

# JAPAN REAL ESTATE INVESTMENT CORPORATION ANNOUNCEMENT OF ELEVENTH FISCAL PERIOD RESULTS

# 1. Summary of Financial Results

In the 11th fiscal period (six months ended March 31, 2007), Japan Real Estate Investment Corporation ("JRE") recorded operating revenues of 16,960 million yen\*, up 8.9% from the previous period. Operating profits rose 17.9% to 8,304 million yen. After deducting expenses for interest payments on loans and other costs, recurring profit increased 20.2% to 7,184 million yen and net income climbed 20.2% to 7,183 million yen.

JRE's policy with regard to profit appropriation is to distribute dividends of approximately 100% of taxable income in order to enjoy the tax benefit available under Article 67-15 of the Special Taxation Measures Law of Japan applicable to Japanese Real Estate Investment Trusts (J-REITs). For the period under review, we declared a cash dividend of 17,521 yen per unit.

Note: \*Includes gain from the exchange of properties totaling 459 million yen

#### 2. Results of Operations

## (1) Property Management and Acquisitions/Sales (Strengthening Portfolio Quality)

During the period under review, the Japanese economy continued to show a favorable trend, although the household sector displayed signs of weakness attributable to such factors as a general flattening out in consumer spending caused by a slowdown in income growth. Capital spending increased in an environment where profits in the corporate sector rose in response to growth in demand and an improvement in staffing conditions.

As a result of favorable corporate performance, the market for leased office space is seeing an increase in demand, which is leading to improved vacancy rates throughout the country. Demand is especially robust in central Tokyo, reflected in noticeably falling vacancy rates and climbing rents for new tenants.

Under these circumstances, JRE was able to maintain a high occupancy rate of 97.8% (as of March 31, 2007) by (1) acquiring top-level properties and upgrading building facilities through optimal refurbishment in order to maintain and improve functions; and (2) developing finely tuned building management policies from the perspective of tenants, while undertaking vigorous sales activities. In light of the recovery in the market for leased office space in central Tokyo, JRE has also undertaken concrete initiatives aimed at further increasing revenues and raising rent levels.

Regarding the property market, property values rose sharply as a result of expanding demand for residential and office properties amid the continuing economic recovery, as well as increased investment in real estate not only by J-REITs, but also by such entities as private



funds, pension funds and institutional investors. The official land prices announced in March 2007 saw commercial land values climb for the second consecutive year and residential land prices rise for the first time since 1991 after a period of prolonged decline.

In this sort of market environment, JRE undertook the acquisition of a competitive property as well as the following property exchange as part of revisions aimed at further strengthening the quality of its portfolio. As a result, JRE's properties as of March 31, 2007 consisted of 50 office buildings with a total acquisition amount of 441,276 million yen. Total leasable space was 397,928 m<sup>2</sup> (approximately 120,373 *tsubo*), with a total of 887 tenants.

	Transferred Property	Acquired Property
Name of Property	Mitsubishi Soken Building	Mitsubishi UFJ Trust and Banking Building
Location	Otemachi, Chiyoda-ku, Tokyo	Marunouchi, Chiyoda-ku, Tokyo
Type of Specified Asset	Trust beneficiary right in trust of real estate	Real property
Transfer / Acquisition Price	41,900 million yen	44,700 million yen

## (2) Finance Activities

For its finance activities, which are aimed at providing funds to repay loans and acquire new specified assets, JRE decided to issue 64,600 investment units by public offering on October 24, 2006. The offering raised 63,211,100,000 yen.

The amount raised by the new unit issue was used to repay ahead of schedule short-term loans of 4,500 million yen on October 31, 2006, and 58,000 million yen on November 24, 2006, respectively.

In addition to the above, as a result of converting short-term loans to long-term loans, on March 31, 2007, JRE had total interest-bearing debt of 140,000 million yen, consisting of 85,000 million yen in long-term loans, including a 6,000 million yen current portion of long-term loans; and outstanding investment corporation bonds with a par value of 55,000 million yen, including a 25,000 million yen current portion of investment corporation bonds. (Short-term loans have been repaid in full.)

JRE has received the following credit ratings.

Rating Agency	Issuer Credit Rating			
Standard & Poor's	Long-term: A+; Short-term: A-1; Outlook: Stable			
Moody's Investors Service	Rating: A1; Outlook: Stable			
Rating and Investment Information, Inc.	Rating: AA			



#### 3. Outlook

## (1) Operating Environment

Although it will be necessary to pay close attention to the impact of the U.S. economy on the Japanese market, as well as the impact of rising interest rates and increasing crude oil and raw material prices on corporate earnings performance, the stable, favorable turnabout in the Japanese economy centered on the corporate sector is expected to continue for the foreseeable future.

In the market for leased office space, both vacancy rates and rent levels are demonstrating favorable trends, supported by the active demand for office space spurred by the robust corporate performance.

On the other hand, when selecting buildings, tenants in this market are making increasingly stringent demands ranging from location, building quality and features to building management and value-added services. We anticipate that it will become even more important for suppliers to provide services that correctly and promptly reflect the needs of tenants and to deliver added value that differentiates their buildings from the competition.

In the real estate market, JRE expects active real estate investment to be continued by J-REITs, in addition to such entities as private funds, pension funds and institutional investors. Accordingly, we expect that competition to acquire prime properties in urban centers will become more intense.

#### **Property Management**

In accordance with the aforementioned, while business conditions in the market for leased office space are trending toward recovery, JRE adheres to the following management policies in order to maintain and improve earnings.

# (i) Strengthen relationships of trust with existing tenants and raise rent levels

As of March 31, 2007, JRE had contracts with 12 property management companies. Most of these companies were already managing their respective buildings before JRE acquired them, and so have built relationships of trust with their tenants. JRE will work to further strengthen these relationships by anticipating tenants' needs and providing tailored services in order to increase tenant satisfaction, and subsequently uncover additional demand for office space and raise rent levels. In addition, we are endeavoring to raise rent levels for those tenants whose rents are significantly below market value.

# (ii) Fill vacancies promptly

In cooperation with the property management companies mentioned above, JRE actively seeks the most appropriate tenants for each property, based on location and



features, in order to fill current and anticipated vacancies as rapidly as possible. We are also working to uncover additional demand for office floor space among our existing tenants.

#### (iii) Stabilize revenues

With the aim of stabilizing revenues, JRE is endeavoring to apply fixed- and long-term leasing agreements with its large-scale tenants.

#### (iv) Reduce management costs

JRE has introduced sound competitive principles for its 12 property management companies to follow. These companies are also revamping their management systems and cost structures on an ongoing basis.

### **Property Acquisitions and Sales**

JRE has adopted the following policies for acquiring properties.

- (i) To access important information quickly, JRE is enhancing its property information channels, including strengthening its relationships with building owners with whom it has previously conducted business. We are also working to develop new channels.
- (ii) In its acquisition activities, JRE will continue to meticulously monitor and examine economic, physical, and legal factors, including rights-related issues, while also taking business conditions into account when selecting properties. With regard to the structure of buildings, we require buildings to meet or exceed new earthquake-resistance standards and are targeting properties capable of maintaining a competitive edge in terms of the facilities they offer over the medium to long term.
- (iii) In accordance with its acquisition policies, JRE's general target for regional diversity of properties is for 70% or more of properties to be located within the Tokyo metropolitan area, with the remaining 30% or less located in other regional urban centers.

Under these policies, JRE will continue to acquire highly competitive properties while also considering suitable timing for the sales of properties in order to further strengthen the quality of its portfolio.

Concerning the financing of property acquisitions, JRE flexibly selects a variety of financial instruments, including the issue of investment corporation bonds, while monitoring



trends in financial markets. When procuring a loan, our policy is to minimize funding costs by negotiating with several qualified institutional investors before settling on a lender.

#### (2) Performance Forecasts

For the 12th fiscal period (April 1, 2007 to September 30, 2007), JRE forecasts operating revenues of 17,000 million yen, recurring profit of 7,000 million yen and net income of 7,000 million yen. We plan to declare a dividend of 17,090 yen per unit.

Our forecasts for the 13th fiscal period (October 1, 2007 to March 31, 2008) are operating revenues of 17,140 million yen, recurring profit of 7,070 million yen, and net income of 7,070 million yen and a cash dividend of 17,200 yen per unit.

The above estimates for the 12th and 13th periods are based on assumptions of the portfolio consisting of 50 properties as of March 31, 2007, and the acquisition of the 8·3 Square Kita Building on June 1, 2007. Estimates are subject to change in accordance with the acquisition or sale of other properties. The estimates are also based on the 410,000 investment units outstanding as of March 31, 2007, and on the assumption that the loan-to-value (LTV) ratio on will be at around the 30% level on September 30, 2007 and March 31, 2008.

After March 31, 2007, JRE plans to acquire the office building described below.

# 8-3 Square Kita Building

#### **Outline of the acquisition**

Asset to be acquired: Real property\*1
Scheduled acquisition date: June 1, 2007
Acquisition price: 7,100 million yen

#### **Outline** of the property

Location (Address): Kita 8 Nishi 3 32, Kita-ku, Sapporo City, Hokkaido\*2

Usaga: Office, shop\*2

Land area: 5,541.60 m<sup>2</sup> (Total land area for the 8 · 3 Square site)

Building area: 16,048.59 m<sup>2</sup> (Office building)

7\*3

48.38 m<sup>2</sup> (Multi-level parking structure)

Structure: Steel-reinforced concrete structure, flat roof

Above ground: 11 floors Below ground: 1 floor\*2

Completion date: December 2006

Type of ownership: (Land) Ownership (4,717,000/10,000,000 in site rights)

(Building) Ownership (All compartmentalized building units in the office building and the multi-level parking structure, and the

common area in the project site)

Total number of tenants:



Total leasable space:  $12,266 \text{ m}^{2*3}$ Total leased space:  $12,078 \text{ m}^{2*3}$ Occupancy rate: 98.5%

#### Notes:

- \*1 The asset to be acquired by JRE is land and a building of a complex, which were developed together with "8•3 Square D' Grafort Sapporo Station Tower" (residential building) under the "8•3 Square" redevelopment project. JRE will acquire the share of co-ownership in land of 8•3 Square, the 8•3 Square Kita Building (office building) and a multi-level parking structure.
- \*2 The location, usage and structure refer to the office building.
- \*3 Total number of tenants, total leasable space, total leased space and occupancy rate are projections for the office building as of the scheduled acquisition date (June 1, 2007).

# **Income Statement for the 11th Period**



(In millions of yen, except for dividend per unit )

	11t	h Period (182 da	iys)	10th Period		
Item	Existing properties and additional shares of ownership acquired Total		(183 days)	Change	% Change	
Operating Revenues	16,666	293	16,960	15,570	1,389	8.9%
Rental revenues	16,105	291	16,397	15,066		
Non-rental revenues	101	1	103	102		
Gain from transfer of properties	459	0	459	400		
Property-Related Expenses (excluding depreciation)	5,091	108	5,200	4,829	370	7.7%
Property management expenses	1,768	47	1,815	1,766		
Utilities expenses	1,119	14	1,133	1,198		
Property and other taxes	1,240	0	1,241	1,271		
Casualty insurance	37	0	38	38		
Repairing expenses	877	39	916	513		
Other rental expenses	47	6	54	40		
NOI (excluding gain from transfer of properties)	11,115	184	11,300	10,339	960	9.3%
Depreciation	2,630	86	2,717	2,682		
Gross Operating Profits	8,943	98	9,042	8,058	983	12.2%
Administrative Expenses			737	1,016	-278	- 27.4%
Asset management fees			452	653		
Other administrative expenses	284			363		
Operating Profits	8,304			7,041	1,262	17.9%
Non-Operating Revenues			37	7	29	380.4%
Interest income			36	4		
Other non-operating revenues		1				
Non-Operating Expenses			1,157	1,072	84	7.9%
Interest expense			666	646		
Interest expense on investment corporation bonds			376	376		
Amortization of investment corporation bond issuance costs			9	9		
Other non-operating expenses			104	39		
Recurring Profits			7,184	5,977	1,207	20.2%
Income before Income Taxes			7,184	5,977	1,207	20.2%
Income taxes, etc.			0	1		
Net Income			7,183	5,976	1,207	20.2%
Retained Earnings at end of period			7,183	5,976		
FFO (Net Income+Depreciation)			9,901	8,658	1,242	14.4%
(. tot moome . Baptaolation)			0,001	0,000	1,272	14.470
Dividend per Unit			17,521	17,302		

<sup>\*</sup> New properties and additional shares of ownership acquired: Nishiki Park Building (acquisition of initial and additional shares of ownership), Mitsubishi UFJ Trust and Banking Building

# **Balance Sheet for the 11th Period**



 $(\hbox{In millions of yen})$ 

ltan.	11th Period-end	10th Period-end	Oh an ma	Reason for change		
Item	(Mar 31, 07)	(Sep 30, 06)	Change			
Current Assets						
Cash and entrusted cash	13,877	21,102	-7,225			
Other current assets	1,764	401	1,363			
Total Current Assets	15,642	21,504	-5,862			
Fixed Assets						
Property and Equipment						
Buildings (including those held in trust)	144,450	136,599	7,850			
Structures (including those held in trust)	1,639	1,530	109	Increased due to		
Machinery and equipment (including that held in trust)	2,206	2,151	54	<ul> <li>acquisition of properties</li> <li>and capital expenditure,</li> <li>and decreased due to</li> </ul>		
Land (including that held in trust)	293,773	291,407	2,366	transfer of properties		
Accumulated depreciation	-18,089	-16,023	-2,065			
Total Property and Equipment	423,981	415,666	8,314			
Intangible Assets						
Leasehold rights, etc. (including those held in trust)	3,032	2,941	91			
Total Intangible Assets	3,032	2,941	91			
Investments and Other Assets						
Investment securities	1,272	1,004	268			
Long-term prepaid expenses, etc.	24	16	8			
Total Investments and Other Assets	1,297	1,021	276			
Total Fixed Assets	428,310	419,628	8,682			
Deferred Assets						
Deferred investment corporation bond issuance costs	19	29	-9			
Total Deferred Assets	19	29	-9			
Total Assets	443,973	441,163	2,810			



# (In millions of yen)

	i	(III IIIIIIIOIIS OI yeii)			
Item	11th Period-end 10th Period-end		Change	Reason for Change	
11.1399	(Mar 31, 07)	(Sep 30, 06)			
Liabilities					
Current Liabilities					
Short-term loans	0	64,500	-64,500	Decreased due to repayment of short-term loans and conversion to long-term loans	
Current portion of long-term loans	6,000	6,000	0		
Current portion of investment corporation bonds	25,000	25,000	0		
Rent received in advance	2,102	2,425	-322		
Other current liabilities	2,927	2,902	24		
Total Current Liabilities	36,029	100,827	-64,797		
Long-term Liabilities					
Investment corporation bonds	30,000	30,000	0		
Long-term loans	79,000	77,000	2,000	Increased due to conversion from short-term loans to long-term loans	
Deposits received from tenants	27,075	25,886	1,189	Changed due to property acquisitions and transfers	
Other long-term liabilities	0	0	0		
Total Long-term Liabilities	136,075	132,886	3,189		
Total Liabilities	172,105	233,714	-61,608		
Unitholders' Equity					
Unitholders' Capital	264,683	201,472	63,211	Increased due to issurance of investment units	
Retained Earnings	7,183	5,976	1,207		
Total Unitholders' Equity	271,867	207,449	64,418		
Total Liabilities and Unitholders' Equity	443,973	441,163	2,810		

# **Property Data**



(In millions of yen) (In thousands of yen)

								(In thousands of yen)
Ar	ea	Name	11th Period Appraisal Value (Mar 31, 07)	10th Period Appraisal Value (Sep 30, 06)	Amount of Difference	11th Period Book Value (Mar 31, 07)	11th Period Appraisal Value-Book Value	Acquisition Price
		Genki Medical Plaza	` ' '		10			5 000 000
			6,220 83.900	6,210		5,156 81.341	1,063	5,000,000
		Kitanomaru Square	,	82,700	1,200	- /-	2,558	81,555,500
		MD Kanda Bldg.	10,200	9,680	520	9,195	1,004	9,520,000
		Kandabashi Park Bldg.	5,600	5,210	390	4,651	948	4,810,000
		Nibancho Garden	16,400	16,100	300	14,479	1,920	14,700,000
		Burex Kojimachi Bldg.	6,930	6,930	0	6,936	-6	7,000,000
		Sanno Grand Bldg.	26,800	25,100	1,700	21,780	5,019	20,900,000
		Yurakucho Denki Bldg.	7,980	7,610	370	7,679	300	7,200,000
		Kodenmacho Shin-Nihonbashi Bldg.	3,430	3,420	10	2,916	513	3,173,000
		Burex Kyobashi Bldg.	6,610	6,240	370	5,137	1,472	5,250,000
		Ginza Sanwa Bldg.	17,500	17,300	200	17,081	418	16,830,000
		Ryoshin Ginza East Mirror Bldg.	4,790	4,650	140	5,438	-648	5,353,500
		Aoyama Crystal Bldg.	8,900	8,770	130	7,595	1,304	7,680,000
		Shiba 2Chome Daimon Bldg.	6,990	6,930	60	4,955	2,034	4,859,000
	23 Wards	Cosmo Kanasugibashi Bldg.	3,560	3,470	90	2,610	949	2,808,000
Tokyo		Shinwa Bldg.	8,450	8,270	180	7,818	631	7,830,000
Metropolitan		Tokyo Opera City Bldg.	11,600	11,300	300	9,099	2,500	9,350,000
Area		Takanawadai Bldg.	2,780	2,730	50	2,573	206	2,738,000
		Higashi-Gotanda 1Chome Bldg.	6,720	6,700	20	5,361	1,358	5,500,000
		Omori-Eki Higashiguchi Bldg.	5,520	5,460	60	4,613	906	5,123,000
		Nippon Brunswick Bldg.	8,480	8,090	390	6,737	1,742	6,670,000
		Yoyogi 1Chome Bldg.	11,800	10,100	1,700	8,426	3,373	8,700,000
		da Vinci Harajuku	6,090	6,080	10	4,954	1,135	4,885,000
		Jingumae Media Square Bldg.	15,300	15,100	200	12,093	3,206	12,200,000
		Shibuya Cross Tower	45,800	43,300	2,500	38,454	7,345	34,600,000
		Ebisu Neonato	5,520	5,370	150	3,905	1,614	4,100,000
		Harmony Tower	12,700	11,800	900	8,645	4,054	8,500,000
		Otsuka Higashi-Ikebukuro Bldg.	3,500	3,480	20	3,330	169	3,541,000
		lkebukuro 2Chome Bldg.	1,560	1,540	20	1,640	-80	1,728,000
		lkebukuro YS Bldg.	5,570	5,150	420	4,706	863	4,500,000
	Excluding 23	Hachioji First Square	3,390	3,300	90	3,225	164	3,300,000
	Wards	Saitama Urawa Bldg.	2,550	2,550	0	2,430	119	2,574,000
		Kawasaki Isago Bldg.	3,360	3,360	0	2,963	396	3,375,000
		Jozenji Park Bldg.	1,070	1,070	0	1,018	51	1,000,000
		Sendai Honcho Honma Bldg.	3,600	3,450	150	2,909	690	3,174,000
		Kanazawa Park Bldg.	6,300	5,610	690	4,354	1,945	4,580,000
		Hirokoji Tokio Marine Nichido Bldg.	1,680	1,680	0	1,707	-27	1,680,000
		Nagoya Hirokoji Bldg.	15,900	15,900	0	14,098	1,801	14,533,000
		Nagoya Misono Bldg.	1,890	1,890	0	1,656	233	1,865,000
		Kyoto Shijo Kawaramachi Bldg.	2,140	2,140	0	2,895	-755	2,650,000
Other Ma	jor Cities	Sakaisujihonmachi Bldg.	4,700	4,610	90	4,014	685	4,164,000
		Midosuji Daiwa Bldg.	16,800		900	13,624	3,175	14,314,000
		Kobe Itomachi Bldg.	951	951	0	1,341	-390	1,436,000
Lit City Bldg.  NHK Hiroshima Broadcasting Center Bldg. Tosei Tenjin Bldg.  Tenjin Crystal Bldg.  Hinode Tenjin Bldg.		, ,	5,400	5,220	180	4,588	811	4,650,000
			1,780	1,550	230	1,274	505	1,320,000
		, ,	1,510	1,480	30	1,406	103	1,550,000
			4,970	4,970	0	4,961	8	5,000,000
		3,640	3,580	60	3,521	118	3,657,000	
	Total (48 properties)		448,831	434,001	14,830	391,310	57,520	391,426,000
	cquired after	Mitsubishi UFJ Trust and Banking Bldg.	44,700	-	-	30,503	14,196	44,700,000
the 10th		Nishiki Park Bldg.	5,210	-	-	5,199	10	5,150,000
	То	tal (50 properties)	498,741	-	-	427,013	71,727	441,276,000

<sup>\*</sup> Appraisal values are those determined by an institutional appraiser for the 10th and 11th periods at the end of the fiscal period.

(In millions of yen)

(In thousands of yen)

Area	Name	Appraisal Value at Acquisition					Acquisition Price
Property Acquired after the 11th Period	8·3 Square Kita Bldg.	7,190	-	1	1	-	7,100,000
	Total	7,190	-	-	-	-	7,100,000