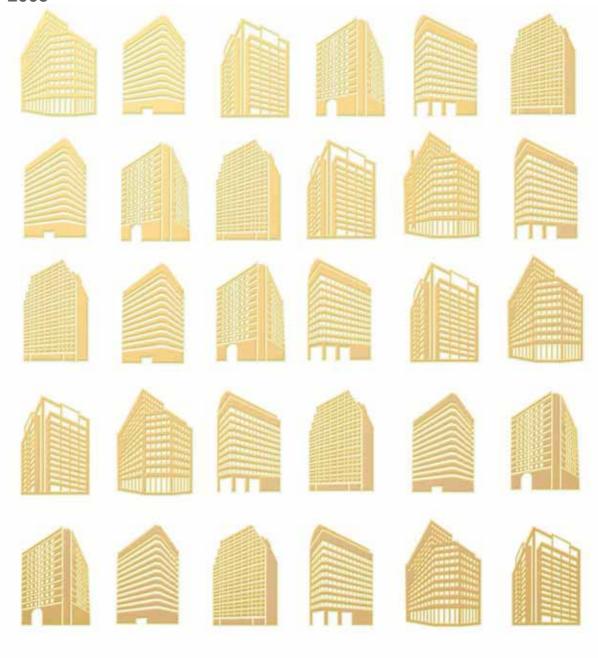
# Japan Real Estate Investment Corporation Performance Review for the Seventh Period (Ended March 31, 2005)



May 2005



Japan Real Estate Asset Management Co., Ltd.
Ryoichi Kakehashi, President & CEO





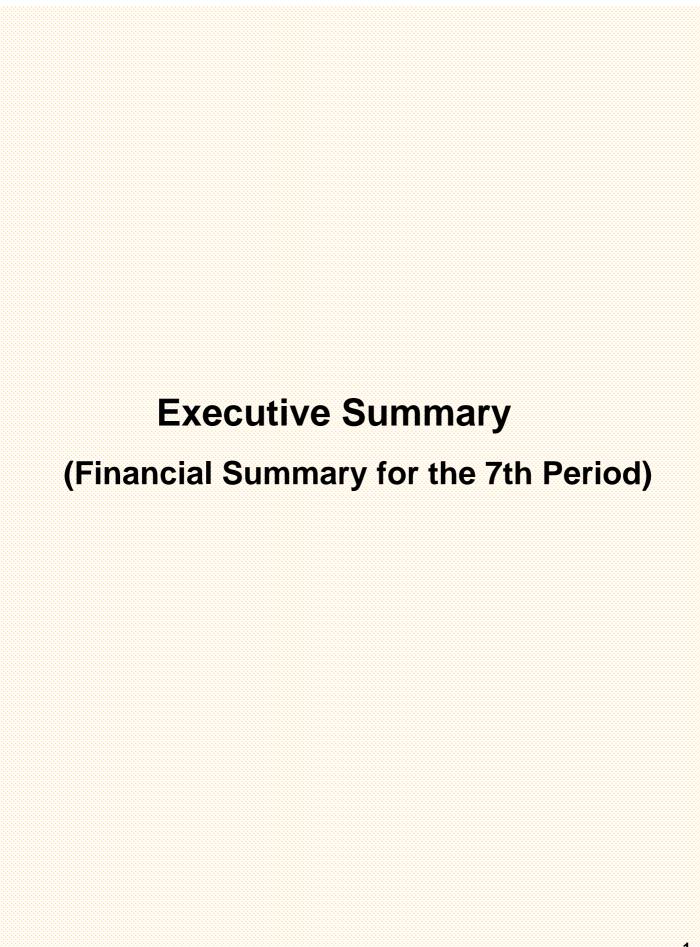
## **Executive Summary** (Financial Summary for the 7th Period)

| <ul><li>Financial Summary for the 7th Period</li></ul>                         | 2.3     |
|--|---------|
| <ul><li>Summary of Debts</li></ul>   | 4.5     |
| <ul> <li>Unitholder Data (Composition and Major Unitholders)</li> </ul>        | 6.7     |
| <ul><li>Property Data</li></ul>  | 8       |
| <ul> <li>Properties Acquired in the 7th and 8th Period</li> </ul>              |         |
| Higashi Gotanda 1-Chome Building, Sanno Grand Building                         | 9       |
| Jozenji Park Building, Harmony Tower   | 10      |
| Ginza Sanwa Building, Ryoshin Ginza East Mirror Building                       | 11      |
| Hachioji Dai-Ichi-Seimei Building, Nibancho Garden                             | 12      |
| <ul> <li>Acquisition of Preferred Capital Contribution Certificates</li> </ul> | 13      |
| <ul><li>Forecast Property Occupancy Rates</li></ul>                            | 14      |
| <ul><li>Unit Price Performance After IPO</li></ul>                             | 15      |
| <ul><li>Management Policy</li></ul>  | 16 · 17 |
| Executive Summary (History after IPO)  |         |
| <ul><li>History of Key Words</li></ul>   | 20      |
| <ul><li>History after IPO (Performance)</li></ul>                              | 21      |
| <ul> <li>History after IPO (External Growth)</li> </ul>                        | 22      |
| History after IPO (Credit Ratings)   | 23      |
| History after IPO (Market Capitalization)                                      | 24 · 25 |
| 1 . Details of the 7th Period  |         |
| Income Statement for the 7th Period  | 28.29   |
| <ul><li>Balance Sheet for the 7th Period</li></ul>                             | 30 · 31 |
| <ul><li>Cash Flow and Dividend Statement for the 7th Period</li></ul>          | 32      |
| <ul> <li>Comparison of Financial Ratios</li> </ul>                             | 33      |
| 2 . Overview of Property Portfolio   |         |
| <ul><li>Property Data</li></ul>  | 36.37   |
| <ul><li>Property Data (Performance by property)</li></ul>                      | 38.39   |
| Geographical Diversification and Earthquake Risk                               | 40 · 41 |



| <ul><li>Tenant Data (Diversification)</li></ul>                              | 42 · 43 |
|--|---------|
| <ul><li>Tenant Data (Major Tenants)</li></ul>                                | 44 · 45 |
| <ul><li>Tenant Data (Stability)</li></ul>                                    | 46      |
| <ul><li>Tenant Data (Tenant Activities in the 7th Period)</li></ul>          | 47      |
| <ul><li>Internal Growth (Cost Reduction)</li></ul>                           | 48 · 49 |
| <ul><li>Internal Growth (Renovation Work)</li></ul>                          | 50.51   |
| <ul><li>External Growth (Acquisition Plan)</li></ul>                         | 52      |
| 3 . Business Forecasts   |         |
| <ul> <li>Income Statement Forecast</li> </ul>                                | 54.55   |
| <ul> <li>Balance Sheet Forecast for the 8th Period</li> </ul>                | 56 · 57 |
| 4 . Appendix   |         |
| <ul><li>Unit Price Performance (the 7th Period)</li></ul>                    | 60      |
| <ul><li>Unit Price performance (Relative to Major Indices)</li></ul>         | 61      |
| Interest Rate Comparison of Japan and U.S.                                   | 62      |
| <ul><li>Yield Spread Comparison</li></ul>                                    | 63      |
| <ul><li>Historical Dividend Yield of JRE Unit</li></ul>                      | 64      |
| <ul><li>Historical Volatility and Market Capitalization</li></ul>            | 65      |
| <ul><li>Performance Comparison (the 6th Period vs. the 7th Period)</li></ul> | 66 · 67 |
| <ul> <li>Difference in IPO Procedures</li> </ul>                             | 68      |
| <ul><li>Changes in Systems and Polices that affect J-REIT</li></ul>          | 69      |
| <ul><li>Quake-Resistance Standards</li></ul>                                 | 70 · 71 |
| <ul><li>Environment Surrounding Office Building Market</li></ul>             | 72.73   |
| <ul><li>Structure of JRE</li></ul>   | 74      |
| The Four S's that support JRE's Growth                                       | 75      |
| <ul> <li>Comparison of Unitholder Composition</li> </ul>                     | 76      |
| <ul> <li>Disclaimer on Forecasts</li> </ul>                                  | 77      |

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## Financial Summary for the 7th Period



## Financial Summary for the 7th Period and Forecast

In millions of yen

|                             | 9th Period<br>Forecast | 8th Period<br>Forecast | 7th Period             | 6th Period             |
|-----------------------------|------------------------|------------------------|------------------------|------------------------|
|                             | (Mar 31 2006)          | (Sep 30 2005)          | (Mar 31 2005)          | (Sep 30 2004)          |
|                             | Oct 2005-Mar 2006      | Apr 2005-Sep 2005      | Oct 2004-Mar 2005      | Apr 2004-Sep 2004      |
| Operating Revenue           | 12,800                 | 12,800                 | 10,747                 | 10,151                 |
| (prior 6 month period)      |                        |                        | (+5.9%)                | (+6.2%)                |
| Operating Profit            | 6,100                  | 6,100                  | 4,701                  | 4,358                  |
| (prior 6 month period)      |                        |                        | (+7.9%)                | (+0.4%)                |
| Recurring Profit            | 5,400                  | 5,400                  | 4,121                  | 3,831                  |
| (prior 6 month period)      |                        |                        | (+7.6%)                | (+0.7%)                |
| Net Income                  | 5,400                  | 5,400                  | 4,120                  | 3,830                  |
| (prior 6 month period)      |                        |                        | (+7.6%)                | (+0.7%)                |
| Total Assets                | -                      | -                      | 322,358                | 257,372                |
| Total Liabilities           | -                      | -                      | 184,789                | 120,093                |
| Total Unitholder<br>Equity  | -                      | -                      | 137,569                | 137,279                |
| LTV                         | -                      | -                      | 49.3%                  | 38.5%                  |
| Unit Price (period-<br>end) | -                      | -                      | 875,000 yen            | 875,000 yen            |
| Market Capitalization       | -                      | -                      | 227,850                | 227,850                |
| Units Outstanding           | 345,400 units          | 345,400 units          | 260,400 units          | 260,400 units          |
| Dividends per Unit          | 15,900 yen             | 15,800 yen             | 15,824 yen             | 14,711 yen             |
| Number of Properties        | 47                     | 47                     | 46                     | 39                     |
| Rentable Area               | 345,322 <sub>m</sub> ² | 345,322m²              | 336,026 <sub>m</sub> ² | 293,105 <sub>m</sub> ² |
| Occupancy Rate              | -                      | 97.7%                  | 97.6%                  | 93.6%                  |
| Key word                    | -                      | -                      | First Summit           | Slow Ahead             |

<sup>\*</sup> Information as of the end of each fiscal period

<sup>\*</sup> Assumptions for Performance Forecast:

Performance forecast for the 8th and 9th Periods is based on 47 properties whose acquisitions have been released as of May 18, 2005, disregarding additional acquisitions in future periods.

The maximum risk of decreasing revenues (due to rent reductions or termination of contracts) is assumed, including the falls already confirmed.

Vacant spaces will be leased gradually over time.



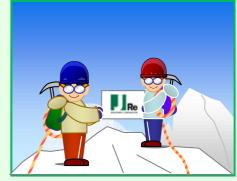
#### Comments for the 7th period

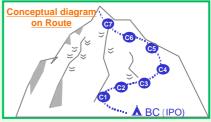
#### "Key word: First Summit (many thanks to be here)"

- ◆ Accomplished the external growth target of "300 billion yen" one year ahead of schedule.
- Continuous growth in revenues and profits over seven consecutive periods since IPO
- JRE acquired the following new properties in the 7th period:
  - · Higashi Gotanda 1-Chome Building
  - · Sanno Grand Building
  - · Jozenji Park Building
  - · Harmony Tower
  - · Ginza Sanwa Building
  - ·Ryoshin Ginza East Mirror Building
  - · Hachioji Dai-ichi-Seimei Building
  - ·Nibancho Garden (acquired as of April 1, 2005)
  - · Preferred capital contribution certificates issued by Harumi Front TMK
- Property management
  - JRE maintained stable revenues and achieved a high occupancy rate of 97.6% at the end of the 7th period.
- Financial condition
  - ·Moody's Investors Service upgraded the rating of JRE from A2 to A1 on November 11, 2004.
  - ·JRE acquired an AA credit rating from Rating and Investment Information, Inc. (R&I) on December 20, 2004.

## Forecasted Revenues and Profits for the 8th and 9th periods

- Continuous growth in revenues and profits in the 8th period is forecasted due to the contribution from the properties acquired in the 7th period.
- The occupancy rate at the end of the 8th period is estimated to be 97.7%.





## **Summary of Debts**



## The 7th Period (as of March 31, 2005)

|            | Lender   | Borrowing Date | EOB (millions of yen) | Interest (%)* | Repayment Date |
|------------|--|----------------|-----------------------|---------------|----------------|
|            | The Yamanashi Chuo Bank, Ltd.  | 2004/6/15      | 2,000                 | 0.42832       | 2005/6/15      |
|            | The Daishi Bank, Ltd.  | 2004/10/29     | 2,000                 | 0.26          | 2005/10/29     |
|            | The Mitsubishi Trust & Banking Corporation                           | 2005/1/31      | 11,000                | 0.325         | 2005/5/31      |
|            | The Mitsubishi Trust & Banking Corporation                           | 2005/2/28      | 8,000                 | 0.3241        | 2005/5/11      |
|            | The Chugoku Bank, Ltd.   | 2005/3/9       | 3,000                 | 0.295         | 2005/5/18      |
|            | The Daishi Bank, Ltd.  | 2005/3/9       | 3,000                 | 0.295         | 2005/5/18      |
|            | The Hachijuni Bank, Ltd.   | 2005/3/9       | 2,000                 | 0.295         | 2005/5/18      |
| Short-term | The Kagoshima Bank, Ltd.   | 2005/3/9       | 2,000                 | 0.295         | 2005/5/18      |
| Borrowing  | The Joyo Bank, Ltd.  | 2005/3/9       | 2,000                 | 0.295         | 2005/5/18      |
|            | The Iyo Bank, Ltd.   | 2005/3/9       | 2,000                 | 0.295         | 2005/5/18      |
|            | The Mitsubishi Trust & Banking Corporation                           | 2005/3/15      | 5,000                 | 0.2883        | 2005/5/11      |
|            | The Chugoku Bank, Ltd.   | 2005/3/24      | 2,000                 | 0.2883        | 2005/5/24      |
|            | The Hachijuni Bank, Ltd.   | 2005/3/24      | 2,000                 | 0.2883        | 2005/5/24      |
|            | National Mutual Insurance Federation of<br>Agricultural Cooperatives | 2005/3/31      | 3,000                 | 0.2883        | 2005/5/18      |
|            | Shinsei Bank Limited.  | 2005/3/31      | 14,000                | 0.2883        | 2005/5/11      |
|            | Total  | •              | 63,000                | •             |                |

<sup>\*</sup> Interest rates are weighted average rates calculated by days.

|           | Lender   | Borrowing Date | EOB (millions of yen) | Interest (%) | Repayment Date                       |
|-----------|--|----------------|-----------------------|--------------|--------------------------------------|
|           | The Bank of Tokyo-Mitsubishi, Ltd.                                   |                | 6,000                 |              |                                      |
|           | Mizuho Corporate Bank, Ltd.  |                | 6,000                 |              | Expected Principal<br>Repayment Date |
|           | The Sumitomo Trust & Banking Co., Ltd.                               | 2001/9/25      | 5,200                 | 1.12         | 2006/6/23                            |
|           | The Mitsubishi Trust & Banking Corporation                           |                | 5,200                 |              | Final Principal<br>Repayment Date    |
|           | Sompo Japan Insurance Inc.   |                | 1,600                 |              | 2008/6/23                            |
|           | The Iyo Bank, Ltd.   | 2004/3/24      | 2,000                 | 1.0575       | 2009/3/24                            |
| Long-term | The Dai-ichi Mutual Life Insurance Company                           | 2004/3/30      | 5,000                 | 1.015        | 2009/3/30                            |
| Borrowing | The Taiyo Life Insurance Company                                     | 2004/3/30      | 2,000                 | 1.47125      | 2011/3/30                            |
|           | The Chugoku Bank, Ltd.   | 2004/6/15      | 3,000                 | 0.90875      | 2007/6/15                            |
|           | The Bank of Fukuoka  | 2004/8/31      | 3,000                 | 0.78375      | 2007/8/31                            |
|           | Mitsui Life Insurance Co., Ltd.                                      | 2004/8/31      | 5,000                 | 1.50125      | 2011/8/31                            |
|           | Mitsui Life Insurance Co., Ltd.                                      | 2004/10/29     | 2,000                 | 1.55         | 2012/10/29                           |
|           | National Mutual Insurance Federation of<br>Agricultural Cooperatives | 2004/11/1      | 5,000                 | 1.33125      | 2011/11/1                            |
|           | Total  |                | 51,000                |              |                                      |

|                           | Bond                            | Issue Date | EOB (millions of yen) | Interest (%) | Maturity Date |
|---------------------------|---------------------------------|------------|-----------------------|--------------|---------------|
|                           | 1st Investment Corporation Bond | 2002/6/21  | 25,000                | 1.32         | 2007/6/21     |
| Investment<br>Corporation | 2nd Investment Corporation Bond | 2003/4/30  | 10,000                | 0.69         | 2008/4/30     |
| Bonds                     | 3rd Investment Corporation Bond | 2003/4/30  | 10,000                | 0.98         | 2010/4/30     |
|                           | Total                           | •          | 45,000                | •            |               |

| Total amount of interest-bearing debt as of the 7th period end 159,000 million yen | Total amount | of Interest-bearing debt as of the 7th period end | 159,000 | million yen |
|--|--------------|---|---------|-------------|
|--|--------------|---|---------|-------------|

- The weighted average interest rate is 0.81% based on the amount of debt at the end of the period.
- Duration (as of the end of the seventh period) is 0.15 year (approximately 2 months) for short-term borrowing, 3.14 years (approximately 3 years and 2 months) for the long-term debt (long-term borrowing and investment corporation bonds).



## Reference: the 6th Period (as of September 30, 2004)

|            | Lender                                     | <b>Borrowing Date</b> | EOB (millions of yen) | Interest Rate(%)* | Repayment Date |
|------------|--|-----------------------|-----------------------|-------------------|----------------|
|            | The Chugoku Bank, Ltd.                     | 2004/3/24             | 2,000                 | 0.4153            | 2005/3/24      |
|            | The Hachijuni Bank, Ltd.                   | 2004/3/24             | 2,000                 | 0.4153            | 2005/3/24      |
|            | The Yamanashi Chuo Bank, Ltd.              | 2004/6/15             | 2,000                 | 0.4225            | 2005/6/15      |
| Short-term | The Bank of Tokyo-Mitsubishi, Ltd.         |                       | 1,000                 |                   |                |
| borrowing  | Mizuho Corporate Bank, Ltd.                | 2004/7/30             | 1,000                 | 0.49              | 2004/10/29     |
|            | The Sumitomo Trust & Banking Co., Ltd.     |                       | 1,000                 | 0.49              | 2004/10/29     |
|            | The Mitsubishi Trust & Banking Corporation |                       | 1,000                 |                   |                |
|            | Total                                      |                       | 10,000                |                   |                |

<sup>\*</sup> Interest rates are weighted average rates calculated by days.

|           | Lender                                      | <b>Borrowing Date</b> | EOB (million of yen) | Interest (%) | Repayment Date                       |
|-----------|---|-----------------------|----------------------|--------------|--------------------------------------|
|           | The Bank of Tokyo-Mitsubishi, Ltd.          |                       | 6,000                |              |                                      |
|           | Mizuho Corporate Bank, Ltd.                 |                       | 6,000                |              | Expected principal<br>Repayment Date |
|           | The Sumitomo Trust & Banking Co., Ltd.      | 2001/9/25             | 5,200                | 1.12         | 2006/6/23                            |
|           | The Mitsubishi Trust & Banking Corporation  |                       | 5,200                |              | Final Principal<br>Repayment Date    |
|           | Sompo Japan Insurance Inc.                  |                       | 1,600                |              | 2008/6/23                            |
| Long-Term | The Iyo Bank, Ltd.                          | 2004/3/24             | 2,000                | 1.0575       | 2009/3/24                            |
| Borrowing | The Dai-ichi Mutural Life Insurance Company | 2004/3/30             | 5,000                | 1.015        | 2009/3/30                            |
|           | The Taiyo Life Insurance Company            | 2004/3/30             | 2,000                | 1.47125      | 2011/3/30                            |
|           | The Chugoku Bank, Ltd.                      | 2004/6/15             | 3,000                | 0.90875      | 2007/6/15                            |
|           | The Bank of Fukuoka                         | 2004/8/31             | 3,000                | 0.78375      | 2007/8/31                            |
|           | Mitsui Life Insurance Co., Ltd.             | 2004/8/31             | 5,000                | 1.50125      | 2011/8/31                            |
|           | Total                                       |                       | 44,000               | •            |                                      |

|                        | Bond                            | Issue Date | EOB (millions of yen) | Interest rate (%) | Maturity Date |
|------------------------|---------------------------------|------------|-----------------------|-------------------|---------------|
|                        | 1st Investment Corporation Bond | 2002/6/21  | 25,000                | 1.32              | 2007/6/21     |
| Investment Corporation | 2nd Investment Corporation Bond | 2003/4/30  | 10,000                | 0.69              | 2008/4/30     |
|                        | 3rd Investment Corporation Bond | 2003/4/30  | 10,000                | 0.98              | 2010/4/30     |
|                        | Total                           |            | 45,000                |                   |               |

| Total amount of interest-bearing debt as of 6th peirod end | 99,000 million yen |
|--|--------------------|
|--|--------------------|

- The weighted average interest rate is 1.05% based on the amount of debt at the end of the period.
- Duration (as of the end of the sixth period) is 0.37 year (approximately 4 months) for short-term borrowing, 3.34 years (approximately 3 years and 4 months) for the long-term debt (long-term borrowing and investment corporation bonds).

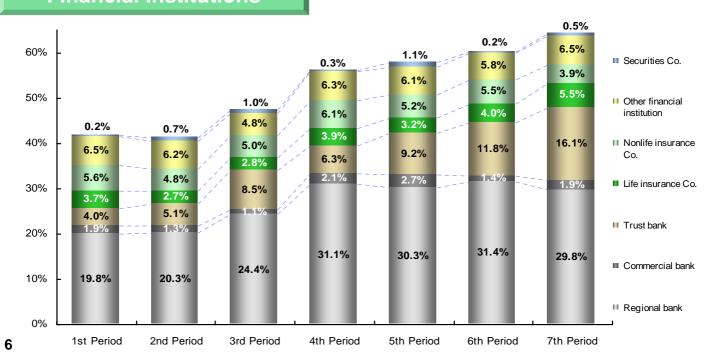
## **Unitholder Data (Composition)**



### **Unitholder Composition**



### **Financial Institutions**



## **Unitholder Data (Major Unitholders)**



## Number of Unitholders by Sector

|                        | 3rd Pe      | eriod  | 4th Pe      | 4th Period |             | 5th Period |             | riod   | 7th Period  |        |
|------------------------|-------------|--------|-------------|------------|-------------|------------|-------------|--------|-------------|--------|
|                        | Unitholders | %      | Unitholders | %          | Unitholders | %          | Unitholders | %      | Unitholders | %      |
| Individuals            | 14,897      | 96.0%  | 13,810      | 95.6%      | 16,047      | 95.6%      | 14,592      | 95.1%  | 14,447      | 94.9%  |
| Financial Institutions | 126         | 0.8%   | 152         | 1.1%       | 186         | 1.1%       | 189         | 1.2%   | 203         | 1.3%   |
| Other Corporations     | 377         | 2.4%   | 352         | 2.4%       | 398         | 2.4%       | 377         | 2.5%   | 357         | 2.3%   |
| Foreign Corporations   | 120         | 0.8%   | 137         | 0.9%       | 163         | 1.0%       | 185         | 1.2%   | 212         | 1.4%   |
| Total                  | 15,520      | 100.0% | 14,451      | 100.0%     | 16,794      | 100.0%     | 15,343      | 100.0% | 15,219      | 100.0% |

## Top 10 Unitholders

## 7th period

| Company   | Units  | % of Total Units Outstanding |
|---|--------|------------------------------|
| Japan Trustee Services Bank, Ltd. (Shintaku Acc.) | 16,126 | 6.19%                        |
| The Master Trust Bank of Japan (Shintaku Acc.)    | 11,650 | 4.47%                        |
| Mitsubishi Estate Co., Ltd.                       | 10,160 | 3.90%                        |
| The Chugoku Bank, Ltd.                            | 9,295  | 3.57%                        |
| Tokio Marine & Nichido Fire Insurance Co., Ltd.   | 8,120  | 3.12%                        |
| Trust & Custody services Bank, Ltd. (Toshin Acc.) | 7,869  | 3.02%                        |
| The Yamanashi Chuo Bank, Ltd.                     | 7,300  | 2.80%                        |
| The Joyo Bank ltd.                                | 6,008  | 2.31%                        |
| The Dai-ichi Mutual Life Insurance Company        | 4,920  | 1.89%                        |
| The Bank of Ikeda, Ltd.                           | 4,704  | 1.81%                        |

## 6th period

| Company   | Units  | % of Total Units Outstanding |
|---|--------|------------------------------|
| Japan Trustee Services Bank, Ltd. (Shintaku Acc.) | 11,531 | 4.43%                        |
| Mitsubishi Estate Co., Ltd.                       | 10,160 | 3.90%                        |
| The Chugoku Bank, Ltd.                            | 8,995  | 3.45%                        |
| State Street Bank and Trust Company               | 8,646  | 3.32%                        |
| Tokio Marine & Nichido Fire Insurance Co., Ltd.   | 8,120  | 3.12%                        |
| The Yamanashi Chuo Bank, Ltd.                     | 7,300  | 2.80%                        |
| The Master Trust Bank of Japan (Shintaku Acc.)    | 7,085  | 2.72%                        |
| North Pacific Bank, Ltd.                          | 7,067  | 2.71%                        |
| Trust & Custody Services Bank, Ltd. (Toshin Acc.) | 6,996  | 2.69%                        |
| The Bank of Ikeda, Ltd.                           | 5,566  | 2.14%                        |

## **Property Data**



(In millions (In thousands of ven) of ven)

|  |                  |   |                                  |                                  | of yen)                  | of yen)              |            |                       |                   |
|--|------------------|---|----------------------------------|----------------------------------|--------------------------|----------------------|------------|-----------------------|-------------------|
| Are                                      | a                | Name  | 7th Period<br>Appraisal<br>Value | 6th Period<br>Appraisal<br>Value | 7th Period<br>Book Value | Acquisition<br>Price | Year Built | Rentable<br>Area (m²) | Occupancy<br>Rate |
|  |                  | Carli Madiaal Blass                           | (Mar 31, 05)                     | (Sep 30, 04)                     | (Mar 31, 05)             | 5,000,000            | 4005       | (Mar 31, 05)          | (Mar 31, 05)      |
|  |                  | Genki Medical Plaza                           | 5,890                            | 5,700                            | 5,225                    | 5,000,000            | 1985       | 4,791                 | 100.0%            |
|  |                  | MD Kanda Building                             | 8,140                            | 8,130                            | 9,375                    | 9,520,000            | 1998       | 6,269                 | 100.0%            |
|  |                  | Kandabashi Park Building                      | 4,890                            | 4,840                            | 4,748                    | 4,810,000            | 1993       | 3,687                 | 100.0%            |
|  |                  | Mitsubishi Soken Building                     | 30,400                           | 30,400                           | 27,025                   | 27,267,000           | 1970       | 18,006                | 100.0%            |
|  |                  | Yurakucho Denki Building                      | 7,030                            | 6,820                            | 7,599                    | 7,200,000            | 1975       | 4,694                 | 100.0%            |
|  |                  | Kodenmacho Shin-Nihonbashi Building           | 3,240                            | 3,240                            | 3,009                    | 3,173,000            | 1991       | 3,897                 | 100.0%            |
|  |                  | Burex Kyobashi Building                       | 5,450                            | 5,290                            | 5,289                    | 5,250,000            | 2002       | 4,279                 | 100.0%            |
|  |                  | Aoyama Crystal Building                       | 7,720                            | 7,330                            | 7,707                    | 7,680,000            | 1982       | 4,916                 | 100.0%            |
|  |                  | Shiba 2-Chome Daimon Building                 | 5,410                            | 5,250                            | 5,017                    | 4,859,000            | 1984       | 9,643                 | 100.0%            |
|  |                  | Cosmo Kanasugibashi Building                  | 3,020                            | 2,920                            | 2,693                    | 2,808,000            | 1992       | 4,062                 | 95.5%             |
|  | 23 Wards         | Shinwa Building                               | 7,800                            | 7,800                            | 7,938                    | 7,830,000            | 1989       | 6,197                 | 100.0%            |
| Tokyo                                    |                  | Takanawadai Building                          | 2,530                            | 2,530                            | 2,639                    | 2,738,000            | 1991       | 4,067                 | 100.0%            |
| Metropolitan                             |                  | JAL Travel Building                           | 1,460                            | 1,420                            | 1,288                    | 1,362,000            | 1991       | 3,383                 | 100.0%            |
| Area                                     |                  | Omori-Eki Higashiguchi Building               | 5,200                            | 5,180                            | 4,786                    | 5,123,000            | 1989       | 7,708                 | 100.0%            |
|  |                  | Nippon Brunswick Building                     | 7,180                            | 7,170                            | 6,711                    | 6,670,000            | 1974       | 7,347                 | 98.7%             |
|  |                  | Yoyogi 1-Chome Building                       | 8,850                            | 8,710                            | 8,739                    | 8,700,000            | 2003       | 7,772                 | 100.0%            |
|  |                  | da Vinci Harajuku                             | 5,370                            | 5,140                            | 5,001                    | 4,885,000            | 1987       | 3,109                 | 100.0%            |
|  |                  | Jingumae Media Square Building                | 13,110                           | 12,670                           | 12,273                   | 12,200,000           | 1998       | 5,558                 | 100.0%            |
|  |                  | Shibuya Cross Tower                           | 35,500                           | 34,400                           | 35,655                   | 34,600,000           | 1976       | 29,828                | 100.0%            |
|  |                  | Ebisu Neonato                                 | 4,350                            | 4,220                            | 4,067                    | 4,100,000            | 1994       | 2,462                 | 100.0%            |
|  |                  | Otsuka Higashi-Ikebukuro Building             | 3,410                            | 3,410                            | 3,333                    | 3,541,000            | 1987       | 7,114                 | 91.0%             |
|  |                  | Ikebukuro 2-Chome Building                    | 1,420                            | 1,420                            | 1,677                    | 1,728,000            | 1990       | 2,186                 | 100.0%            |
|  | Excluding 23     | Ikebukuro YS Building                         | 4,460                            | 4,450                            | 4,556                    | 4,500,000            | 1989       | 5,797                 | 100.0%            |
|  |                  | Saitama Urawa Building                        | 2,360                            | 2,360                            | 2,496                    | 2,574,000            | 1990       | 4,510                 | 98.0%             |
|  | Wards            | Shin-Yokohama First Building                  | 1,620                            | 1,620                            | 3,003                    | 3,000,000            | 1992       | 6,925                 | 81.0%             |
|  |                  | Kawasaki Isago Building                       | 3,150                            | 3,140                            | 3,112                    | 3,375,000            | 1990       | 6,831                 | 93.4%             |
|  |                  | Sendai Honcho Honma Building                  | 2,930                            | 2,930                            | 2,747                    | 2,924,000            | 1991       | 5,829                 | 98.8%             |
|  |                  | Niigata Ishizuecho Nishi-bandaibashi Building | 741                              | 755                              | 1,009                    | 1,010,000            | 1984       | 4,383                 | 96.6%             |
|  |                  | Kanazawa Park Building                        | 5,420                            | 5,390                            | 4,603                    | 4,580,000            | 1991       | 21,343                | 94.3%             |
|  |                  | Kanazawa Minamicho Building                   | 992                              | 1,010                            | 1,287                    | 1,331,000            | 1987       | 3,782                 | 85.4%             |
|  |                  | Nagoya Hirokoji Building                      | 15,000                           | 14,600                           | 14,165                   | 14,533,000           | 1987       | 21,641                | 100.0%            |
|  |                  | Nagoya Misono Building                        | 1,860                            | 1,840                            | 1,786                    | 1,865,000            | 1991       | 3,470                 | 100.0%            |
| Other Maj                                | or Cities        | Kyoto Shijo Kawaramachi Building              | 2,020                            | 2,050                            | 2,958                    | 2,650,000            | 1982       | 6,800                 | 100.0%            |
|  |                  | Sakaisuji-honmachi Building                   | 4,170                            | 4,170                            | 4,158                    | 4,164,000            | 1992       | 11,574                | 96.7%             |
|  |                  | Midosuji Daiwa Building                       | 13,800                           | 13,500                           | 13,938                   | 14,314,000           | 1991       | 20,450                | 100.0%            |
|  |                  | Kobe Itomachi Building                        | 949                              | 966                              | 1,380                    | 1,436,000            | 1989       | 3,478                 | 100.0%            |
|  |                  | NHK Hiroshima Broadcasting Center Building    | 1,390                            | 1,350                            | 1,355                    | 1,320,000            | 1994       | 5,477                 | 98.6%             |
|  |                  | Tosei Tenjin Building                         | 1,340                            | 1,370                            | 1,480                    | 1,550,000            | 1992       | 4,000                 | 100.0%            |
|  |                  | Hinode Tenjin Building                        | 3,480                            | 3,470                            | 3,488                    | 3,657,000            | 1987       | 5,882                 | 89.2%             |
|  | Su               | btotal  | 243,052                          | 238,961                          |                          |                      |            |                       |                   |
|  |                  | Sanno Grand Building                          | 10,300                           | -                                | 10,527                   | 10,200,000           | 1966       | 10,666                | 95.0%             |
| Properties acquired in the<br>7th Period |                  | Ginza Sanwa Building                          | 16,900                           | -                                | 17,066                   | 16,830,000           | 1982       | 4,329                 | 97.1%             |
|  |                  | Ryoshin Ginza East Mirror Building            | 4,410                            | -                                | 5,586                    | 5,353,500            | 1998       | 2,875                 | 73.8%             |
|  |                  | Higashi Gotanda 1-Chome Building              | 5,710                            | -                                | 5,532                    | 5,500,000            | 2004       | 5,205                 | 100.0%            |
|  |                  | Harmony Tower                                 | 8,670                            | -                                | 8,931                    | 8,500,000            | 1997       | 10,929                | 100.0%            |
|  |                  | Hachioji Dai-ichi-Seimei Building             | 3,300                            | -                                | 3,319                    | 3,300,000            | 1996       | 6,336                 | 90.0%             |
|  |                  | Jozenji Park Building                         | 1,000                            | -                                | 1,051                    | 1,000,000            | 1993       | 2,518                 | 93.1%             |
|  | Total <u>(46</u> | properties)                                   | 293,342                          | 238,961                          | 291,350                  | 290,510,500          |            | 336,026               | 97.6%             |

| Area                                      | Name            | Appraisal<br>Value<br>(before<br>acquisition) |   |   | Acquisition<br>Price | Year Built | Rentable<br>Area (m <sup>2)</sup><br>(Acquisition<br>Date) | Occupancy<br>Rate<br>(Acquisition<br>Date) |
|---|-----------------|---|---|---|----------------------|------------|--|--|
| Property to be acquired in the 8th Period | Nibancho Garden | 14,800  | - | - | 14,700,000           | 2004       | 9,316  | 100.0%                                     |
| Total                                     |                 | 14,800  |   |   | 14,700,000           |            | 9,316  | -  |

<sup>\*</sup>The Rentable area of Nibancho Garden includes the residential space, 1,686m², in addition to the above figures for office space.

## **Properties Acquired in the 7th Period**



### Higashi Gotanda 1-Chome Building

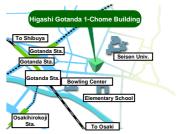
#### **Transaction Summary**

◆Seller: UFJ Trust Bank Ltd.
◆Acquisition Price: 5,500 million yen
◆Appraisal Value: 5,200 million yen

(as of June 1, 2004)

◆Acquisition Date: November 1, 2004





#### **Property Summary**

◆Address: 1-24-2 Higashi Gotanda Shinagawa-ku, Tokyo
 ◆Area: Land: 1,539.95 m² Building: 6,460.39 m²

◆Structure: Steel framed / eight stories

◆Built: July 2004
◆Type of Ownership: Fee simple
◆Rentable Area: 5,205 m²

◆Occupancy rate: 100.0% (As of March 31, 2005)

#### **Sanno Grand Building**

### **Transaction Summary**

◆Seller: Ryoshin Building Co., Ltd.

◆Acquisition Price: 10,200 million yen◆Appraisal Value: 10,300 million yen

(As of January 1, 2005)

◆Acquisition Date: January 31, 2005





#### **Property Summary**

◆Address: 2-14-2 Nagatacho Chiyoda-ku, Tokyo ◆Area: Land: 3,663.93 m² Building: 33,875.95 m²

Structure: Steel framed reinforced concrete/ten stories with three basements

◆Built: September 1966◆Type of Ownership: Co-ownership 50.0%

◆Rentable Area: 10,666 m²

◆Occupancy rate: 95.0% (As of March 31, 2005)

## **Properties Acquired in the 7th Period**



#### Jozenji Park Building

#### **Transaction Summary**

Seller: Ryoshin Building Co., Ltd.

Acquisition Price: 1,000 million yen Appraisal Value: 1,000 million yen

(As of January 1, 2005)

Acquisition Date: January 31, 2005





#### **Property Summary**

Address: 2-14-18 Kokubun-cho, Aoba-ku, Sendai-shi, Miyagi

Land: 1,566.68 m<sup>2</sup> Building: 7,648.33 m<sup>2</sup> Area:

Structure: Steel framed reinforced concrete/eight stories with one basement

◆Built: January 1993

Type of Ownership: Co-ownership 50.0%

Rentable Area: 2,518 m

Occupancy rate: 93.1% (As of March 31, 2005)

#### **Harmony Tower**

#### **Transaction Summary**

Ryoshin Building Co., Ltd. ◆Seller:

8,500 million yen Acquisition Price: Appraisal Value: 8,670 million yen

(As of February 1, 2005)

Acquisition Date: February 28, 2005



#### **Property Summary**

Address: 1-32-2 Honcho, Nakano-ku, Tokyo

Land: 10,020.52 m<sup>2</sup> Building: 72,729.31 m<sup>2</sup> Area:

Structure: Steel framed/steel framed reinforced concrete/reinforced concrete

twenty-nine stories with two basements

Built:

Land: Co-ownership Building: Compartmentalized building units/co-ownership of Compartmentalized building units \* Ownership of the building: ca.29.25% ◆Type of Ownership:

◆Rentable Area: 10,929 m<sup>2</sup>

100.0% Occupancy rate: (As of March 31, 2005)



## Ginza Sanwa Building

#### **Transaction Summary**

Seller: Imabashi Real Estate Co., Ltd.

**Toyo Estate Corporation** 

◆Acquisition Price: 16,830 million yen ◆Appraisal Value: 16,840 million yen

(As of February 1, 2005)

March 10, 2005 Acquisition Date:





#### **Property Summary**

Address: 4-6-1 Ginza, Chuo-ku, Tokyo

Land: 1,119.27 m<sup>2</sup> Building 8,851.00 m<sup>2</sup> Area:

Steel framed reinforced concrete/nine stories with two basements Structure:

Built: October 1982

Land: Ownership and Co-ownership Building: Co-ownership of compartmentalized building units ◆Type of Ownership:

\* Ownership of the building: 70.95%

◆Rentable Area: 4,329 m<sup>2</sup>

97.1% (As of March 31, 2005) Occupancy rate:

#### **Ryoshin Ginza East Mirror Building**

#### **Transaction Summary**

Seller: Ryoshin Building Co., Ltd. Acquisition Price: 5,353,500 thousand yen ◆Appraisal Value: 4,410,000 thousand yen

(As of February 1, 2005)

Acquisition Date: March 15, 2005





#### **Property Summary**

Address: 3-15-10 Ginza, Chuo-ku, Tokyo

Area: Land: 615.25 m<sup>2</sup> Building: 4,104.71 m<sup>2</sup>

Structure: Steel framed/eight stories with one basement

◆Built: October 1998 ◆Type of Ownership: Fee simple ◆Rentable Area: 2,875 m<sup>2</sup>

Occupancy rate: 73.8% (As of March 31, 2005)

## Properties Acquired in the 7th and 8th Period



#### Hachioji Dai-ichi-Seimei Building

#### **Transaction Summary**

◆Seller: Dai-ichi Mutual Life Insurance

Company

◆Acquisition Price: 3,300 million yen◆Appraisal Value: 3,300 million yen

(As of March 1, 2005)

◆Acquisition Date: March 31, 2005





#### **Property Summary**

◆Address: 3-20-6 Myojin-cho, Hachioji-shi, Tokyo

◆Area: Land: 2,989.33 m² Building: 18,329.98 m² (including parking facility)
 ◆Structure: Steel framed reinforced concrete/twelve stories with one basement

◆Built: July 1996

◆Type of Ownership: Land: Ownership and co-ownership Building: Co-ownership (50.6611%)

◆Rentable Area: 6,336 m²

◆Occupancy rate: 90.0% (As of March 31, 2005)

#### Nibancho Garden

#### **Transaction Summary**

◆Seller: Mitsubishi Estate Co., Ltd.

◆Acquisition Price: 14,700 million yen◆Appraisal Value: 14,800 million yen

(As of February 1, 2005)

◆Acquisition Date: April 1, 2005





#### **Property Summary**

◆Address: 8-8 Nibancho, Chiyoda-ku, Tokyo

◆Area: Land: 11,003.87 m<sup>2</sup> Building: 57,031.06 m<sup>2</sup>

◆Structure: Steel framed/steel framed reinforced concrete/fourteen stories with two basements

◆Built: April 2004

◆Type of Ownership: Land: Ownership (7 lots: 3,554.33 m²)

Building: Co-ownership of compartmentalized building units \*Ownership of the

building 31.345%

◆Rentable Area: Office: 9,316 m², Residence: 1,686 m²

◆Occupancy rate: Office: 100.0%, Residence: 100.0% (As of acquisition date)

## **Acquisition of Preferred Capital Contribution Certificates**



#### **New Approach to Acquire High-grade Assets**

- JRE was the first among J-REIT companies to acquire preferred capital contribution certificates (JRE also secured the preferential right to purchase the underlying property).
- JRE enhances the opportunities and measures for external growth.

#### Summary of Preferred Capital Contribution Certificates Acquired

Property acquired Real estate related securities

Type of securities Preferred capital contribution certificates

Acquisition price 1,270 million yen (including expected acquisition)

■ Acquisition date March 29, 2005: 956 million yen

November 24, 2005: 46 million yen (planned)

November 24, 2006: 268 million yen (planned)

■ Seller Harumi Front TM

## TMK (Special Purpose Company) Harumi Front TMK

## Property

Summary of property to be held by TMK

■ Name of development project (tentative)

Harumi Center Building

■ Location 2-5-23, Harumi, Chuo-ku, Tokyo

■ Site area 4,664.63m²

■ Total floor area 27,494.17m<sup>2</sup>

■ Total project cost (planned) 12,821 million yen

Construction schedule

Commencement: May 2005 (planned)
Completion: November 2006 (planned)



Specified bond & special purpose borrowing

Preferred capital contribution certificates (JRE's share of capital contribution: 49.9%, approximately 9.9% of total project cost)

**Specified capital contribution** 

\* Since Harumi Center Building (tentative name) is now in the process of registration/approval for construction, an outlook chart is shown above.

\* The above summary is a plan or schedule, and it is subject to change in the future.

13

80%

**-20%** 

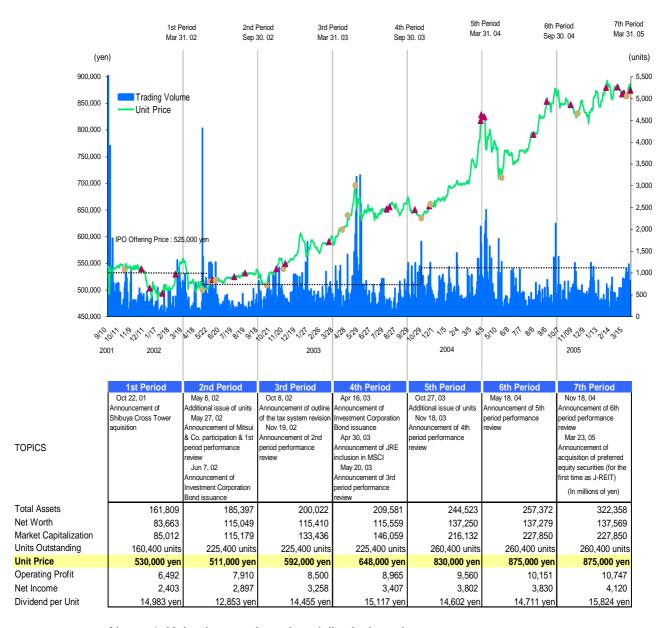


## **Forecast Property Occupancy Rates**

| Area                      | ,                  | Name  | 7th Period  | 8th Period<br>Forecast |
|---------------------------|--------------------|---|-------------|------------------------|
| Alea                      | 1                  | INdille                                       | (Mar, 2005) |                        |
|                           |                    | Genki Medical Plaza                           | 100.0%      | 100.0%                 |
|                           |                    | MD Kanda Building                             | 100.0%      | 100.0%                 |
|                           |                    | Kandabashi Park Building                      | 100.0%      | 100.0%                 |
|                           |                    | Mitsubishi Soken Building                     | 100.0%      | 100.0%                 |
|                           |                    | Sanno Grand Building                          | 95.0%       | 94.0%                  |
|                           |                    | Yurakucho Denki Building                      | 100.0%      | 100.0%                 |
|                           |                    | Kodenmacho Shin-Nihonbashi Building           | 100.0%      | 82.9%                  |
|                           |                    | Burex Kyobashi Building                       | 100.0%      | 100.0%                 |
|                           |                    | Ginza Sanwa Building                          | 97.1%       | 100.0%                 |
|                           |                    | Ryoshin Ginza East Mirror Building            | 73.8%       | 86.9%                  |
|                           |                    | Aoyama Crystal Building                       | 100.0%      | 100.0%                 |
|                           |                    | Shiba 2-Chome Daimon Building                 | 100.0%      | 99.1%                  |
|                           |                    | Cosmo Kanasugibashi Building                  | 95.5%       | 100.0%                 |
|                           |                    | Shinwa Building                               | 100.0%      | 100.0%                 |
|                           | 23 Wards           | Takanawadai Building                          | 100.0%      | 100.0%                 |
| Tokyo                     |                    | Higashi Gotanda 1-Chome Building              | 100.0%      | 100.0%                 |
| •                         |                    | JAL Travel Building                           | 100.0%      | 100.0%                 |
| Metropolitan              |                    | Omori-Eki Higashiguchi Building               | 100.0%      | 100.0%                 |
| Area                      |                    | Nippon Brunswick Building                     | 98.7%       | 99.3%                  |
|                           |                    | Yoyogi 1-Chome Building                       | 100.0%      | 100.0%                 |
|                           |                    | da Vinci Harajuku                             | 100.0%      | 100.0%                 |
|                           |                    | Jingumae Media Square Building                | 100.0%      | 100.0%                 |
|                           |                    | Shibuya Cross Tower                           | 100.0%      | 99.5%                  |
|                           |                    | Ebisu Neonato                                 | 100.0%      | 100.0%                 |
|                           |                    | Harmony Tower                                 | 100.0%      | 100.0%                 |
|                           |                    | Otsuka Higashi-Ikebukuro Building             | 91.0%       | 96.0%                  |
|                           |                    | lkebukuro 2-Chome Building                    | 100.0%      | 76.7%                  |
|                           |                    | Ikebukuro YS Building                         | 100.0%      | 100.0%                 |
|                           |                    | Average                                       | 98.8%       | 98.6%                  |
|                           | Excluding 23 Wards | Hachioji Dai-ichi-Seimei Building             | 90.0%       | 91.5%                  |
|                           |                    | Saitama Urawa Building                        | 98.0%       | 100.0%                 |
|                           |                    | Shin-Yokohama First Building                  | 81.0%       | 92.9%                  |
|                           |                    | Kawasaki Isago Building                       | 93.4%       | 95.1%                  |
|                           |                    | Average                                       | 89.9%       | 94.4%                  |
|                           |                    | Jozenji Park Building                         | 93.1%       | 84.4%                  |
|                           |                    | Sendai Honcho Honma Building                  | 98.8%       | 94.4%                  |
|                           |                    | Niigata Ishizuecho Nishi-bandaibashi Building | 96.6%       | 96.6%                  |
|                           |                    | Kanazawa Park Building                        | 94.3%       | 94.8%                  |
|                           |                    | Kanazawa Minamicho Building                   | 85.4%       | 95.5%                  |
|                           |                    | Nagoya Hirokoji Building                      | 100.0%      | 99.1%                  |
|                           |                    | Nagoya Misono Building                        | 100.0%      | 100.0%                 |
| Other Majo                | r Cities           | Kyoto Shijo Kawaramachi Building              | 100.0%      | 99.1%                  |
|                           |                    | Sakaisuji-honmachi Building                   | 96.7%       | 96.7%                  |
|                           |                    | Midosuji Daiwa Building                       | 100.0%      | 100.0%                 |
|                           |                    | Kobe Itomachi Building                        | 100.0%      | 92.3%                  |
|                           |                    | NHK Hiroshima Broadcasting Center Building    | 98.6%       | 98.6%                  |
|                           |                    | Tosei Tenjin Building                         | 100.0%      | 94.1%                  |
|                           |                    | Hinode Tenjin Building                        | 89.2%       | 90.7%                  |
|                           |                    | Average                                       | 97.3%       | 96.8%                  |
| Property to be in the 8th |                    | Nibancho Garden                               |             | 100.0%                 |
| Average                   |                    |   | 97.6%       | 97.7%                  |

## **Unit Price Performance After IPO**





Notes: 1. Unit prices are based on daily closing prices.

- 2. Circles ( ) show announcement of topics and Triangles ( ) show acquisition dates of new properties
- 3. The dotted line (·····) shows the weighted average of JRE's issue prices.

## Management Policy → Do Not Get Caught in the "Growth" Trap.



#### **Challenges**

#### **External Growth**

#### Tough Acquisition Environment

- Increasing new participants in the real estate secondary market
  - In addition to J-REIT companies, private funds and institutional investors are increasingly entering the market.
- Advancing prices of real estate properties in some districts

While the market is revitalized, it becomes more difficult for investors to acquire at a reasonable price.

#### **Internal Growth**

- Maintain stable occupancy rate
- Secure and improve rental income
- Reduce administrative costs

#### **Financial Strategy**

- Respond to the potential risk of rising interest rates
- Facilitate prompt fund-raising in response to acquisition of properties



#### **Policy and Measures**

Steady External Growth



#### <Specific Efforts>

- Collaboration with sponsors
- Strengthen the relationship with deal sources (negotiation transaction)
- New approach to acquire high-grade assets

(JRE acquired preferred capital contribution certificates as the first among J-REIT and also secured the preferential right to purchase the underlying property.)



- Stabilize occupancy rate by understanding the needs of tenants
- Increase rental income by promptly finding new tenants for properties with low occupancy rates
- Implement administrative cost reduction plan (cutting base administrative costs at the time of acquisition of new properties by 5% over the next three years)



- Promptness, Diversification, and Flexibility
- ALM, Appropriate response to interest risk
- Keep conservative Debt-Equity Ratio
- Maintain high-grade credit rating

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## **History of Key Words**



1st Period (Ended March 31, 2002)

**Faster** 

2nd Period (Ended September 30, 2002)

**Stronger** 

3rd Period (Ended March 31, 2003)

Larger

#### 4th Period

(Ended September 30, 2003)

**Two-thirds** 



#### 5th Period

(Ended March 31, 2004)

## **Equinox**



#### 6th Period

(Ended September 30, 2004)

**Slow Ahead** 



#### 7th Period

(Ended March 31, 2005)

**First Summit** 



## **History after IPO** (Performance)



(In millions of yen)

#### **Performance after IPO**

1st Period: March 2002

7th Period: March 2005

Operating Revenue

6,492

\* Actual number of days in the 1st period was 203 days (about 7 months). The revenue was assumed to be 5,820 million yen in 6 month terms.

(In millions of yen)

(In millions of yen)

**Net Income** 

2,403



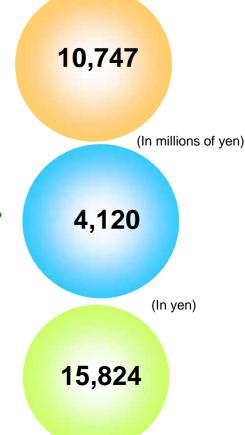
\* Actual number of days in the 1st period was 203 days (about 7 months). The income was assumed to be 2,154 million yen in 6 month terms.

(In yen)

Dividend per Unit

14,983

\* Actual number of days in the 1st period was 203 days (about 7 months). The dividend was assumed to be 13,433 yen in 6 month terms.



#### **Performance**

In millions of yen

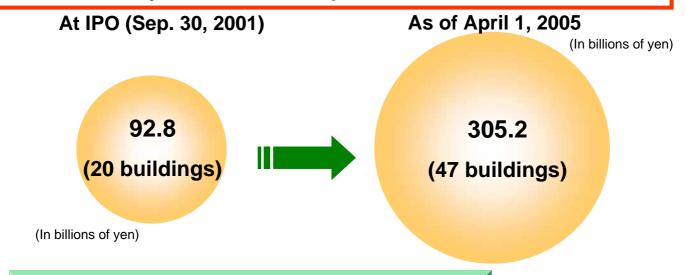
|                    | TI Timilotis of |                |                |                |                |                |                |
|--------------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                    | 1st Period      | 2nd Period     | 3rd Period     | 4th Period     | 5th Period     | 6th Period     | 7th Period     |
|                    | ended Mar 2002  | ended Sep 2002 | ended Mar 2003 | ended Sep 2003 | ended Mar 2004 | ended Sep 2004 | ended Mar 2005 |
| Operating Revenue  | 6,492           | 7,910          | 8,500          | 8,965          | 9,560          | 10,151         | 10,747         |
| Operating Profit   | 2,961           | 3,386          | 3,687          | 3,898          | 4,341          | 4,358          | 4,701          |
| Recurring Profit   | 2,405           | 2,898          | 3,259          | 3,408          | 3,803          | 3,831          | 4,121          |
| Net Income         | 2,403           | 2,897          | 3,258          | 3,407          | 3,802          | 3,830          | 4,120          |
| Units Outstanding  | 160,400 units   | 225,400 units  | 225,400 units  | 225,400 units  | 260,400 units  | 260,400units   | 260,400units   |
| Dividends per Unit | 14,983 yen      | 12,853 yen     | 14,455 yen     | 15,117 yen     | 14,602 yen     | 14,711 yen     | 15,824 yen     |

## **History after IPO** (External Growth)



#### **Asset Size of 300 Billion Yen**

Our goal, "asset size of 300 billion yen by March 2006" was achieved one year ahead of the plan.



#### **Asset Size and Occupancy Rate**



<sup>\*</sup>The acquisition price and total number of buildings as of March 31, 2005 in the graph include those of "Nibancho Garden" acquired on April 1, 2005.

## **History after IPO** (Credit Ratings)



#### **Credit Ratings**

#### Highest issuer credit ratings of any office REIT in the world



\*S&P: Long-term issuer credit rating

Moody's: Issuer credit rating R&I: Issuer credit rating

#### **Investment Corporation Bond**

- ◆ The first investment corporation bond issuance through the capital market
- Minimize the risks of interest rate fluctuation and pursue healthier financial structure.
- Increase flexibility of capital procurement.

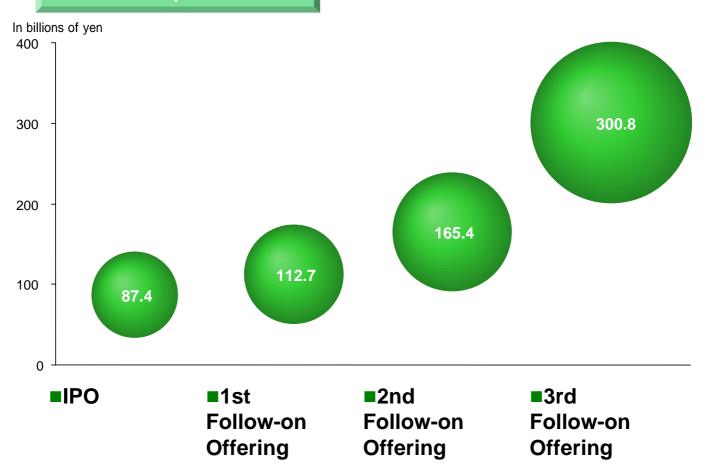
|            | 1st                  | 2nd                  | 3rd                  |
|------------|----------------------|----------------------|----------------------|
| Interest   | 1.32%                | 0.69%                | 0.98%                |
| Issue date | June 21, 2002        | April 30, 2003       | April 30, 2003       |
| Maturity   | June 21, 2007        | April 30, 2008       | April 30, 2010       |
| Ratings    | S&P A+<br>Moody's A1 | S&P A+<br>Moody's A1 | S&P A+<br>Moody's A1 |

## History after IPO

## (Market Capitalization)



## **Market Capitalization**



## **Offering Conditions**

|                        | <u>IPO</u>     | 1st Follow-on offering | 2 <sup>nd</sup> Follow-on offering | 3 <sup>rd</sup> Follow-on offering |
|------------------------|----------------|------------------------|------------------------------------|------------------------------------|
| Payment date           | Sep. 7, 2001   | May 7, 2002            | Oct. 24, 2003                      | April 26, 2005                     |
| Offering price         | 525,000 yen    | 490,980 yen            | 629,000 yen                        | 826,000 yen                        |
| Number of units issued | 160,000        | 65,000                 | 35,000                             | 85,000                             |
| Offering size          | 84 billion yen | 31.9 billion yen       | 22 billion yen                     | 70.2 billion yen                   |



#### **Summary of Public Offering in April 2005**

- Total amount of offering, 70.2 billion yen: Largest offering size among J-REIT's follow-on offerings
- Free from any negative dilution impact on existing investors
- Conservative use of leverage, and "EPS without footgears"
- Hedging against risk on rising interest rates
- Preparing for a new capital structure after the introduction of payoff system (Preservation of the species)

#### **Offering Conditions**

Offering price: 826,000 yen

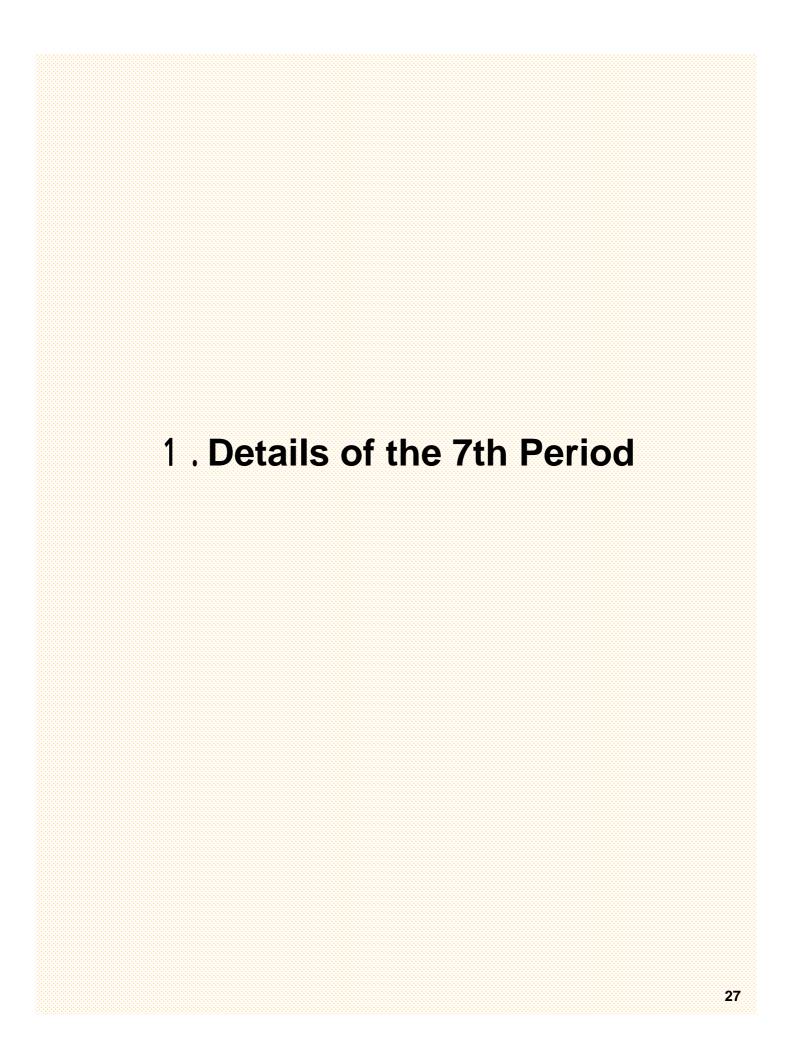
Offering size: Approximately 70 billion yen

Launching date: April 4, 2005

Pricing date: April 18, 2005

Payment date: April 26, 2005

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In millions of yen

7.6%

5.0%

289

274

## **Income Statement for the 7th Period**

|                               | 7t                           | h Period (182 da           | ys)    | 6th Period |        |          |
|-------------------------------|------------------------------|----------------------------|--------|------------|--------|----------|
| Item                          | 39<br>existing<br>properties | Newly acquired properties* | Total  | (183 days) | Change | % Change |
| Operating Revenue             | 10,339                       | 408                        | 10,747 | 10,151     | 596    | 5.9%     |
| Rental revenue                | 10,299                       | 408                        | 10,708 | 10,104     |        |          |
| Other rental revenues         | 39                           | 0                          | 39     | 47         |        |          |
| Operating Expenses            | 3,539                        | 77                         | 3,616  | 3,478      | 138    | 4.0%     |
| Property management fees      | 1,224                        | 53                         | 1,277  | 1,234      |        |          |
| Utility charges               | 846                          | 9                          | 855    | 878        |        |          |
| Property and other taxes      | 937                          | 0                          | 937    | 936        |        |          |
| Insurance expenses            | 26                           | 1                          | 27     | 27         |        |          |
| Maintenance expenses          | 458                          | 13                         | 471    | 363        |        |          |
| Other operating expenses      | 46                           | 0                          | 46     | 38         |        |          |
| NOI                           | 6,800                        | 330                        | 7,131  | 6,672      | 458    | 6.9%     |
| Depreciation and amortization | 1,536                        | 105                        | 1,641  | 1,657      |        |          |
| Operating Profit              | 5,264                        | 225                        | 5,489  | 5,015      | 474    | 9.5%     |
| Administrative expenses       |                              |                            | 787    | 656        | 131    | 20.0%    |
| Asset management fees         |                              |                            | 476    | 362        |        |          |
| Other administrative expenses |                              |                            | 310    | 293        |        |          |
| Net Operatng Profit           |                              |                            | 4,701  | 4,358      | 342    | 7.9%     |
| Non-Operating Revenue         |                              |                            | 5      | 2          | 2      |          |
| Interest received             |                              |                            | 0      | 0          |        |          |
| Other non-operating revenues  |                              |                            | 5      | 2          |        |          |
| Non-Operating Expenses        |                              |                            | 585    | 529        | 55     | 10.5%    |
| Interest expenses             |                              |                            | 315    | 221        |        |          |
| Bond interest expenses        |                              |                            | 248    | 248        |        |          |
| Deferred bond-issuance cost   |                              |                            | 0      | 0          |        |          |
| Other non-operating expenses  |                              |                            | 21     | 59         |        |          |
| Recurring Profit              |                              |                            | 4,121  | 3,831      | 289    | 7.6%     |
| Gross Income                  |                              |                            | 4,121  | 3,831      | 289    | 7.6%     |
| Taxes                         |                              |                            | 1      | 0          |        |          |

4,120

4,120

5,762

15,824

3,830

5,488

14,711

Net Income

Retained Earnings

Dividends per Unit

FFO (Net Income + Depreciation)

<sup>\*</sup> Newly acquired properties are Higashi Gotanda 1-Chome Building, Sanno Grand Building, Jozenji Park Building, Harmony Tower, Ginza Sanwa Building, Ryoshin Ginza East Mirror Building and Hachioji Dai-ichi-Seimei Building.



- ·Continuous growth in revenues and profits over seven consecutive periods since IPO
- ·Full contribution from acquired properties in the 6th period and contribution from the newly acquired properties in the 7th period
- •Contribution from newly acquired properties in the 7th period increased dividends per unit in the 7th period (15,824 yen), higher than originally estimated (15,400 yen) in the announcement dated Nov. 18, 2004.

NOI: Net Operating Income

**MEMO** 





In millions of yen

|                                  | In millions of ye |                |        |   |  |  |
|----------------------------------|-------------------|----------------|--------|---|--|--|
| ltem                             | 7th Period-end    | 6th Period-end | Change | Reason for Change   |  |  |
|                                  | (Mar 31, 05)      | (Sep 30, 04)   | ogo    | incuson for change  |  |  |
| Current Assets                   |                   |                |        |   |  |  |
| Cash and entrusted cash          | 29,361            | 16,847         | 12,514 | Intentionally increased in preparation for acquisition of Nibancho Garden |  |  |
| Other current assets             | 657               | 351            | 305    |   |  |  |
| Total current assets             | 30,019            | 17,199         | 12,820 |   |  |  |
| Fixed Assets                     |                   |                |        |   |  |  |
| Property and equipment           |                   |                |        |   |  |  |
| Buildings                        | 90,409            | 77,094         | 13,314 | I I   |  |  |
| Structures                       | 576               | 478            | 98     | seven buildings including Higashi Gotanda 1-Chome Building and            |  |  |
| Machinery and equipment          | 1,556             | 1,417          | 139    |   |  |  |
| Land                             | 206,679           | 167,381        | 39,298 |   |  |  |
| Accumulated depreciation         | 9,783             | 8,149          | 1,634  |   |  |  |
| Total Property and equipment     | 289,439           | 238,222        | 51,216 |   |  |  |
| Intangible Assets                |                   |                |        |   |  |  |
| Leasehold rights                 | 1,912             | 1,912          | 0      |   |  |  |
| Total Intangible Assets          | 1,912             | 1,912          | 0      |   |  |  |
| Investments and Others           |                   |                |        |   |  |  |
| Investments in securities        | 956               | 0              | 956    | Increased due to acquisition of preferred equity securities (Harumi)      |  |  |
| Long-term prepaid expenses, etc. | 31                | 38             | 6      |   |  |  |
| Total Investments and Others     | 987               | 38             | 949    |   |  |  |
| Total Fixed Assets               | 292,339           | 240,173        | 52,165 |   |  |  |
|                                  |                   |                |        |   |  |  |
| Total Assets                     | 322,358           | 257,372        | 64,985 |   |  |  |

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#### In millions of yen

|   |                |                |        | III IIIIIIIOIIS OI YEII   |  |
|---|----------------|----------------|--------|---|--|
| ltem                                    | 7th Period-end | 6th Period-end | Change | Reason for Change   |  |
| item                                    | (Mar 31, 05)   | (Sep 30, 04)   |        |   |  |
| Liabilities                             |                |                |        |   |  |
| Current Liabilities                     |                |                |        |   |  |
| Short-term borrowing                    | 63,000         | 10,000         | 53,000 | Increased due to borrowing from<br>Mitsubishi Trust and Banking Corp., etc. |  |
| Rent received in advance                | 2,460          | 2,195          | 265    |   |  |
| Other current liabilities               | 1,745          | 1,232          | 512    |   |  |
| Total Current Liabilities               | 67,206         | 13,428         | 53,778 |   |  |
| Lont-term Liabilities                   |                |                |        |   |  |
| Investment Corporation Bonds            | 45,000         | 45,000         | -      |   |  |
| Long-term borrowing                     | 51,000         | 44,000         | 7,000  | Increased due to borrowing from Mitsui Life Insurance Co., Ltd., etc.       |  |
| Deposits from tenants                   | 20,994         | 16,782         | 4,211  |   |  |
| Other Long-term liabilities             | 588            | 882            | 294    |   |  |
| Total Long-term Liabilities             | 117,582        | 106,664        | 10,917 |   |  |
| Total Liabilities                       | 184,789        | 120,093        | 64,696 |   |  |
| Unitholder Equity                       |                |                |        |   |  |
| Unitholder capital                      | 133,448        | 133,448        | -      |   |  |
| Retained earnings                       | 4,120          | 3,830          | 289    |   |  |
| Total Unitholder Equity                 | 137,569        | 137,279        | 289    |   |  |
|   |                |                |        |   |  |
| Total Liabilities and Unitholder Equity | 322,358        | 257,372        | 64,985 |   |  |

## **MEMO**

## **Cash Flow and Dividend Statement** for the 7th Period



#### **Cash Flow Statement**

In millions of yen

| Item  | 7th Period (182 days) |
|---|-----------------------|
| Cash Flow from Operating Activities         | 5,794                 |
| Net income before tax                       | 4,121                 |
| Depreciation and adjustments                | 1,673                 |
| Cash Flow from Investing Activities         | 49,449                |
| Cash Flow from Financial Activities         | 56,169                |
| Increase in long- and short-term borrowing  | 68,000                |
| Repayment of short-term borrowing           | 8,000                 |
| Proceeds from bond issuance                 | -                     |
| Proceeds from issuance of equity units      | -                     |
| Payment of new unit-issuance cost           | -                     |
| Payment of dividends, etc.                  | 3,830                 |
| Net Increase in Cash and Cash Equivalents   | 12,514                |
| Balance of Cash and Cash Equivalents at BOP | 16,847                |
| Balance of Cash and Cash Equivalents at EOP | 29,361                |

#### **Dividend Statement**

In yen

|                                | 7th Period (182 days) |
|--------------------------------|-----------------------|
| Net Income before Distribution | 4,120,680,340         |
| Total Amount of Dividends      | 4,120,569,600         |
| Retained Earnings              | 110,740               |

Dividends per unit: 15,824 yen (6th Period: 14,711 yen)

# **Comparison of Financial Ratios**



#### In millions of yen

|                                      |            |            |            |            | illions of you |
|--------------------------------------|------------|------------|------------|------------|----------------|
| Financial Ratio                      | 7th Period | 6th Period | 5th Period | 4th Period | 3rd Period     |
| Titlaticiai Itatio                   | (182 days) | (183 days) | (183 days) | (183 days) | (182 days)     |
| Return on assets (ROA)               | 1.4%       | 1.5%       | 1.6%       | 1.7%       | 1.7%           |
| (annualized)                         | (2.9%)     | (3.0%)     | (3.2%)     | (3.3%)     | (3.4%)         |
| Return on Equity (ROE)               | 3.0%       | 2.8%       | 2.8%       | 3.0%       | 2.8%           |
| (annualized)                         | (6.0%)     | (5.6%)     | (5.7%)     | (5.9%)     | (5.7%)         |
| EOP equity ratio                     | 42.7%      | 53.3%      | 56.1%      | 55.1%      | 57.7%          |
| LTV#1                                | 49.3%      | 38.5%      | 35.6%      | 36.3%      | 33.4%          |
| LTV#2                                | 54.7%      | 41.3%      | 39.8%      | 39.5%      | 36.4%          |
| EOP long-term debt to capitalization | 116.5%     | 99.9%      | 95.9%      | 98.3%      | 104.6%         |
| Debt service coverage ratio (DSCR)   | 11.2x      | 12.7x      | 13.9x      | 12.6x      | 14.5x          |
| Net operating income (NOI)           | 7,131      | 6,672      | 6,455      | 5,950      | 5,702          |
| Funds from operations (FFO)          | 5,762      | 5,488      | 5,301      | 4,801      | 4,568          |
| Payout Ratio to CAD                  | 81.5%      | 81.6%      | 93.1%      | 80.2%      | 82.3%          |

<sup>\*</sup>ROA = Recurring profits / Average of total assets during the period(3rd period:182 actual working days, 4th period:183 actual working days, 5th period:183 actual working days, 6th period:183 actual working days and 7th period:182 actual working days)

<sup>\*</sup>ROE = Net income / Average of net worth during the period(3rd period:182 actual working days, 4th period:183 actual working days, 5th period:183 actual working days, 6th period:183 actual working days and 7th period:182 actual working days)

<sup>\*</sup>EOP equity ratio = EOP networth / EOP total assets

<sup>\*</sup>LTV#1 = EOP interest-bearing debt / EOP total assets

<sup>\*</sup>LTV#2 = EOP interest-bearing debt / EOP total property acquisition value

<sup>\*</sup>EOP Long-term debt to capitalization = EOP fixed assets / (EOP Long-term borrowing and others+EOP unitholders' equity)

<sup>\*</sup>DSCR = Net income before interest and depreciation / Interest expenses

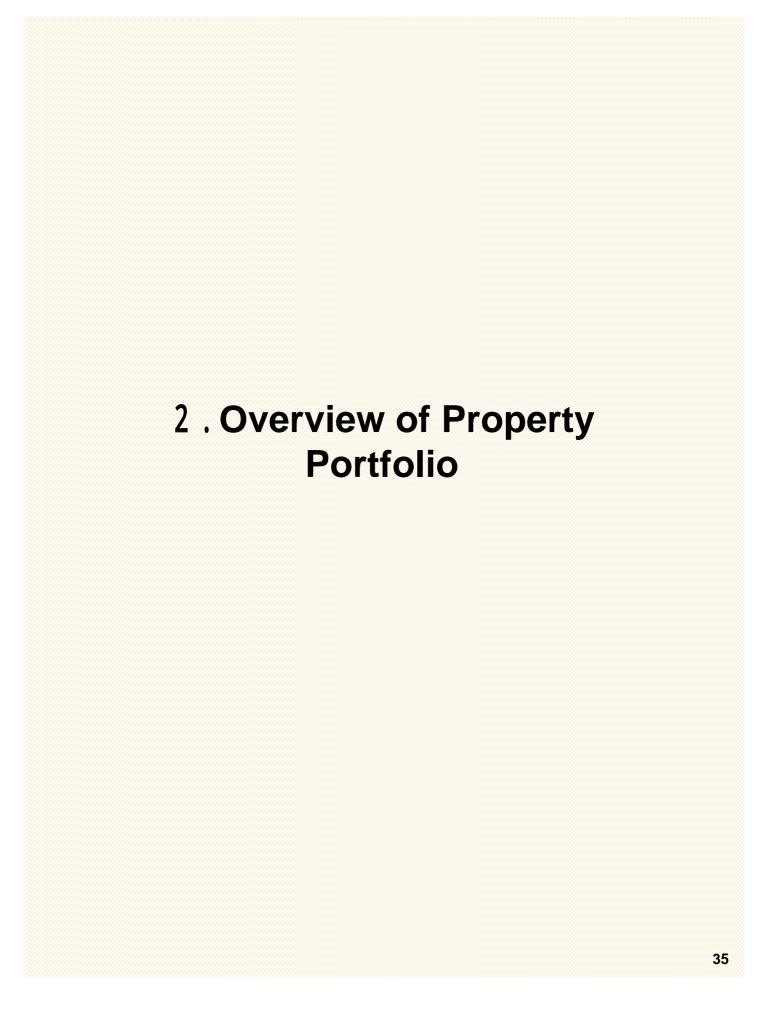
<sup>\*</sup>NOI = (Rental revenues - rental expenses) + Depreciation

<sup>\*</sup>FFO = Net income + Depreciation + Deferred Expenses

<sup>\*</sup>Payout Ratio to CAD = Total amount of dividend / CAD

CAD (Cash Available Distribution) = FFO - capital expenditure

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## **Property Data**



#### 23 Wards in the Tokyo Metropolitan Area



1. Otsuka Higashi- 2. Ikebukuro 2-Ikebukuro



Chome



3.Genki Medical Plaza



4. MD Kanda





5. Kandabashi Park 6. Mitsubishi Soken 7. Yurakucho Denki





8. Kodenmacho Shin-Nihonbashi





9. Burex Kyobashi 10. SHiba 2-Chome Daimon



11. Cosmo Kanasugibashi



12. Nippon **Brunswick** 



13. Yoyogi 1-Chome



14. Jingumae Media Square



15. da Vinci Harajuku



16. Shibuya Cross Tower





17. Aoyama Crystal 18. Ebisu Neonato



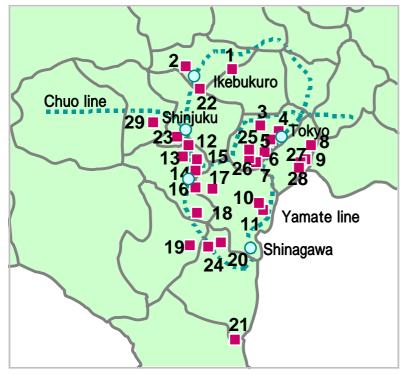
19. JAL Travel



20. Takanawadai



21. Omori-Eki Higashiguchi



22. Ikebukuro YS





23. Shinwa



24. Higashi Gotanda



25 Nibancho Garden



26 Sanno Grand



27 Ryoshin Ginza East Mirror



28 Ginza Sanwa



29 Harmony Tower



#### **Other Areas**



1. Sendai **Honcho Honma** 



2. Niigata Ishizuecho Nishi-Bandaibashi



3. Saitama Urawa



4. Kanazawa Minamicho



5. Kanazawa Park





6. Kawasaki Isago 7. Shin-Yokohama First



8. Nagoya Hirokoji



9. Naoya Misono



10. Kyoto Shijo Kawaramachi



11. Sakaisujihonmachi



12. Midosuji Daiwa



13. Kobe Itomachi



14. NHK Hiroshima **Broadcasting Center** 



15. Hinode Tenjin



16. Tosei Tenjin



17 Jozenji Park



18 Hachioji Dai-ichi-Seimei



# Property Data (Property)

# (Performance by



#### 23 Wards

In millions of yen

|   |                      |             |                                |                    | Performance              | (Oct 1, 2004-         | Mar 31, 2005            | )            |                          |                     |     |                       | ration<br>r 31, 2005) |
|---|----------------------|-------------|--------------------------------|--------------------|--------------------------|-----------------------|-------------------------|--------------|--------------------------|---------------------|-----|-----------------------|-----------------------|
| Name                                    | Operating<br>Revenue | Operating E | Expenses                       |                    |                          |                       |                         |              |                          |                     |     |                       |                       |
|   | Revenue              |             | Property<br>management<br>fees | Utility<br>charges | Property and other taxes | Insuarnce<br>expenses | Maintenance<br>expenses | Depreciation | Other operating expenses | Operating<br>Profit | NOI | Occupancy<br>Rate (%) | Number of<br>Tenants  |
| Genki Medical Plaza                     | 222                  | 77          | 12                             | 14                 | 19                       | 0                     | 4                       | 24           | 2                        | 144                 | 169 | 100.0                 | 1                     |
| MD Kanda Building                       | 291                  | 114         | 22                             | 16                 | 25                       | 0                     | 0                       | 49           | 0                        | 177                 | 226 | 100.0                 | 2                     |
| Kandabashi Park<br>Building             | 173                  | 47          | 1                              | -                  | 18                       | 0                     | 1                       | 25           | -                        | 126                 | 152 | 100.0                 | 7                     |
| Mitsubishi Soken<br>Building            | 1,062                | 342         | 90                             | 102                | 75                       | 1                     | 18                      | 53           | 0                        | 720                 | 774 | 100.0                 | 4                     |
| Sanno Grand Building                    | 155                  | 44          | 18                             | 0                  | 0                        | 0                     | 11                      | 14           | -                        | 110                 | 125 | 95.0                  | 48                    |
| Yurakucho Denki<br>Building             | 282                  | 111         | 33                             | 18                 | 32                       | 0                     | 8                       | 18           | -                        | 171                 | 189 | 100.0                 | 15                    |
| Kodenmacho Shin-<br>Nihonbashi Building | 159                  | 82          | 18                             | 9                  | 14                       | 0                     | 8                       | 27           | 3                        | 77                  | 104 | 100.0                 | 5                     |
| Burex Kyobashi<br>Building              | 150                  | 51          | -                              | -                  | 13                       | 0                     | -                       | 37           | -                        | 98                  | 136 | 100.0                 | 1                     |
| Ginza Sanwa Building                    | 40                   | 7           | 4                              | -                  | 0                        | 0                     | -                       | 3            | 0                        | 33                  | 36  | 97.1                  | 12                    |
| Ryoshin Ginza East<br>Mirror Building   | 8                    | 7           | 0                              | -                  | 0                        | 0                     | -                       | 6            | -                        | 0                   | 7   | 73.8                  | 6                     |
| Aoyama Crystal<br>Building              | 262                  | 91          | 15                             | 15                 | 22                       | 0                     | 2                       | 35           | -                        | 171                 | 206 | 100.0                 | 9                     |
| Shiba 2-Chome<br>Daimon Building        | 316                  | 134         | 36                             | 23                 | 38                       | 0                     | 5                       | 20           | 9                        | 182                 | 202 | 100.0                 | 28                    |
| Cosmo Kanasugibashi<br>Building         | 133                  | 56          | 11                             | 8                  | 13                       | 0                     | 0                       | 21           | -                        | 76                  | 97  | 95.5                  | 7                     |
| Shinwa Building                         | 228                  | 88          | 24                             | 14                 | 0                        | 0                     | 13                      | 35           | -                        | 139                 | 175 | 100.0                 | 9                     |
| Takanawadai Building                    | 69                   | 91          | 25                             | 8                  | 13                       | 0                     | 21                      | 23           | 0                        | 22                  | 0   | 100.0                 | 1                     |
| Higashi Gotanda 1-<br>Chome Building    | 113                  | 57          | 9                              | 9                  | 0                        | 0                     | -                       | 38           | 0                        | 55                  | 94  | 100.0                 | 4                     |
| JAL Travel Building                     | 86                   | 49          | 11                             | 9                  | 10                       | 0                     | 1                       | 14           | 0                        | 37                  | 52  | 100.0                 | 1                     |
| Omori-Eki<br>Higashiguchi Building      | 251                  | 137         | 27                             | 22                 | 26                       | 0                     | 2                       | 57           | 0                        | 113                 | 170 | 100.0                 | 19                    |
| Nippon Brunswick Building               | 329                  | 100         | 35                             | 24                 | 0                        | 0                     | 6                       | 32           | -                        | 229                 | 261 | 98.7                  | 17                    |
| Yoyogi 1-Chome<br>Building              | 283                  | 84          | 5                              | 0                  | 0                        | 0                     | -                       | 78           | -                        | 198                 | 277 | 100.0                 | 1                     |
| da Vinci Harajuku                       | 193                  | 53          | 13                             | 9                  | 11                       | 0                     | 2                       | 15           | 0                        | 140                 | 156 | 100.0                 | 5                     |
| Jingumae Media<br>Square Building       | 345                  | 138         | 24                             | 26                 | 26                       | 0                     | 4                       | 57           | -                        | 206                 | 263 | 100.0                 | 9                     |
| Shibuya Cross Tower                     | 1,490                | 750         | 162                            | 141                | 148                      | 3                     | 93                      | 202          | -                        | 739                 | 942 | 100.0                 | 53                    |
| Ebisu Neonato                           | 143                  | 79          | 15                             | 8                  | 10                       | 0                     | 2                       | 41           | -                        | 64                  | 105 | 100.0                 | 3                     |
| Harmony Tower                           | 67                   | 48          | 17                             | -                  | 0                        | 0                     | 1                       | 29           | -                        | 19                  | 48  | 100.0                 | 17                    |
| Otsuka Higashi-<br>Ikebukuro Building   | 166                  | 72          | 16                             | 14                 | 14                       | 0                     | 6                       | 19           | 0                        | 94                  | 114 | 91.0                  | 10                    |
| Ikebukuro 2-Chome Building              | 73                   | 34          | 7                              | 6                  | 5                        | 0                     | 0                       | 13           | -                        | 39                  | 52  | 100.0                 | 7                     |
| Ikebukuro YS Building                   | 189                  | 83          | 23                             | 19                 | 0                        | 0                     | 6                       | 33           | -                        | 105                 | 139 | 100.0                 | 8                     |

<sup>\*</sup> The contribution from the Higashi Gotanda 1-Chome Building, Sanno Grand Building, Jozenji Park Building, Harmony Tower, Ginza Sanwa Building, Ryoshin Ginza East Mirror Building and Hachioji Dai-ichi-Seimei Building starts from November 1, 2004; January 31, 2005; February 28, 2005; March 10, 2005; March 15, 2005; and March 31, 2005 respectively.

<sup>\*</sup> In the event that the same tenant occupies several buildings, the tenant is calculated as one tenant in the total.



#### **Other Areas**

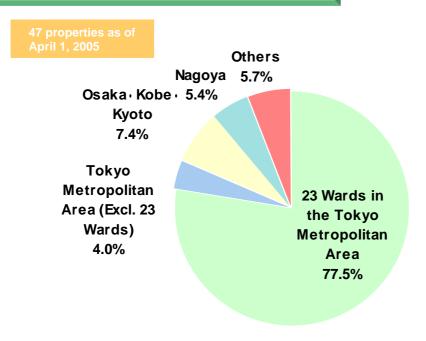
#### In millions of yen

|   |                      | Performance (Oct 1, 2004-Mar 31, 2005) |                                 |                    |                          |                       |                      |              |                          | ration<br>r 31, 2005) |       |                       |                      |
|---|----------------------|--|---------------------------------|--------------------|--------------------------|-----------------------|----------------------|--------------|--------------------------|-----------------------|-------|-----------------------|----------------------|
| Name  | Operating<br>Revenue |  | erating Expenses                |                    |                          |                       |                      |              |                          |                       | 0     | Normalis and of       |                      |
|   |                      |  | Property<br>managemen<br>t fees | Utility<br>charges | Property and other taxes | Insuarnce<br>expenses | Maintenance expenses | Depreciation | Other operating expenses | Operating<br>Profit   | NOI   | Occupancy<br>Rate (%) | Number of<br>Tenants |
| Hachioji Dai-ichi-Seimei<br>Building                | -                    | 6                                      | -                               | -                  | -                        | 0                     | -                    | 6            | -                        | 6                     | 0     | 90.0                  | 32                   |
| Saitama Urawa Building                              | 132                  | 60                                     | 16                              | 9                  | 10                       | 0                     | 1                    | 22           | -                        | 71                    | 93    | 98.0                  | 15                   |
| Shin-Yokohama First<br>Building                     | 72                   | 97                                     | 18                              | 14                 | 13                       | 0                     | 5                    | 45           | -                        | 25                    | 20    | 81.0                  | 6                    |
| Kawasaki Isago<br>Building                          | 177                  | 115                                    | 29                              | 14                 | 15                       | 0                     | 13                   | 41           | 0                        | 62                    | 103   | 93.4                  | 11                   |
| Jozenji Park Building                               | 21                   | 9                                      | 3                               | 0                  | 0                        | 0                     | 0                    | 6            | -                        | 11                    | 18    | 93.1                  | 18                   |
| Sendai Honcho Honma<br>Building                     | 146                  | 73                                     | 18                              | 5                  | 15                       | 0                     | 4                    | 28           | -                        | 72                    | 101   | 98.8                  | 15                   |
| Niigata Ishizuecho<br>Nishi-Bandaibashi<br>Building | 83                   | 45                                     | 16                              | 10                 | 8                        | 0                     | 4                    | 6            | 0                        | 37                    | 43    | 96.6                  | 10                   |
| Kanazawa Park<br>Building                           | 520                  | 375                                    | 111                             | 65                 | 78                       | 2                     | 20                   | 84           | 12                       | 145                   | 229   | 94.3                  | 66                   |
| Kanazawa Minamicho<br>Building                      | 73                   | 36                                     | 11                              | 8                  | 6                        | 0                     | 1                    | 8            | -                        | 37                    | 46    | 85.4                  | 14                   |
| Nagoya Hirokoji<br>Building                         | 767                  | 383                                    | 118                             | 66                 | 62                       | 1                     | 64                   | 69           | -                        | 383                   | 453   | 100.0                 | 32                   |
| Nagoya Misono<br>Building                           | 103                  | 68                                     | 13                              | 8                  | 7                        | 0                     | 2                    | 36           | 0                        | 35                    | 71    | 100.0                 | 7                    |
| Kyoto Shijo<br>Kawaramachi Building                 | 131                  | 99                                     | 21                              | 12                 | 12                       | 0                     | 23                   | 29           | 0                        | 32                    | 61    | 100.0                 | 33                   |
| Sakaisuji-honmachi<br>Building                      | 140                  | 184                                    | 54                              | 17                 | 45                       | 1                     | 14                   | 52           | -                        | 44                    | 8     | 96.7                  | 17                   |
| Midosuji Daiwa<br>Building                          | 659                  | 327                                    | 65                              | 51                 | 86                       | 1                     | 23                   | 98           | 0                        | 332                   | 430   | 100.0                 | 25                   |
| Kobe Itomachi Building                              | 73                   | 42                                     | 10                              | 8                  | 6                        | 0                     | 2                    | 14           | -                        | 31                    | 45    | 100.0                 | 17                   |
| NHK Hiroshima<br>Broadcasting Center<br>Building    | 80                   | 110                                    | 43                              | 14                 | -                        | 0                     | 11                   | 23           | 16                       | 29                    | 6     | 98.6                  | 12                   |
| Tosei Tenjin Building                               | 99                   | 63                                     | 13                              | 9                  | 10                       | 0                     | 8                    | 21           | -                        | 36                    | 57    | 100.0                 | 20                   |
| Hinode Tenjin Building                              | 168                  | 116                                    | 23                              | 16                 | 16                       | 0                     | 43                   | 15           | -                        | 51                    | 67    | 89.2                  | 10                   |
| Total   | 10,747               | 5,258                                  | 1,277                           | 855                | 937                      | 27                    | 471                  | 1,641        | 46                       | 5,489                 | 7,131 | 97.6                  | 609                  |

# Geographical Diversification and Earthquake Risk



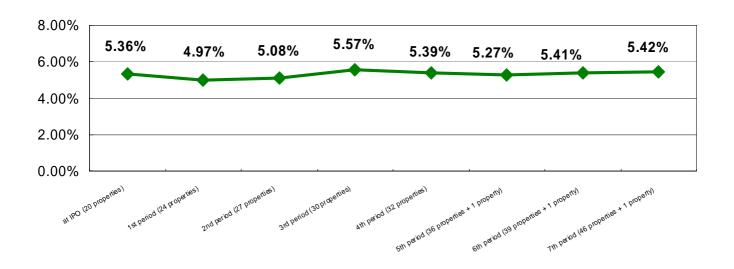
#### **Geographical Diversification**



- · Acquisition price bases
- The Tokyo metropolitan area includes Tokyo, Saitama, Chiba and Kanagawa
- The above graph excludes the acquisition as preferred securities
- ◆ The share of the 23 wards in the Tokyo metropolitan area increased because 6 out of 8 properties acquired in the 7th and 8th periods are located within the 23 wards.
- Well-balanced portfolio: Highly liquid properties with a stable rent income in the Tokyo metropolitan area account for approximately 82%; properties with attractive yields in other cities account for 18% as of April 1, 2005.



# Earthquake Risk (PML Value\*)



PML Value has been stable at around 5% since IPO.

# \*PML (Probable Maximum Loss) Value: Percentage of Probable Maximum Loss due to Earthquake

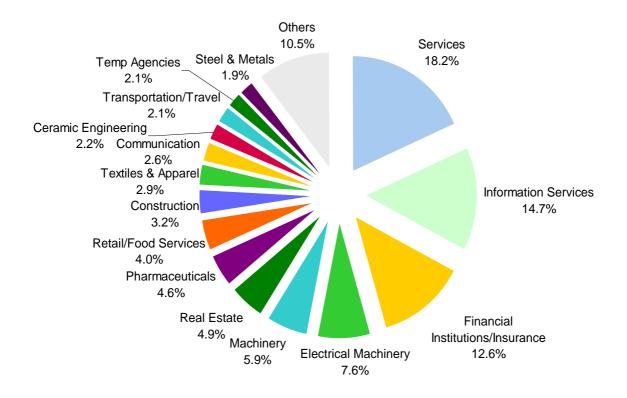
The percentage of the expense in restoring an earthquake-struck building to pre-earthquake condition to the total replacement value (i.e. total expense incurred by an earthquake divided by replacement value of a building), when assuming a catastrophic earthquake that is likely to occur with a 10% probability over a span of 50 years (a 10% probability of an earthquake occurring in 50 years can be translated into one occurring once in 475 years. This means an earthquake with a recurrence span of 475 years or one that might occur once in 475 years.)

# **Tenant Data** (Diversification)

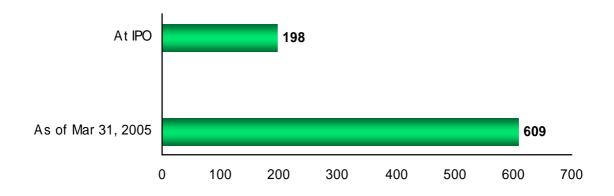


# **Tenant Diversification (Based on Rented Area)**

As of the end of March, 2005 Based on 46properties

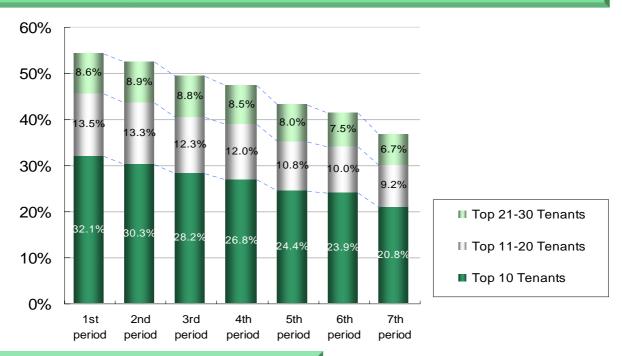


#### **Number of Tenants**





# % of Major Tenants (based on the rented area)



# % of Long-term Contracts\* in Top 30 Tenants

(\*Rent Contracts for more than one year)



% of the rented area by the major tenants is declining.

The diversification of tenants reduces the risk of cancellation by major tenants.

Top 30 tenants tend to make rent agreements for longer periods. High level of stability





# **Major Tenants (Top 5)**

46 properties as of March 31, 2005

| # | Major Tenants                 | Property                                  | Rented<br>Area | % of Total<br>Rented Area |
|---|-------------------------------|---|----------------|---------------------------|
| 1 | Mitsubishi Research Institute | Mitsubishi Soken                          | 14,529 m²      | 4.4%                      |
| 2 | Dai-ichi Mutual Life          | Midosuji Daiwa<br>8 other buildings       | 10,824 m²      | 3.3%                      |
| 3 | Yamano Gakuen                 | Yoyogi 1-Chome                            | 7,772 m²       | 2.4%                      |
| 4 | тото                          | Midosuji Daiwa<br>Nagoya Hirokoji         | 6,669 m²       | 2.0%                      |
| 5 | Toshiba Solutions Corporation | Takanawadai Building<br>2 other buildings | 5,331 m²       | 1.6%                      |

<sup>\*</sup>The rented area of Ito-Yokado Co., Ltd. in Nibancho Garden, acquired on April 1, 2005. is 9,316 m².

## **MEMO**



# Changes in Major Tenants

| # in the<br>7th Period | # in the<br>6th Period | Tenant                        | 7th Period<br>Rented Area<br>(m²) | 6th Period<br>Rented Area<br>(m²) | Change (m²) |
|------------------------|------------------------|-------------------------------|-----------------------------------|-----------------------------------|-------------|
| 1                      | 1                      | Mitsubishi Research Institute | 14,529                            | 14,529                            | 0           |
| 2                      | 2                      | Dai-ichi Mutual Life          | 10,824                            | 9,984                             | 840         |
| 3                      | 3                      | Yamano Gakuen                 | 7,772                             | 7,772                             | 0           |
| 4                      | 4                      | тото                          | 6,669                             | 6,669                             | 0           |
| 5                      | 17                     | Toshiba Solutions Corporation | 5,331                             | 2,568                             | 2,763       |
| 6                      | 5                      | Company A                     | 5,144                             | 5,144                             | 0           |
| 7                      | 6                      | Company B                     | 4,791                             | 4,791                             | 0           |
| 8                      | 21                     | Company C                     | 4,490                             | 2,254                             | 2,235       |
| 9                      | 7                      | Company D                     | 4,418                             | 4,418                             | 0           |
| 10                     | 9                      | Company E                     | 4,279                             | 4,279                             | 0           |
| 11                     | 10                     | Company F                     | 3,656                             | 3,656                             | 0           |
| 12                     | -                      | Company G                     | 3,415                             | 0                                 | 3,415       |
| 13                     | 11                     | Company H                     | 3,383                             | 3,383                             | 0           |
| 14                     | 12                     | Company I                     | 3,126                             | 3,126                             | 0           |
| 15                     | 13                     | Company J                     | 2,967                             | 2,967                             | 0           |



No substantial change

# **Tenant Data** (Stability)



# Changes to Fixed-rent Contracts and Long-term Rent Contracts with a Non-cancellation Clause

#### Revenue and average maturity

# Tokyo Metropolitan Area (Tokyo/Kanagawa/Saitama/Chiba)

|   | 7th Period | 6th Period |
|---|------------|------------|
| % of revenues from fixed- and long-term rent contracts over the next year | 32.4%      | 37.1%      |
| Average maturity of fixed- and long-term rent contracts                   | 4.5yrs.    | 5.2yrs.    |

#### **Other Major Cities**

|   | 7th Period | 6th Period |
|---|------------|------------|
| % of revenues from fixed- and long-term rent contracts over the next year | 12.1%      | 15.5%      |
| Average maturity of fixed- and long-term rent contracts                   | 3.2yrs.    | 3.1 yrs .  |

# Three Central Wards in Tokyo (Chiyoda/Chuo/Minato)

|   | 7th Period | 6th Period |
|---|------------|------------|
| % of revenues<br>from fixed- and<br>long-term rent<br>contracts over the<br>next year | 42.1%      | 55.3%      |
| Average maturity of fixed- and long-term rent contracts                               | 6.2yrs.    | 6.6yrs.    |

#### **Portfolio**

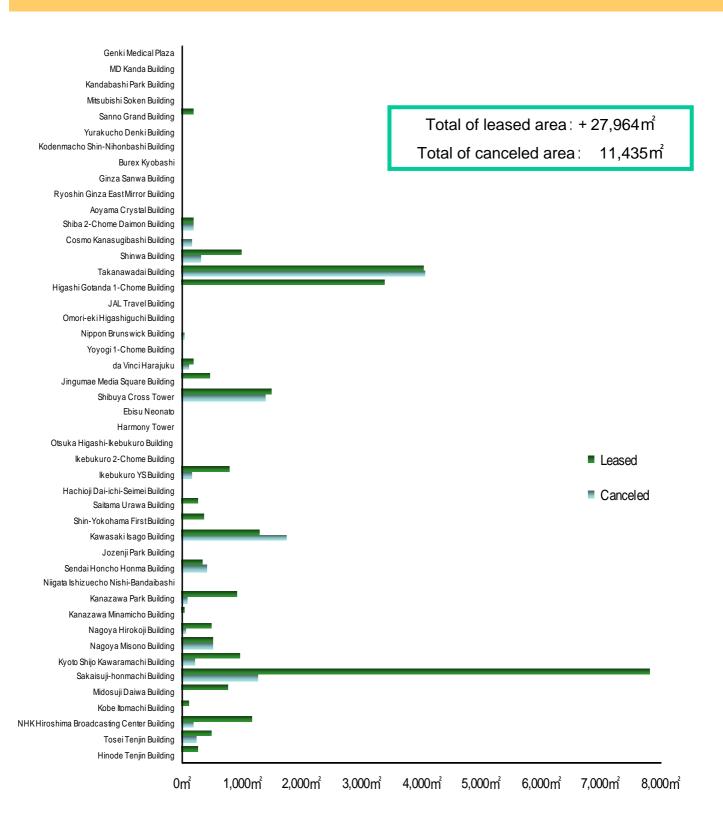
|   | 7th Period | 6th Period |
|---|------------|------------|
| % of revenues<br>from fixed- and<br>long-term rent<br>contracts over the<br>next year | 27.2%      | 30.8%      |
| Average maturity of fixed- and long-term rent contracts                               | 4.3yrs.    | 4.9yrs.    |



Aiming for a more stable revenue

# Tenant Data (Tenant Activities in the 7th Period)





## Internal Growth (Cost Reduction)



#### **Current Situation and Plan for Cost Reduction**

#### **Basic Policy:**

Targeted Cost Reduction: Cutting base administrative costs, comprised of maintenance and utility costs at the time of acquisition of new properties, by 5% over the next three years

- Achieved a reduction of 556 million yen per year as an actual performance during the 6th and 7th periods, versus the reduction target of 221 million yen on 29 properties already acquired in or before the 5th period.
- Attained a reduction of 12.6% versus the 5% target.

#### Target and result of 29 properties

#### Base administration cost 4,420 million yen

|                  | Target           | Results of the 6th and 7th Periods |
|------------------|------------------|------------------------------------|
| Reduction rate   | -5.0%            | -12.6%                             |
| Reduction amount | -221 million yen | -556 million yen                   |

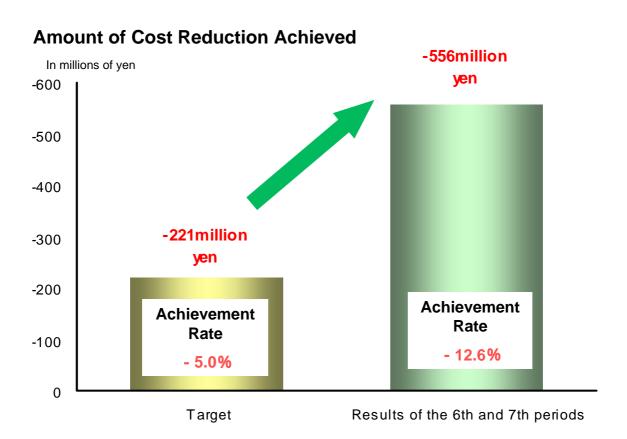
Base administration cost: Maintenance and utility costs at the time of acquisition

A street receites reciptor and a sector

**Actual results: maintenance cost only** 

The reduction rate would decline to 21.6% on the basis of maintenance cost.







## **Internal Growth**

# (Renovation Work)



#### 1. JRE's renovation work

- ' Prepared medium-to long-term renovation plans for each building
- Conducted renovation work to increase asset profitability
- ' Implemented renovation work to ensure appropriate asset management
- Conducted proper renovations to maintain and enhance the function of buildings
- Reviewed construction estimates and carried out construction administration by third parties

#### 2. Implementtaion and plans

Implementation for the 7th period

a. Renovation to attract tenants

In thousands of yen

| Property Name           | Purpose                              | Accounting Treatment     | Cost   |
|-------------------------|--------------------------------------|--------------------------|--------|
| Jingumae Media Square   | Interior finishing of rentable areas | Capitalized cost/Expense | 31,000 |
| Takanawadai             | Interior finishing of rentable areas | Capitalized cost/Expense | 24,000 |
| Kyoto Shijo Kawaramachi | Common area repair work              | Capitalized cost/Expense | 9,000  |
| Kanazawa Park           | Tenant improvement service           | Capitalized cost/Expense | 5,000  |

#### b. Renovation for appropriate asset management

In thousands of yen

| Property Name       | Purpose                               | Accounting Treatment     | Cost    |
|---------------------|---------------------------------------|--------------------------|---------|
| Shibuya Cross Tower | Water tank & drainage system renew al | Capitalized cost/Expense | 238,000 |
| Yurakucho Denki     | Elevator renewal                      | Capitalized cost/Expense | 34,000  |
| Nagoya Hirokoji     | Steel-frame work & painter's work     | Expense                  | 14,000  |
| Mitsubishi Soken    | Water supply system renewal           | Capitalized cost/Expense | 21,000  |

#### ' Implementation for the 8th and 9th periods

#### c. Renovation to attract tenants

In thousands of yen

| Property Name           | Purpose                 | Accounting Treatment     | Cost    |
|-------------------------|-------------------------|--------------------------|---------|
| Nippon Brunswick        | Common area repair work | Capitalized cost/Expense | 130,000 |
| Kyoto Shijo Kawaramachi | Common area repair work | Capitalized cost/Expense | 12,000  |
| Sakaisuji-honmachi      | Common area repair work | Capitalized cost/Expense | 12,000  |
| Kanazawa Minamicho      | Entrance repair work    | Capitalized cost/Expense | 9,000   |

#### d. Renovation for appropriate asset management

In thousands of yen

| Property Name       | Purpose  | Accounting Treatment     | Cost    |
|---------------------|--|--------------------------|---------|
| Shibuya Cross Tower | Heat source equipment repair work                        | Capitalized cost/Expense | 482,000 |
| Ikebukuro YS        | Air-conditioning system renewal                          | Capitalized cost/Expense | 105,000 |
| Nagoya Hirokoji     | Multilevel parking garage exterior wall maintenance work | Expense                  | 33,000  |
| Kanazawa Minamicho  | Exterior wall repair work                                | Expense                  | 25,000  |



#### 3 . Cost reduction by strict review of construction estimates (the 7th period)

|                                      | In thousands of yen |
|--------------------------------------|---------------------|
| Number of Works                      | 113                 |
| Estimated total cost of construction |                     |
| before inspection                    | 938,000             |
| Total cost of construction after     |                     |
| inspection                           | 822,000             |
| Reduced                              | 116,000( 12.4%)     |

#### 4 . 5 year-plan of renovation works

In millions of yen

|                                  | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2008 | Total  |
|----------------------------------|---------|---------|---------|---------|---------|--------|
| Renovation                       | 1,500   | 2,200   | 2,700   | 1,100   | 1,500   | 9,000  |
| Annual<br>Depreciation<br>Amount | 3,300   | 3,800   | 3,800   | 3,700   | 3,700   | 18,300 |

<sup>\* 47</sup> properties, including Nibancho Garden
\* Figures in 2004 are actual.

## **MEMO**

## **External Growth (Acquisition Plan)**



#### **Investment Criteria for Property Acquisition**

Geographic Diversification

60%–80% in the Tokyo metropolitan area Balance among major local cities, including Osaka and Nagoya

Structure

Adaptation to Revised Quake-resistance standards (Earthquake Resistant Design Standard under Building Standard Law enforced in 1981) or equivalent structure/strength

Size of Property

Equal to/more than 3,000 m<sup>2</sup> of building area

#### **Deal Source**

#### FY2003

| Area               | First Half of 2003 |     |     |     |     | Second Half of 2003 |       |     |     |     | Total | %   |     |       |       |        |
|--------------------|--------------------|-----|-----|-----|-----|---------------------|-------|-----|-----|-----|-------|-----|-----|-------|-------|--------|
| Alea               | Apr                | May | Jun | Jul | Aug | Sep                 | Total | Oct | Nov | Dec | Jan   | Feb | Mar | Total | Total | /0     |
| Tokyo Metropolitan | 27                 | 22  | 20  | 15  | 14  | 4                   | 102   | 32  | 10  | 21  | 27    | 10  | 14  | 114   | 216   | 77.4%  |
| Other Cities       | 5                  | 6   | 6   | 1   | 4   | 0                   | 22    | 6   | 6   | 6   | 19    | 2   | 2   | 41    | 63    | 22.6%  |
| Total              | 32                 | 28  | 26  | 16  | 18  | 4                   | 124   | 38  | 16  | 27  | 46    | 12  | 16  | 155   | 279   | 100.0% |

#### FY2004

| Area               | First Half of 2004 |     |     |     |     | Second Half of 2004 |       |     |     |     | Total | %   |     |       |     |        |
|--------------------|--------------------|-----|-----|-----|-----|---------------------|-------|-----|-----|-----|-------|-----|-----|-------|-----|--------|
| Alea               | Apr                | May | Jun | Jul | Aug | Sep                 | Total | Oct | Nov | Dec | Jan   | Feb | Mar | Total |     | 70     |
| Tokyo Metropolitan | 19                 | 7   | 21  | 24  | 8   | 30                  | 109   | 41  | 24  | 15  | 22    | 16  | 9   | 127   | 236 | 81.4%  |
| Other Cities       | 1                  | 2   | 5   | 6   | 2   | 9                   | 25    | 10  | 3   | 8   | 6     | 0   | 2   | 29    | 54  | 18.6%  |
| Total              | 20                 | 9   | 26  | 30  | 10  | 39                  | 134   | 51  | 27  | 23  | 28    | 16  | 11  | 156   | 290 | 100.0% |

◆ Among 569 properties (279 properties acquired in fiscal 2003 and 290 properties acquired in fiscal 2004), 10 properties valued at 60 billion yen are under due diligence process, and 5 properties out of the 10 are under negotiations for acquisition and valued at 30 billion yen.



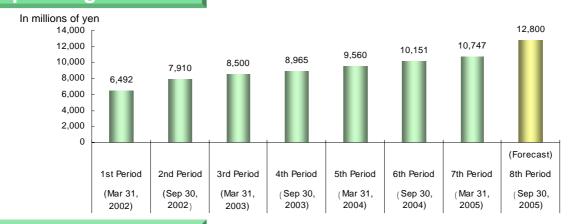


# **Income Statement Forecast**

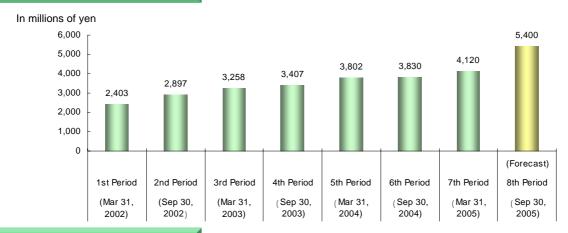
|                               |                       |                       | In                    | millions of yen, excep | ot for Dividend per Unit |
|-------------------------------|-----------------------|-----------------------|-----------------------|------------------------|--------------------------|
| Term                          | 5th Period            | 6th Period            | 7th Period            | 8th Period             | 9th Period               |
|                               | Ended Mar 31,<br>2004 | Ended Sep 30,<br>2004 | Ended Mar 31,<br>2005 | Ending Sep 30,<br>2005 | Ending Mar 31,<br>2006   |
|                               | actual                | actual                | actual                | forecast               | forecast                 |
| Number of Properties          | 36                    | 39                    | 46                    | 47                     | 47                       |
| Number of Days                | (183 days)            | (183 days)            | (182 days)            | (183 days)             | (182 days)               |
| Operating Revenue             | 9,560                 | 10,151                | 10,747                | 12,800                 | 12,800                   |
| Operating Expenses            | 3,105                 | 3,478                 | 3,616                 | 4,000                  | -                        |
| NOI                           | 6,455                 | 6,672                 | 7,131                 | 8,800                  | -                        |
| Depreciation and Amortization | 1,498                 | 1,657                 | 1,641                 | 1,900                  | -                        |
| Operating Profit              | 4,956                 | 5,015                 | 5,489                 | 6,900                  | -                        |
| Administrative Expenses       | 615                   | 656                   | 787                   | 800                    | -                        |
| Net Operating Profit          | 4,341                 | 4,358                 | 4,701                 | 6,100                  | 6,100                    |
| Non-Operating Profit and Loss | 537                   | 527                   | 580                   | 700                    | -                        |
| (Interest Expenses)           | ( 412)                | ( 470)                | ( 563)                | ( 560)                 | -                        |
| Recurring Profit              | 3,803                 | 3,831                 | 4,121                 | 5,400                  | 5,400                    |
| Net Income                    | 3,802                 | 3,830                 | 4,120                 | 5,400                  | 5,400                    |
| Dividends                     | 3,802                 | 3,830                 | 4,120                 | 5,400                  | 5,400                    |
| Number of Units               | 260,400               | 260,400               | 260,400               | 345,400                | 345,400                  |
| Dividend per Unit             | 14,602 yen            | 14,711 yen            | 15,824 yen            | 15,800 yen             | 15,900 yen               |
| Occupancy Rate                | 94.8%                 | 93.6%                 | 97.6%                 | 97.7%                  |                          |



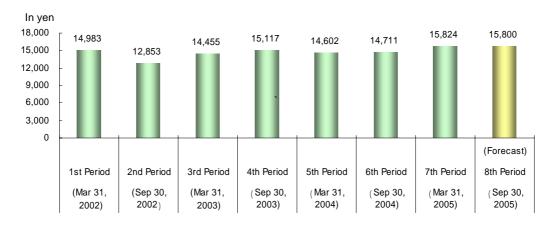
## **Operating Revenue**



#### **Net Income**



## **Dividends per Unit**



<sup>\*</sup> Actual number of days in the 1st period was 203 days (about 7 months). The dividend was assumed to be 13,433 yen in 6 month terms.



# **Balance Sheet Forecast for the 8th Period**

#### In millions of yen

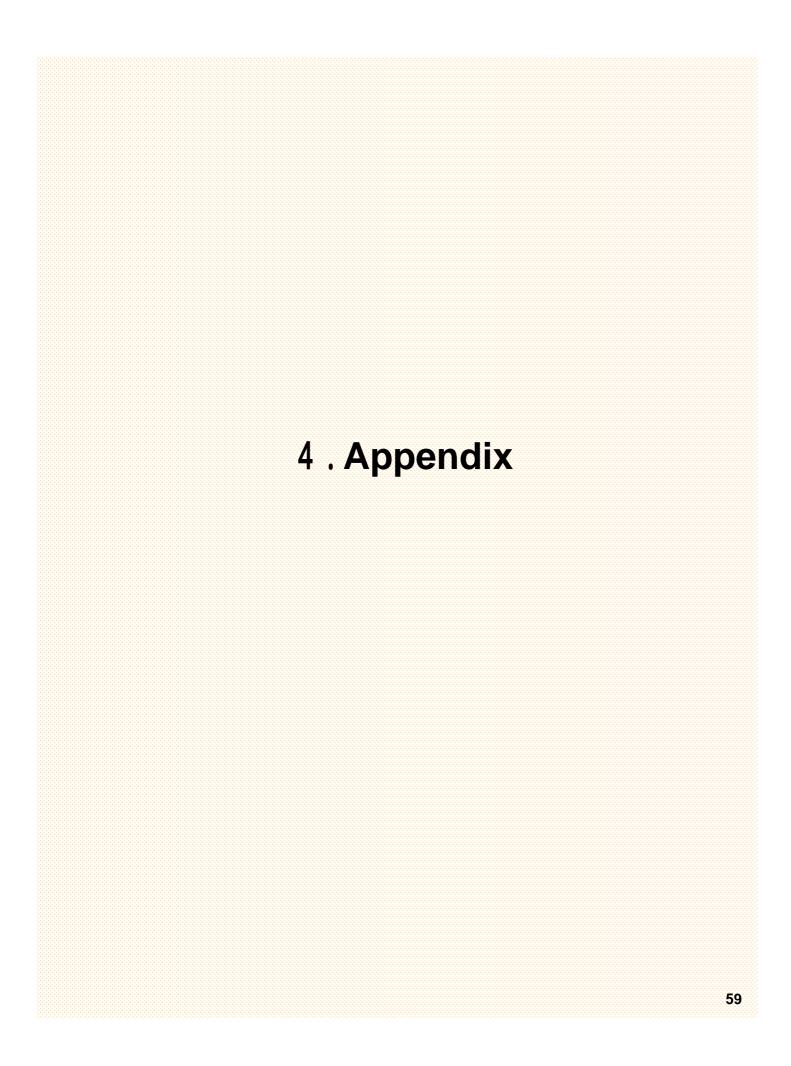
| Item                             | 8th Fiscal End<br>(Sep. 30, 2005) | 7th Fiscal End<br>(Mar. 31, 2005) | Change | Reasons for Change   |
|----------------------------------|-----------------------------------|-----------------------------------|--------|--|
| Current Assets                   |                                   |                                   |        |  |
| Cash and entrusted cash          | 27,066                            | 29,361                            | 2,295  |  |
| Other current assets             | 250                               | 657                               | 407    |  |
| Total Current Assets             | 27,316                            | 30,019                            | 2,703  |  |
| Fixed Assets                     |                                   |                                   |        |  |
| Property and equipment           |                                   |                                   |        | Increased due to Niharaha Cardan                                     |
| Buildings                        | 96,619                            | 90,409                            | 6,210  | Increased due to Nibancho Garden acquisition and capital expenditure |
| Structures                       | 576                               | 576                               | 0      |  |
| Machinery and equipment          | 1,556                             | 1,556                             | 0      |  |
| Land                             | 215,869                           | 206,679                           | 9,190  | Increased due to Nibancho Garden acquisition                         |
| Accumulated depreciation         | 11,695                            | 9,783                             | 1,912  | ·  |
| Total Property and Equipment     | 302,925                           | 289,439                           | 13,486 |  |
|                                  |                                   |                                   |        |  |
| Intangible Assets                |                                   |                                   |        |  |
| Lease hold rights                | 1,912                             | 1,912                             | 0      |  |
| Total Intangible Assets          | 1,912                             | 1,912                             | 0      |  |
| Investments and Others           |                                   |                                   |        |  |
| Investments in securities        | 956                               | 956                               | 0      |  |
| Long-term prepaid expenses, etc. | 26                                | 31                                | 5      |  |
| Total Investments and Others     | 982                               | 987                               | 5      |  |
| Total Fixed Assets               | 305,819                           | 292,339                           | 13,480 |  |
| Total Assets                     | 333,135                           | 322,358                           | 10,777 |  |



#### In millions of yen

| Item                                    | 8th Fiscal End<br>(Sep. 30, 2005) | 7th Fiscal End<br>(Mar. 31, 2005) | Change | Reasons for Change   |
|---|-----------------------------------|-----------------------------------|--------|--|
| Liabilities                             |                                   |                                   |        | Decreased by 59,000, due to                                    |
| Current Liabilities                     |                                   |                                   |        | repayment of short-term borrowing                              |
| Short-term borrowing                    | 28,000                            | 63,000                            | 35,000 | Increasd by 24,000, due to transfer from long-term liabilities |
| Rent received in advance                | 2,530                             | 2,460                             | 70     | Trom long-term liabilities                                     |
| Other current liabilities               | 1,745                             | 1,745                             | 0      |  |
| Total Current Liabilities               | 32,275                            | 67,206                            | 34,930 |  |
| Long-term Liabilities                   |                                   |                                   |        |  |
| Investment Corporation Bonds            | 45,000                            | 45,000                            | 0      |  |
| Long-term borrowing                     | 27,000                            | 51,000                            | 24,000 | Transfer to short-term borrowing                               |
| Deposits from tenants                   | 21,694                            | 20,994                            | 700    |  |
| Other Long-term Liabilities             | 294                               | 588                               | 294    | acquisition  |
| Total Long-term Liabilities             | 93,988                            | 117,582                           | 23,594 |  |
| Total Liabilities                       | 126,263                           | 184,789                           | 58,526 |  |
| Unitholder Equity                       |                                   |                                   |        |  |
| Unitholder capital                      | 201,472                           | 133,448                           | 68,024 | Increased due to 3rd follow-on offering                        |
| Retained earnings                       | 5,400                             | 4,120                             | 1,280  |  |
|   |                                   |                                   |        |  |
| Total Unitholder Equity                 | 206,872                           | 137,569                           | 69,303 |  |
|   |                                   |                                   |        |  |
| Total Liabilities and Unitholder Equity | 333,135                           | 322,358                           | 10 777 |  |
| Total Elabilities and Onlinoider Equity | 333,133                           | 322,330                           | 10,777 |  |

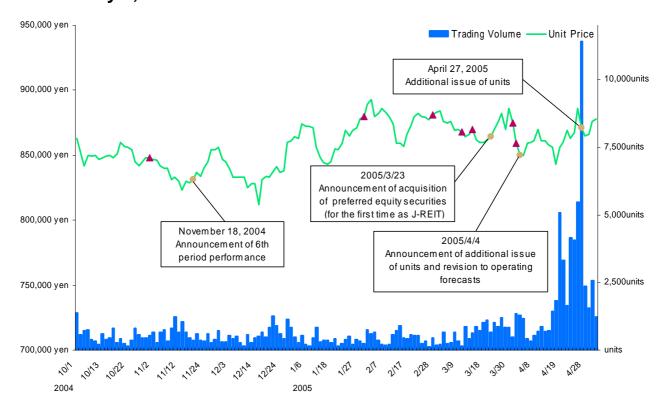
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# **Unit Price Performance** (the 7th Period)



#### As of May 9, 2005



Notes: 1. Unit prices are based on daily closing prices.

2. Circles ( ) show announcement of topics and Triangles ( ) show acquisition dates of new properties.

# **MEMO**

# Unit Price Performance Major Indices)

# (Relative to



#### Unit Price Performance (As of May 9, 2005)



- \* Stock performance is measured based on an offering price of 525,000 yen for JRE and the September 7, 2001, closing price of 1,080.83 yen for TOPIX, 770.21 yen for TPREAL, and 3,140 yen for Tokyo Electric Power Company. The TSE REIT index is a ratio against the closing prices on March 31, 2003.
- \* TPREAL (TOPIX Real Estate Index) is a weighted index designed to measure the performance of the real estate sector of the TOPIX index.
- \* Stock prices are based on the closing prices of each day.
- \* The stock price performance above is historical and not an indication of future performance.

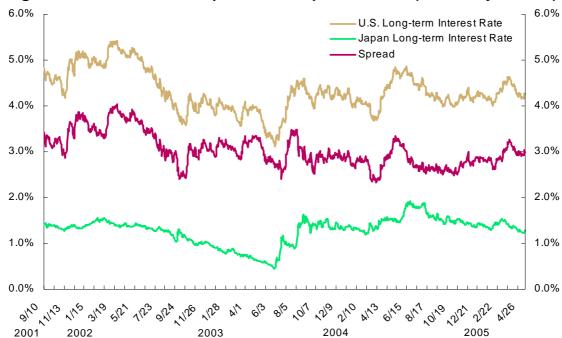


<sup>\*</sup> Long-term rate is based on 10-year JGB yield and short-term rate is based on 3M LIBOR.

# Interest Rate Comparison of Japan and U.S.

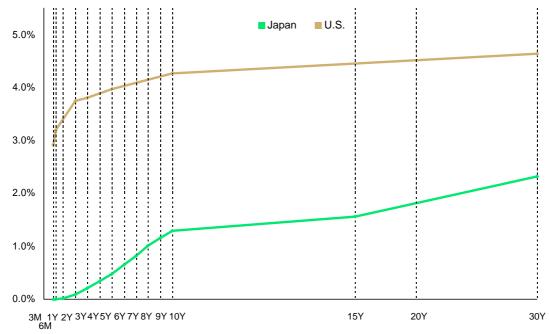


#### Long-term Interest Rate Comparison of Japan and U.S. (As of May 9, 2005)



<sup>\*</sup>Long-term interest rates are the yield of Japan and U.S.10 year Government Bond.

#### Yield Curve Comparison of Japan and U.S. (As of May 9, 2005)



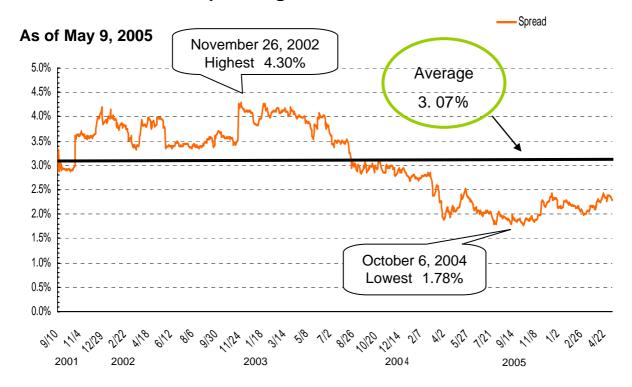
<sup>\*</sup>Source: Bloomberg

<sup>\*</sup>Source : Bloomberg

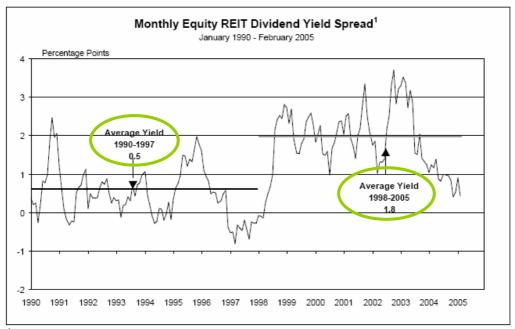
# **Yield Spread Comparison**



#### JRE Dividend Yield Spread against JGB



## **US Equity REIT Dividend Yield Spread against Treasury**



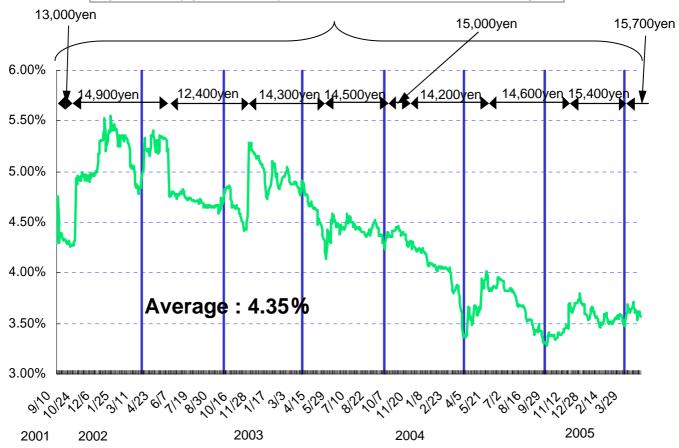
<sup>&</sup>lt;sup>1</sup> Yield spread calculated by taking the Equity REIT dividend yield less 10-year constant maturity Treasury yield. Source: NAREIT.<sup>®</sup>





#### As of May 9, 2005

| Forecast Dividends (yen)                     |            |
|--|------------|
| Original Forecast:                           | 13,000 yen |
| October 22, 2001 (Upward revision):          | 14,900 yen |
| May 27, 2002 (2nd-period announcement):      | 12,400 yen |
| November 19, 2002 (3rd-period announcement): | 14,300 yen |
| May 20, 2003 (4th-period announcement):      | 14,500 yen |
| October 1, 2003 (Upward revision):           | 15,000 yen |
| November 18, 2003 (5th-period announcement): | 14,200 yen |
| May 18, 2004 (6th-period announcement):      | 14,600 yen |
| November 18, 2004 (7th-period announcement): | 15,400 yen |
| April 4, 2005 (Upward revision):             | 15,700 yen |



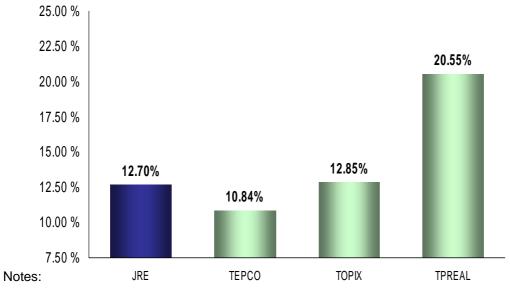
Notes: 1. The average yield is computed by annualizing the disclosed projected dividend per unit divided by average unit price (daily closing prices from September 10, 2001 to May 9, 2005).

2. Blue lines show ex-dividend dates.

# **Historical Volatility and Market Capitalization**



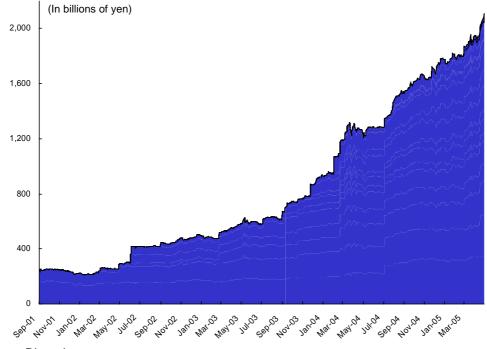
#### Historical Volatility of Unit Price (As of May 9, 2005)



1. Volatility is a measure of the change in the price of a financial instrument over a given period of time. By convention, historical volatility is the standard deviation of day-to-day logarithmic price changes expressed as an annualized percentage. We calculated each volatility by analyzing a sample of the 200 trading day closing prices.

2. Source: Bloomberg

#### Change of J-REIT Market Capitalization (As of May 9, 2005)



\*Source: Bloomberg

# Performance Comparison (the 6th Period vs. the 7th Period)



In thousands of yen

# Overall Performance

| ltem                                       | 7th Period      | 6th Period      | Change  |  |
|--|-----------------|-----------------|---------|--|
|  | Oct. 04-Mar. 05 | Apr. 04-Sep. 04 |         |  |
| Revenue                                    | 10,747,875      | 10,151,128      | 596,747 |  |
| Operating Expenses(Excluding Depreciation) | 3,616,670       | 3,478,549       | 138,121 |  |
| NOI  | 7,131,204       | 6,672,578       | 458,625 |  |
| Depreciation                               | 1,641,471       | 1,657,320       | 15,849  |  |
| Operating Profit                           | 5,489,733       | 5,015,258       | 474,474 |  |



#### (Factor Analysis)

37 Properties Possessed as of the beginning of the 6th Period

| Item                                       | 7th Period      | 6th Period      | Change  |  |
|--|-----------------|-----------------|---------|--|
|  | Oct. 04-Mar. 05 | Apr. 04-Sep. 04 |         |  |
| Revenue                                    | 9,922,032       | 10,065,080      | 143,047 |  |
| Operating Expenses(Excluding Depreciation) | 3,436,016       | 3,467,299       | 31,282  |  |
| NOI  | 6,486,016       | 6,597,781       | 111,764 |  |
| Depreciation                               | 1,467,140       | 1,640,260       | 173,120 |  |
| Operating Profit                           | 5,018,876       | 4,957,520       | 61,355  |  |

Properties
Acquired in the 6th
Period

(Full contribution of the 2 properties acquired in the 6th period)

| ltem                                       | 7th Period      | 6th Period      | Change  |  |
|--|-----------------|-----------------|---------|--|
|  | Oct. 04-Mar. 05 | Apr. 04-Sep. 04 |         |  |
| Revenue                                    | 417,422         | 86,047          | 331,375 |  |
| Operating Expenses(Excluding Depreciation) | 103,004         | 11,242          | 91,762  |  |
| NOI  | 314,418         | 74,805          | 239,613 |  |
| Depreciation                               | 69,294          | 17,059          | 52,234  |  |
| Operating Profit                           | 245,123         | 57,745          | 187,378 |  |

Acquired in the 7th Period

(Contribution of the 7 properties acquired in the 7th period)

| Item                                       | 7th Period      | 6th Period      | Change  |
|--|-----------------|-----------------|---------|
|  | Oct. 04-Mar. 05 | Apr. 04-Sep. 04 |         |
| Revenue                                    | 408,419         | -               | 408,419 |
| Operating Expenses(Excluding Depreciation) | 77,650          | -               | 77,650  |
| NOI  | 330,769         | -               | 330,769 |
| Depreciation                               | 105,036         | -               | 105,036 |
| Operating Profit                           | 225,733         | -               | 225,733 |



#### (Performance by property)

In thousands of yen

37 Properties
Possessed as of the
beginning of the 6th
Period

| ()   | Genki Medical Pla |                      | MD Kanda                |                   | Kandabashi Park   |                    | Mitsubishi Soken                           | 111 (1       | J |
|--|-------------------|----------------------|-------------------------|-------------------|-------------------|--------------------|--|--------------|---|
| Hom  | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   |   |
| item                                       |                   |                      |                         |                   |                   |                    |  |              |   |
| Revenues                                   | 222,662           | 222,527              | 291,939                 | 324,227           | 173,879           | 181,476            | 1,062,686                                  | 1,063,977    |   |
| Operating Expenses(Excluding Depreciation) | 53,629            | 88,511               | 65,434                  | 79,110            | 21,493            | 26,959             | 288,660                                    | 280,740      |   |
| NOI  | 169,033           | 134,016              | 226,505                 | 245,116           | 152,386           | 154,517            | 774,026                                    | 783,237      |   |
| Depreciation                               | 24,107            | 24,994               | 49,217                  | 49,175            | 25,536            | 26,913             | 53,665                                     | 59,892       |   |
|  | Yurakucho Denki   |                      | Kodenmacho Shin         | -Nihonbashi       | Burex Kyobashi    |                    | Aoyama Crystal                             |              |   |
| Item                                       | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   |   |
| Revenues                                   | 282,608           | 267,069              | 159,299                 | 162,031           | 150,000           | 150,000            | 262,939                                    | 259,557      |   |
| Operating Expenses(Excluding Depreciation) | 93,102            | 90,703               | 54.820                  | 48,443            | 13,827            | 13,966             | 56,239                                     | 58,755       |   |
| NOI  | 189,505           | 176,366              | 104,478                 | 113,587           | 136,172           | 136,033            | 206,699                                    | 200,801      |   |
| Depreciation                               | 18,394            | 17,948               | 27,315                  | 27,222            | 37,867            | 37,867             | 35,501                                     | 35,428       |   |
| Depreciation                               | Shiba 2-chome Da  |                      | Cosmo Kanasugib         |                   | Takanawadai       | 31,001             | JAL Travel                                 | 33,420       |   |
| Hom  | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   |   |
| item                                       |                   |                      |                         |                   |                   |                    |  |              |   |
| Revenues                                   | 316,901           | 305,912              | 133,156                 | 136,529           | 69,283            | 140,272            | 86,752                                     | 89,245       |   |
| Operating Expenses(Excluding Depreciation) | 114,063           | 140,822              | 35,456                  | 39,402            | 68,706            | 43,198             | 34,630                                     | 33,608       |   |
| NOI  | 202,838           | 165,089              | 97,700                  | 97,126            | 576               | 97,074             | 52,121                                     | 55,636       |   |
| Depreciation                               | 20,374            | 31,886               | 21,497                  | 21,466            | 23,026            | 22,530             | 14,591                                     | 14,571       |   |
|  | Omori-Eki Higashi | guchi                | Nippon Brunswick        |                   | Yoyogi 1-Chome    |                    | da Vinci Harajuku                          |              |   |
| Item                                       | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   |   |
| Revenues                                   | 251,088           | 251,083              | 329,807                 | 308,002           | 283,600           | 281,200            | 193,916                                    | 193,155      |   |
| Operating Expenses(Excluding Depreciation) | 80,209            | 84,026               | 68,005                  | 68,217            | 6,412             | 6,645              | 37,358                                     | 38,104       |   |
| NOI  | 170.879           | 167.057              | 261,802                 | 239,785           | 277.187           | 274,554            | 156,557                                    | 155,051      |   |
|  | 57,403            | 57,163               | 32,648                  | 32,617            | 78,278            |                    |  | 16,707       |   |
| Depreciation                               |                   |                      |                         |                   |                   | 78,278             | 15,832                                     |              |   |
|  | Jingumae Media S  |                      | Shibuya Cross Tov       |                   | Ebisu Neonato     | Cub D              | Otsuka Higashi-Ikel                        |              |   |
| Item                                       | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   |   |
| Revenues                                   | 345,788           | 316,568              | 1,490,737               | 1,497,338         | 143,213           | 143,630            | 166,696                                    | 174,731      |   |
| Operating Expenses(Excluding Depreciation) | 81,910            | 87,818               | 548,688                 | 631,336           | 37,361            | 36,117             | 52,686                                     | 57,316       |   |
| NOI  | 263,877           | 228,749              | 942,049                 | 866,002           | 105,852           | 107,513            | 114,010                                    | 117,414      |   |
| Depreciation                               | 57,054            | 56,677               | 202,166                 | 257,647           | 41,789            | 41,765             | 19,785                                     | 37,506       |   |
| -  | Ikebukuro 2-chom  |                      |                         |                   |                   |                    |  |              |   |
| Item                                       | 7th Period        | 6th Period           |                         |                   |                   |                    |  |              |   |
| Revenues                                   | 73,692            | 72,890               |                         |                   |                   |                    |  |              |   |
| Operating Expenses(Excluding Depreciation) | 20,910            | 25,563               |                         |                   |                   |                    |  |              |   |
|  |                   |                      |                         |                   |                   |                    |  |              |   |
| NOI  | 52,781            | 47,327               |                         |                   |                   |                    |  |              |   |
| Depreciation                               | 13,227            | 13,130               |                         |                   |                   |                    |  |              |   |
|  | Saitama Urawa     |                      | Shin-Yokohama F         | irst              | Kawasaki Isago    |                    |  |              |   |
| ltem                                       | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         |  |              |   |
| Revenues                                   | 132,105           | 144,650              | 72,345                  | 56,579            | 177,519           | 189,564            |  |              |   |
| Operating Expenses(Excluding Depreciation) | 38,185            | 47,347               | 52,214                  | 54,445            | 73,558            | 66,477             |  |              |   |
| NOI  | 93,920            | 97,302               | 20,130                  | 2,133             | 103,960           | 123,086            |  |              |   |
| Depreciation                               | 22,222            | 22,190               | 45,748                  | 45,589            | 41,882            | 41,790             |  |              |   |
| Depreciation                               | Sendai Honcho He  |                      |                         | Nishi-Bandaibashi |                   | 41,730             | Kanazawa Minami                            | oho          |   |
| la con                                     | 7th Period        | Oth Devied           | 7th Period              | Oth David         | Railazawa Fai K   | City Desired       | Tib Dadad                                  | City Desired | 1 |
| Item                                       |                   | our Period           | 7th Period              | our Period        | 7ur Penda         | our renod          | 7ur Penoa                                  | our Period   | 1 |
| Revenues                                   | 146,743           | 158,696              | 83,023                  | 85,442            | 520,770           | 530,823            | 73,742                                     | 73,990       | 1 |
| Operating Expenses(Excluding Depreciation) | 45,219            | 42,117               | 39,470                  | 34,391            | 290,900           | 276,403            | 27,256                                     | 27,703       | 1 |
| NOI  | 101,524           | 116,578              | 43,553                  | 51,050            | 229,870           | 254,420            | 46,486                                     | 46,287       | 1 |
| Depreciation                               | 28,745            | 28,587               | 6,204                   | 11,167            | 84,328            | 84,531             | 8,883                                      | 12,877       | 1 |
|  | Nagoya Hirokoji   |                      | Nagoya Misono           |                   | Kyoto Shijo Kawar | ramachi            | Sakaisuji-honmacl                          | ni           |   |
| Item                                       | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   | 1 |
| Revenues                                   | 767,716           | 757,574              | 103,889                 | 108,661           | 131,775           | 126,454            | 140,659                                    | 190,635      | 1 |
| Operating Expenses(Excluding Depreciation) | 313,989           | 310,424              | 32,398                  | 31,529            | 70,158            | 49,157             | 132,472                                    | 124,892      | , |
|  |                   |                      |                         |                   |                   |                    |  |              | 1 |
| NOI  | 453,727           | 447,149              | 71,491                  | 77,132            | 61,617            | 77,297             | 8,187                                      | 65,742       | 1 |
| Depreciation                               | 69,936            | 123,603              |                         | 35,958            | 29,154            |                    |  | 51,971       | 1 |
|  | Midosuji Daiwa    |                      | Kobe Itomachi           |                   | NHK HIROShima Br  | roadcasting Center | ı oser renjin                              |              | 1 |
| Item                                       | 7th Period        | 6th Period           | 7th Period              | 6th Period        | 7th Period        | 6th Period         | 7th Period                                 | 6th Period   | 1 |
| Revenues                                   | 659,527           | 650,834              | 73,542                  | 73,878            | 80,780            | 100,496            | 99,177                                     | 103,496      | i |
| Operating Expenses(Excluding Depreciation) | 228,835           | 221,828              | 28,022                  | 29,914            | 86,960            | 75,025             | 41,983                                     | 37,638       | 3 |
| NOI  | 430,692           | 429,005              | 45,520                  | 43,963            | -6,180            | 25,471             | 57,193                                     | 65,857       | 1 |
| Depreciation                               | 98,324            | 98,273               | 14,465                  | 14,426            | 23,108            | 22,661             | 21,072                                     | 20,972       |   |
|  | Hinode Tenjin     |                      |                         |                   | ,,                |                    | <u>                                   </u> |              |   |
| ltem                                       | 7th Pariod        | 6th Region           |                         |                   |                   |                    |  |              |   |
| Revenues                                   | 168,060           | 171,874              |                         |                   |                   |                    |  |              |   |
|  |                   |                      |                         |                   |                   |                    |  |              |   |
| Operating Expenses(Excluding Depreciation) | 100,782           | 58,632               |                         |                   |                   |                    |  |              |   |
| NOI  | 67,278            | 113,242              |                         |                   |                   |                    |  |              |   |
| Depreciation                               |                   |                      |                         |                   |                   |                    |  |              |   |
|  | 15,330            | 29,311               |                         |                   |                   |                    |  |              |   |
|  | Shinwa            |                      | Ikebukuro YS            |                   |                   |                    |  |              |   |
| ltem                                       | •                 | 29,311<br>6th Period | Ikebukuro YS 7th Period | 6th Period        |                   |                    |  |              |   |

Properties Acquired in the 6th Period

New Properties Acquired in the 7th Period

| Item                                       | 7th Period | 6th Period | 7th Period | 6th Period |
|--|------------|------------|------------|------------|
| Revenues                                   | 228,104    | 36,127     | 189,318    | 49,920     |
| Operating Expenses(Excluding Depreciation) | 52,862     | 2,961      | 50,142     | 8,280      |
| NOI  | 175,242    | 33,165     | 139,176    | 41,639     |
| Depreciation                               | 35,576     | 5,888      | 33,717     | 11,171     |

|  | Higashi Gotanda 1-Chome |            | Sanno Grand |            | Harmony Tower |            | Ginza Sanwa |            |
|--|-------------------------|------------|-------------|------------|---------------|------------|-------------|------------|
| Item                                       | 7th Period              | 6th Period | 7th Period  | 6th Period | 7th Period    | 6th Period | 7th Period  | 6th Period |
| Revenues                                   | 113,804                 | 0          | 155,810     | 0          | 67,768        | 0          | 40,960      | 0          |
| Operating Expenses(Excluding Depreciation) | 19,347                  | 0          | 30,645      | 0          | 19,307        | 0          | 4,160       | 0          |
| NOI  | 94,457                  | 0          | 125,165     | 0          | 48,460        | 0          | 36,800      | 0          |
| Depreciation                               | 38.615                  |            | 14.182      | 0          | 29.397        | 0          | 3.190       | 0          |

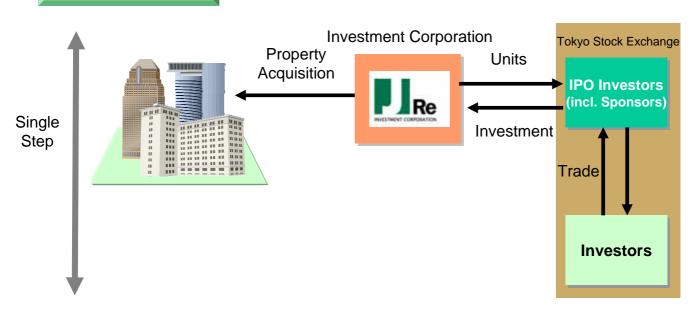
|  | Hachioji Dai-ichi-S | Seimei     | Jozenji Park |            |            |            |
|--|---------------------|------------|--------------|------------|------------|------------|
| Item                                       | 7th Period          | 6th Period | 7th Period   | 6th Period | 7th Period | 6th Period |
| Revenues                                   | 8,564               | 0          | 0            | 0          | 21,510     | 0          |
| Operating Expenses(Excluding Depreciation) | 868                 | 0          | 0            | 0          | 3,321      | 0          |
| NOI  | 7,696               | 0          | 0            | 0          | 18,189     | 0          |
| Depreciation                               | 6.794               | 0          | 6.509        | 0          | 6.346      | 0          |

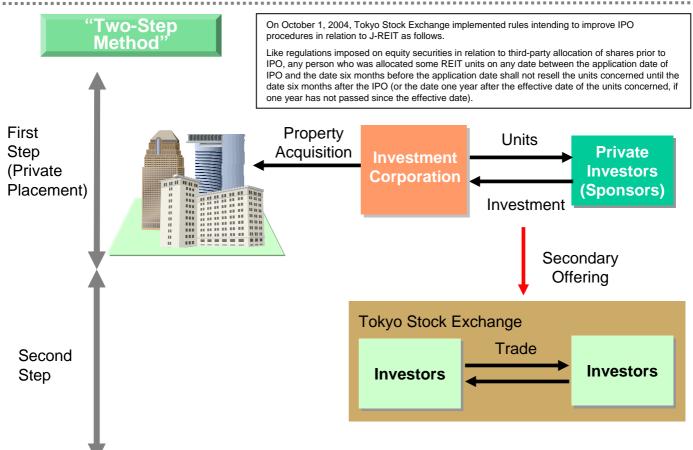
#### **Difference in IPO Procedures**



#### "One-Step Method"

68





# **Changes in Systems and Polices that affect J-REIT**



April 2003– March 2006

#### Reduction in circulation taxes on real estate transactions

- Enhancing real estate securitization by expanding the real estate investment market
- Increasing the possibility of acquiring properties for REIT

April 2003-March 2008

#### Reduction in taxes on dividends and capital gains

- ◆ Dividend and capital gain tax rates were lowered from 20% to 10%.
- (As for capital gains, this is as a preferential treatment between January 2003 and December 2007.)
- Vitalizing the stock market

Beginning of 2004

# Establishing REIT-incorporated Fund of Funds and full-scale sales over the bank counter

- Growing number of investors due to enhanced REIT market
- ◆ Attracting a better mix of personal investors through sales at banks

March 2004

# Introduction of asset impairment accounting at the discretion of the company

- Release of companies' properties onto the real estate market
- Increasing opportunities of acquiring properties for REIT

April 2005

#### Full elimination of the government protection of deposits

 With diversified investment activities, increasing the number of REIT investors

March 2006

#### Compulsory adoption of asset impairment accounting

- Release of companies' properties onto the real estate investment market
- Increasing opportunities of acquiring properties for REIT

#### **Quake-Resistance Standards**



### **History of Quake-Resistance Standards**

- ◆ Several revisions of quake-resistance standards in the wake of earthquake disasters.
- ◆ The most prominent revision was a large-scale revision to the Enforcement Order of the Building Standard Law based on the 1978 Miyagi-ken Oki Earthquake.
  - "Revised Quake-resistance Standards"
- Enactment of the Legislation for Promoting Earthquake Retrofit for Buildings after experiencing several big earthquakes and reflected by the Great Hanshin Earthquake

| Age  | Major Earthquake             | Standards/Enforcement Order/Notification         |
|------|------------------------------|--|
| 1923 | Kanto, Mag=7.9               |  |
| 1948 | Fukui, Mag.=7.1              |  |
| 1950 |                              | Enactment of Building Standard Law               |
| 1960 | _                            | Revision of tie hoop intervals in Architectural  |
|      |                              | Institution RC Standards (tie hoop intervals of  |
| 1964 | Miigata, Mag.=7.5            | 30 cm or less)                                   |
| 1968 | Tokachi Oki, Mag.=7.9 🗼      |  |
| 1971 |                              | Revision of Enforcement Order                    |
|      |                              | (tie hoop intervals of 15 cm or less)            |
| 1978 | Miyagi Oki, Mag.=7.4         |  |
| 1981 |                              |  |
|      |                              | Large-scale revision of the Enforcement Order of |
| 1983 | Nihonkai Oki, Mag.=7.7       | the Building Standard Law                        |
| 1993 | Kushiro Oki, Mag.=7.8        | Revised Quake-Resistance Standards               |
| 1994 | Hokkaido Touho Oki, Mag.=8.1 |  |
| 1995 | Koube Nannbu, Mag.=7.2       | Enactment of Legislation for Promoting           |
| 2004 | Niigata Chuetsu, Mag.=6.8    | Earthquake Retrofit for Buildings                |

# What Is Building Construction Authorized by the Construction Minister?

The earthquake-resistant design concept for building construction authorized by the Construction Minister is the same as that of the Revised Quake-Resistance Standards, and it can be said that it is almost equal to the standards even though there are minor differences in the earthquake motion intensity, verification methods, etc.



#### What Are the Revised Quake-Resistance Standards?

- Before and after its large-scale revision, the Enforcement Order of the Building Standard Law was commonly known as the Former Quake-Resistance Standards and Revised Quake-Resistance Standards, respectively.
- Differences between the Former and Revised Quake-Resistance Standards are:

#### Former Quake-Resistance Standard

Confirm safety in a medium level of earthquake (roughly a lower-5 quake on the Japanese earthquake scale)

A tie hoop interval of 15 cm or less, 10 cm or less for places in the vicinity of beams/plinths

#### **Revised Quake-Resistance Standards**

♦ Newly implemented two-phase quake-resistant design rules

In medium earthquakes (roughly a lower-5 on the Japanese earthquake scale), protection of human lives, building functions, and estates is being aimed at. (No damage)

In huge earthquakes (roughly lower- and upper-6 on the Japanese earthquake scale), protection of human lives is being aimed at.

♦ Newly established tie hoop ratio for RC pillars (0.2% or more) in addition to a tie hoop interval. Securing width of hoops is being aimed at.

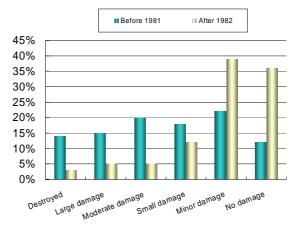
#### **Buildings Damaged in the Great Hanshin Earthquake**

# Damaged buildings (Area in the vicinity of the JR San-nomiya Station, Chuo-ku, Kobe City)

|                 | Before | 1981  | After | 1982  |
|-----------------|--------|-------|-------|-------|
| Destroyed       | 105    | (14%) | 5     | (3%)  |
| Large damage    | 116    | (15%) | 7     | (5%)  |
| Moderate damage | 151    | (20%) | 8     | (5%)  |
| Small damage    | 137    | (18%) | 18    | (12%) |
| Minor damage    | 168    | (22%) | 58    | (39%) |
| No damage       | 96     | (12%) | 54    | (36%) |

Sources: Act of the Legislation for Promoting Earthquake Retrofit for Buildings and its explanation and the Japan Building Disaster Prevention Association, the Building Center of Japan.

# Extent of damages to buildings

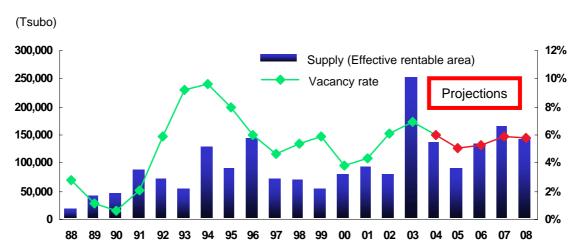


The Great Hanshin Earthquake proved that buildings that met the Revised Quake-Resistance standards were highly resistant to earthquakes.

# **Environment Surrounding Office Building Market**



#### Office Building Market in Tokyo



Source: The Real Estate White Paper 2004, Ikoma Date Service system (IDSS)

Note: Supply shows total floor areas of buildings of more than 10,000 tsubo.

#### **Future Issues for Office Building Market**

#### The Year 2007 Problem

Many new office buildings are scheduled to be completed during 2006 - 2008 in the central Tokyo area.

In Nagoya, large office buildings are slated to be completed in front of Nagoya station (this is gaining attention as "the Year 2007 problem" in the Nagoya Region).

#### < Major office buildings to be completed during 2006 - 2008 in central Tokyo >

·Tokyo Building (rebuilding) (gross floor area: 149,000m² 33 floors above ground)

· Mitsubishi Corporation Marunouchi New Office Building (rebuilding)

(gross floor area: 61,000m², 21 floors above ground)

· East Japan Railway Corporation Tokyo Station Nihonbashiguchi Building

(gross floor area: 79,200m², 43 floors above ground)

- New Marunouchi Building (rebuilding) (gross floor area: 195,000m², 38 floors above ground)
- The Redevelopment of the Former Defense Agency Site in Roppongi

(gross floor area:354,000m², number of floors: to be determined)

· Mitsubishi Corporation, Furukawa Building, Marunouchi Yaesu Building (Rebuilding)

(gross floor area: 200,000m<sup>2</sup>, number of floors: to be determined)

#### < Office Buildings to be completed around 2007 in the Nagoya Region >

·Toyota-Mainichi Building (gross floor area: 198,000m², 46 floors above ground, scheduled completion: 2006)

·Ushijima Redevelopment Building (Redevelopment by Chubu Electric, Toyota, etc.)

(gross floor area 137,000m², 40 floors above ground, scheduled completion:

2007)



#### The Year 2010 Problem

The number of office workers in Tokyo's 23 wards is expected to drop by as much as approximately 170,000 people (approx. 5%) from the level in 2000, to 3. 27 million people in 2010, due to a decline in workforce, as the "baby boomers" who were born during the baby boom in the postwar period are to retire around 2010, with its peak in 2010.

#### < Projection for number of office workers (Tokyo's 23 wards) >



Source: NLI Research Institute

#### **Problem of Falling Birthrate**

The number of babies born per year was approximately 2 million in the first half of the 1970s, but it has since dropped to approximately 1.1 million babies in recent years.

The birth rate (total fertility rate) fell by 40% to 1.29 in 2003 from 2.16 in 1971, when no decline had yet kicked in. This figure is substantially lower than 2.07, a level at which population can be sustained in the long run, leading to a population decrease and aging populations.

(Birth rates in other countries

(2002))

the US :2.01 France :1.89 Norway :1.75 Holland :1.73 Germany :1.31 Italy :1.26

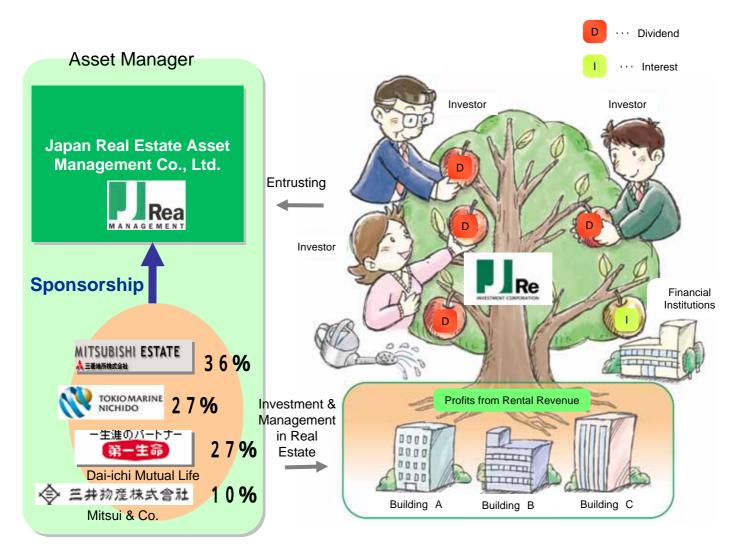


\*In Japan there is a superstitious tendency that childbirth is to be avoided in the year of the Fire Horse.

Source: Health, Labor, & Welfare Ministry

#### Structure of JRE



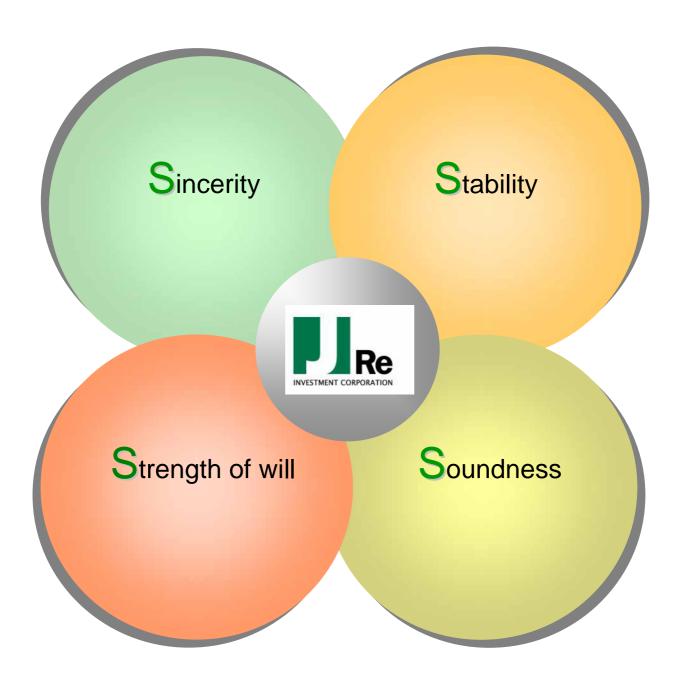


#### Points -

- ·J-Rea manages the office building portfolio.
- Expertise of Mitsubishi Estate, Tokio Marine & Nichido, Dai-ichi Mutual Life, and Mitsui & Co. is fully utilized.
- ·Units are listed and traded on the Tokyo Stock Exchange.
- Dividends are regarded as an expense if over 90% of the taxable income is paid out.

# The Four S's that support JRE's Growth

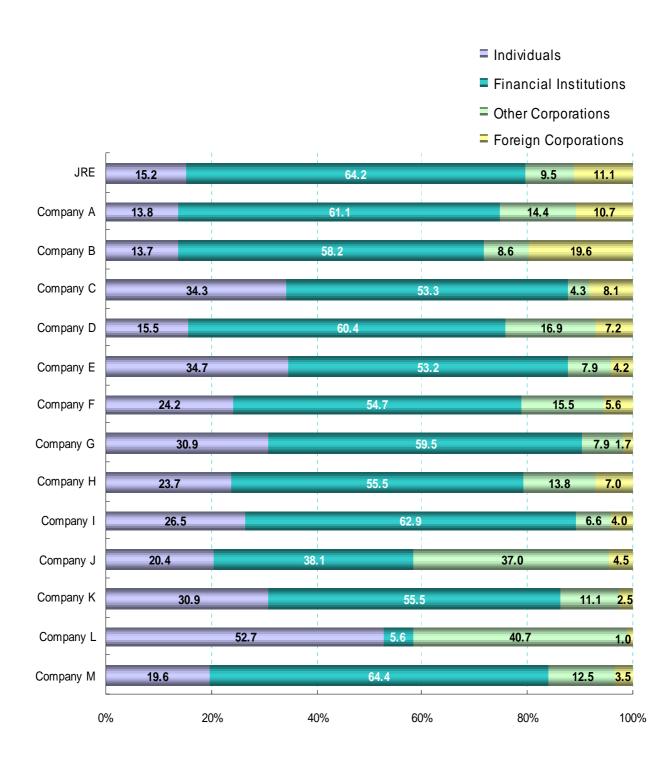




We believe that our growth is created by "the 4 S's": sincerity, stability, soundness, and strength of will.









#### **Disclaimer on Forecasts**

This presentation contains information regarding forecasts based on the plans and outlook of Japan Real Estate Investment Corporation (JRE). All data contained herein, other than those that describe current or historical data, are based on such forecasts. These forecasts are based on the assumptions, judgment, and data currently available from Japan Real Estate Asset Management (J-Rea) and JRE. These data may contain known and unknown risks, uncertainty, and other factors not accounted for. The forecasts herein may be affected by known and unknown risks, uncertainty, or other factors, particularly with respect to JRE's internal and external growth and profitability-per-share targets. The aforementioned risks, uncertainty, and other factors may result in significantly different results regarding JRE's future performance, management, and financial data presented implicitly or explicitly herein. JRE shall assume no obligation to update or further disclose data regarding these forecasts after the date of this presentation.