them to work flexibly for a short time and to proactively take paid holidays.

#### Rank-Based Employee Training Program

From the perspective of medium- to long-term employee development, JEAM systematically establishes training programs for each job grade and job title, tailored to the level of ability required, and develops their careers in accordance with job ranks and future management executives

#### **Employee-held Investment Unit System**

JEAM has introduced an Employee-held Investment Unit System for the purpose of enhancing JEI's unitholder value over the medium to long term through promotion of alignment of interest between unitholders of the JEI and employees of JEAM and promoting the welfare of employees of JEAM.

#### **Employee Grievance Reporting/Escalation Procedures**

JEAM has grievance adjustment process where anonymity is thoroughly secured.

For example, reporting on sexual harassing is handled by the compliance officer, the head of operation and planning division, and an external law office. All employees including even those who are not actually involved are allowed to report incidents, and in cases where reports are substantiated, such is reported to the CEO.

#### Annual Survey on Employee Satisfaction

Once a year, JEAM conducts satisfaction surveys for all employees to monitor their satisfaction. The results of the surveys are utilized as feedback for senior management and the heads of each department, and action plans for those requiring improvement are designed and implemented.



### Concrete Initiatives

#### Eco-cap Campaign

JEAM carries out an activity to collect plastic bottle caps and give them to the NPO "Cap Bank Promotion Network." While promoting recycling of caps and reduction of  $CO_2$  emissions, they also send vaccines to children in developing countries using the proceeds from the recycling of caps.

#### **Contribution to Local Communities**

JEI supports the activities of communities by periodically holding concerts in the common spaces of office buildings and providing space for various events.

(Activities were postponed in 2021 in order to help prevent the spread of COVID-19)



"Be My Flower Valentine -Shared Garden of Wind and Green-"

AKASAKA INTERCITY AIR



AKASAKA INTERCITY AIR



NHK Nagoya Housou-Center Building

#### **Donating Emergency Food Stockpile to Foodbanks**

JEAM donates emergency-use food supplies that are no longer needed due to replacement to certified NPO Second Harvest Japan, which provides food to welfare facilities and people in need such as those in foster care, mother and child support, support for persons with disabilities



#### Contribute to Local Communities and the Environment Through the Installation of Electric Micromobility Service Sharing Services at Owned Properties.

A part of the property site owned by JEI is provided as a shared service base for electric kickboards in consideration of safety, contributing to the efficiency of shortdistance travel for tenants and local residents when commuting or moving around on business, as well as to the improvement of the familiarity of local residents with the properties owned by JEI.

Electric kickboards are said to emit only about 1/40 of the CO<sub>2</sub> of automobiles and are eco-friendly. In the event of a disaster, they can be used as an emergency means of transportation when public transportation is suspended.

#### Electric kickboard



# Concerts

# 4. ESG Initiatives (4) Governance

### Same-Boat Investment by the Sponsors

The two core sponsors own 6.9% of JEI's investment units (as of the end of June 2022) and their interests are aligned with that of unitholders.

### Preventing Conflict of Interest from Sponsor Formation

A management structure unaffected by a specified sponsor due to mutual supervision of the two core sponsors has been established.



By your side, for life NIPPON STEEL KOWA REAL ESTATE

# DAI-ICHI LIFE

### Management Fee Structure

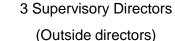
Management fees linked to revenue are introduced.

	Calculation method				
Asset Management Fee I	<ul> <li>The amount of JEI's assets under management (every 3 months) multiplied by the following fee rates x (the actual number of days within the relevant calculation period / 365)</li> <li>Fee rates: <ul> <li>0.25% (Assets under management: Portion up to ¥100 billion)</li> <li>0.15% (Assets under management: Portion over ¥100 billion up to ¥200 billion)</li> <li>0.05% (Assets under management: Portion over ¥200 billion)</li> </ul> </li> </ul>				
Asset Management Fee II	5 (				

### JEI's Board of Directors

1 Executive Director

(Also serving as president of the asset management company)



# Decision-Making System Requiring Attendance of **Compliance Officer (CO) and Outside Experts**

Attendance and consensus of compliance officer and outside experts are required for resolution of proposals

**Compliance Committee** 

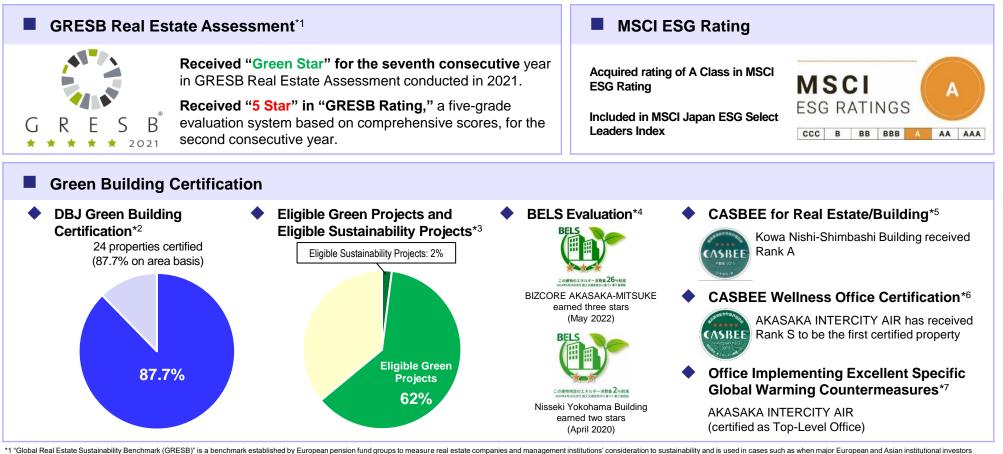
Involved in decision-making for transactions with related parties of JEI

Attendance of compliance officer is required for resolution of proposals

Investment Committee

Involved in decision-making for asset management, investment and financial matters of JEI

# 4. ESG Initiatives(5) External Assessment



\*1 "Global Real Estate Sustainability Benchmark (GRESB)" is a benchmark established by European pension fund groups to measure real estate companies and management institutions' consideration to sustainability and is used in cases such as when major European and Asian institutional investores established by European pension fund groups to measure real estate companies and management institutions' consideration to sustainability and is used in cases such as when major European and Asian institutional investore established by European pension fund groups to measure real estate companies and management institutions' consideration to sustainability and is used in cases such as when major European and Asian institutional investore established by European and Asian institutional investore established by European established by European and Asian institutional investore established by European and Asian institutional investore established by European and Asian institutional investore established by European established by European and Asian institutional investore established by European and Asian institutional investore established by European and Asian institutional investore established by European established by European and Asian institutional investore established by European and Asian institutional investore established by European established by Eu

"Green Star" is given when a high evaluation with a score exceeding 50% is made in the two-evaluation axis ("Management & Policy" and "Implementation & Measurement). "GRESB Rating" is a rating of the overall score according to the global ranking and "5 Star" is given to the top 20% of the participants.

\*2 The DBJ Green Building Certification System is a system established by Development Bank of Japan Inc. and is designed to promote real estate properties that demonstrate environmentally friendly building features, security measures, disaster prevention measures, and take into account societal demands from various stakeholders surrounding the properties.

The figure in the pie chart indicates the percentage of certified properties based on leasable area. (as of end of June 2022)

\*3 "Eligible Green Projects" are assets that have received one of the following certifications within the previous 3 years as of the payment date upon issuance of green bonds or are scheduled to receive such, and those selected at the sustainability committee of JEAM ① DBJ Green Building Certification: 5, 4, or 3 stars; ②) CASBEE for Real Estate: S, A, or B+ rank.

"Eligible Sustainability Projects" are assets that have received one of the above ① or ②within the previous 3 years of the payment date upon issuance of green bonds or are scheduled to receive such, and those selected by the sustainability committee JEAM. The figure in the pie chart indicates the percentage of eligible projects based on book value for the end of the June 2022.

\*4 "Building-Housing Energy-efficiency Labeling System (BELS)" is a system started for the purpose of accurately evaluating and labelling energy conservation functions of non-residential buildings in response to the establishment of the Assessment Guideline of Indication of Energy Saving Capabilities of Non-residential Buildings (2013) in October 2013 by the Ministry of Land, Infrastructure, Transport and Tourism. The evaluations are conducted by a third-party organization based on the guidelines, and certifications are based on a five-scale system of one to five stars (\* to \*\*\*\*\*).

\*5 "CASBEE for real estate/building" is a system for appropriately identifying and evaluating properties with high environmental value that have high environmental performance and are well managed and is certified by Institute for Building Environment and Energy Conservation.

\*6 "CASBEE for Smart Wellness Office" is a tool launched in spring 2019 by Institute for Building Environment and Energy Conservation to evaluate building specifications, performance, and initiatives that support the maintenance and enhancement of building users' health and comfort.

\*7 The Tokyo Metropolitan Government certifies offices with particularly advanced global warming countermeasures as "Office Taking Excellent Specific Global Warming Countermeasures."

# 5. Structure of JEI / Overview of Japan Excellent Asset Management Co., Ltd.

# Japan Excellent, Inc.

### Unit Price and Tokyo Stock Exchange REIT Index



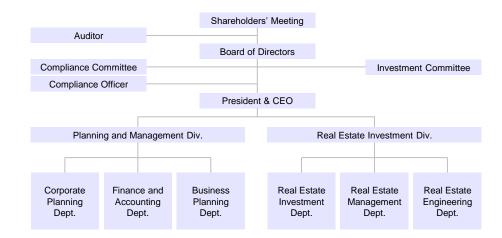
#### \*1 Unit prices for December 25, 2013, and earlier are divided by 5.

### Overview of Japan Excellent Asset Management

Headquarters	1-15-9 Minamiaoyama, Minato Ward, Tokyo	
Established	April 14, 2005	
Capital	450 million yen	
	Nippon Steel Kowa Real Estate Co., Ltd.	54.0%
	The Dai-ichi Life Insurance Company, Limited	26.0%
Shareholders <sup>*2</sup>	The Dai-ichi Building Co., Ltd.	5.0%
Snarenoiders -	Sohgo Housing Co., Ltd.	5.0%
	Mizuho Bank, Ltd.	5.0%
	Mizuho Trust & Banking Co., Ltd.	5.0%
Business Operations	Financial Instrument Dealer	

\*2 The percentage figure indicates the number of shares held as a percentage of the number of total outstanding shares.

### Outline and Organization of JEAM



# Organization of JEI



(1) Asset Management agreement

(2) A. Pipeline support agreement with NIPPON STEEL KOWA REAL ESTATE

B. Pipeline support agreement with Mizuho Trust & Banking

(3) Agreement to provide market and other information

(4) Agreement to entrust administrative duties and asset custody

(5) Agreement to entrust administration of unitholders' register

# <u>Memo</u>



Japan Excellent, Inc.

# **Reference Materials – Appendix**



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# Financial Results of the 32nd Period (Ended June 2022) (1) Comparison with the Previous Period

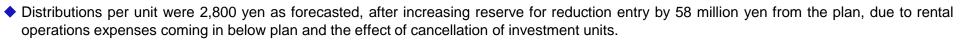


After offsetting the decrease in rent revenues due to departures by gain on sale of Kowa Shirokanedai Building and full-period contribution of properties acquired in the 31st Period and increasing reserve for reduction entry, distribution per unit of 2,800 yen was secured.

		31st Period (Dec. 2021) Result	32nd Period (Jun. 2022) Result	Difference
Operating revenue		10,666	11,065	398
	Rental revenue	9,883	9,566	-316
	Revenue for utilities expenses	652	575	-76
	Other revenue	130	124	-5
	Gain on sales of real estate, etc.	-	797	797
O	perating expenses	6,180	6,353	173
	Expenses for rental operations	5,563	5,699	136
	Property management expenses	1,553	1,566	12
	Utilities expenses	867	935	68
	Taxes	940	980	39
	Repairs and maintenance	160	126	-34
	Other expenses for rental operations	150	154	3
	(NOI)	6,994	6,504	-489
	Depreciation	1,891	1,937	45
	Sales and administrative expenses	617	653	36
O	perating income	4,485	4,711	225
No	on-operating expenses	639	609	-30
O	dinary income	3,846	4,102	255
Net income		3,846	4,101	255
Provision (-) and reversal (+) of reserve for reduction entry		-	-356	-356
Total distributions		3,846	3,745	-101
Di	stributions per unit (yen)	2,843	2,800	-43
	0			
FF	0	5,737	5,241	-496

	(unit	: million yen)	
Factors	Balance	DPU conversion (yen)	Main causes for change
External Growth (Newly Acquired Properties)	61	46 yen	
Increase in profit after depreciation of properties acquired in the 31st Period	61	>	Full-year contribution of Sapporo Otemachi
Internal Growth (Existing Properties)	-607	-454 yen	Departure and lease-up: -420
Decrease in rental revenue	-408		(Lease-up: 287, Departure: -707)
Decrease in utilities revenue/expenses	-136		Rent revisions: -1
Decrease in other revenue	-5		(Increase: 2, Decrease: -3)
Increase in expenses for rental operations	-20		Other: 13
Increase in taxes	-25		Absence of exterior wall repair work at
Decrease in repairs and maintenance	34	~	Shiba 2 Heights: 44
Increase in depreciation	-28		Non-deductible consumption tax: -11
Increase in sales and administrative expenses	-36	5	
Finance	29	22 yen	
Decrease in interest expense	18	ZZ yen	
Decrease in loan-related fees	18		Arrangement fee
Increase in other financial expenses	-7		
Transfer	771	577 yen	
Increase in gain on sale	797		
Decrease in profit after depreciation of properties transferred in the 32nd Period	-26	)	Kowa Shirokanedai Building
Reserve for Reduction Entry	-356	-267 yen	
Provision of reserve for reduction entry	-356		
Effect of cancellation of investment units	0	32 yen	
Total	-101	-43 yen	

# Financial Results of the 32nd Period (Ended June 2022) (2) Comparison with the Forecast



		32nd Period	32nd Period	
		(Jun. 2022) Forecast	(Jun. 2022) Result	Difference
Operating revenue		11,117	11,065	-52
	Rental revenue	9,581	9,566	-14
	Revenue for utilities expenses	652	575	-76
	Other revenue	79	124	45
	Gain on sales of real estate, etc.	805	797	-7
0	perating expenses	6,432	6,353	-78
	Expenses for rental operations	5,782	5,699	-82
	Property management expenses	1,630	1,566	-64
	Utilities expenses	856	935	79
	Taxes	988	980	-7
	Repairs and maintenance	209	126	-83
	Other expenses for rental operations	164	154	-10
	(NOI)	6,463	6,504	41
	Depreciation	1,932	1,937	4
	Sales and administrative expenses	650	653	3
0	perating income	4,684	4,711	26
N	on-operating expenses	597	609	11
0	dinary income	4,088	4,102	14
Net income		4,087	4,101	14
Provision (-) and reversal (+) of reserve for reduction entry		-298	-356	-58
Total distributions		3,788	3,745	-43
Di	stributions per unit (yen)	2,800	2,800	0
FFO		5,214	5,241	26

	(unit:	million yen)	
Factors	Balance	DPU conversion (yen)	Main causes for change
External Growth (Newly Acquired Properties)	-1	-1 yen	
Decrease in profit after depreciation of properties acquired in the 31st Period	-1		Sapporo Otemachi
Internal Growth (Existing Properties)	46	35 yen	
Decrease in rental revenue	-15	$\sim$	Departure and lease-up: -23 (Lease-up: -15, Departure: -8)
Decrease in utilities revenue/expenses	-151		Rent revisions: 6
Increase in other revenue	47	$\searrow$	(Increase: 1, Decrease: 4)
Decrease in expenses for rental operations	169		Other: 2
Decrease in property management expenses	64	$\sim$ $\sim$	Cancellation penalty (AKASAKA AIR)
Decrease in taxes	15		Restoration work (Hiroshima Hacchobori)
Decrease in repairs and maintenance	80	$\sim$ $\sim$	PM fees: 59
Increase in depreciation	-3		
Decrease in other expenses for rental operations	12	$\sim$	Postponement of construction work due to
Increase in sales and administrative expenses	-3		delay in procurement of parts Review of repair, etc.
■ Finance	-12	-9 yen	
Increase in loan relating fees	-5		
Increase in other financial expenses	-7		
Sale of Properties	-18	-14 yen	
Decrease in gain on sale	-7		
Decrease in profit after depreciation of properties transferred in the 32nd Period	-11	)	Kowa Shirokanedai Building
Reserve for Reduction Entry	-58	-43 yen	
Increase in provision of reserve for reduction entry	-58		
Effect of cancellation of investment units	0	32 yen	
Total	-43	0 yen	

Japan Excellent, Inc.

# **Performance Forecasts** (1) 33rd Period (Ending December 2022)

• Distribution per unit is maintained at 2,800 yen as the decrease in gains on sales and decrease in rental revenue due to departure factors will be offset by external growth and a draw down from reserve for reduction.

		32nd Period (Jun. 2022) Result	33rd Period (Dec. 2022) Forecast	Difference
0	perating revenue	11,065	10,545	-519
	Rental revenue	9,566	9,225	-341
	Revenue for utilities expenses	575	702	126
	Other revenue	124	66	-58
	Distribution to Anonymous Association	-	26	26
	Gain on sales of real estate, etc.	797	523	-274
O	perating expenses	6,353	6,553	199
	Expenses for rental operations	5,699	5,934	234
	Property management expenses	1,566	1,588	22
	Utilities expenses	935	1,074	138
	Taxes	980	975	-5
	Repairs and maintenance	126	208	82
	Other expenses for rental operations	154	159	5
	(NOI)	6,504	5,989	-515
	Depreciation	1,937	1,929	-7
	Sales and administrative expenses	653	618	-35
0	perating income	4,711	3,991	-719
No	on-operating expenses	609	638	28
0	rdinary income	4,102	3,354	-748
Ne	et income	4,101	3,353	-748
Pr ree	ovision (-) and reversal (+) of reserve for duction entry	-356	+392	748
Тс	otal distributions	3,745	3,745	0
Di	stributions per unit (yen)	2,800	2,800	0
FF	-0	5,241	4,759	-481

	(unit:	: million yen)	
Factors	Balance	DPU conversion (yen)	Main causes for change
<ul> <li>External Growth (Newly Acquired Properties)</li> <li>Property acquired (equity interest in anonymous association) in the previous period distributions</li> <li>Increase in profit after depreciation of properties acquired in the</li> </ul>	124 27 97	93 yen	Arc Hills FRONT TOWER distributions (from acquisition to end of July)
33rd Period Internal Growth (Existing Properties)	-481	-360 yen	BIZCORE SHIBUYA
Decrease in rental revenue Decrease in utilities revenue/expenses Decrease in other revenue Increase in expenses for rental operations Increase in property management expenses Increase in taxes Increase in taxes Increase in repairs and maintenance Increase in depreciation Increase in other expenses for rental operations Decrease in sales and administrative expenses <b>Finance</b> Increase in interest expense	-294 -10 -56 -155 -35 -20 -84 -6 -8 35 -28 -10	-300 yerr	Departure and lease-up:       -236 (Lease-up: 367, departure: -603)         Rent revisions:       -43 (Increase: 3, Decrease: -46)         Other:       -15 (Shiba 2-Chome RH, etc.)         Cancellation penalty       (AKASAKA AIR)         Absence of revenue from restoration work (Hiroshima Hacchobori)         PM fees:       -51         Brokerage commissions:       22         Carry over from 32nd Period, etc.
Increase in loan relating fees Other Other	-25		Decrease in asset management fees: 30
Sale of Properties Decrease in gain on sale Decrease in profit after depreciation of properties transferred in the 32nd Period Decrease in profit after depreciation of properties transferred in the 33rd Period	-362 -274 -73 -14	-271 yen	Absence of acquisition and cancellation costs
Reserve for Reduction Entry	748	560 yen	of investment units
Absence and reversal of provision of reserve for reduction entry Total	748 0	0 yen	Absence of gain on sale of the Kowa Shirokanedai Building: -798 Shintomicho Building (40%) gain on sale 523

Kowa Shirokanedai Building

Japan Excellent, Inc.

Shintomicho Building (40%)

Distribution per unit is maintained at 2,800 yen resulting from increase in revenue from gain on sale and progress of refilling, with decrease due to reversal of reserve for reduction entry.

		33rd Period (Dec. 2022) Forecast	34th Period (Jun. 2023) Forecast	Difference
Operating revenue		10,545	10,819	274
	Rental revenue	9,225	9,255	29
	Revenue for utilities expenses	702	640	-61
	Other revenue	66	79	12
	Distribution to Anonymous Association	26	52	25
	Gain on sales of real estate, etc.	523	792	268
O	perating expenses	6,553	6,546	-7
	Expenses for rental operations	5,934	5,858	-76
	Property management expenses	1,588	1,525	-62
	Utilities expenses	1,074	1,062	-11
	Taxes	975	995	20
	Repairs and maintenance	208	143	-64
	Other expenses for rental operations	159	168	8
	(NOI)	5,989	6,079	89
	Depreciation	1,929	1,962	33
	Sales and administrative expenses	618	687	69
O	perating income	3,991	4,273	281
No	on-operating expenses	638	604	-33
0	dinary income	3,354	3,669	315
Net income		3,353	3,668	315
Provision (-) and reversal (+) of reserve for reduction entry		+392	+76	-315
Тс	tal distributions	3,745	3,745	0
Di	stributions per unit (yen)	2,800	2,800	0
FF	Ω.	4.759	4.839	79
• •	•	4,759	4,639	79

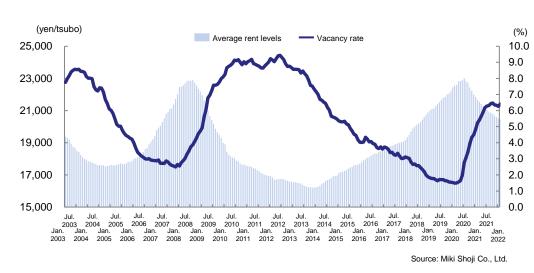
	(unit	: million yen)		
Factors	Balance Conversion Main causes fo (yen)		Main causes for change	
External Growth	38	29 yen	Arc Hills FRONT TOWER	
Increase in distribution for property acquired (equity interest in anonymous association) in the 32nd Period Increase in profit after depreciation of properties acquired in the 33rd Period	25 13		BIZCORE SHIBUYA Full-period contribution	
Internal Growth (Existing Properties)	-5	-4 yen	Departure and lease-up: 90	
Increase in rental revenue	40		(Lease-up: 397, departure: -308)	
Decrease in utilities revenue/expenses	-49		Rent revisions: -30 (Increase: 2, Decrease: -33)	
Increase in other revenue	12		Other: -20	
Decrease in expenses for rental operations	59		(AKASAKA IC RH, etc.)	
Decrease in property management expenses	61			
Increase in taxes	-18	$\sim$	Absence of leasing fees	
Decrease in repairs and maintenance			(JINBOCHO, Daikanyama, Kawasaki Nishiguchi, Omori)	
Increase in depreciation	-37		Absence brokerage commissions	
Increase in other expenses for rental operations			(Musashikosugi) etc.	
Increase in sales and administrative expenses				
Finance	33	25 yen	Fixed property tax, business office tax	
Decrease in interest expense	11			
Decrease in loan relating fees	27	$\searrow$ $\bigvee$	Property inspection costs: -45	
Other	-5	$\setminus$ (	Asset management fees: -10	
Sale of Properties	248	186 yen		
Increase in gain on sale	268	$\land$ $\land$ $\land$	Absence of arrangement fee	
Decrease in profit after depreciation of properties transferred in the 33rd Period	-1	$\land \land \land$		
Decrease in profit after depreciation of properties transferred in the 34th Period	-18	$  \rangle \rangle$	Increase in investment corporation bond issuance costs	
Reserve for Reduction Entry	-315	-236 yen		
Decrease in reversal of reserve for reduction entry	-315		Absence of gain on sale of Shintomicho Building (40%): -523	
Total	0	0 yen	Shintomicho Building (60%) gain on sale %:	
			Shintomicho Building (60%) gain on sale %. 792	

Shintomicho Building (40%)

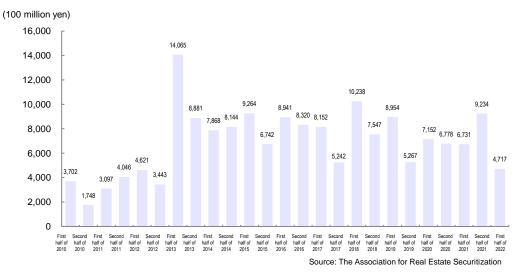
Shintomicho Building (60%)

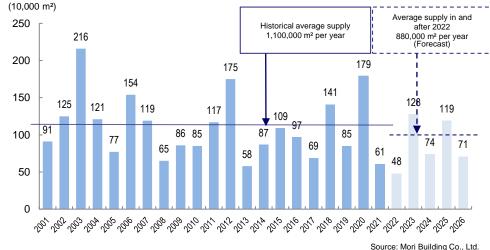
# **Environmental Awareness**

### Historical Rent Levels and Vacancy Rate in 5 Central Wards of Tokyo



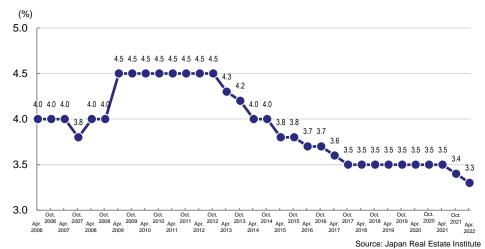






### Historical New Large-Scale Office Supply Volume in 23 Wards of Tokyo

Historical Expected Cap Rate for Class A Buildings (Marunouchi and Otemachi Areas in Tokyo)



# **Revenue and Expenses by Property**



(Unit: million yen)

							Area I								Area	a II						Area	a III								A	vrea IV		(0	Jnit: m		yen)
	I-1	I-2	I-3	I-8	I-9	I-10	I-12	I-13	I-14	l-15	l-16	l-17	I-18	II-1	II-3	II-4	II-5	III-1	III-2	III-3	III-5	III-7	III-9	III-10	III-11	III-12	III-13	IV-2	IV-3	IV-4	IV-5	IV-6	IV-7	IV-8	IV-9 I	IV-10	
	Omori	Shiba 2-Chome	Hamamatsu-cho	AKASAKA INTERCITY	Kowa Shirokanedai	Daiba Garden City Bldg.	HAMARIKYU INTERCITY	Shintomi-cho	Kowa Nishi-Shimbashi	Mansard Daikanyama	AKASAKA INTERCITY AIR	BIZCORE AKASAKA- MITSUKE	BIZCORE JIMBOCHO	NHK Nagoya	Osaka Kogin Building (land wth leasehold interest)	GRAND FRO • South Building Building	North Building	Musashi-Kosugi	Kawasaki Higashi-Guchi	Hongo	Kawasaki Nisshin-cho	Ryogoku	Kawasaki Nishi- Guchi	Sengoku	Core City Tachikawa	Nisseki Yokohama	Yokohama Bentendori Dai-ichi	Kyobashi	Hiroshima Haccho-bori	SE Sapporo	Aoba-dori Plaza	Daiwa Minamimorimachi	Naha	Hirosnima Dai-ichi Seimei OS	Senshin Building	Sapporo Otemachi Building	Total
Revenue from operations	889	374	244	559	162	319	714	74		221		148		355	92			533		-	143	115	475	61	321	1,202	41	180	154	428	157	195	85	143	50	131	10,267
Rental revenue	846	374	233	537	150	296	676	68	-	206		145	-	-	92	-	-	497		-	140	106	456	55	307	1,115	38	162	135	346	145	176	76	136	45	118	9,566
Other revenue	43	0	10	21	11	23	38	6	-	15		3	-	-	-	-		36		-	3	9	19	5	14	86	3	18	19	82	11	18	9	7	4	12	700
Expenses from operations	469	134	103	272	89	205	411	34		127	-	54	-	248	50	-		410			110	74	355	31	133	747	22	88	80	212	102	71	49	71	23	55	5,699
Property management expenses	131	47	19	86	23	44	119	7	-	28	-	17	-	72	-			143			49	20	86	5	30	165	7	17	19	32	39	23	8	19	5	13	1,566
Utilities expenses	86	0	10	43	9	32	62	5		20		4	-	31	-	-		56			-	9	33	5	39	190	5	13	12	72	18	11	7	12	4	17	935
Taxes	79	30	18	38	24	35	52	4		31		17		24	50			69			17	7	49	6	21	120	3	12	18	24	18	14	5	13	4	6	980
Insurance	1	0	0	0	0	0	1	0	-	0		0	-	0		-		1		-	0	0	1	0	0	3	0	0	0	0	0	0	0	0	0	0	21
Repair and maintenance	2	3	1	11	1	4	12	2	-	3		1	-	2		-		12		-	-	3	10	1	1	7	0	2	0	3	0	1	5	2	1	1	126
Other expenses for rental operation	14	0	14	2	2	2	8	1		0		0	-	32	0			1		-	0	1	0	0	1	2	0	0	1	0	0	1	4	0	0	1	132
Depreciation	152	50	38	89	25	86	154	12	32	42	18	13	28	83	-	-		124	117	31	41	31	172	10	39	257	4	41	27	78	24	19	17	22	7	15	1,937
Profits (loss) from operations	420	240	140	287	73	114	303	40	220	93	114	94	118	106	41	100	55	122	167	54	32	41	120	30	187	455	18	92	73	216	54	123	36	71	27	75	4,567
NOI	573	291	179	377	99	200	457	53	252	136	132	107	147	190	41	109	66	247	285	86	74	72	293	41	226	712	23	133	101	294	78	142	53	93	34	90	6,504
NOI (annualized)	1,155	587	361	761	202	404	922	106	510	274	267	217	297	384	83	220	134	498	574	174	150	146	591	83	457	1,436	46	270	204	593	158	287	107	189	69	183	13,119
Days	181	181	181	181	179	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	181	
Acquisition price	22,552	9,450	8,350	28,146	4,705	11,000	19,080	1,750	11,431	11,420	6,590	6,200	10,200	5,610	1,770	4,868	3,982	13,890	10,976	5,400	4,725	2,550	20,800	1,620	6,500	24,500	640	3,308	2,760	5,500	2,120	4,410	1,380	2,780	1,580	4,069 2	286,613
NOI Yiel	d																																				
32nd period	5.1%	6.2%	4.3%	2.7%	4.3%	3.7%	4.8%	6.1%	4.5%	2.4%	4.1%	3.5%	2.9%	6.9%	4.7%	4.5%	3.4%	3.6%	5.2%	3.2%	3.2%	5.7%	2.8%	5.1%	7.0%	5.9%	7.3%	8.2%	7.4%	10.8%	7.5%	6.5%	7.8%	6.8%	4.4%	4.5%	4.58%
31st period	5.3%	5.2%	4.2%	3.2%	5.1%	3.7%	4.9%	6.7%	4.5%	2.4%	3.9%	3.7%	3.9%	6.7%	4.5%	3.9%	3.6%	7.2%	5.9%	2.9%	2.7%	5.4%	4.0%	5.1%	6.6%	5.9%	7.1%	8.4%	7.6%	10.5%	8.5%	6.4%	5.3%	6.6%	4.7%	4.7%	4.90%
Difference (Pt)	-0.2	1.0	0.1	-0.5	-0.8	0.0	-0.1	-0.6	0.0	0.0	0.2	-0.2	-1.0	0.2	0.2	0.6	-0.2	-3.6	-0.7	0.3	0.5	0.3	-1.2	0.0	0.4	0.0	0.2	-0.2	-0.2	0.3	-1.0	0.1	2.5	0.2	-0.3	-0.2	-0.32
NOI Yiel	d afte	r Dep	orecia	tion																																	
32nd period	3.8%	5.1%	3.4%	2.1%	3.2%	2.1%	3.2%	4.7%	3.9%	1.7%	3.5%	3.1%	2.4%	3.8%	4.7%	4.2%	2.8%	1.8%	3.1%	2.0%	1.4%	3.3%	1.2%	3.8%	5.8%	3.7%	5.8%	5.7%	5.4%	7.9%	5.2%	5.6%	5.3%	5.2%	3.4%	3.7%	3.21%
31st period	4.0%	4.1%	3.2%	2.6%	4.2%	2.2%	3.3%	5.3%	4.0%	1.7%	3.4%	3.3%	3.3%	3.8%	4.5%	3.6%	3.0%	5.4%	3.9%	1.7%	1.0%	3.4%	2.3%	3.7%	5.4%	3.8%	5.7%	5.9%	5.8%	7.9%	6.4%	5.5%	3.0%	5.0%	3.8%	3.9%	3.57%
Difference (Pt)	-0.2	1.0	0.2	-0.5	-1.0	-0.1	-0.1	-0.6	-0.1	0.0	0.1	-0.2	-0.9	0.0	0.2	0.6	-0.2	-3.6	-0.8	0.3	0.4	-0.1	-1.1	0.1	0.4	-0.1	0.1	-0.2	-0.4	0.0	-1.2	0.1	2.3	0.2	-0.4	-0.2	-0.36

\*1 Figures under one million yen are rounded down.

\*2 Ratios are rounded to the first decimal place.

\*3 The NOI yield of each property is expressed as an annualized value (NOI yield = annualized NOI / acquisition price).

\*4 Details of revenues and expenses are not disclosed for the Kowa Nishi-Shimbashi, Kawasaki-Higashiguchi and Hongo buildings because the consent of the end tenants has not been obtained.

\*5 Details of revenues and expenses are not disclosed for AKASAKA INTERCITY AIR, BIZCORE JIMBOCHO, and Grand Front Osaka (Umekita Plaza, South Building / North Building) because the consent of the co-owners has not been obtained.

\*6 Details of real estate rental revenues are not disclosed for NHK Nagoya as consent from the co-operators has not been obtained.

### Breakdown by Area

(Unit: million ven)

			(	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	Area I Total	Area II Total	Area III Total	Area IV Total
NOI	3,009	408	2,063	1,024
Acquisition Price	150,874	16,231	91,601	27,907
32nd Period NOI yield (annualized)	4.0%	5.1%	4.5%	7.4%
31st Period NOI yield (annualized)	4.2%	4.8%	5.3%	7.7%
Difference (pt)	-0.2	0.3	-0.8	-0.3

# **Overview of Period-End Appraisals**



### Summary of Period-End Appraisal Value

	31st Period (Dec. 2021)	32nd Period (Jun. 2022)	Difference
Number of properties	36 properties	35 properties	-1 property
Period-end appraisal value	339,412 million yen	337,844 million yen	-1,568 million yen
Book value	268,610 million yen	263,194 million yen	-5,416 million yen
Unrealized gain/loss	70,801 million yen	74,649 million yen	3,848 million yen
Ratio of unrealized gain/loss <sup>*1</sup>	26.4%	28.4%	2.0pt

### Number of Properties with Increase/Decrease in Appraisal Value<sup>\*2</sup>

	31st Period (Dec. 2021)	32nd Period (Jun. 2022)
Increase	21 properties	23 properties
Unchanged	8 properties	8 properties
Decrease	6 properties	4 properties

### Status of Cap Rate<sup>\*2\*3</sup>

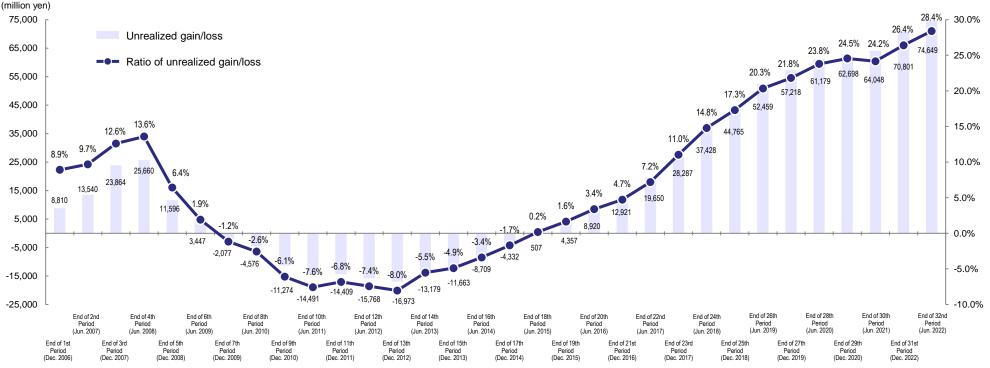
od 2)		31st Period (Dec. 2021)	32nd Period (Jun. 2022)
perties	Decline	17 properties	27 properties
perties	Unchanged	18 properties	8 properties
perties	Rise	0 properties	0 properties

\*2 Increase/decrease breakdowns are shown in comparison with the previous fiscal period for each period.

\*3 As to the cap rate for Shiba 2-Chome Building, comparison is made only for the office portion.

\*1 "Ratio of unrealized gain/loss" is calculated by dividing unrealized gain/loss at the end of each fiscal period by book value.

### Historical Unrealized Gain/Loss and Ratio of Unrealized Gain/Loss



# Period-End Appraisal Value



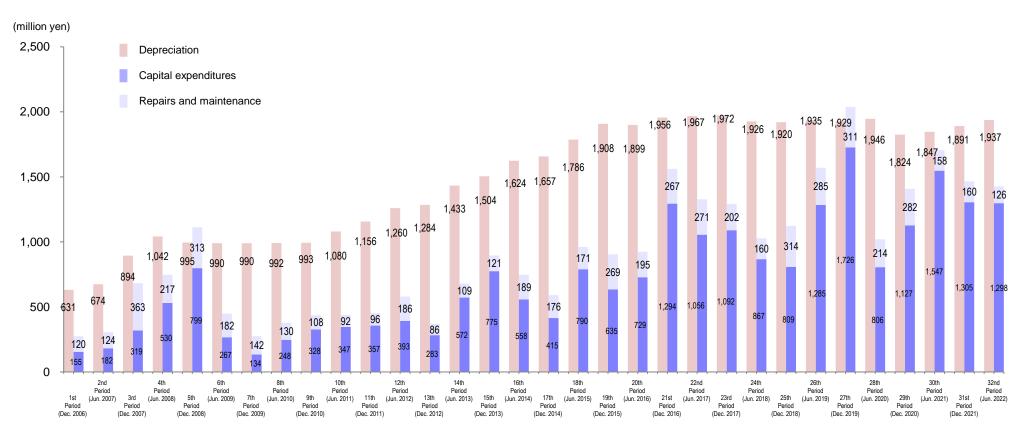
(Unit: million yen)

roperty Area	a Name	Acquisition Price	Period-end Appraisal Value		Difference (2-1)		Book Value at	Difference (2-3)		Direct reduction	n reduced yield	Difference (5-④)	Appraisal Organization	
umber Alea	a Name	Acquisition nee	End of FP31 $\textcircled{1}$	End of FP32 ②	%		end of FP32 ③		%	End of FP31 ④	End of FP32 (5)	pt	· + F · · · · · · · · · · · · · · · · ·	
I-1	Omori Bellport D	22,552	25,900	26,200	300	1.2%	20,579	5,620	27.3%	4.0%	3.9%	-0.1	Chuo Real Estate Appraisal Co., Ltd.	
I-2	Shiba 2-Chome Building	9,450	14,000	14,100	100	0.7%	8,957	5,142	57.4%	Office 3.5% Residence 4.0%	Office 3.4% Residence 3.9%	Office -0.1 Residence -0.1	Japan Real Estate Institute	
I-3	JEI Hamamatsucho Building	8,350	9,450	9,450	0	0.0%	8,001	1,448	18.1%	3.3%	3.2%	-0.1	Japan Real Estate Institute	
I-8	AKASAKA INTERCITY	28,146	31,400	31,000	-400	-1.3%	26,530	4,469	16.8%	2.8%	2.7%	-0.1	Japan Real Estate Institute	
-10	Daiba Garden City Building	11,000	10,100	10,100	0	0.0%	9,249	850	9.2%	4.2%	4.1%	-0.1	Chuo Real Estate Appraisal Co., Ltd.	
-12	HAMARIKYU INTERCITY	19,080	27,200	28,000	800	2.9%	16,764	11,235	67.0%	3.2%	3.1%	-0.1	Japan Real Estate Institute	
13	Shintomicho Building	1,750	2,090	2,130	40	1.9%	1,725	404	23.4%	4.1%	4.0%	-0.1	Chuo Real Estate Appraisal Co., Ltd.	
-14	Kowa Nishi-shimbashi Building	11,431	14,100	14,600	500	3.5%	10,886	3,713	34.1%	3.0%	2.9%	-0.1	Japan Real Estate Institute	
-15	Mansard Daikanyama	11,420	14,000	14,000	0	0.0%	11,116	2,883	25.9%	2.9%	2.8%	-0.1	Japan Real Estate Institute	
-16	AKASAKA INTERCITY AIR	6,590	8,080	8,160	80	1.0%	6,466	1,693	26.2%	2.7%	2.6%	-0.1	Japan Real Estate Institute	
-17	BIZCORE AKASAKA-MITSUKE	6,200	6,800	6,800	0	0.0%	6,151	648	10.5%	3.1%	3.0%	-0.1	Japan Real Estate Institute	
-18	BIZCORE JIMBOCHO	10,200	10,300	10,300	0	0.0%	9,989	310	3.1%	3.4%	3.4%	0.0	The Tanizawa Sogo Appraisal Co., Ltd.	
I-1	NHK Nagoya Housou-Center Building	5,610	6,220	6,230	10	0.2%	5,388	841	15.6%	4.2%	4.1%	-0.1	Japan Real Estate Institute	
I-3	Osaka Kogin Building (land with leasehold interest)	1,770	2,570	2,650	80	3.1%	1,865	784	42.1%	3.1%	3.0%	-0.1	Japan Real Estate Institute	
I-4 "	GRAND FRONT OSAKA (Umekita Plaza • South Building)	4,868	5,050	5,050	0	0.0%	4,897	152	3.1%	3.6%	3.6%	0.0	Japan Valuers Co., Ltd.	
-5	GRAND FRONT OSAKA (North Building)	3,982	3,850	3,820	-30	-0.8%	3,989	-169	-4.2%	3.7%	3.7%	0.0	Japan Valuers Co., Ltd.	
I-1	Musashikosugi Tower Place	13,890	21,400	21,700	300	1.4%	12,226	9,473	77.5%	4.1%	4.0%	-0.1	Japan Real Estate Institute	
I-2	Kowa Kawasaki Higashiguchi Building	10,976	10,600	10,600	0	0.0%	10,697	-97	-0.9%	4.7%	4.7%	0.0	Japan Valuers Co., Ltd.	
II-3	JEI Hongo Building	5,400	4,630	4,620	-10	-0.2%	4,906	-286	-5.8%	4.1%	4.1%	0.0	Japan Valuers Co., Ltd.	
II-5	Kawasaki Nisshincho Building	4,725	4,720	4,720	0	0.0%	4,138	581	14.0%	4.8%	4.8%	0.0	Japan Valuers Co., Ltd.	
II-7	JEI Ryogoku Building	2,550	2,670	2,710	40	1.5%	2,542	167	6.6%	4.4%	4.3%	-0.1	Chuo Real Estate Appraisal Co., Ltd.	
II-9	Kowa Kawasaki Nishiguchi Building	20,800	16,400	16,000	-400	-2.4%	18,903	-2,903	-15.4%	4.6%	4.6%	0.0	Japan Valuers Co., Ltd.	
I-10	Pacific Square Sengoku	1,620	1,490	1,510	20	1.3%	1,598	-88	-5.5%	4.2%	4.1%	-0.1	Chuo Real Estate Appraisal Co., Ltd.	
I-11	Core City Tachikawa	6,500	9,680	9,920	240	2.5%	5,970	3,949	66.2%	4.0%	3.9%	-0.1	Japan Real Estate Institute	
I-12	Nisseki Yokohama Building	24,500	32,400	33,100	700	2.2%	22,090	11,009	49.8%	3.6%	3.5%	-0.1	Japan Real Estate Institute	
I-13	Yokohama Bentendori Dai-ichi Seimei Building	640	704	719	15	2.1%	682	36	5.4%	4.4%	4.3%	-0.1	Japan Real Estate Institute	
/-2	JEI Kyobashi Building	3,308	3,990	4,010	20	0.5%	2,715	1,294	47.7%	5.1%	5.0%	-0.1	DAIWA REAL ESTATE APPRAISAL Corporat	
V-3	JEI Hiroshima Hacchobori Building	2,760	4,070	4,100	30	0.7%	2,686	1,413	52.6%	4.5%	4.4%	-0.1	Japan Real Estate Institute	
√-4	SE Sapporo Building	5,500	9,190	9,770	580	6.3%	5,097	4,672	91.6%	4.8%	4.7%	-0.1	Chuo Real Estate Appraisal Co., Ltd.	
V-5	Aoba-dori Plaza	2,120	4,560	4,660	100	2.2%	2,228	2,431	109.1%	4.4%	4.3%	-0.1	Japan Real Estate Institute	
√-6 IV	Daiwa Minamimoricho Building	4,410	5,170	5,330	160	3.1%	4,164	1,165	28.0%	4.6%	4.5%	-0.1	DAIWA REAL ESTATE APPRAISAL Corporat	
V-7	JEI Naha Building	1,380	2,080	2,100	20	1.0%	1,516	583	38.5%	5.0%	4.9%	-0.1	Japan Real Estate Institute	
√-8	Hiroshima Dai-ichi Seimei OS Building	2,780	3,430	3,480	50	1.5%	2,788	691	24.8%	4.5%	4.4%	-0.1	Japan Real Estate Institute	
/-9	Senshin Building	1,580	1,680	1,690	10	0.6%	1,613	76	4.7%	4.4%	4.4%	0.0	The Tanizawa Sogo Appraisal Co., Ltd.	
-10	Sapporo Otemachi Building	4,069	4,368	4,515	147	3.4%	4,065	449	11.1%	4.3%	4.1%	-0.2	Japan Real Estate Institute	
	Total	281,908	334,342	337,844	3,502	1.0%	263,194	74,649	28.4%	3.8%	3.7%	-0.1	•	
	Area I total	146,169	173,420	174,840	1,420	0.8%	136,419	38,420	28.2%	3.3%	3.2%	-0.1	-	
	Area II total	16,231	17,690	17,750	60	0.3%	16,140	1,609	10.0%	3.8%	3.7%	-0.1	-	
	Area III total	91,601	104,694	105,599	905	0.9%	83,757	21,841	26.1%	4.2%	4.1%	-0.1	-	
	Area IV total	27,907	38,538	39,655	1,117	2.9%	26,876	12,778	47.5%	4.6%	4.5%	-0.1	-	
	Total	281,908	334,342	337,844	3,502	1.0%	263,194	74,649	28.4%	3.8%	3.7%	-0.1	-	

\* "Appraisal value" includes the appraisal value described in the real estate appraisal reports made by a real estate appraisers as of the end of the 31st Period and 32nd Period based on Japan Excellent's rules and the regulations stipulated by the Investment Trusts Association, Japan.

# Historical Record in Works

### History of Costs for Construction and Depreciation



### **Capital Expenditures/Depreciation**

24.6% 27.0% 35.7% 50.9% 80.3% 27.0% 13.5% 25.0% 33.0% 32.1% 30.9% 31.2% 22.0% 39.9% 51.5% 34.4% 25.0% 44.2% 33.3% 38.4% 66.2% 53.7% 55.4% 45.0% 42.1% 66.4% 89.5% 41.4% 61.8% 83.8% 69.0% 67.0%

# Statement of Income and Retained Earnings



(Unit: million yen)

	31st Period	(%)	32nd Period	(%)	Compared with pr	evious period
	(Dec. 2021)	(70)	(Jun. 2022)	(70)	Difference	(%)
1. Operating revenue (A)	10,666	100.0	11,065	100.0	398	3.7
Rental revenue	9,883		9,566		-316	
Other rental revenue	782		700		-82	
Total rental revenue (a)	10,666	100.0	10,267	92.8	-398	-3.7
Gain on sales of real estate, etc.	-		797		797	
2. Operating expenses (B)	6,180	57.9	6,353	57.4	173	2.8
Property management expenses	1,553		1,566		12	
Utilities expenses	867		935		68	
Taxes	940		980		39	
Insurance	21		21		0	
Repairs and maintenance	160		126		-34	
Other	128		132		3	
Depreciation	1,891		1,937		45	
Total operating expenses (b)	5,563	52.2	5,699	51.5	136	2.5
Profits from operation (a)-(b)	5,103	47.8	4,567	41.3	-535	-10.5
Asset management fees	457		467		9	
Other	160		186		26	
3. Operating income (A)-(B)	4,485	42.1	4,711	42.6	225	5.0
4. Non-operating income	0	0.0	0	0.0	-0	-37.9
5. Non-operating expenses	639	6.0	609	5.5	-30	-4.7
Interest expense	318		302		-15	
Loan relating fees	156		137		-18	
Interest expense on investment corporation bonds	151		149		-2	
Amortization of investment corporation bond issuance costs	12		12		-	
Other	0		7		6	
6. Ordinary income	3,846	36.1	4,102	37.1	255	6.6
7. Net income before taxes	3,846	36.1	4,102	37.1	255	6.6
8. Income taxes – current	0		0		0	
9. Net income	3,846	36.1	4,101	37.1	255	6.6
<ol> <li>Retained earnings brought forward</li> </ol>	0		0		-0	
11. Unappropriated retained earnings	3,846		4,102		255	

\* Figures under one million yen are rounded down. Ratios are rounded to the first decimal place.

# **Balance Sheet**

# Japan Excellent, Inc.

(Unit: million yen)

Assets					Liabilities and Unitholders' Equity							
	31st Pe (Dec. 20		32nd Pe (Jun. 20		Difference		31st Period (Dec. 2021)				Difference	
(Assets)		%	·	%		(Liabilities)	·	%	·	%		
I. Current assets	23,138	7.9	20,848	7.2	-2,289	I. Current liabilities	16,303	5.5	17,882	6.1	1,579	
Cash and deposits	7,457		9,139		1,681	Operating accounts payable	1,592		1,127		-465	
Cash and deposits in trust	15,095		11,064		-4,031	Long-term loans due within a year	13,750		13,750		-	
Operating accounts receivable	310		310		0	Investment corporation bonds due within a year	-		2,000		2,000	
Other	274		333		59	Other accounts payable	461		471		9	
II. Fixed assets	270,681	92.1	270,454	92.8	-227	Accrued consumption taxes	301		321		19	
1. Property and equipment	259,443	88.3	254,029	87.2	-5,414	Other	196		212		16	
Real estate	16,170		16,161		-8	II. Long-term liabilities	125,451	42.7	123,086	42.2	-2,364	
Real estate in trust	243,257		237,810		-5,447	Investment corporation bonds	38,000		36,000		-2,000	
Construction in progress	15		57		41	Long-term loans	73,850		73,850		-	
2. Intangible assets	9,172	3.1	9,168	3.1	-3	Security deposits from tenants	1,185		1,233		48	
Leasehold rights	1,721		1,721		-	Security deposits from tenants in trust	12,415		12,003		-412	
Leasehold rights in trust	7,382		7,382			Total liabilities	141,754	48.2	140,969	48.4	-784	
Other	68		65		-3	(Net assets)						
3. Investments and other assets	2,065	0.7	7,255	2.5	5,190	I. Unitholders' equity	152,206	51.8	150,461	51.6	-1,744	
Leasehold and security deposits	19		19		-	1. Unitholders' capital	147,907	50.3	145,907	50.1	-1,999	
Long-term prepaid expenses	860		834		-26	2. Retained earnings	4,298		4,553		255	
Other	1,185		6,402		5,217	Voluntary retained earnings (Reserve for reduction entry)	451	0.2	451	0.2	-	
III. Deferred assets	141	0.0	128	0.0	-12	Unappropriated retained earnings	3,846	1.3	4,102	1.4	255	
Investment corporation bond issuance costs	141		128		-12	Total net assets	152,206	51.8	150,461	51.6	-1,744	
Total assets	293,960	100.0	291,430	100.0	-2,529	Total liabilities and net assets	293,960	100.0	291,430	100.0	-2,529	

\* Figures under one million yen are rounded down. Ratios are rounded to the first decimal place.

# Statements of Cash Flow and Profit Distribution

(Unit: million yen)



### Cash Flow Statement

	(Onit: million yen)			
32nd Period (Jun. 2022)				
Classification	Amount			
I. Cash flow from operating activities	10,844			
Net income before taxes	4,102			
Depreciation	1,938			
Decrease due to sale of fixed assets	4,820			
Other	-16			
II. Cash flow from investing activities	-7,348			
Purchase of investment securities	-5,239			
Purchase of fixed assets	-1,744			
Net payments for security deposits	-364			
III. Cash flow from financing activities	-5,846			
Proceeds from long-term loans	5,000			
Repayment of long-term loans	-5,000			
Purchase of treasury investment units	-1,999			
Distributions to unitholders	-3,846			
IV. Net increase / decrease in cash and cash equivalents	-2,349			
V. Cash and cash equivalents at beginning of period	22,553			
VI. Cash and cash equivalents at end of period	20,203			

\* Figures under one million yen are rounded down.

### Statement of Profit Distribution

(Unit: yen)

32nd Period (Jun. 2022)	
Classification	Amount
Unappropriated retained earnings	4,102,019,182
Provision of reserve for reduction entry	356,744,782
Distributions	3,745,274,400
(Distributions per investment unit)	(2,800)
Earnings carried over to next period	-
Total number of outstanding investment units at the end of period	1,337,598

70

period

# **Financial Indicators**



Financial indicators	Unit	27th Period (Dec. 2019)	28th Period (Jun. 2020)	29th Period (Dec. 2020)	30th Period (Jun. 2021)	31st Period (Dec. 2021)	32nd Period (Jun. 2022)	Calculation method
EBITDA (Earnings before interest, tax and depreciation and amortization)	MN yen	4,675	8,053	6,592	6,301	6,209	6,492	Income before income taxes + (Interest expense + Interest expense on investment corporation bonds) + Depreciation and amortization (including depreciation other than the expenses for rental operations)
NOI (Net operating income)	MN yen	6,913	7,263	7,066	7,059	6,994	6,504	Rental revenue - rental expenses + Depreciation and amortization
FFO (Funds from operation)	MN yen	5,703	5,873	5,800	5,823	5,737	5,241	Net income + Depreciation and amortization - Net profit from sale of real estate + Impairment loss
FFO per unit	yen	4,367	4,341	4,287	4,303	4,240	3,918	FFO / Total number of outstanding investment units at the end of period
AFFO (Adjusted funds from operation)	MNyen	3,976	5,067	4,672	4,275	4,431	3,942	FFO - Capital expenditures
AFFO Distribution payout ratio	%	95.8	79.0	86.9	93.0	86.8	95.0	(Total cash distribution amount / AFFO) × 100
NAV (Net asset value)	MN yen	199,595	213,312	215,116	216,383	223,007	225,111	Period end total assets - Period end total liabilities + Real estate valuation gain/loss
NAV per unit	yen	152,865	157,658	158,992	159,928	164,824	168,295	NAV / Total number of outstanding investment units at the end of period
DSCR (Debt service coverage ratio)	times	9.4	17.0	13.9	13.2	13.2	14.4	Cash flow before interest / (Interest expense + Interest expense on investment corporation bonds) (Note) Cash flow before interest = Net income before interest and taxes + Depreciation and amortization (including depreciation other than the expenses for rental operations)
ROA	%	0.8	1.9	1.5	1.4	1.3	1.4	Ordinary income / [(Period beginning total assets + period end total assets) / 2] x 100
(Reference) Annualized with following formula	%	(1.6)	(3.9)	(2.9)	(2.7)	(2.6)	(2.8)	Above x (365 days / Number of operating days)
ROE	%	1.6	3.8	2.8	2.6	2.5	2.7	Net income / [(Period beginning net assets + period end net assets) / 2] x100
(Reference) Annualized with following formula	%	(3.1)	(7.7)	(5.6)	(5.3)	(5.0)	(5.5)	Above x (365 days / Number of operating days)
Equity to Total Assets	%	49.3	51.8	51.8	51.8	51.8	51.6	(Period end net assets / Period end total assets) x 100
LTV (period-end total asset basis)	%	44.9	42.8	42.7	42.7	42.7	43.1	(Period end interest-bearing debt / Period end total assets) x 100
LTV (period-end valuation gain/loss basis)	%	37.5	35.4	35.2	35.1	34.4	34.3	(Period-end interest-bearing debt / (Period-end total assets + Real estate valuation gain/loss)) × 100
BPS (Book value per unit)	yen	109,042	112,441	112,652	112,590	112,495	112,486	Period end net assets / Total number of outstanding investment units at the end of period

\* Figures under "Unit" are rounded down. Ratios are rounded to the first decimal place.

### Balance of Interest-Bearing Debt (As of the End of 32nd Period)

Lender	Balance (million yen)	As a percentage of all borrowings
Mizuho Bank, Ltd.	17,785	20.3%
MUFG Bank, Ltd.	13,005	14.8%
Development Bank of Japan Inc.	12,800	14.6%
Sumitomo Mitsui Banking Corporation	8,270	9.4%
Mizuho Trust & Banking Co., Ltd.	7,807	8.9%
The Norinchukin Bank	7,412	8.5%
The Dai-ichi Life Insurance Company, Limited	6,000	6.8%
Resona Bank, Ltd.	3,400	3.9%
Sompo Japan Insurance Inc.	2,500	2.9%
Aozora Bank, Ltd.	2,500	2.9%
Sumitomo Mitsui Trust Bank, Limited	1,620	1.8%
Tokio Marine & Nichido Fire Insurance Co., Ltd.	1,500	1.7%
The Bank of Fukuoka, Ltd.	1,000	1.1%
Shinkin Central Bank	1,000	1.1%
Nippon Life Insurance Company	1,000	1.1%
Loan Total	87,600	100.0%

\* Shaded areas refer to sponsor companies.

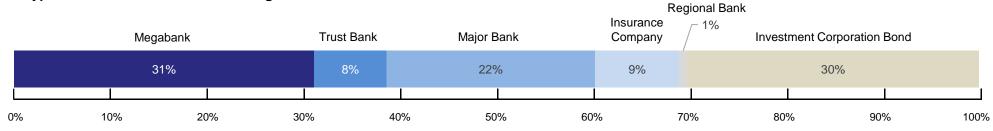
### Types of Lenders for Interest-Bearing Debt

### Status of Investment Corporation Bonds (As of the End of 32nd Period)

Investment Corporation Bond	Maturity date	Balance (million yen)	Interest rate	Period
7th Series Unsecured Investment Corporation Bond	March 11, 2024	8,000	1.13%	10 years
8th Series Unsecured Investment Corporation Bond	September 9, 2025	5,000	1.03%	10 years
9th Series Unsecured Investment Corporation Bond	October 27, 2026	2,000	0.45%	10 years
10th Series Unsecured Investment Corporation Bond	December 20, 2023	2,000	0.39%	7 years
11th Series Unsecured Investment Corporation Bond	April 23, 2027	7,000	0.65%	10 years
12th Series Unsecured Investment Corporation Bond	April 20, 2023	2,000	0.24%	5 years
13th Series Unsecured Investment Corporation Bond	April 20, 2033	2,000	0.95%	15 years
(JEI Green Bond) 14th Series Unsecured Investment Corporation Bond	August 10, 2028	4,000	0.63%	10 years
15th Series Unsecured Investment Corporation Bond	September 9, 2039	1,000	1.07%	20 years
(2nd JEI Green Bond) 16th Series Unsecured Investment Corporation Bond	October 29, 2035	5,000	0.75%	15 years
Investment Corporation Bond Total		38,000		

### Status of Commitment Line (As of the End of 32nd Period)

Lender	Established amount (million yen)	Term
Mizuho Bank, Ltd.	6,000	
MUFG Bank, Ltd.	5,000	From February 1, 2022 to January 31, 2023
Sumitomo Mitsui Banking Corporation	3,000	
Total Commitment Line	14,000	



# Japan Excellent, Inc.

# Unitholders

		lı	nvestment Units			Unitholders					
Owner Classification	31st Period (Dec. 2021)		32nd Period (Jun. 2022)		Composition		31st Period (Dec. 2021)		32nd Period (Jun. 2022)		
	Number of units	Composition	Number of units	Composition	difference	No. of people	Composition	No. of people	Composition	Composition difference	
Financial Institutions (Including Securities Companies)	937,389	69.3%	920,583	68.8%	-0.5pt	167	2.4%	159	2.1%	-0.3pt	
Other Domestic Companies	115,533	8.5%	119,113	8.9%	0.4pt	162	2.3%	173	2.3%	-	
Foreign Companies, etc.	235,214	17.4%	227,060	17.0%	-0.4pt	238	3.4%	224	3.0%	-0.4pt	
Individuals	64,864	4.8%	70,842	5.3%	0.5pt	6,411	91.9%	7,000	92.6%	0.7pt	
Total	1,353,000	100.0%	1,337,598	100.0%	-	6,978	100.0%	7,556	100.0%	-	

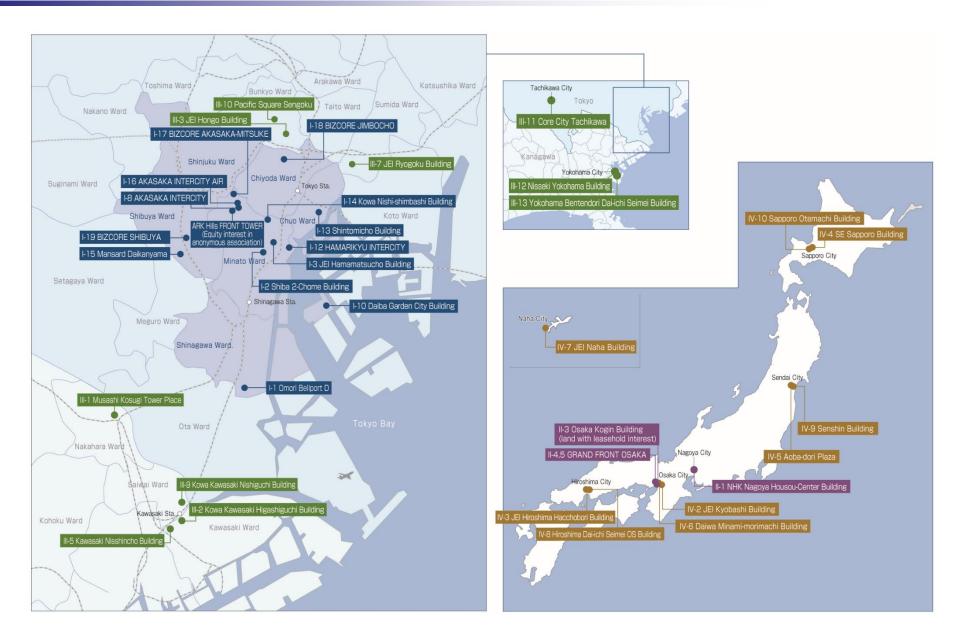
### Ratio of investment units held by the 2 core sponsor companies: 6.9%

Rank	Name	Units	Composition ratio (%)
1	Custody Bank of Japan, Ltd. (Trust Account)	385,220	28.8%
2	The Master Trust Bank of Japan, Ltd. (Trust Account)	222,367	16.6%
3	Nippon Steel Kowa Real Estate Co., Ltd.	71,560	5.3%
4	The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	60,941	4.6%
5	The Dai-ichi Life Insurance Company, Limited	20,660	1.5%
6	STATE STREET BANK WEST CLIENT - TREATY 505234	20,287	1.5%
7	JP MORGAN CHASE BANK 385781	16,893	1.3%
8	SSBTC CLIENT OMNIBUS ACCOUNT	16,017	1.2%
9	The Shinkumi Federation Bank	14,409	1.1%
10	JP MORGAN CHASE BANK 385771	12,748	1.0%
	Total	841,102	62.9%

\*1 Ratios are rounded to the first decimal place.

\*2 Shaded area in the above top 10 unitholders' list indicates sponsors.

# Portfolio Map



# Portfolio Overview (1)



Property Number	I-1	I-2	I-3	I-8	I-10	I-12	I-13	I-14	I-15
Туре	Office	Office	Office	Office	Office	Office	Other	Office	Office
Name	Omori Bellport D	Shiba 2-Chome Building	JEI Hamamatsucho Building	AKASAKA INTERCITY	Daiba Garden City Building	HAMARIKYU INTERCITY	Shintomicho Building	Kowa Nishi-Shimbashi Building	Mansard Daikanyama
									Yaung
Location	Minami-Oi, Shinagawa Ward, Tokyo	Shiba, Minato Ward, Tokyo	Hamamatsucho, Minato Ward, Tokyo	Akasaka, Minato Ward, Tokyo	Daiba, Minato Ward, Tokyo	Kaigan, Minato Ward, Tokyo	Irifune, Chuo Ward, Tokyo	Nishishinbashi, Minato Ward, Tokyo	Sarugakucho, Shibuya Ward, Tokyo
Total floor area (m <sup>2</sup> )	155,778.75	19,518.15	8,327.53	73,061.33	33,283.49	35,555.87	3,169.78	19,418.17	8,402.51
Completion date	September 1996	March 1994	December 1991	January 2005	December 2007	March 2011	November 1990	July 1996	December 2009
Acquisition date	June 2006	June 2006	June 2006	<ol> <li>October 2007</li> <li>February 2013</li> </ol>	February 2011	<ol> <li>December 2011</li> <li>February 2014</li> </ol>	March 2012	① March 2013 ② August 2017	July 2016
Acquisition price (MN yen)	22,552	9,450	8,350	28,146	11,000	19,080	1,050	11,431	11,420
Investment ratio (%)	7.8	3.3	2.9	9.8	3.8	6.6	0.4	4.0	4.0
Period-end occupancy rate (%)	93.8	99.2	100.0	87.6	82.6	95.7	100.0	100.0	78.0
PML (%)	4.5	5.8	7.9	1.8	6.3	0.2	7.9	4.7	5.3
DBJ Green Building Certification	***	***	*	****	**	Residential portion: $\star \star \star \star$ Office portion: $\star \star \star$	-	*	**

\*1 "Completion Date" is as of the time of initial construction described in the register.

\*2 "Acquisition Price" is the price recorded in sales agreements (excluding consumption tax for each property). Figures are rounded down to the nearest million yen.

\*3 "Investment Ratio" shows a ratio of the acquisition price for each property to total acquisition price as of August 18, 2022 (excluding Ark Hills Front Tower (equity interest in anonymous association)) and is rounded to the first decimal place.

\*4 "PML" is the earthquake PML calculated by Sompo Risk Management, Inc.

# Portfolio Overview (2)



Property Number	I-16	l-17	I-18	I-19	II-1	II-3	-4	II-5
Туре	Office	Office	Office	Office	Office	Office	Office	Office
Name	AKASAKA INTERCITY AIR	BIZCORE AKASAKA-MITSUKE	BIZCORE JONBOCHO	BIZCORE SHIBUYA	NHK Nagoya Housou-Center Building	Osaka Kogin Building (land with leasehold interest)	GRAND FRONT OSAKA (Umekita Plaza / South Building)	GRAND FRONT OSAKA (North Building)
Location	Akasaka, Minato Ward, Tokyo	Akasaka, Minato Ward, Tokyo	Kanda-ogawacho, Chiyoda Ward, Tokyo	Shibuya, Shibuya Ward, Tokyo	Higashi Ward, Nagoya City, Aichi	Chuo Ward, Osaka City, Osaka	Kita Ward, Osaka City, Osaka	Kita Ward, Osaka City, Osaka
Total floor area (m²)	176,536.75	3,515.63	8,217.64	3,835.11	80,809.95	3,158.45 (site area for land)	181,371.39 (South Building) 10,226.10 (Umekita Plaza)	290,030.59
Completion date	August 2017	March 2019	November 2017	January 2020	July 1991	_	Mar. 2013 (South Building) Feb. 2013 (Umekita Plaza)	February 2013
Acquisition date	July 2018	October 2019	June 2021	August 2022	① June 2006 ② March 2014	February 2013	February 2020	February 2020
Acquisition price (MN yen)	6,590	6,200	10,200	6,640	5,610	1,770	4,868	3,982
Investment ratio (%)	2.3	2.2	3.5	2.3	1.9	0.6	1.7	1.4
Period-end occupancy rate (%)	95.8	88.9	72.5	100.0	99.1	100.0	90.4	98.6
PML (%)	1.9	5.7	7.0	5.4	4.0	-	3.2	3.2
DBJ Green Building Certification	****	***	***	-	***	-	-	_

\*1 "Completion Date" is as of the time of initial construction described in the register.

\*2 "Acquisition Price" is the price recorded in sales agreements (excluding consumption tax for each property). Figures are rounded down to the nearest million yen. However, for Osaka Kogin Building (land with leasehold interest), the acquisition price is calculated as the land purchase price specified in the relevant trust beneficiary interest transfer agreement subject to conditions precedent minus the amount equivalent to the key money pertaining to the leasehold interest in land, which will be received from the lessee of the land.

\*3 "Investment Ratio" shows a ratio of the acquisition price for each property to total acquisition price as of August 18, 2022 (excluding Ark Hills Front Tower (equity interest in anonymous association)) and is rounded to the first decimal place.

land, \*4 "PML" is the earthquake PML calculated by Sompo Risk Management, Inc.

# Portfolio Overview (3)

# Japan Excellent, Inc.

Property Number	III-1	III-2	III-3	III-5	III-7	III-9	III-10	III-11	III-12	III-13
Туре	Office	Office	Office	Office	Office	Office	Office	Office	Office	Office
Name	Musashikosugi Tower Place	Kowa Kawasaki Higashiguchi Building	JEI Hongo Building	Kawasaki Nisshincho Building	JEI Ryogoku Building	Kowa Kawasaki Nishiguchi Building	Pacific Square Sengoku	Core City Tachikawa	Nisseki Yokohama Building	Yokohama Bentendori Dai-ichi Seimei Building
Location	Nakahara Ward, Kawasaki City, Kanagawa	Kawasaki Ward, Kawasaki City, Kanagawa	Hongo, Bunkyo Ward, Tokyo	Kawasaki Ward, Kawasaki City, Kanagawa	Ryogoku, Sumida Ward, Tokyo	Saiwai Ward, Kawasaki City, Kanagawa	Honkomagome, Bunkyo Ward, Tokyo	Akebonocho, Tachikawa City, Tokyo	Naka Ward, Yokohama City, Kanagawa	Naka Ward, Yokohama City, Kanagawa
Total floor area (m²)	53,711.13	31,009.62	5,877.11	22,141.60	5,820.56	61,856.92	4,017.44	19,099.27	72,116.65	2,934.55
Completion date	July 1995	April 1988	February 1991	April 1992	August 1996	February 1988	November 1992	December 1994	May 1997	December 1986
Acquisition date	June 2006	June 2006	June 2006	<ol> <li>June 2006</li> <li>November 2006</li> <li>October 2008</li> <li>April 2013</li> </ol>	June 2006	October 2007	December 2011	February 2013	April 2015	June 2018
Acquisition price (MN yen)	13,890	10,976	5,400	4,725	2,550	20,800	1,620	6,500	24,500	640
Investment ratio (%)	4.8	3.8	1.9	1.6	0.9	7.2	0.6	2.3	8.5	0.2
Period-end occupancy rate (%)	81.3	100.0	100.0	76.9	100.0	52.5	100.0	98.4	98.4	100.0
PML (%)	4.2	4.0	6.8	5.5	6.8	3.9	5.2	2.6	1.4	8.3
DBJ Green Building Certification	***	**	**	**	-	***	-	*	***	-

\*1 "Completion Date" is as of the time of initial construction described in the register.

\*2 "Acquisition Price" is the price recorded in sales agreements (excluding consumption tax for each property). Figures are rounded down to the nearest million yen.

\*3 "Investment Ratio" shows a ratio of the acquisition price for each property to total acquisition price as of August 18, 2022 (excluding Ark Hills Front Tower (equity interest in anonymous association)) and is rounded to the first decimal place.

\*4 "PML" is the earthquake PML calculated by Sompo Risk Management, Inc.

# Portfolio Overview (4)

# Japan Excellent, Inc.

Property Number	IV-2	IV-3	IV-4	IV-5	IV-6	IV-7	IV-8	IV-9	IV-10	Investment securities
Туре	Office	Office	Office	Office	Office	Office	Office	Office	Office	Office
Name	JEI Kyobashi Building	JEI Hiroshima Hacchobori Building	SE Sapporo Building	Aoba-dori Plaza	Daiwa Minami-morimachi Building	JEI Naha Building	Hiroshima Dai-ichi Seimei OS Building	Senshin Building	Sapporo Otemachi Building	Ark Hills Front Tower (Equity interest in anonymous association)
Location	Miyakojima Ward, Osaka City, Osaka	Naka Ward, Hiroshima City, Hiroshima	Kita Ward, Sapporo City, Hokkaido	Aoba Ward, Sendai City, Miyagi	Kita Ward, Osaka City, Osaka	Kumoji, Naha City, Okinawa	Minami Ward, Hiroshima City, Hiroshima	Aoba Ward, Sendai City, Miyagi	Chuo Ward, Sapporo City, Hokkaido	Akasaka, Minato Ward, Tokyo
Total floor area (m²)	10,021.32	9,919.93	23,644.22	22,737.38	12,759.65	4,371.94	10,696.54	2,766.22	9,792.75	24,207.77
Completion date	April 1987	February 1999	March 1989	July 1996	January 1990	June 1990	March 1989	October 1984	April 1984	January 2011
Acquisition date	September 2011	May 2012	March 2013	February 2014	February 2014	December 2015	June 2018	November 2019	December 2021	May 2022
Acquisition price (MN yen)	3,308	2,760	5,500	2,120	4,410	1,380	2,780	1,580	4,069	5,230
Investment ratio (%)	1.1	1.0	1.9	0.7	1.5	0.5	1.0	0.5	1.4	-
Period-end occupancy rate (%)	100.0	85.6	100.0	94.4	100.0	100.0	97.2	96.2	98.5	83.2
PML (%)	2.7	0.8	0.2	0.1	3.2	5.3	0.9	1.7	1.9	1.8
DBJ Green Building Certification	**	*	***	-	-	-	*	-	_	-

\*1 "Completion Date" is as of the time of initial construction described in the register.

\*2 "Acquisition Price" is the price recorded in sales agreements (excluding consumption tax for each property). Figures are rounded down to the nearest million yen.

\*3 "Investment Ratio" shows a ratio of the acquisition price for each property to total acquisition price as of August 18, 2022 (excluding Ark Hills Front Tower (equity interest in anonymous association)) and is rounded to the first decimal place.

\*4 "PML" is the earthquake PML calculated by Sompo Risk Management, Inc.