



# Mori Hills REIT Investment Corporation

Results of the 33rd Fiscal Period ended January 31, 2023

Presentation Material

March 17, 2023



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<https://www.mori-hills-reit.co.jp/en/>

(Asset Manager) Mori Building Investment Management Co., Ltd.

<https://www.morifund.co.jp/en/>

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Asset Management Company : Mori Building Investment Management Co., Ltd.  
(Registered as a financial instruments business, Kanto Local Finance Bureau registration no. 408  
Member of The Investment Trusts Association, Japan)

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# 1. Executive summary

## Financial summary 33rd period (Jan. 2023)

- Operating revenue: 11,210 million yen, operating income: 6,945 million yen, net income: 6,404 million yen **Increased revenue and decreased income period-over-period**
- DPU: 3,040 yen (+0.3% from 32nd period) **Increasing for 25 consecutive fiscal periods**
- NAV per unit: 165,482 yen (+0.6% from 32nd period) **Increasing for 24 consecutive fiscal periods**
- Disposed of a 7% ownership interest in Laforet Harajuku (Land) (of the 1,345 million yen from gain on disposition, 579 million yen was reserved for reduction entry)

## External growth

- While disposing of Laforet Harajuku (Land) over the medium to long term, new acquisitions will be made concurrently to further improve DPU.
- Premium properties in central Tokyo have maintained high occupancy rates despite the expansion of remote working during the COVID-19 pandemic and are expected to continuously demonstrate competitive advantages.

## Internal growth

- Even as office vacancy rates rise in central Tokyo, MHR's office occupancy rate for the 33rd period maintained a high level of 98.7% due in part to the excellent location and quality of the properties.
- Although the occupancy rates and rents for several pass-through-type offices have weakened, these properties account for only a small portion of the entire portfolio and thus the impact was minimal.
- The residential occupancy rate for the 33rd period was 98.5%, up from 97.1% in the 32nd period.

## Financial management

- As of the end of the 33rd period, MHR maintained the target level by book-value-basis LTV: 46.3%, appraisal-value-basis LTV: 36.5%, and remaining duration of debt: 4.2 years. MHR also maintained a credit rating (JCR) of AA (stable).
- The fund procurement environment has not changed despite the COVID-19 pandemic.

# 2. Investment highlights

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# 2-1 Unit price performance



**Market value** **41.9 bn yen** (Sep. 14, 2010) **282.8 bn yen** (Jan. 31, 2023)

(Note 1) Unless otherwise stated in this document, all amounts are rounded down below the unit and all fractions and areas are rounded up below the decimal point.  
 (Note 2) TSE REIT Index is adjusted as of the 8th period result announcement (Sep. 14, 2010) and shows the relative performance vs. MHR's unit price performance.

## 2-2 Financial results

### MHR experienced increased revenue and decreased income in the 33rd period. DPU increased for the twenty-fifth consecutive fiscal period.

- Disposed of a 7% ownership interest in Laforet Harajuku (Land) (of the 1,345 million yen from gain on disposition, 579 million yen was reserved for reduction entry).
- Owned properties boast excellent location and quality, therefore high occupancy rates were maintained for both offices and residences. NAV per unit increased for the twenty-fourth consecutive fiscal period (+5.6% increase over the past year).

	32nd period	33rd period		33rd period
	Jul. 31, 2022	Jan. 31, 2023	Difference	Jan. 31, 2023
	Actual	Actual		Forecasted
<b>Operating Highlights (million yen)</b>				
Operating revenue	11,197	11,210	+ 13	11,192
Rent revenues	9,652	9,642	△ 10	9,626
Other operating revenues	197	223	+ 25	220
Gain on sales of real estate properties	1,347	1,345	△ 2	1,345
Operating expenses	4,212	4,264	+ 52	4,259
Expenses related to properties	3,448	3,475	+ 27	3,515
SG&A	763	789	+ 25	744
Operating income	6,985	6,945	△ 39	6,932
Non-operating income	4	1	△ 3	0
Non-operating expenses	545	541	△ 4	545
Ordinary income	6,443	6,405	△ 38	6,388
Net income	6,443	6,404	△ 38	6,386
Reserve for reduction entry	636	579	△ 57	559
Total dividends	5,806	5,825	+ 19	5,825

### DPU

Total units outstanding (units)	1,916,330	1,916,330	—	1,916,330
DPU (yen)	3,030	3,040	+ 10	3,040

### Other Indices (million yen)

NOI	7,489	7,478	△ 11	7,421
NOI yield	3.7%	3.6%	△ 0.0PT	3.6%
Acquisition price (weighted average based on the number of operating days during the period) (Note)	410,518	408,737	△ 1,780	408,737

### Increase/decrease factor (32nd – 33rd)

#### • Operating revenue (+13 mn yen)

- Gain on disposition part of LF Harajuku (33rd period)	+1,345
- Office Rent (pass-through)	+23
- Residential Rent (pass-through)	+18
- Utilities	+16
- Cancellation penalty	+3
- Parking revenue	+3
- Gain on disposition part of LF Harajuku (32nd period)	△1,347
- Rent on disposition part of LF Harajuku (32nd period)	△38
(33rd period)	△15

#### • Operating expenses (+52 mn yen)

- Utilities	+33
- Asset management fee	+24
- Property taxes	+14
- Property management fee	△22
- Operating exp. for disposition part of LF Harajuku (32nd period)	△6

#### • Non-operating expenses (△4 mn yen)

- Interest expenses, etc.	△4
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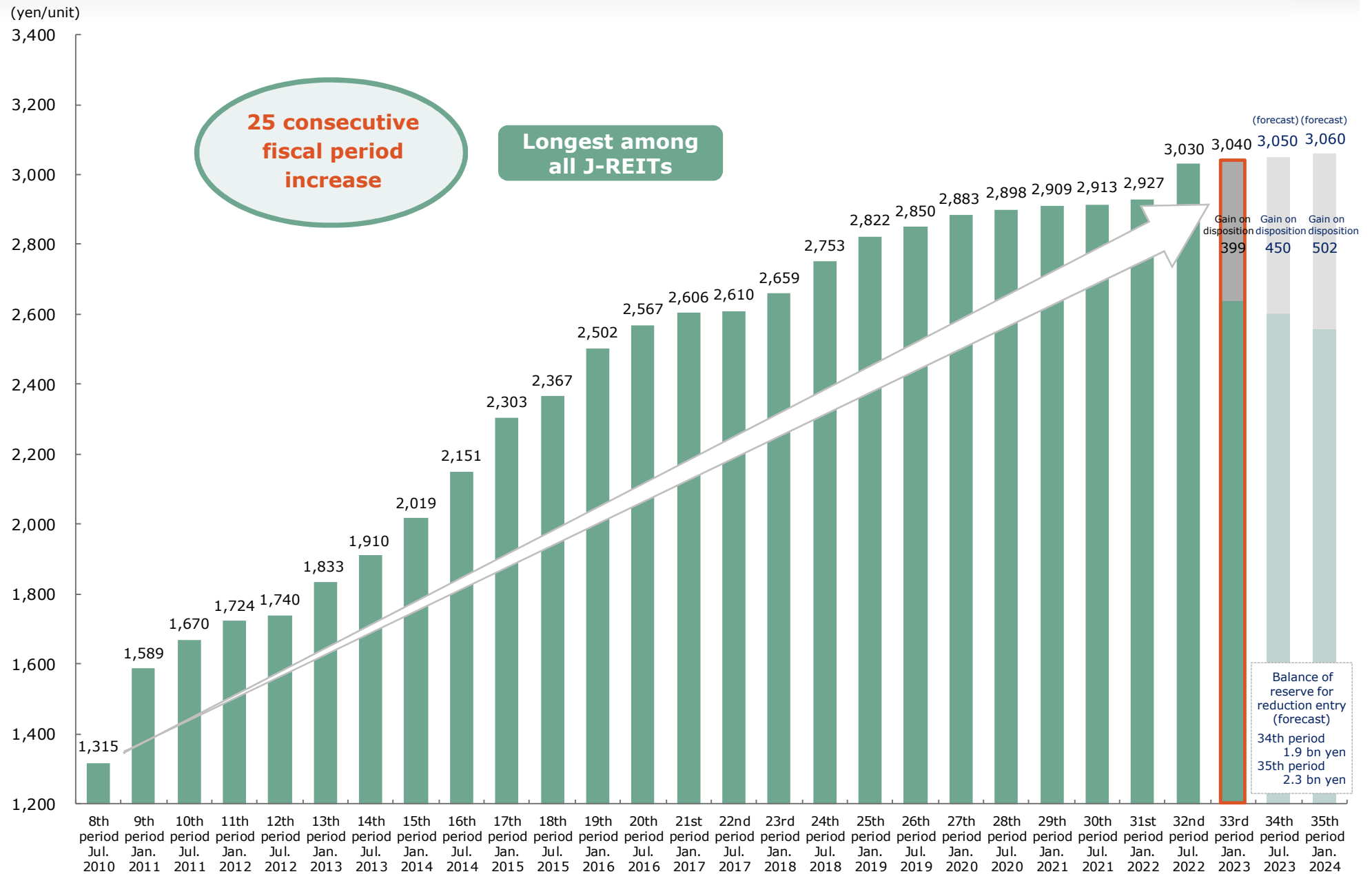
### Increase/decrease factor for 33rd period (Forecasted - Actual)

#### • Operating income (+13 mn yen)

- Decrease in maintenance and repairs	+36
- Residential Rent (pass-through)	+13
- Increase in cancellation penalty	+4
- Increase in asset management fee	△43
- Net utilities (revenue and expenses)	△5

(Note) If properties are acquired during the period, the acquisition price is the weighted average based on the number of operating days.

# 2-3 Dividends per unit growth record



※ Implemented a 5-for-1 investment unit split effective on February 1, 2014. Actual dividends per unit was divided by 5 for the periods before the split of investment units in the graph.

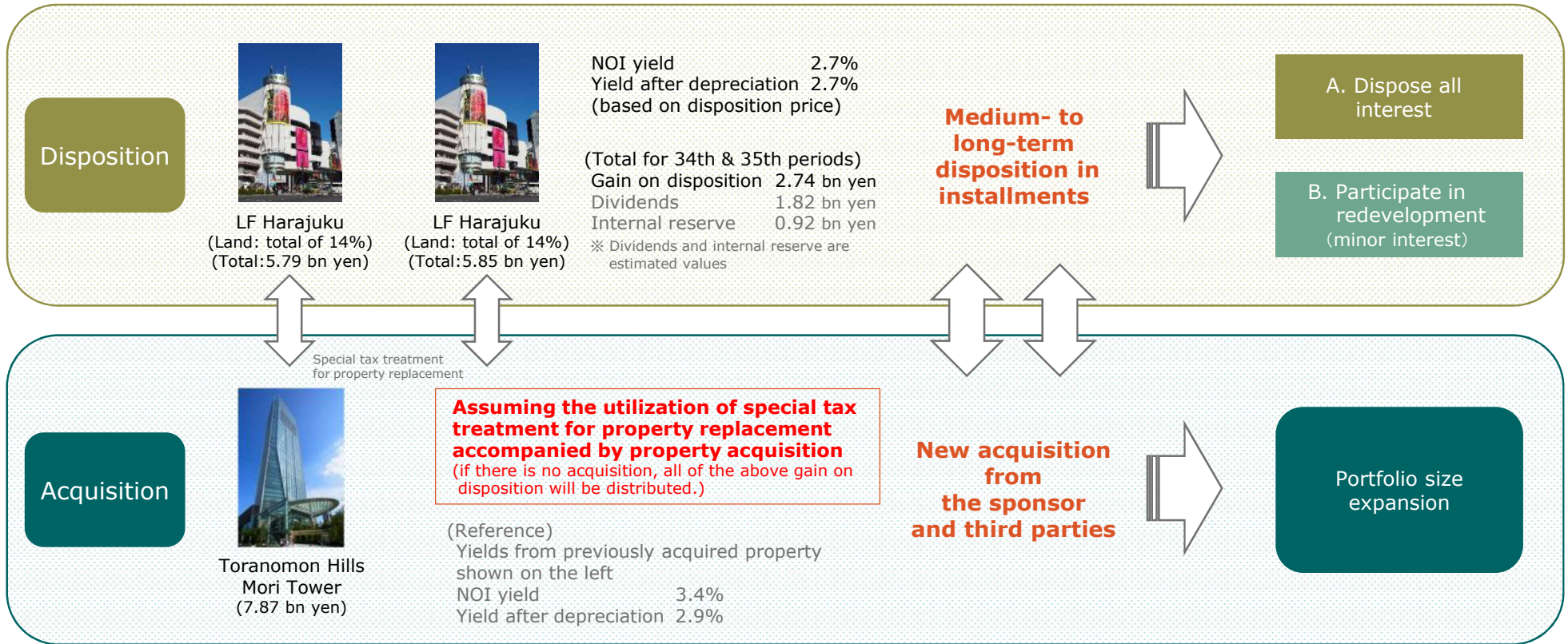


# 2-4 Medium- to long-term disposition and acquisition policy (model)

32nd-33rd

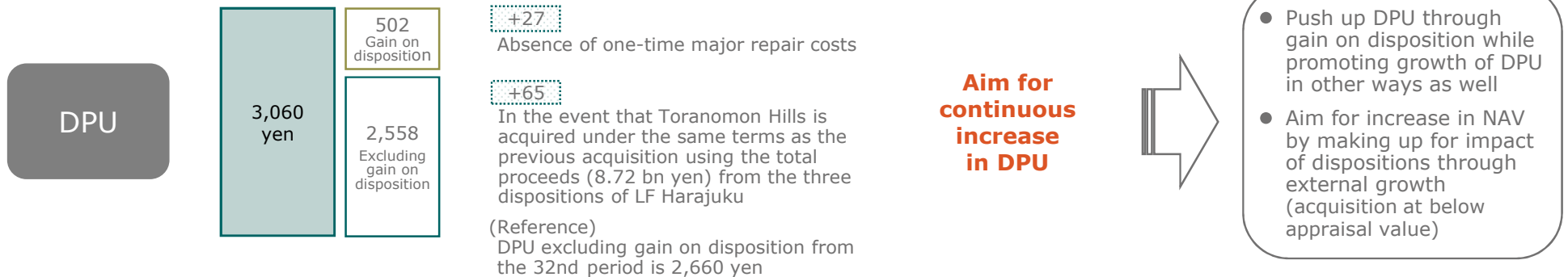
34th-35th  
(Jul. 2023 · Jan. 2024)

Medium- to long-term direction

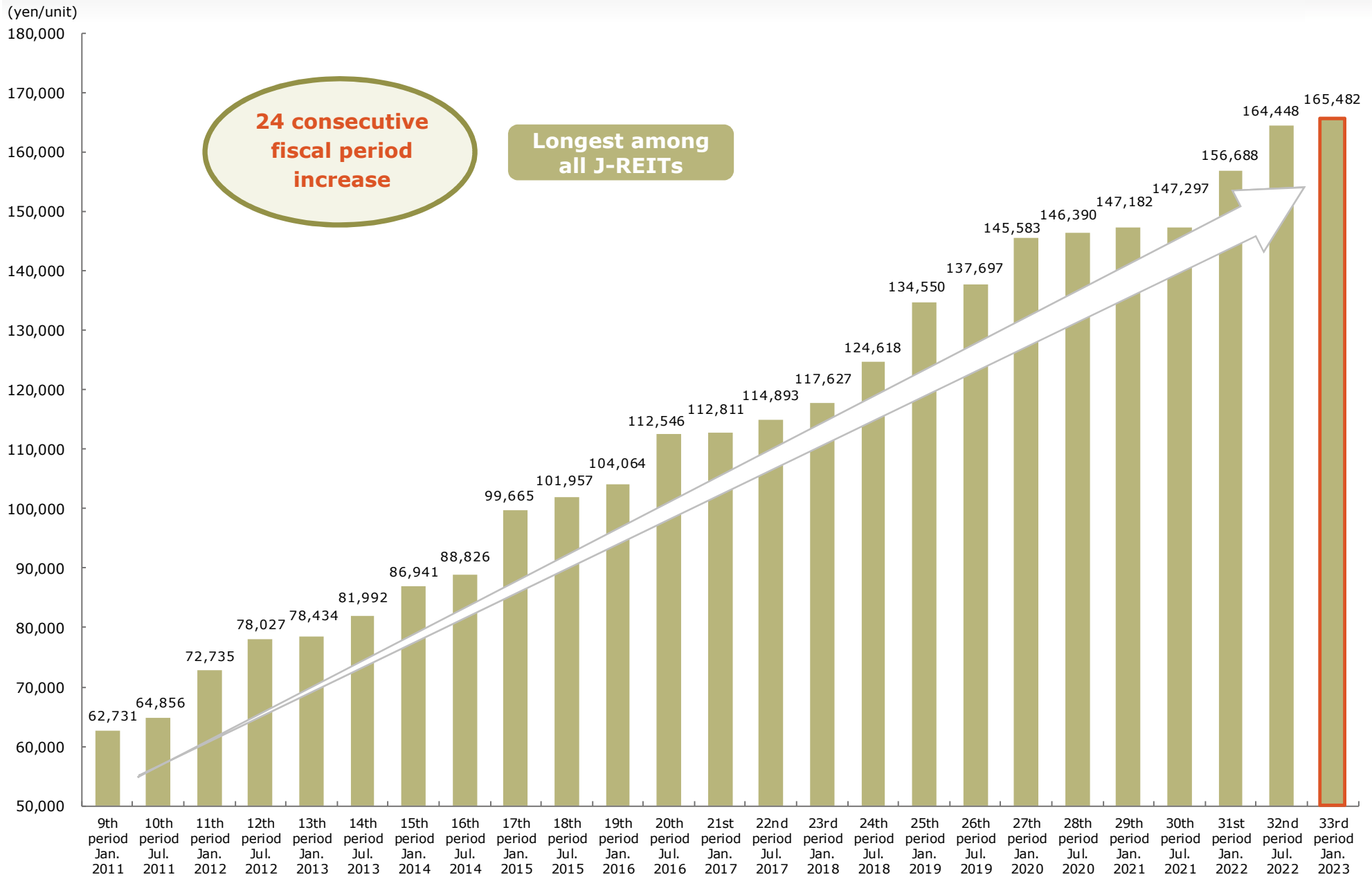


(35th period: forecast)

(Room for future growth)



# 2-5 Increase in appraisal NAV per unit



※ Implemented a 5-for-1 investment unit split effective on February 1, 2014. Actual dividends per unit was divided by 5 for the periods before the split of investment units in the graph.

## 2-6 Forecasts

**In the 34th period, DPU is forecast to be 3,050 yen reflecting effect of the property disposition**

**In the 35th period, DPU is forecast to be 3,060 yen reflecting equivalent effects of property disposition**

- In the 34th and 35th periods, 7% ownership interest in Laforet Harajuku (Land) will be disposed of. It is assumed that a portion of the gain on disposition will be internally reserved by utilizing special treatment for property replacement through new acquisition of properties (if there is no acquisition, all of the gain on disposition will be distributed).
- The decline in DPU excluding gain on disposition is because new acquisitions with funds from the disposition of Laforet have not yet been factored in at this time.

	33rd period	34th period		35th period
	Jan. 31, 2023	Jul. 31, 2023		Jan. 31, 2024
	Actual	Forecast	Difference	Forecast
<b>Operating Highlights (million yen)</b>				
Operating revenue	11,210	11,215	+ 4	11,166
Rent revenues	9,642	9,622	△ 19	9,571
Other operating revenues	223	217	△ 5	221
Gain on sales of real estate properties	1,345	1,375	+ 30	1,373
Operating expenses	4,264	4,319	+ 54	4,367
Expenses related to properties	3,475	3,556	+ 80	3,608
SG&A	789	762	△ 26	759
Operating income	6,945	6,896	△ 49	6,798
Non-operating income	1	0	△ 0	1
Non-operating expenses	541	536	△ 4	523
Ordinary income	6,405	6,360	△ 45	6,276
Net income	6,404	6,359	△ 45	6,275
Reserve for reduction entry	579	513	△ 65	411
Total dividends	5,825	5,844	+ 19	5,863
<b>DPU</b>				
Total units outstanding (units)	1,916,330	1,916,330	—	1,916,330
DPU (yen)	3,040	3,050	+ 10	3,060
<b>Other Indices (million yen)</b>				
NOI	7,478	7,382	△ 95	7,276
NOI yield	3.6%	3.7%	0.0PT	3.6%
Acquisition price (weighted average based on the number of operating days during the period)	408,737	407,455	△ 1,282	405,683

### Increase/decrease factor (33rd – 34th)

<b>•Operating revenue (+4 mn yen)</b>	
- Gain on disposition part of LF Harajuku (34th period)	+1,375
- Office Rent (pass-through)	+23
- Gain on disposition part of LF Harajuku (33rd period)	△1,345
- Rent on disposition part of LF Harajuku (33rd period)	△31
(34th period)	△7
- Cancellation penalty	△4
<b>•Operating expenses (+54 mn yen)</b>	
- Maintenance and repairs	+37
- Property taxes	+22
- Depreciation	+10
- Other operating expenses	+4
- Asset management fee	△32
- Operating exp. for disposition part of LF Harajuku (33rd period)	△3
<b>•Non-operating expenses (△4 mn yen)</b>	
- Interest expenses, etc.	△4

### Increase/decrease factor (34th – 35th)

<b>•Operating revenue (△49 mn yen)</b>	
- Gain on disposition part of LF Harajuku (35th period)	+1,373
- Office Rent (pass-through)	+7
- Gain on disposition part of LF Harajuku (34th period)	△1,375
- Rent on disposition part of LF Harajuku (34th period)	△38
(35th period)	△15
<b>•Operating expenses (+48 mn yen)</b>	
- Maintenance and repairs	+24
- Property taxes	+21
- Property management fee	+16
- Operating exp. for disposition part of LF Harajuku (34th period)	△7
<b>•Non-operating expenses (△13 mn yen)</b>	
- Interest expenses, etc.	△8
- Amortization of investment unit issuance cost	△5

# 2-7 Portfolio of premium properties in central Tokyo

## Investment strategy based on long-term perspective

- Invest in properties that can be expected to maintain and improve asset value over the long run.
- True premium properties in central Tokyo are sure to capture office demand by functioning as headquarters, even after the spread of telecommuting that has been triggered by COVID-19.
- Invest in properties that are located in areas that can expect improved asset value for the entire area based on regional development and area management, instead of only focusing on the value of individual properties.

### ① Investment in central Tokyo

“Truly central and excellent location” even within central Tokyo

Even amidst Japan’s declining population and changes in work styles that have been triggered by COVID-19, premium properties in central Tokyo that are “truly central” and in “excellent locations” are sure to capture office demand by functioning as headquarters

**Location**

### ② Investing in premium properties

Property with excellent facilities, earthquake resistance and environmental performance

Premium properties with excellent facilities, high earthquake resistance, and environmental performance that offer excellent convenience, comfort, and safety will provide competitive advantages, regardless of economic trends or the spread of telecommuting that has been triggered by COVID-19

**Quality of assets**

### ③ Value creation

Value improvement through regional development and area management

Invest in properties that can be expected to further improve profitability and asset value by continuously developing over time alongside the entire region through excellent regional development and area management, instead of only focusing on the value of individual properties

**Value Creation**

# 2-8 (1) Location

## Highest property percentage in Central Tokyo among J-REITs

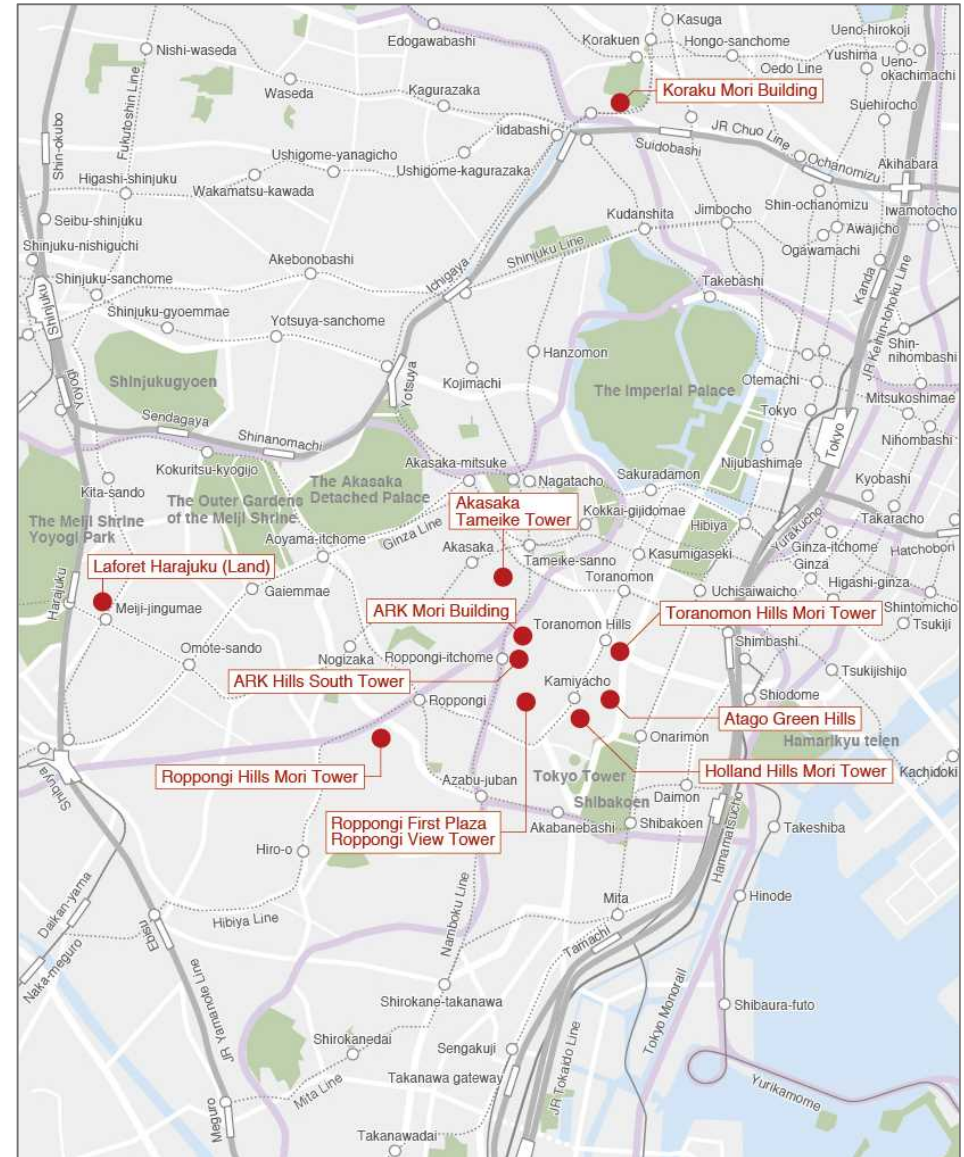


(Note) The ratios represent proportion of acquisition price to total acquisition price.

## Estimated population in central Tokyo

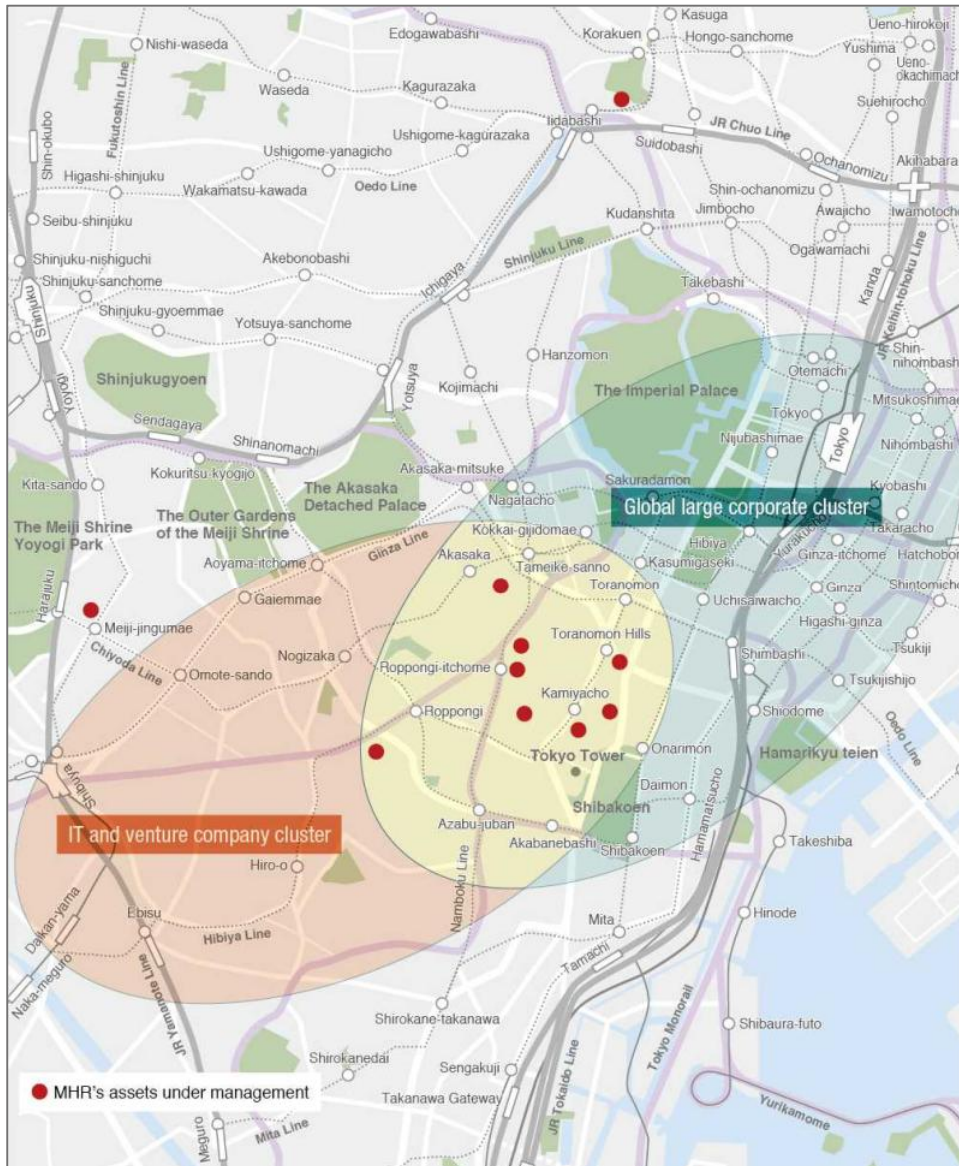
Area	Population in 2015	Estimated population in 2045	Change
3 central wards in Tokyo	442,000	594,000	+34.3%
5 central wards in Tokyo	1,000,000	1,175,000	+17.5%
Tokyo	13,515,000	13,606,000	+0.7%
Osaka	8,839,000	7,335,000	△ 17.0%
Aichi	7,483,000	6,899,000	△ 7.8%
Nationwide	127,094,000	106,421,000	△ 16.3%

(Source) Prepared by the Asset Manager based on the "Regional Population Projections for Japan (estimated in 2018)" by the National Institute of Population and Social Security Research.



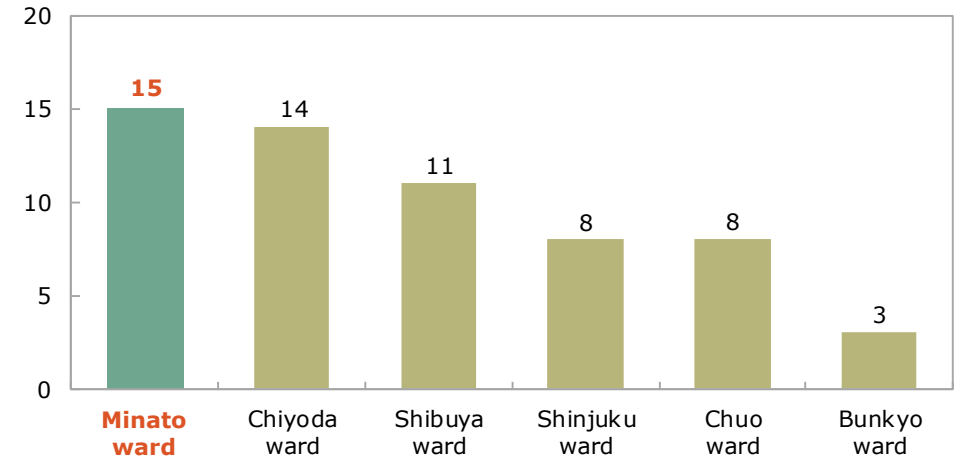
# 2-9 (1) Location

## Overlapping zone of global large corporate with IT and venture companies in central Tokyo



## Head office location of IPO companies (2022)

(Companies)



(Source) Prepared by the Asset Manager based on the Securities Registration Statement (at the time of IPO) of companies newly listed in Japanese Market (TOKYO PRO Market excluded) from January to December 2022 whose head offices are located in Tokyo.

## IT firms located in Minato ward

- |                |               |             |
|----------------|---------------|-------------|
| Apple          | Nexon         | Monex Group |
| Microsoft      | Ericsson      | GREE        |
| NVIDIA         | m3            | Medley      |
| Tencent        | Expedia Group | JTOWER      |
| Meta Platforms | Oracle Japan  | NHN JAPAN   |
| Cisco Systems  | SBI Holdings  | WingArc1st  |
| Netflix        | Mercari       | AirTrip     |
| Qualcomm       | JMDC          | Bengo4.com  |
| Softbank       | Money Forward | OpenDoor    |
| Baidu          | Appier Group  | ZIGEXN      |
| Nokia          | ANYCOLOR      | Istyle      |

(Source) Prepared by the Asset Manager based on the disclosed data etc. as of February 28, 2023.

# 2-10 (2) Quality of assets

## Premium Properties (Excellent comfort and safety with extensive facilities)

**Strong demand for headquarter offices**

### <Overview and facilities of representative properties>

Property name	Gross floor area	Access from the nearest station	Number of shops & restaurants	Hotel (spa)	Conference Incubation Members' club	Cultural facility Observatory Interactive communication facility	Residential SA	Green coverage of the site
Roppongi Hills	758,203㎡	Connected to Roppongi Station	223	Grand Hyatt Tokyo (NAGOMI SPA AND FITNESS)	Academyhills Ropponngi Hills Club	Mori Art Museum Tokyo City View TOHO Cinemas	Ropponngi Hills Residence	29.8%
Toranomon Hills	791,825㎡	Connected to Toranomon Hills Station	170	Hotel Toranomon Hills Andaz Tokyo (AO SPA AND CLUB)	Toranomon Hills Forum ARCH	TOKYO NODE	Toranomon Hills Residential Tower	30.6% (Mori Tower)
ARK Hills	310,979㎡	2-minute walk from Roppongi 1-chome Station	51	ANA InterContinental (THANN SANCTUARY SPA AKASAKA)	KaleidoWorks ARK Hills Club	Suntory Hall	ARK Towers	42.1%
Atago Green Hills	151,106㎡	3-minute walk from Onarimon Station	18	(Atago Green Hills SPA)	-	-	Atago Green Hills Forest Tower	51.5%

(Source) Prepared by the Asset Manager based on disclosed materials as of February 28, 2023.

(Note 1) Describes the outline of the entire areas and facilities including properties owned by MHR.

(Note 2) "Connected" under the "Access from the nearest station" describes the possible direct connection by concourse etc.

(Note 3) For Toranomon Hills, the gross floor area, number of shops & restaurants, names of facilities, etc., that are expected after the total completion of the building are listed (excluding green coverage of the site).



## Superior environmental performance



**Highest quality among all J-REITs**

※ In acquisition price base by excluding Laforet Harajuku (Land)

CASBEE for Real Estate: Rank S



**Roppongi Hills Mori Tower**    **ARK Mori Building**    **Atago Green Hills (MORI Tower)**    **Toranomon Hills Mori Tower**    **Holland Hills Mori Tower**

CASBEE for Real Estate : Rank A



**Akasaka Tameike Tower**    **Koraku Mori Building**

DBJ Green Building Certification: Four stars



**ARK Hills South Tower**

## Excellent earthquake resistance performance

A group of properties based on high quake-resistant engineering standards stipulated by Mori Building, the sponsor of MHR

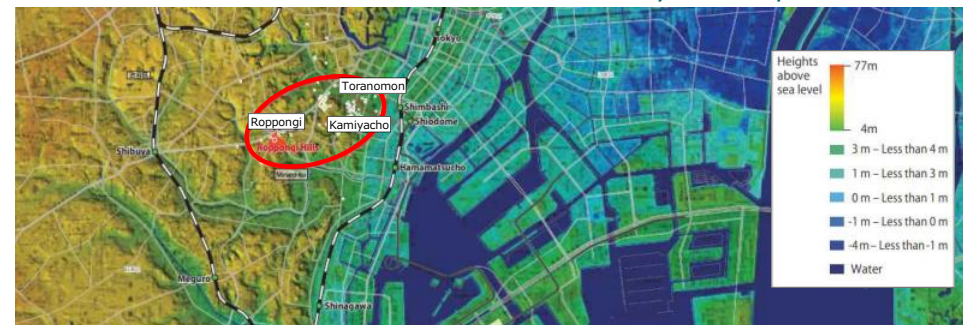
Property name	Level above the new earthquake resistance standard (Note)	PML
Roppongi Hills Mori Tower	◎	0.59%
ARK Mori Building	◎	0.78%
Koraku Mori Building	◎	0.73%
ARK Hills South Tower	◎	1.56%
Toranomon Hills Mori Tower	◎	0.50%
Holland Hills Mori Tower	◎	0.85%
Akasaka Tameike Tower	◎	1.79%
Atago Green Hills MORI Tower	◎	2.35%

(Note) Earthquake resistance performance above standards stipulated in the current Building Standards Act

## Firm ground

Located in area with firm ground at higher altitudes where liquefaction is less likely to occur

<Topographical map of ground height above sea level in Tokyo Metropolitan Area>



(Source) Geographical Survey Institute

○ Area where the properties owned by MHR are located



## Ecological Networks

MHR's properties have a high green coverage ratio and provide comfortable spaces for tenants while creating green spaces based on the "Tokyo Environmental Master Plan" of Tokyo Metropolitan Government and "Minato City Greenery and Water Comprehensive Plan" of Minato Ward, so the spaces act as "ecological network<sup>(Note)</sup> hubs" in which living creatures can dwell in and use as stopping points when they travel between green spaces such as the Imperial Palace and Shiba Park.



Mohri Garden (Roppongi Hills)



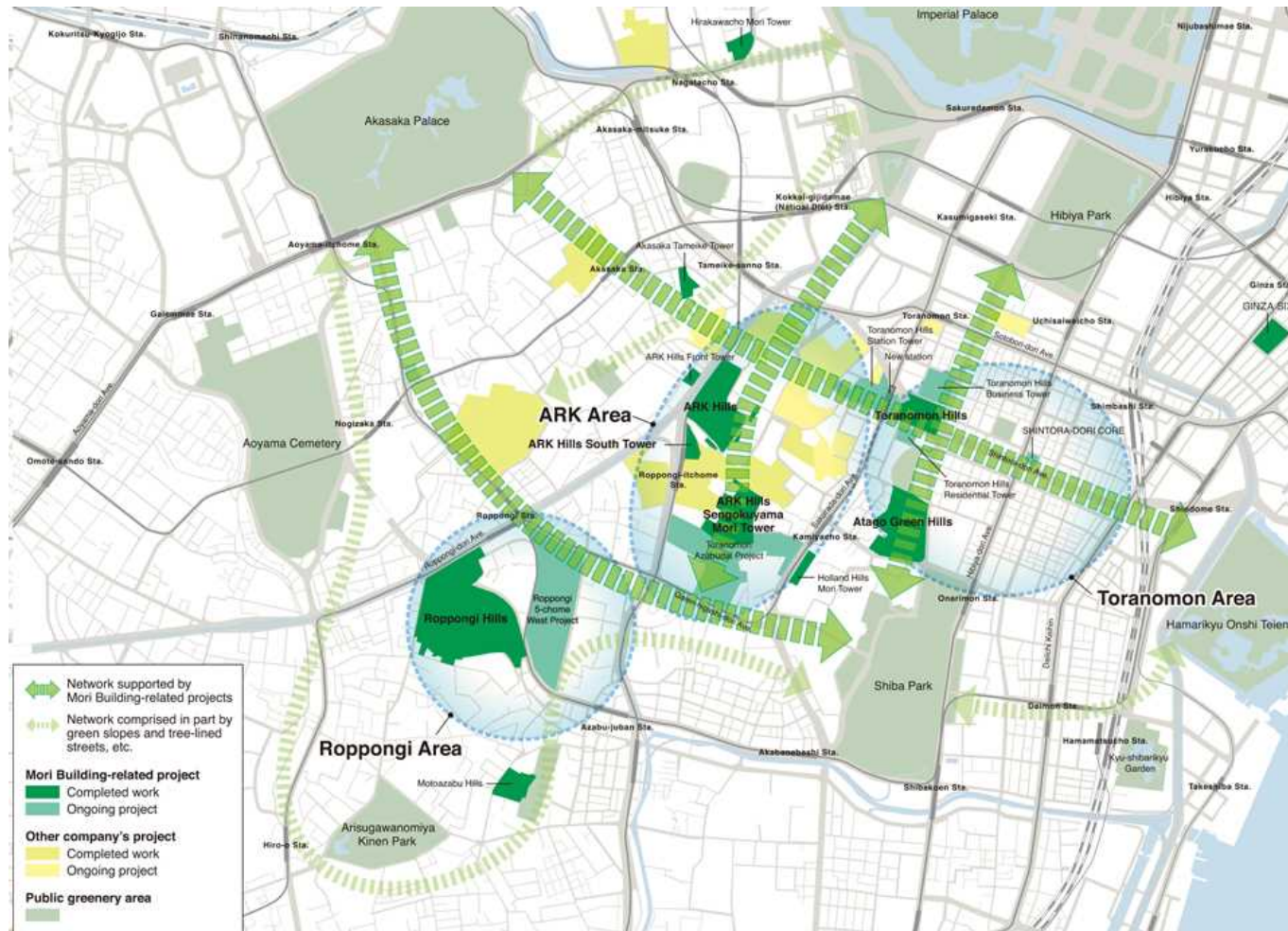
Japanese tit (Roppongi Hills)



Roppongi Sakurazaka (Roppongi Hills)



Slope green area (ARK Hills South Tower)



Rhythemis fuliginosa dragonfly (Toranomon Hills)



Oval Plaza (Toranomon Hills)



Along Atagoshita Avenue (Atago Green Hills)



Suntory Hall rooftop (ARK Hills)

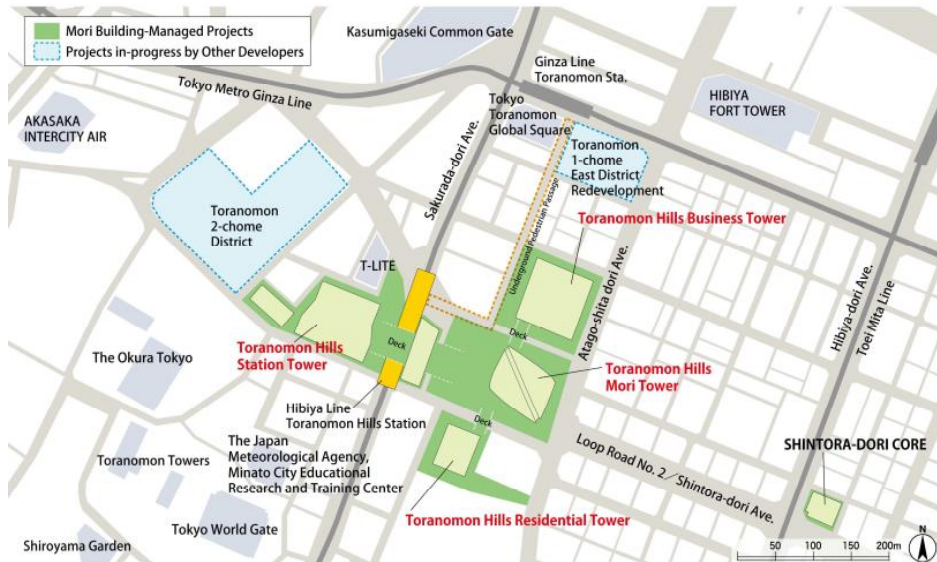
(Note) There is a need to create conditions under which living things can live easily, allowing movement by linking green areas that form the living bases for creatures with small-scale green areas and roadside trees. Such a network of habitats is referred to as an ecological network (extracted from Biodiversity and Greening Guide, Minato Ward).

# 2-13 (3) Value creation

## Developments around MHR's properties (Toranomon Hills area)



©The Boundary



## Toranomon Hills Business Tower (Completed January 2020)



©Mariko Mori «Cycloid V»

### An international-standard, large-scale office building with an innovation center

- Business Tower is a 36-story office tower, featuring international-standard, large-scale office space of approximately 96,000m<sup>2</sup>, and retail facility area of approximately 7,600m<sup>2</sup>.
- On the 4th floor is a large membership-based incubation center "ARCH," which was established especially to support large enterprises' internal business restructuring and new business creation. It boasts around 3,800m<sup>2</sup> of office work space and has become a base for Japan's unique innovation ecosystem.
- From the first basement floor to the 3rd floor, commercial spaces with a total of 58 restaurants and stores support global lifestyles. The 3rd floor houses Toranomon Yokocho, a landmark dining facility featuring offerings from famous stores from all over Tokyo.

## Toranomon Hills Station Tower (Projected completion July 2023)



### A super-high-rise mixed-use tower project integrating the station into the complex

- This project will be a 49-story, approximately 266-meter super-high-rise tower with world-class offices on 3,306m<sup>2</sup> floor plates, retail facilities integrated into a plaza in front of a subway station, and hotels that are making their Tokyo debut.
- TOKYO NODE, an interactive communication base with halls, galleries, an infinity pool, restaurants, and other facilities, will be opened on the top floors.
- A large 20-meter-wide pedestrian deck will be constructed above Sakurada Avenue. Toranomon Hills' transport hub functions will be greatly enhanced by strengthening and expanding the multi-layered transportation network at the ground, underground, and deck levels.

## Obtained LEED ND and WELL preliminary certification

### Tokyo's first Platinum LEED ND, the highest rank



- The Toranomon Hills Area Project and Toranomon Azabudai Project have obtained preliminary certification for the top rank of Platinum of the U.S. Green Building Council's Leadership in Energy & Environmental Design (LEED) (Note1) certification in the Neighborhood Development (ND) category. Even on a global scale, it is rare for a city-center mixed-use development to obtain the rank of Platinum.
- Toranomon Hills Station Tower (A-1 District) and Toranomon Azabudai Project's A District have obtained preliminary certification for the Council's WELL (Note2) certification and expect to obtain the top rank of Platinum after completion.



Oval Plaza at Toranomon Hills Mori Tower



Central square in Toranomon-Azabudai Project (image)

(Note 1) LEED is one of the world's most widespread environmental evaluation systems for buildings, evaluating building and neighborhood environmental performance through efficient water and energy usage, interior environments, sustainable material use, etc. LEED was developed by the U.S. Green Building Council.

(Note 2) WELL is the world's first building standard to focus on the effect of building environments on human health and wellness. It mainly evaluates interior environments and health-related facilities and services. WELL is managed by the U.S. Green Building Council.

## Development around MHR's properties (Azabudai Hills: Projected completion 2023)



### The future version of "Hills" boasts an astonishing scale and impact

- Large central square of approx. 6,000m<sup>2</sup> is set in the center of the city and various city functions such as offices, residences, hotel, an international school, retail facilities and cultural facilities will be tightly integrated.
- Total floor area will be approx. 861,500m<sup>2</sup>, with approx. 213,900m<sup>2</sup> of office space, approx. 1,400 residential units. Approx. 20,000 office workers and 25-30 million people per year are expected to visit.
- The A District tower will soar 64 stories and approx. 330m in height. Offices in the A District, the West Tower and Podium Building will encourage free and creative work.



### "Modern Urban Village", a city-within-a-city full of greenery and connects people

- The core concept of the "Azabudai Hills" is a "Modern Urban Village," a unique neighborhood that will combine the sophistication of a megalopolis with the intimacy of a small village. It will be a completely new city like no other in the world. It will cover an area of approx. 8.1 ha and will feature extensive landscaping totaling approx. 2.4 ha including an approx. 6,000m<sup>2</sup> central square.



## Creating community and innovation through the Area Management by sponsor

### Toranomon Hills Area



Thursday Gathering  
(Toranomon Hills)

#### Innovation Program developed in the U.S.

"Thursday Gathering" by Venture Café, a sister organization of Cambridge Innovation Community, promotes exchanges between participants to support the creation of new innovations.



Meet up @ TORANOMON HILLS  
(Toranomon Hills Mori Tower & Business Tower, etc.)

#### Meet up @ TORANOMON HILLS

Sponsor hosted this event to expose the various communities formed by Toranomon Hills to a wide range of visitors with the hope that people would build new connections, experience new ideas, and deepen connections with people beyond the community.



ARCH  
(Toranomon Hills Business Tower)

#### Incubation Center "ARCH"

"ARCH," a large membership-based incubation center was established especially to support large enterprises' internal business reforms and new business creation. It boasts around 3,800 m<sup>2</sup> of office work space and is becoming a base for Japan's unique innovation ecosystem.

### Roppongi Hills Area



(c) Roppongi Art Night Execution Committee

Roppongi Art Night  
(Roppongi Hills Arena)

#### Art Festival representing Tokyo

"Roppongi Art Night," an art festival representing Tokyo, integrates art and the city to improve the cultural image of Roppongi and create a pioneering model of urban development through art in the metropolis Tokyo.

## Creating community and innovation through the Area Management by sponsor

### ARK Hills Area



KaleidWorks  
(ARK Mori Building)

#### Workplace where venture capital gathers

"KaleidWorks" consists of an office area where independent venture capitalists representing Japan are located and a lounge area. People who want to innovate in a wide range of fields can interact on common grounds in shared spaces.



Hills Marche  
(ARK Karajan Place)

#### Pioneer of urban markets: Hills Marche

Hills Marche is the first Marche Japon Project of the Ministry of Agriculture, Forestry and Fisheries. Based on the concept that "the best ingredients are in the city," through fresh, local food Hills Marche reinforces the rich lifestyle of ARK Hills.



GREEN WORKSHOP  
(ARK Garden)

#### ARK Hills Kids Community

Based on the idea of creating "a city that is friendly to kids and families," this project provides formative experiences to children that will help set them up for a fulfilling future, including exposure to lush nature, top-class music and art, and cutting-edge technology.



ARK Hills Music Week  
(ARK Karajan Place)

#### Close experience of high-quality music

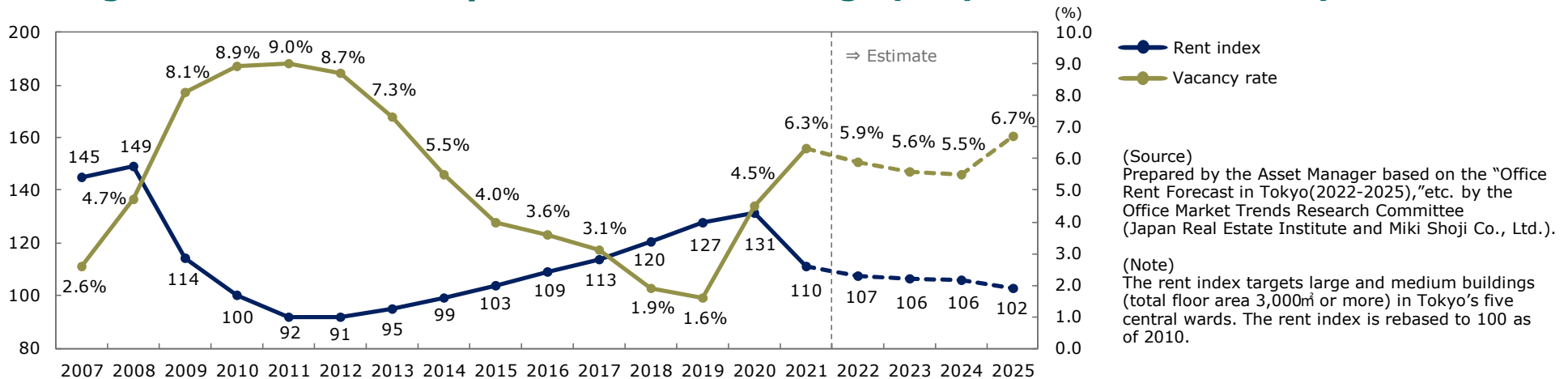
"ARK Hills Music Week" is a unique music festival where people can casually enjoy high-quality music. Many specially selected music events where people of various ages and nationalities can interact with each other in the city are held during the period.

# 2-18 External growth

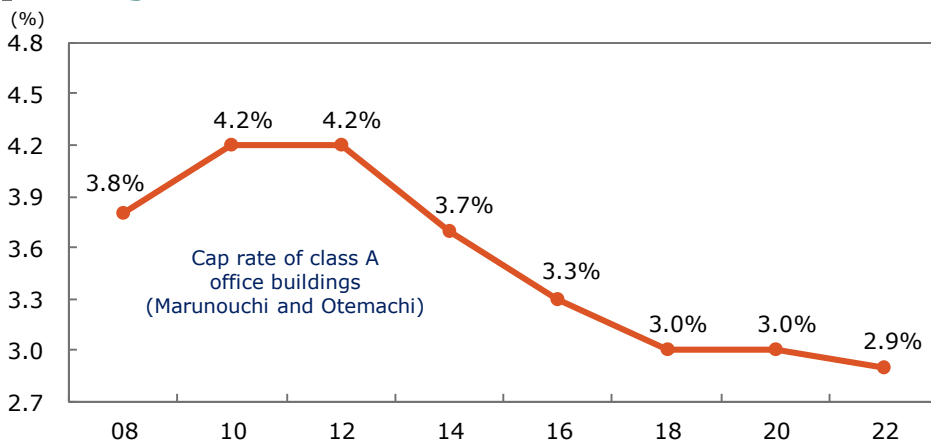
## Aim to continuously increase DPU and NAV per unit through external growth that focuses on premium properties in central Tokyo

- While disposing of parts of Laforet Harajuku (Land), make new acquisitions concurrently to expand portfolio size and continuously increase DPU over the medium to long term.
- Acquisition of premium properties in central Tokyo without competitive bidding is possible by utilizing the abundant and extensive property pipeline of Mori Building, the sponsor.

## Change in rent and vacancy rate of office buildings (Tokyo's five central wards)



## Change in return on real estate investment



(Source) Prepared by the Asset Manager based on "The Japanese Real Estate Investor Survey" by the Japan Real Estate Institute.  
 (Note) Figures reflect the time of survey as of October each year.

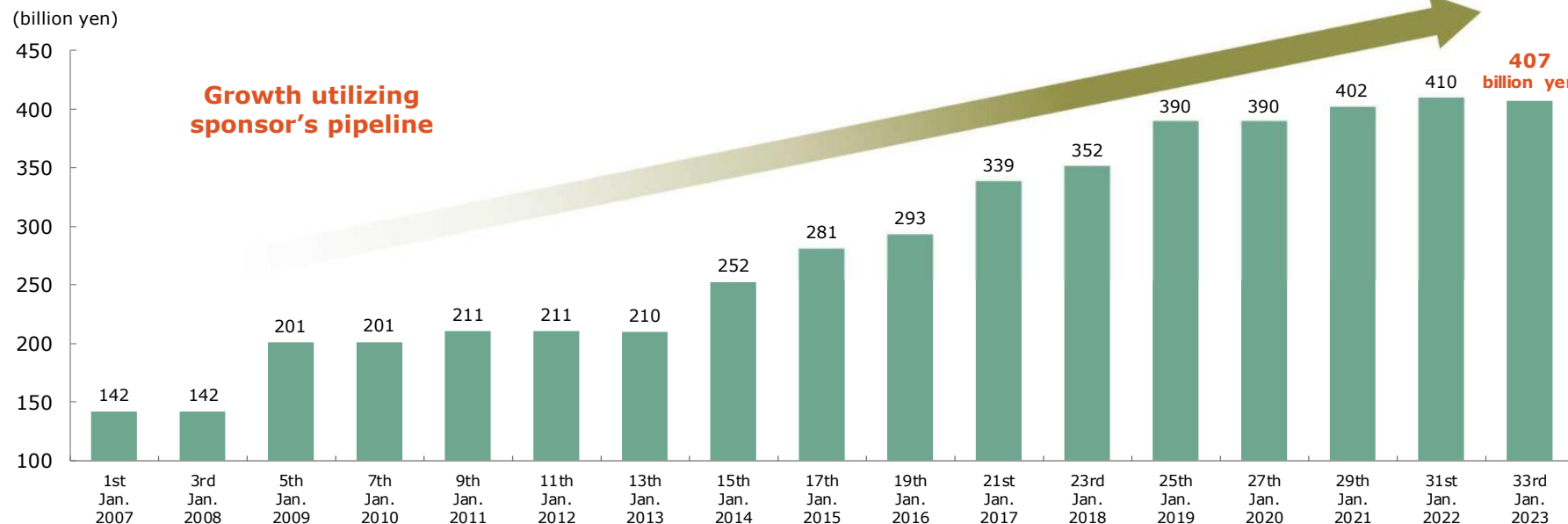
## Mori Building's extensive property pipeline

Total assets: <b>2.3 trillion yen</b> (as of the end of September, 2022)	Number of properties under management: <b>97 buildings</b> (as of April, 2022)
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MHR has "preferential negotiation rights"

# 2-19 External growth

## Trend in assets under management (based on acquisition price)



## Acquired premium properties in central Tokyo lower than appraisal values (Acquired as of August 2, 2021)

Toranomon Hills Mori Tower



Acquisition price 7,870 million yen

Appraisal value 9,856 million yen

Location Minato-ku, Tokyo

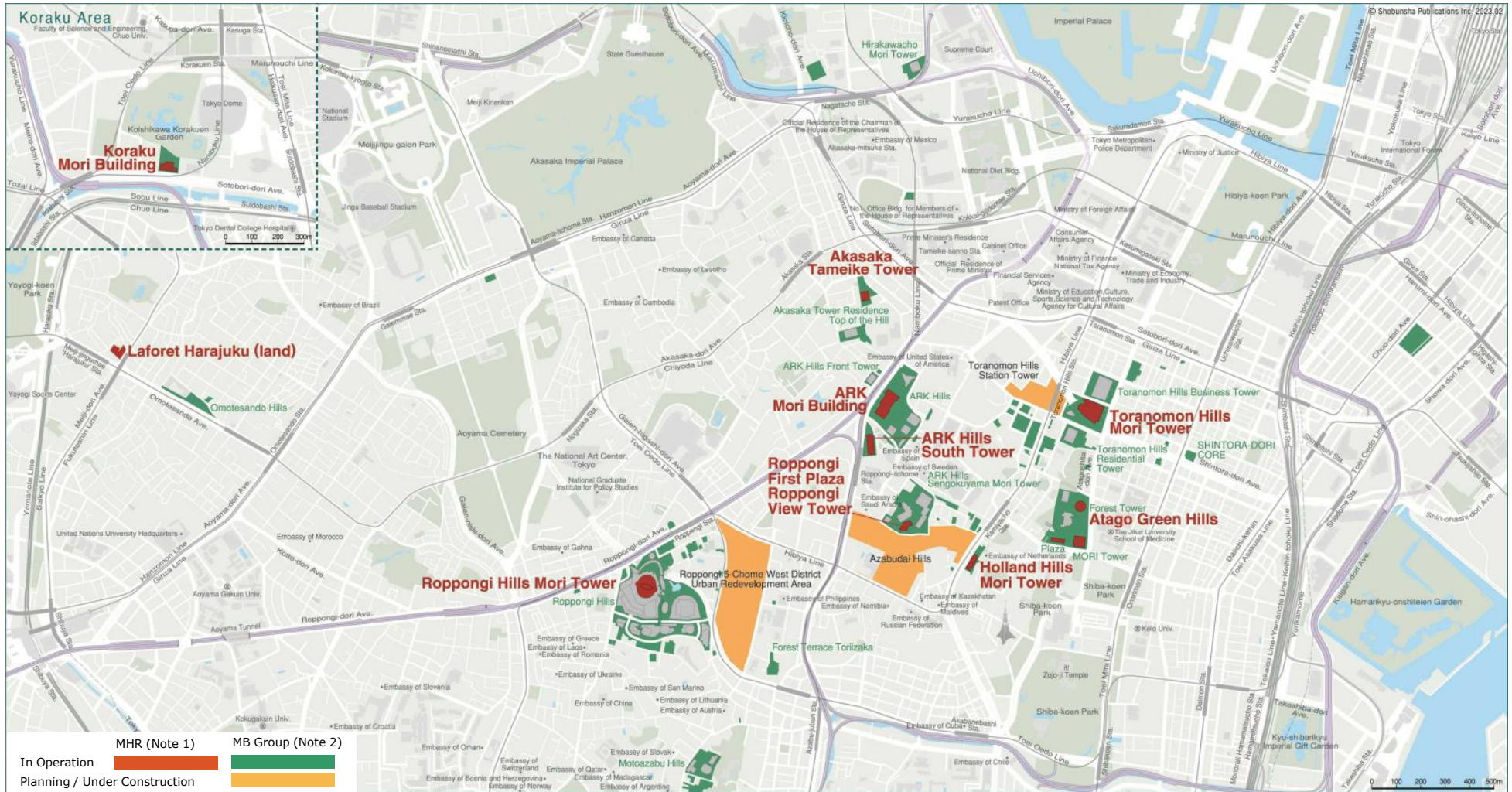
	Toranomon Hills Mori Tower	Recent office acquisition by listed REITs (Note 1)
Discount of acquisition price to appraisal value (Note 2)	△ 20.2%	△ 6.2%
Building age	6.6 years	22.0 years
PML	0.50%	4.33%

(Note 1) Average based on information of acquisitions (23 properties) disclosed from August 2020 to January 2021.  
(Note 2) Discount of acquisition price to appraisal value = (Acquisition price - appraisal value) / appraisal value.



# 2-20 External growth

## Mori Building Group's involvement



(Source) Prepared by the Asset Manager based on Mori Building's "Mori Building Handy Map Mori Building Map/Home Route Support Map 2023."

(Note 1) Some of the properties have been partially acquired and held by MHR.

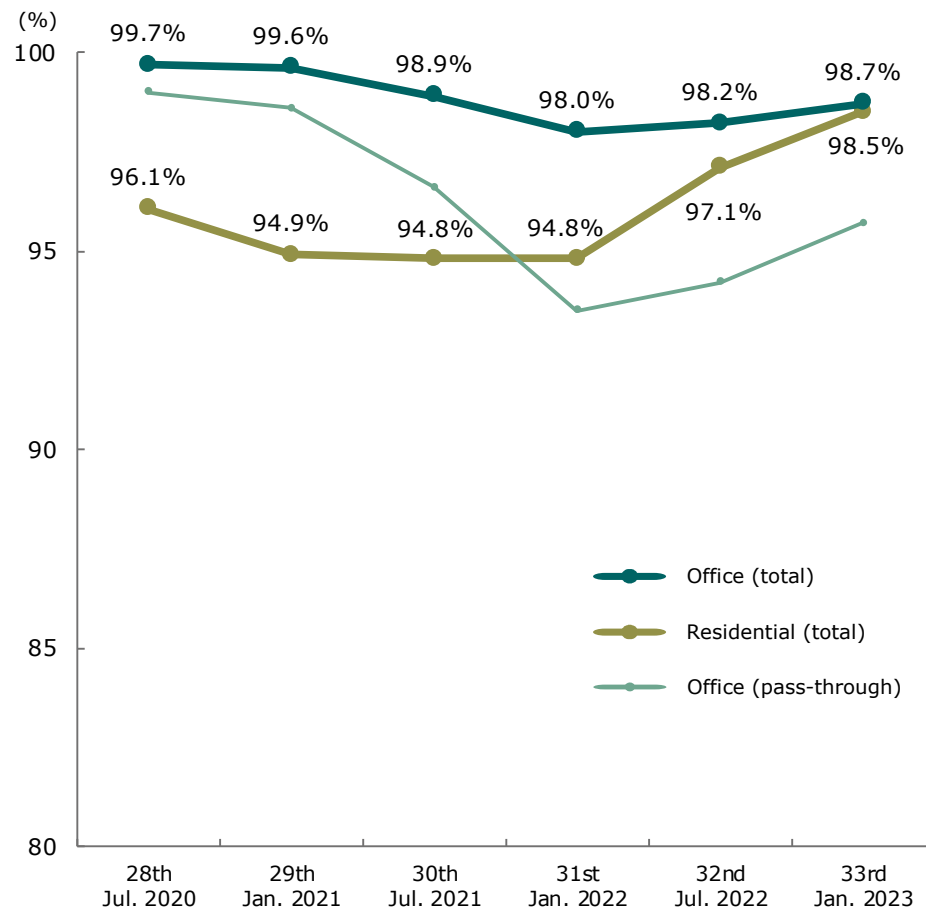
(Note 2) Properties are developed, owned, managed and planned for development by Mori Building Group, and there are no properties currently anticipated to be acquired by MHR.

# 2-21 Internal growth

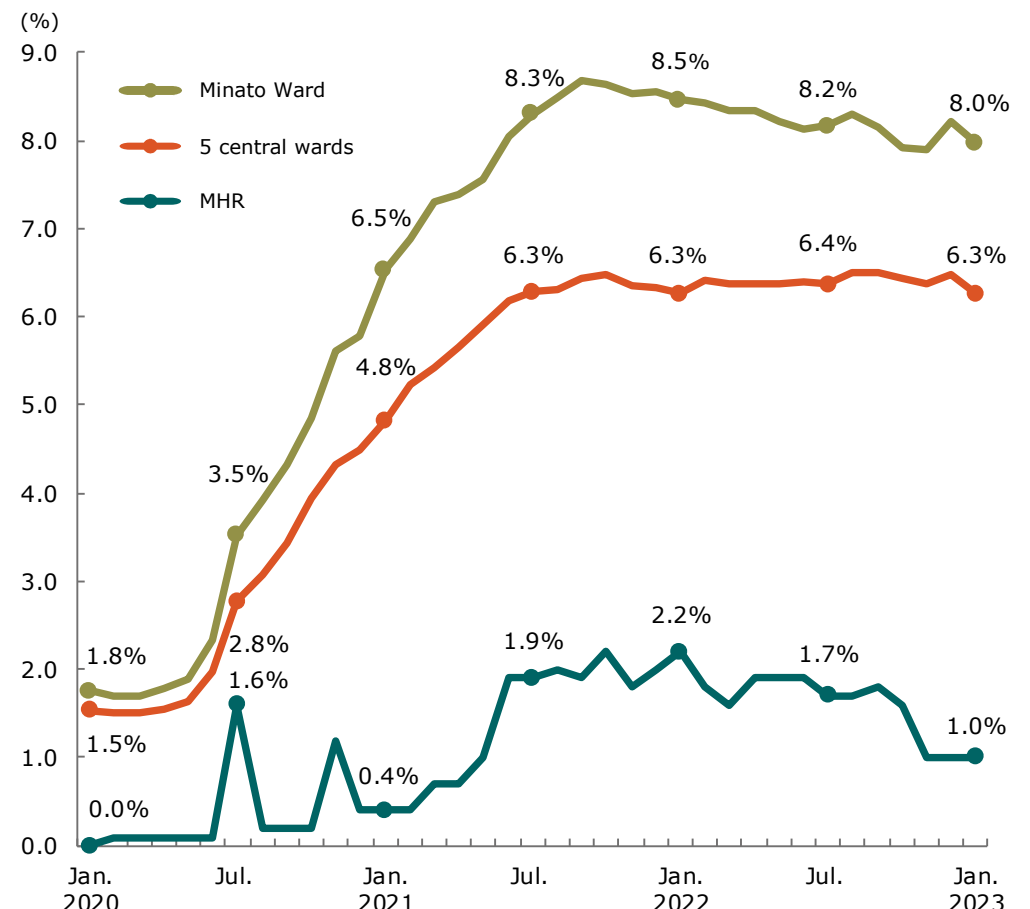
## Maintained high occupancy rate amidst COVID-19 pandemic

- Even as office vacancy rates rose in the five central wards, including Minato Ward, a high occupancy rate was maintained due to the excellent location and quality of MHR's properties.
- Although the occupancy rates and rents for several pass-through-type offices have weakened, these properties account for only a small portion of the entire portfolio and thus the impact was minimal.

### Trend in occupancy rates



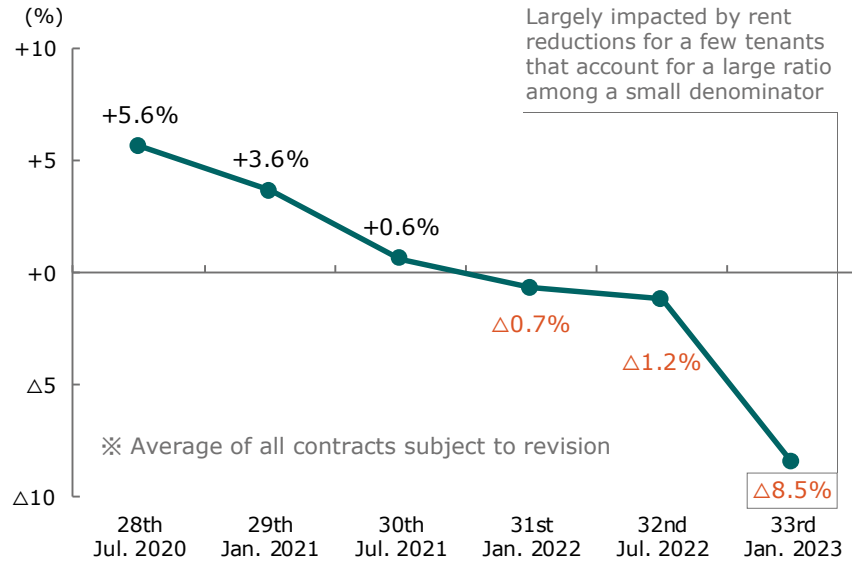
### Comparison of Vacancy Rates in Central Tokyo Offices (since January 2020)



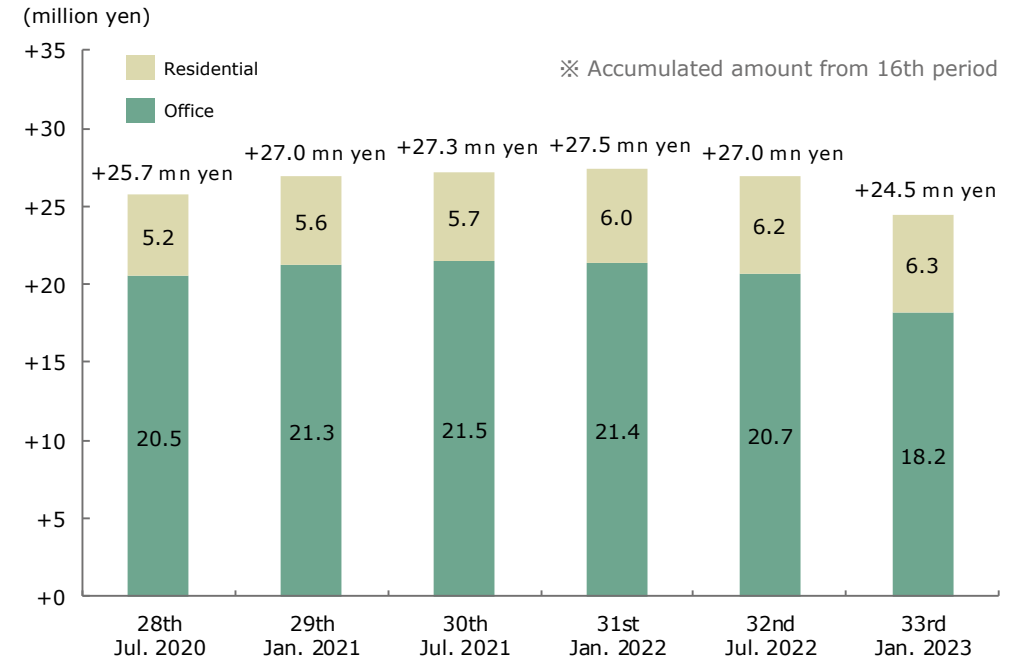
(Source) Prepared by the Asset Manager based on "Office Market Data" by Miki Shoji Co., Ltd.  
 (Note) Figures of "Mori Hills REIT" are the total figures for the office sections of all owned properties.

## Result of rent revision and tenant replacement (pass-through type)

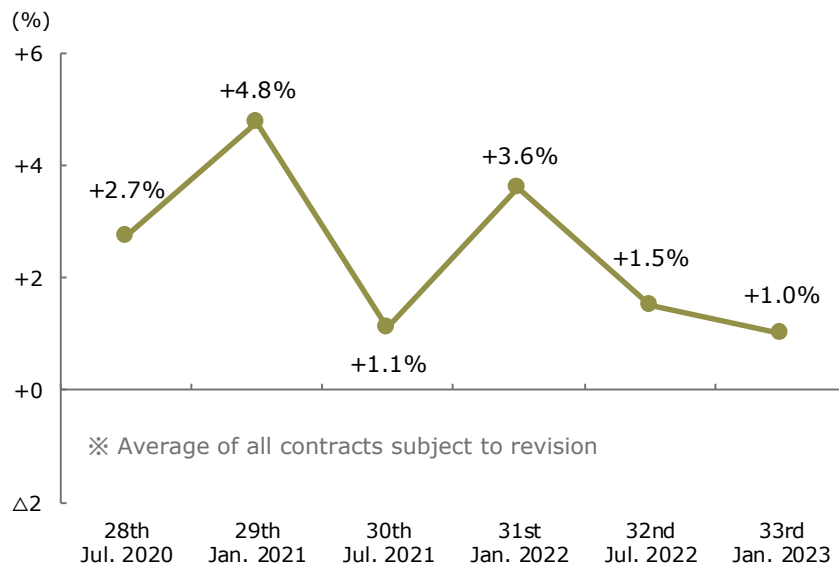
### Rent revision rate (Office)



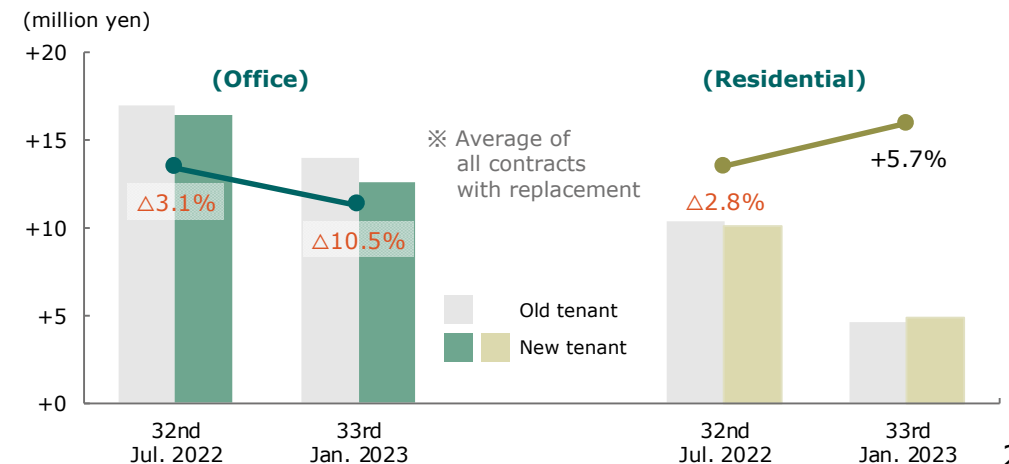
### Net impact of rent revisions (Monthly rent basis)



### Rent revision rate (Residential)

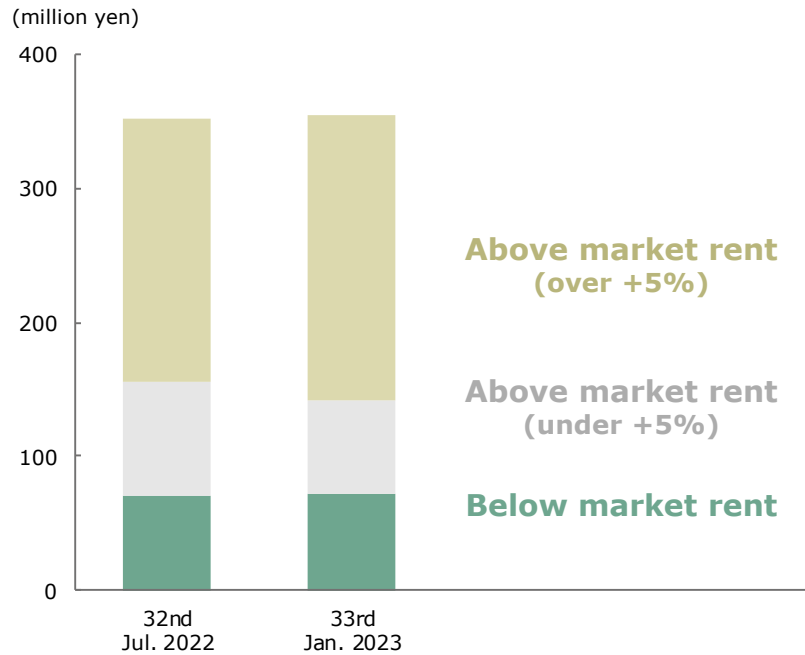


### Net impact on increase/decrease of tenant replacement (Monthly rent basis)

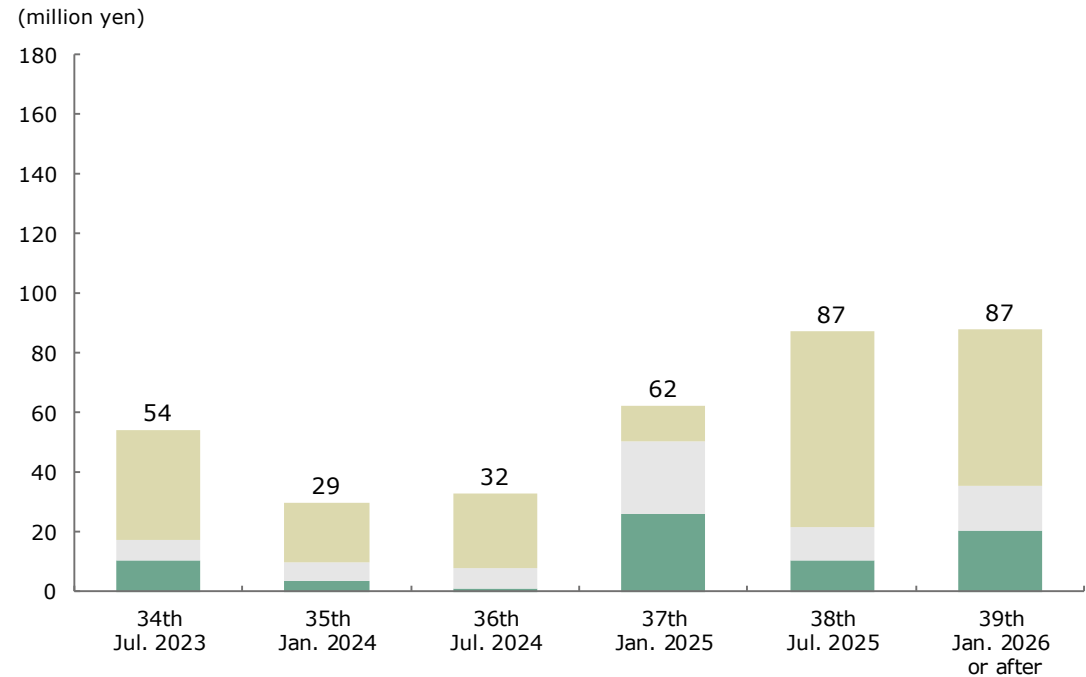


## Comparison with office market rent (pass-through type)

### Rent gap (Total monthly rent)



### Rent gap by revision (Total monthly rent)



### Rate of rent gap

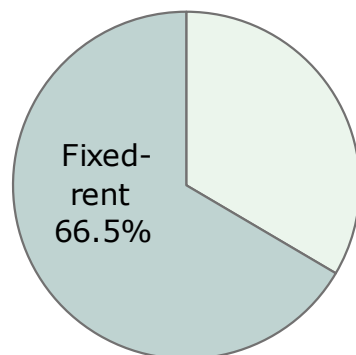


- The occupancy rates and rents for several pass-through-type offices have weakened, and the rate of the rent gap is increasing. However, the impact has been minimal because these properties account for only a small portion of the entire portfolio.
- Offices (fixed rent master lease type) have even higher quality, and occupancy rates of their end tenants have continued to remain high, so MHR has no concerns regarding contract renewals.

(Note 1) Market rent is based on the report by CBRE K.K.  
 (Note 2) Rent gap = Total tenants' rent ÷ "Total market rent" - 1  
 (Note 3) Figures reflect move outs of end tenants confirmed as of January 31, 2023

## Overview of fixed rent master lease

### Ratio of fixed rent master lease



**Realize stable cash flow**

● Structural changes to office demand will not impact premium properties in central Tokyo

● Display a defensive posture to the temporary uptick in vacancy

Realize stable cash flow in both the short term and the mid to long term

### Monthly rent by contract expiration

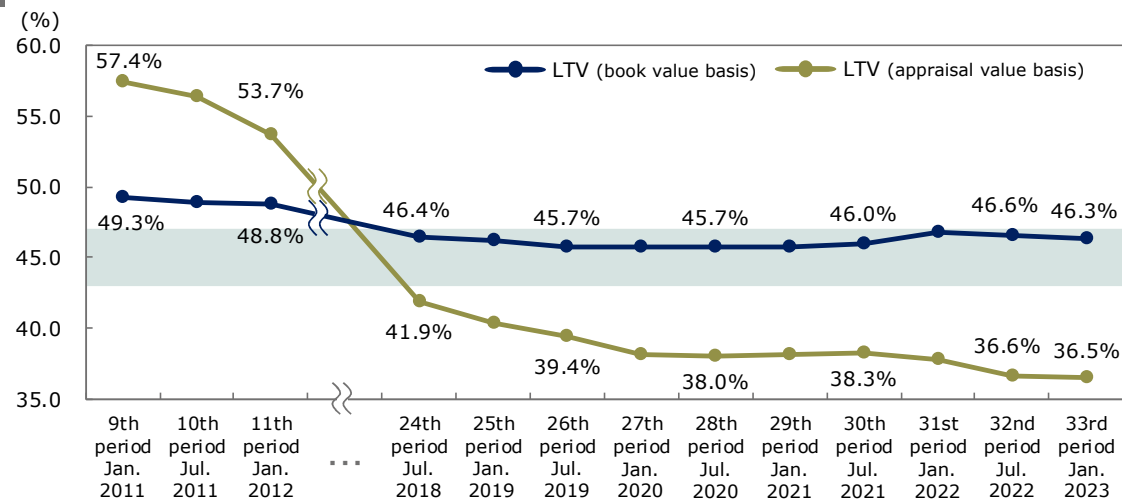
Property name	Total monthly rent (mn yen)	% of portfolio total rent	Breakdown of property	Leased floor area (m <sup>2</sup> )	Payer of management associated fee	Monthly rent by contract expiration (mn yen)				Expiration of the lease agreement
						2024	2025	2026	2027 or after	
Roppongi Hills Mori Tower (10 floors)	475.2	29.5%	23rd & 24th	8,993.45	MHR	—	—	99.2	—	Jul. 2026
			19th & 22nd	8,609.47		—	—	—	95.0	Sep. 2028
			20th	3,879.19		42.8	—	—	—	Jul. 2024
			28th	4,460.13		—	49.2	—	—	Sep. 2025
			25th	4,156.66		—	—	45.8	—	Jan. 2026
			26th, 27th & 29th	12,942.64		—	—	142.9	—	Mar. 2026
ARK Mori Building (8 floors + DHC)	225.2	14.0%	13th/12th & 22nd	7,952.55	MHR	—	—	77.9	—	Jan. 2026
			23rd & 25th	5,742.95		—	—	55.5	—	Jan. 2026
			4th, 15th & 24th	7,680.52		—	—	73.8	—	Jan. 2026
			DHC	3,212.41	Master lessee	—	—	—	17.9	Mar. 2028
Atago Green Hills (approx. 32.9% of entire property)	168.7	10.5%	Office, residential & retail	29,667.58	Master lessee	—	—	—	168.7	Apr. 2027
Toranomon Hills Mori Tower (approx. 10.8% of entire property)	201.6	12.5%	Part of 28th to 35th floors	19,046.16	MHR	—	—	—	201.6	Jul. 2027
<b>Total</b>	<b>1,070.8</b>	<b>66.5%</b>				<b>42.8</b> (4.0%)	<b>49.2</b> (4.6%)	<b>495.3</b> (46.3%)	<b>483.3</b> (45.1%)	

# 2-25 Financial management

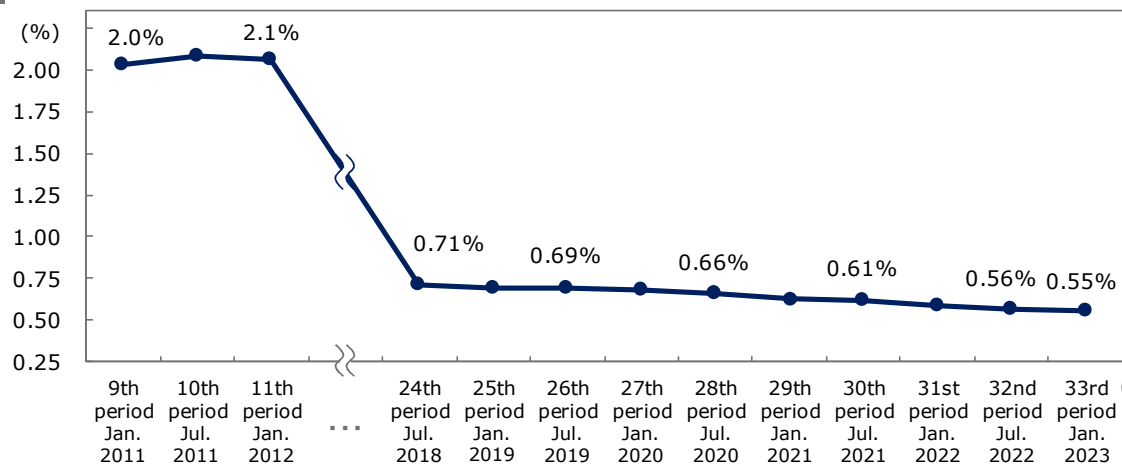
## Maintaining a strong financial structure with a credit rating (JCR) of AA (stable), and LTV (appraisal-value basis) of 36.5%

- The fund procurement environment has not changed despite the COVID-19 pandemic. MHR's policy is to continue to maintain LTV (book-value basis) in the mid-40% range and the average remaining duration of debt at 4.0 years or longer.
- Anticipate interest rate fluctuation risk over the medium to long term by constantly monitoring economic conditions and interest rate trends, taking appropriate measures when necessary.

### Reduction in LTV



### Reduction in average interest rate (including borrowing expenses)



### Overview of debt financing

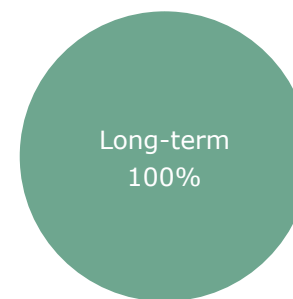
	End of 32nd period Jul. 31, 2022	End of 33rd period Jan. 31, 2023
Debt Balance	192,422 mn yen	192,422 mn yen
LTV (book value basis) <sup>(Note 1)</sup>	46.6%	46.3%
LTV (appraisal value basis) <sup>(Note 2)</sup>	36.6%	36.5%
Avg. remaining duration	4.5 years	4.2 years

(Note 1) LTV (book value basis) is calculated as [Interest bearing debt / Total assets].

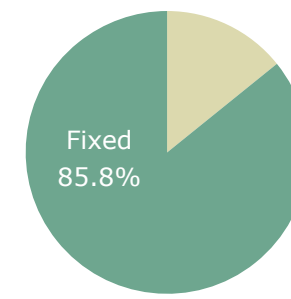
(Note 2) LTV (appraisal value basis) is calculated as [Interest-bearing debt / Appraisal value based total assets (Total assets + Total appraisal value - Total book value)].

### Long-term debt ratio/Fixed rate ratio

<Long-term debt ratio>

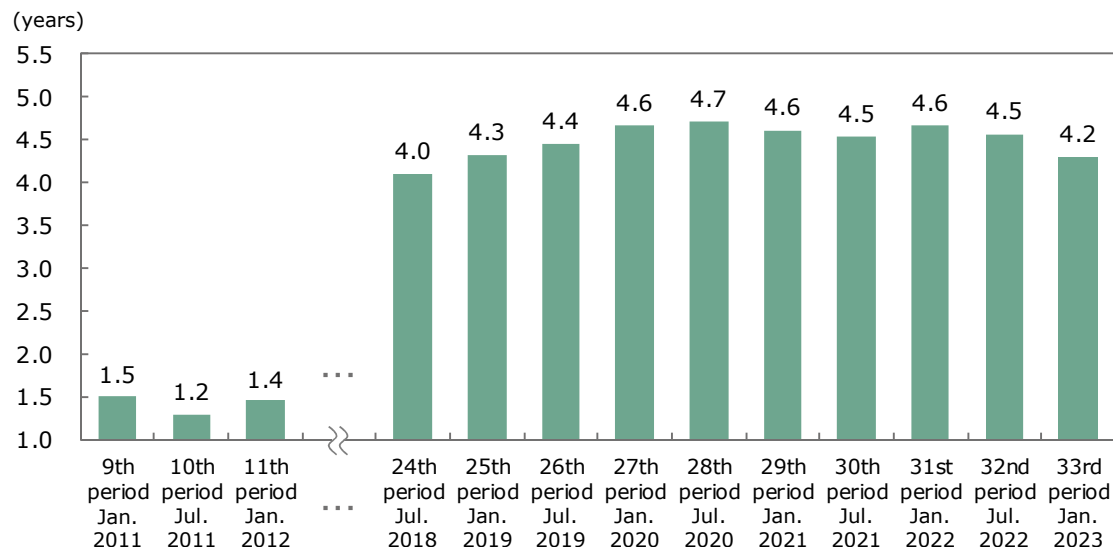


<Fixed rate ratio>



(Note) Total interest-bearing debt cost is calculated as [(interest expenses + interest expenses on investment corporation bonds + borrowing expenses + amortization of investment corporation bond issuance costs) × 365 ÷ operating days during each period ÷ average interest-bearing debt balance during each period].

## Extension in remaining duration of debt

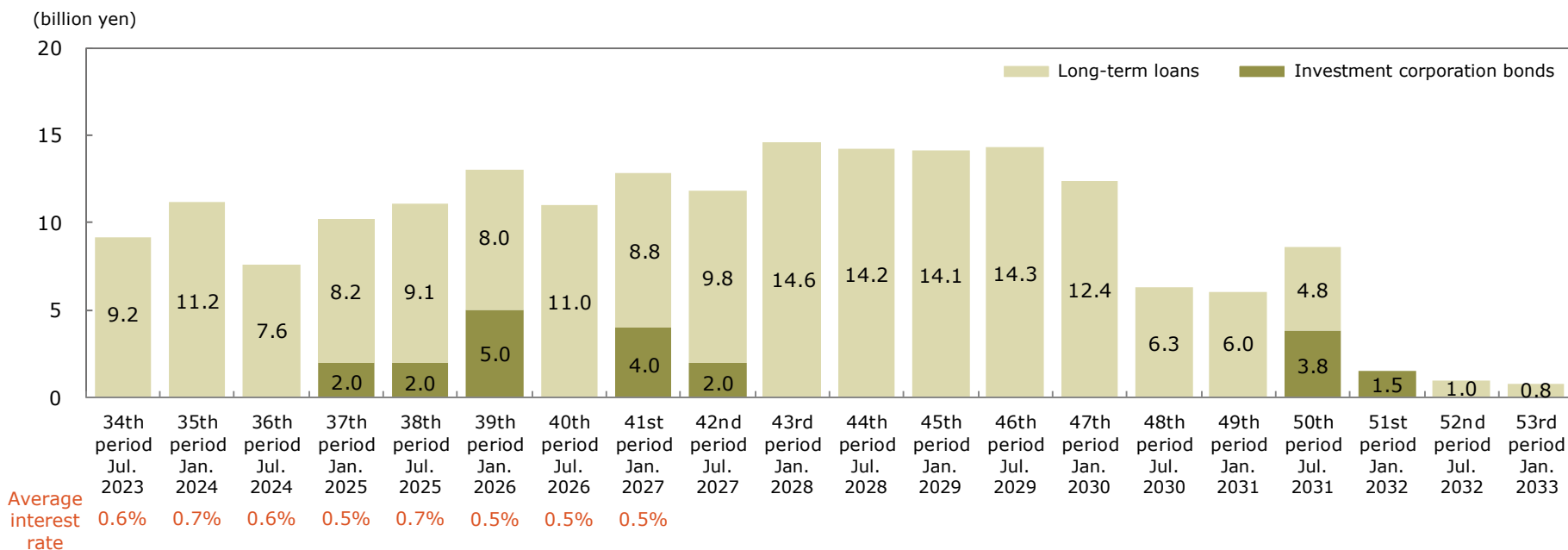


## Rating

Japan Credit Rating (JCR)

























Long-term issuer rating:  
AA (Stable)

## Overview of maturity (as of January 31, 2023)



# 2-27 Sustainability initiatives

## Important ESG Issues (Materiality)

	Materiality	Main Initiatives	Main related SDGs
<b>E</b> Environment 	<ul style="list-style-type: none"> <li>● Reduce greenhouse gas emissions and promote energy saving at owned properties</li> <li>● Use of renewable energy</li> </ul>	<ul style="list-style-type: none"> <li>● Participate in Japan Climate Initiative</li> <li>● Support the TCFD recommendations</li> <li>● Promote energy savings (such as introducing the energy saving technologies)</li> <li>● Expand use of renewable energy</li> </ul>	   
	<ul style="list-style-type: none"> <li>● Coexist with nature</li> </ul>	<ul style="list-style-type: none"> <li>● Promote greenery and take measures against heat island</li> <li>● Protection of biodiversity</li> </ul>	 
	<ul style="list-style-type: none"> <li>● Response to sustainability certifications</li> </ul>	<ul style="list-style-type: none"> <li>● Various initiatives to obtain Green Building certifications and make improvements</li> <li>● Implement training regarding Green Building</li> </ul>	   
<b>S</b> Social 	<ul style="list-style-type: none"> <li>● BCP measures (disaster prevention and building resilience)</li> <li>● Tenants' health, comfort and convenience</li> </ul>	<ul style="list-style-type: none"> <li>● Enhance BCP Measures</li> <li>● Strengthen emergency management systems and implement general disaster-readiness training</li> <li>● Initiative for barrier-free access</li> <li>● Due diligence when acquiring real estate</li> <li>● Conduct Tenant Satisfaction Survey</li> </ul>	  
	<ul style="list-style-type: none"> <li>● Respect for human rights</li> <li>● Promote diversity</li> </ul>	<ul style="list-style-type: none"> <li>● Create an appropriate environment for a whistleblower system</li> <li>● Implement human rights and diversity training (including LGBT)</li> <li>● Create a pleasant working environment for women</li> </ul>	 
	<ul style="list-style-type: none"> <li>● Talent development</li> </ul>	<ul style="list-style-type: none"> <li>● Provide personnel evaluations and feedback from diverse perspectives including compliance and ESG initiatives</li> <li>● Provide various course-based training and qualification acquisition systems</li> </ul>	 
	<ul style="list-style-type: none"> <li>● Promote a healthy and comfortable work environment and improve employee's work/life balance</li> <li>● Increase employee's satisfaction</li> </ul>	<ul style="list-style-type: none"> <li>● Promote paid holiday acquisition and overtime work reduction</li> <li>● Maintain systems for employee safety and health management</li> <li>● Implement health checks</li> <li>● Conduct Employee Satisfaction Survey</li> </ul>	 
	<ul style="list-style-type: none"> <li>● Mutual communication with stakeholders</li> </ul>	<p>See "Integrated Report"</p>	
<b>G</b> Governance 	<ul style="list-style-type: none"> <li>● Strive for fair and effective corporate governance</li> <li>● Adhere to compliance and corporate ethics</li> <li>● Prevent conflict-of-interest transactions</li> <li>● Identify risks and manage responses</li> <li>● Respond to requests for ESG information disclosure</li> </ul>	<ul style="list-style-type: none"> <li>● Implement evaluation of the effectiveness of the board of directors</li> <li>● Conduct compliance training including fraud prevention</li> <li>● Regularly expose risks, as well as monitor and respond to risks appropriately</li> <li>● Enhance ESG information disclosure on the website</li> <li>● Issuance of Integrated Report</li> </ul>	



## MSCI ESG

MHR has been selected as a constituent of the MSCI Japan ESG Select Leaders Index, provided by MSCI. This index is composed of companies selected by MSCI from among the constituents of the MSCI Japan IMI Index for excellence in ESG initiatives, and has been selected by the Government Pension Investment Fund (GPIF) for its passive management index.

### 2022 CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX

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## Integrated Report



This report describes the overall efforts of MHR and MIM to contribute to the realization of a sustainable society and to maximize unitholder value over the medium to long term.

**URL:** <https://www.mori-hills-reit.co.jp/en/ir/library/tabid/477/Default.aspx>

## GRESB Assessment

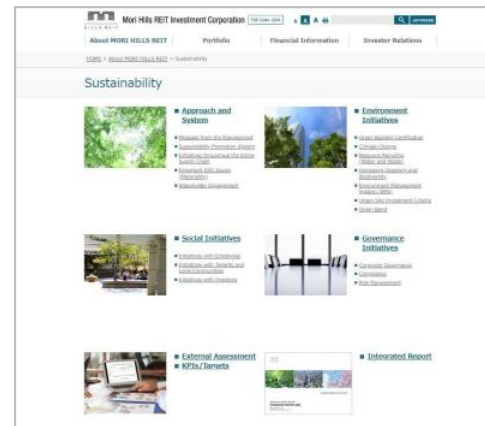


In the 2022 GRESB Real Estate Assessment, MHR received a “Green Star” rating for the eleventh consecutive year, and received the highest evaluation of “5 Stars” in the GRESB Rating<sup>(Note)</sup>.

(Note) The comparative assessment of the overall score was initially introduced in 2016. It is a global ranking utilizing a five-star scale (“5 Stars” as the highest rank).

GRESB is an annual benchmarking assessment to measure ESG (Environmental, Social and Governance) integration of real estate companies and funds, as well as the name of organization which runs the assessment. It was founded in 2009 by a group of major European pension funds who played leading roles in launching Principles for Responsible Investment (PRI).

## MHR’s Website



The pages dedicated to ESG have expanded, and information is proactively disclosed.

**URL:** <https://www.mori-hills-reit.co.jp/en/outline/Sustainability/tabid/171/Default.aspx>

## Information reporting based on TCFD recommendations

MIM announced its support for the recommendations issued in June 2017 by the Financial Stability Board’s Task Force on Climate-related Financial Disclosures (TCFD), which was established by the Financial Stability Board (FSB).

MIM will press ahead with risk management and initiatives for climate change based on the recommendations and carry out information disclosure.



## Indicators and Targets

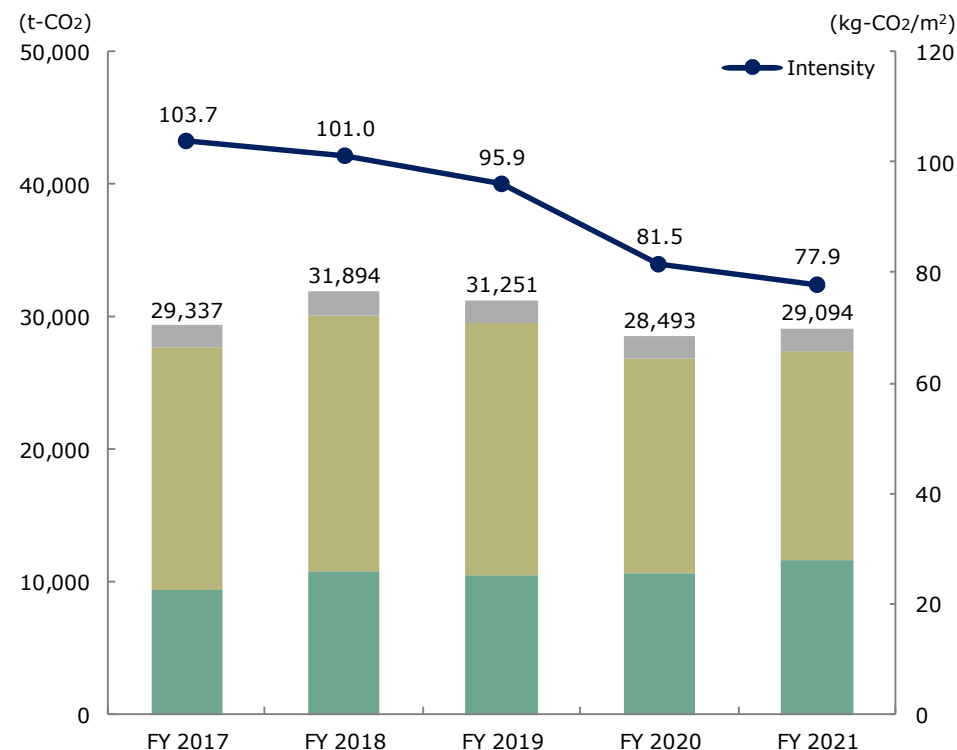
MHR revised its targets in June 2022 to promote further reduction.

We aim to reduce CO2 emissions of MHR and MIM’s offices and properties owned by MHR (total emissions; Scopes 1, 2 and 3) by 50% by FY 2030 when compared with FY 2019 as the baseline year and achieve net-zero emissions by FY 2050.

### <Carbon Dioxide Emission and Intensity>

Medium-term target (FY 2030)	Long-term target (FY 2050)	Performance (FY 2021)
50% reduction (total amount basis: vs FY 2019)	Net-Zero	6.9% reduction (total amount basis: vs FY 2019)

	(Unit:t-CO2)				
	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Scope 1	1,626	1,843	1,767	1,718	1,696
Scope 2	18,376	19,285	18,952	16,151	15,770
Scope 3	9,335	10,766	10,531	10,624	11,627
<b>Total</b>	<b>29,337</b>	<b>31,894</b>	<b>31,251</b>	<b>28,493</b>	<b>29,094</b>
Verification/Guarantee rate	78.9%	77.4%	77.4%	77.7%	78.2%
Cover rate	87.0%	87.4%	87.6%	87.8%	88.0%



## Strategy

### Climate-Related Scenario Analysis

This analysis aims to understand the future risks and opportunities that climate change-driven extreme weather and rising social demand for climate change countermeasures present to MHR and MIM, verify the efficacy of current climate change countermeasures and serve in future strategy formulation as necessary. In accordance with the TCFD’s recommendations, we have analyzed both the 2°C and 4°C scenarios, aiming to ensure resilience in varying weather conditions and social environments and achieve sustainable business growth.

Risk Type	Driving Forces	Risks	Financial Impact and Period Maximizing		Opportunities and Countermeasures
			2°C Scenario	4°C Scenario	
Transition risks	Increased pricing on GHG emissions	<b>Increased carbon tax burden</b> <ul style="list-style-type: none"> <li>•Taxation on owned properties for their GHG emissions due to carbon tax</li> </ul>	Medium	—	<b>Reduce GHG emissions</b> <ul style="list-style-type: none"> <li>•Increase percentage of renewable energy</li> <li>•Introduce energy-saving equipment and energy management system</li> </ul>
	Mandates on and regulation of existing products and services	<b>Increased investment in repair work and facilities to respond to regulations</b> <ul style="list-style-type: none"> <li>•Strengthening of standards for energy conservation (zero-energy building, ZEB) of buildings and introduction of regulations on total emissions</li> </ul>	Small	Small	<b>Reduce utility costs</b> <ul style="list-style-type: none"> <li>•Renovation to meet building energy-saving standards (ZEB)</li> <li>•Invest in facilities</li> </ul>
	<ul style="list-style-type: none"> <li>•Substitution of existing products and services with low-carbon options</li> <li>•Changing consumer behavior and preferences</li> </ul>	<b>Reduced demand for properties that perform poorly in energy conservation</b> <ul style="list-style-type: none"> <li>•Increased number of tenants who emphasize energy conservation due to increased environmental awareness</li> </ul>	Small	Small	<b>Increased demand for highly energy-saving properties</b> <ul style="list-style-type: none"> <li>•Acquire Green Building Certifications</li> <li>•Disclose environmental performance information</li> </ul>
	Increased stakeholder concerns or negative feedback	<b>Increases in fund-raising costs</b> <ul style="list-style-type: none"> <li>•Buildings that do not save much energy lose value as ESG investors multiply</li> </ul>	Small	Small	<b>Lower fundraising costs</b> <ul style="list-style-type: none"> <li>•Increase ESG evaluation rating</li> <li>•Conduct green financing</li> </ul>
Physical risks	Increased severity of extreme weather events such as typhoons and floods	<b>Increases in repair costs for damages to owned properties and degradation of existing assets</b> <ul style="list-style-type: none"> <li>•Damage and destruction to owned properties due to typhoons or floods</li> </ul>	Small	Small	<ul style="list-style-type: none"> <li>•Own highly resilient properties</li> <li>•Take appropriate measures based on flood risk assessment</li> </ul>
	Rising mean temperatures	<b>Increases in utility costs</b> <ul style="list-style-type: none"> <li>•Increases in utility costs</li> </ul>	Small	Small	<ul style="list-style-type: none"> <li>•Introduce energy-saving technology and increase the green ratio</li> <li>•Work with tenants to save energy</li> </ul>

## 2°C Scenario World: Low-Carbon Society (as of 2050)

### <Analysis Result>

The 2°C scenario presents significant transition risks particularly if Japan introduces a high carbon tax to reduce CO2 emissions and MHR's property management costs increase due to taxes on properties' CO2 emissions and renovations to meet stricter energy-saving standards and other environmental regulations. Stricter regulations will also impact tenants' office selection, reducing demand for properties that save less energy than their peers. Furthermore, if we own a large number of such properties, the cost to raise funds from investors and lenders could also increase.

In preparation for a transition to the low-carbon society of the 2°C scenario and its accompanying risks, MHR has mainly acquired its portfolio of highly energy-saving properties and those with high-level green building certifications to maintain competitiveness, and actively updates facilities on a continuous basis, so we deem these risks to have a limited impact on business.

#### Weather

##### Generally, stay the same

- Little change in typhoon frequency
- Little change in Japan's flood frequency
- Slight rise in utility fees due to temperature increase



#### Government

##### Aggressive climate change policy

- Introduction of high carbon tax
- More government promotion of ZEBs, stricter energy-saving standards



#### Investors/lenders

##### Increased ESG investment/lending

- Demand for more corporate ESG reporting
- Lower fundraising costs for owners of highly energy-saving properties



#### MHR

##### Limited increase in energy-saving investment

- Some increase in investment to meet energy-saving standards but limited
- Increase in carbon tax burden
- Steady demand for highly energy-saving properties



#### Clients (tenants)

##### Focus on energy saving in office selection

- More tenant demand for highly energy-saving properties



## 4°C Scenario World: Intensification of Natural Disasters (as of 2050)

### < Analysis Result >

The 4°C scenario forecasts increased renovation costs due to intensifying extreme weather and increased utility costs due to higher average temperatures.

Because MHR invests in highly energy-saving, resilient properties located in areas with low flood risk, we deem these risks to have a limited impact on business.

#### Weather

##### Increase in extreme weather frequency

- Increase in strong typhoon frequency
- Doubling of Japan's flood frequency, increase in risk of property flooding
- Rise in utility fees due to temperature increase



#### Government

##### Passive climate change policy

- No introduction of additional carbon tax
- Limited government promotion of ZEBs, energy-saving standards



#### Investors/lenders

##### Increase in importance of physical risk

- Little change in demand for corporate ESG reporting
- Lower fundraising costs for owners of highly resilient properties



#### MHR

##### Limited natural disaster countermeasures/energy-saving investment

- Some property repair costs, operating loss, etc. but limited
- Limited investment to meet energy-saving standards
- Steady demand for highly resilient properties



#### Clients (tenants)

##### Focus on disaster response in office selection

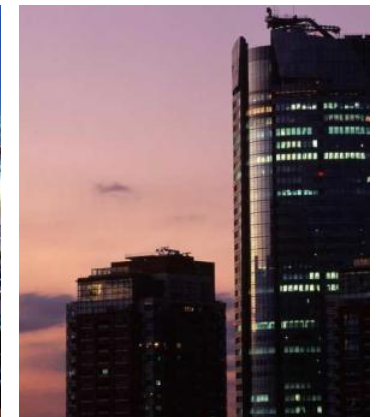
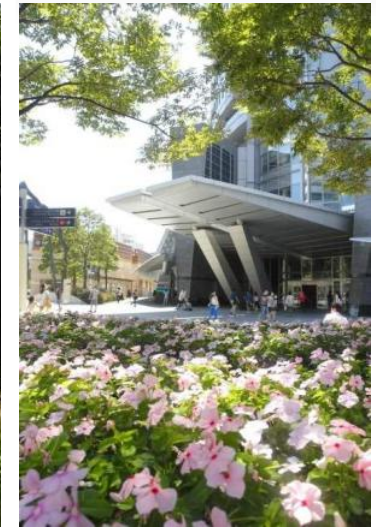
- More tenant demand for highly resilient properties



# 2-33 MHR's representative property (1) Roppongi Hills



Roppongi Hills Mori Tower



## Roppongi Hills

Since its opening in 2003 as Japan's largest ever urban redevelopment at about 11.6 hectares, more than 40 million people have visited Roppongi Hills each year from all over the world. As this community has matured, Roppongi Hills has only multiplied its global magnetic attraction. Japan real estate development had been limited by an economic perspective until Mori Building revolutionized the concept by creating a community where humanity, culture, interaction and vision toward the next era is born.

## Office

## Roppongi Hills Mori Tower

Roppongi Hills Mori Tower is the main tower of Roppongi Hills and is 54 floors above ground and 238 meters high and has established itself as a landmark of Tokyo. Offices located from the 8th floor to the 48th floor boast floor plates of about 1,360 tsubo (about 4,500m<sup>2</sup>), among the largest floor areas of skyscrapers in Japan. It is a state-of-the-art office building with an ultra high-speed network, outstanding earthquake resistance performance and thorough security.



## Residence Roppongi Hills Residence

In Roppongi Hills where international cultural is fostered and people come to interact, Mori Building designed these residences with the comfort of the people as a top priority, to provide the template for a “new life overflowing with affluence and warmth”.



## Retail Shops and Restaurants

Retail facilities are comprised of more than 200 “only one” shops and restaurants divided into four areas with different concepts. There are many shops on the lower floors of the buildings and on the street so visitors can enjoy shopping, eating and drinking while walking around the open spaces that are full of greenery.



## Hotel Grand Hyatt Tokyo

Grand Hyatt Tokyo offers a dynamic city space featuring 10 highly distinctive restaurants and bars, 387 guestrooms designed for the highest level of relaxation, 16 banquet facilities and much more. The wide range of facilities inside the hotel and in Roppongi Hills enable guests to enjoy leisurely time at the hotel to the fullest extent.



## Cinema TOHO Cinemas Roppongi Hills

One of the top cinema complexes in Japan, TOHO offers nine movie screens, a variety of daily show times and facilities with unprecedented comfort and functions. These theaters ushered in a whole new culture of movie going in Roppongi.



## Museum Mori Art Museum

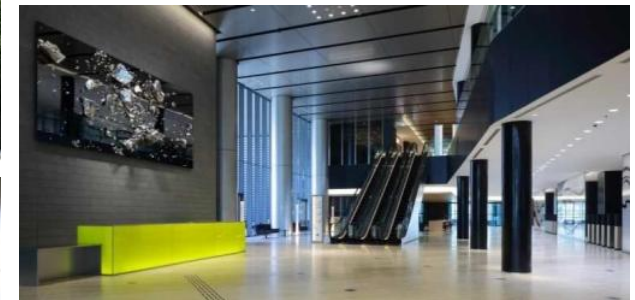
“The world’s nearest art museum to the sky”, the museum collaborates with a network of highly respected international art museums to create a space to appreciate the world’s top modern art. It is open until 10 pm during exhibitions to welcome visitors after work or dinner.



## Stable Supply of Power from Independent Power Station

Roppongi Hills uses its own energy plant (a specially designated power supply business facility) to supply electrical power to the area. Because this plant uses city gas (medium pressure gas) as the fuel, it is not affected by power restrictions on the use of electricity and is able to provide an extremely stable supply of electricity. The use of a power supply with triple redundant safety allows the building to construct a power supply system with high reliability.

# 2-34 MHR's representative property (2) Toranomom Hills



## Toranomom Hills

Toranomom Hills is located in the "Special Zone for Asian Headquarters" where Tokyo Metropolitan Government seeks to attract foreign companies. This building is Tokyo's new landmark and consists of Japan's first Andaz hotel "Andaz Tokyo", high-specification offices, a high class residential area with outstanding views where hotel services are available, international-standard conference facilities and commercial facilities to supports various urban functions, along with an open space of about 6,000m<sup>2</sup>.

## Office Toranomom Hills Mori Tower

Offices occupy the 6th to the 35th floors of "Toranomom Hills Mori Tower", a super high rise tower with 52 floors rising 247 meters above ground with a gross floor area of 30,000 tsubo. Standard rent floors' average size are about 1,000 tsubo (about 3,300m<sup>2</sup>) with a ceiling height of 2.8 meters and they provide flexible and comfortable workspaces without pillars. Six transit stations and 11 lines are nearby and provide access to Haneda Airport which makes this building an optimal global business base.





## Residence Toranomon Hills Residence

Pleasant views of central Tokyo landmarks such as Tokyo Tower, Rainbow Bridge, Tokyo Sky Tree and the open green space of the Imperial Palace can be viewed from residences located on the 37th to 46th floors. Hotel services in cooperation with Andaz Tokyo are available.



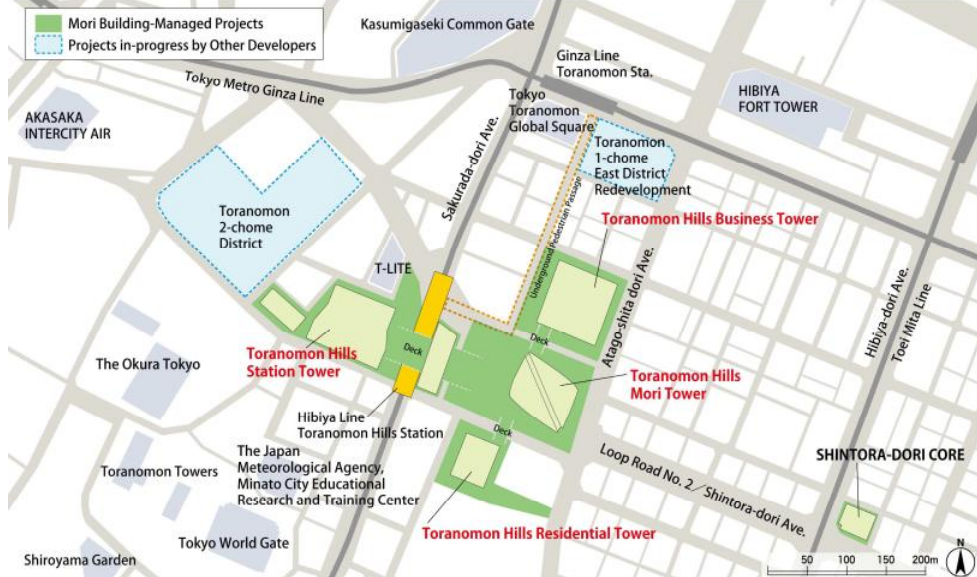
## Retail Shops and Restaurants

With the concept of "Communication Hub", restaurants are designed to provide international cuisine that satisfy customers from Japan and overseas. Various people such as office workers, conference attendees and hotel guests gather in this space uniquely designed to facilitate communication.



## Hotel Andaz Tokyo

Hyatt's boutique lifestyle hotel "Andaz Tokyo" is Japan's first Andaz. Andaz means "personal style" in Hindi. The hotel values the individuality of the area and incorporates the charm of the land into design and its' service.



## Evolving as an International Urban Center and a Global Business Hub

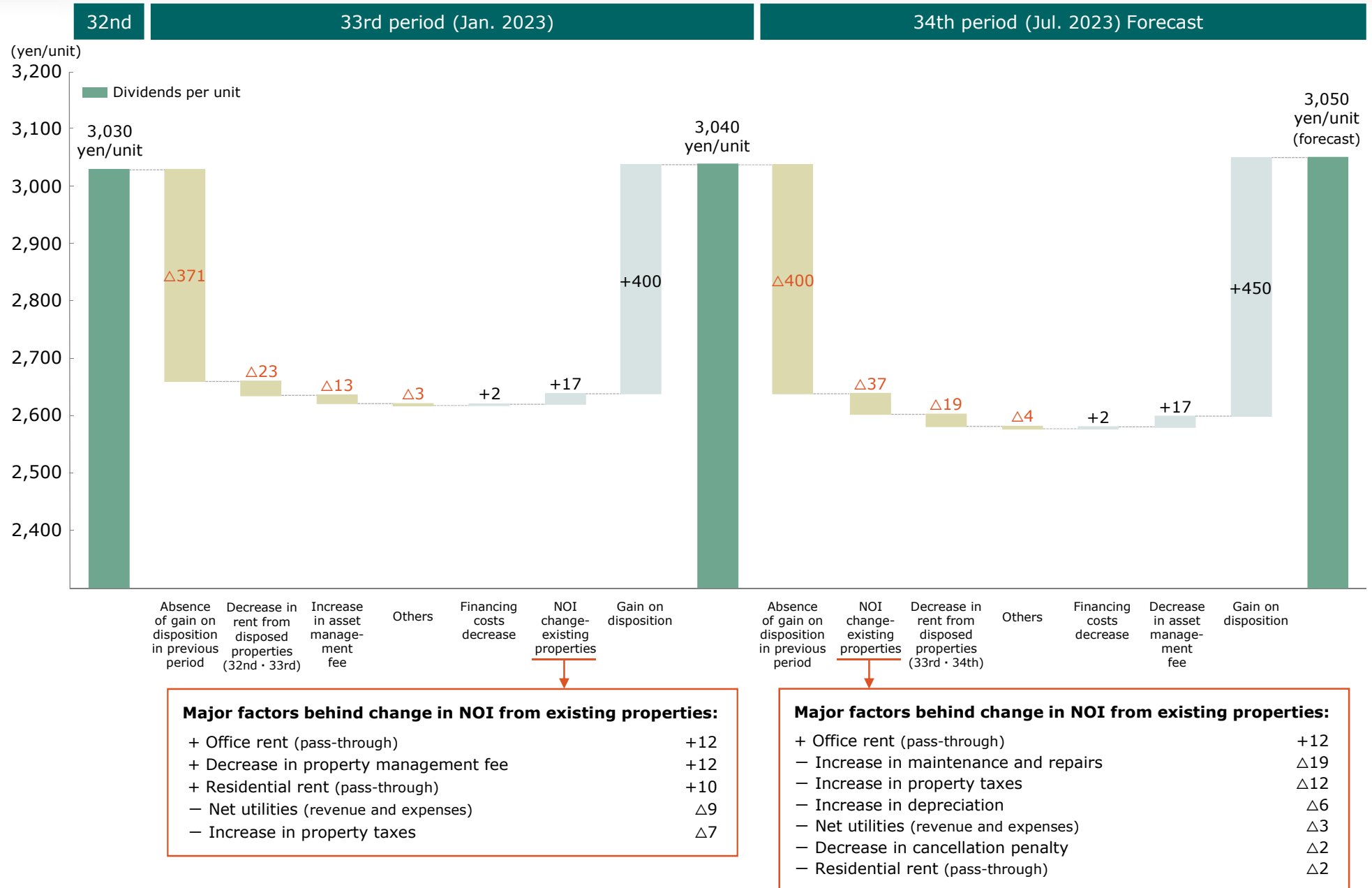
With the addition of Toranomon Hills Business Tower, Toranomon Hills Residential Tower, and Toranomon Hills Station Tower to Toranomon Hills Mori Tower, Toranomon Hills will expand to a total area of approximately 7.5 ha and a total floor area of approximately 800,000m<sup>2</sup>. The area will evolve into a true "international urban center and a global business hub" with integrated functions such as international-class offices, residences, hotels, retail facilities and transportation infrastructure.

### 3. Operation highlights

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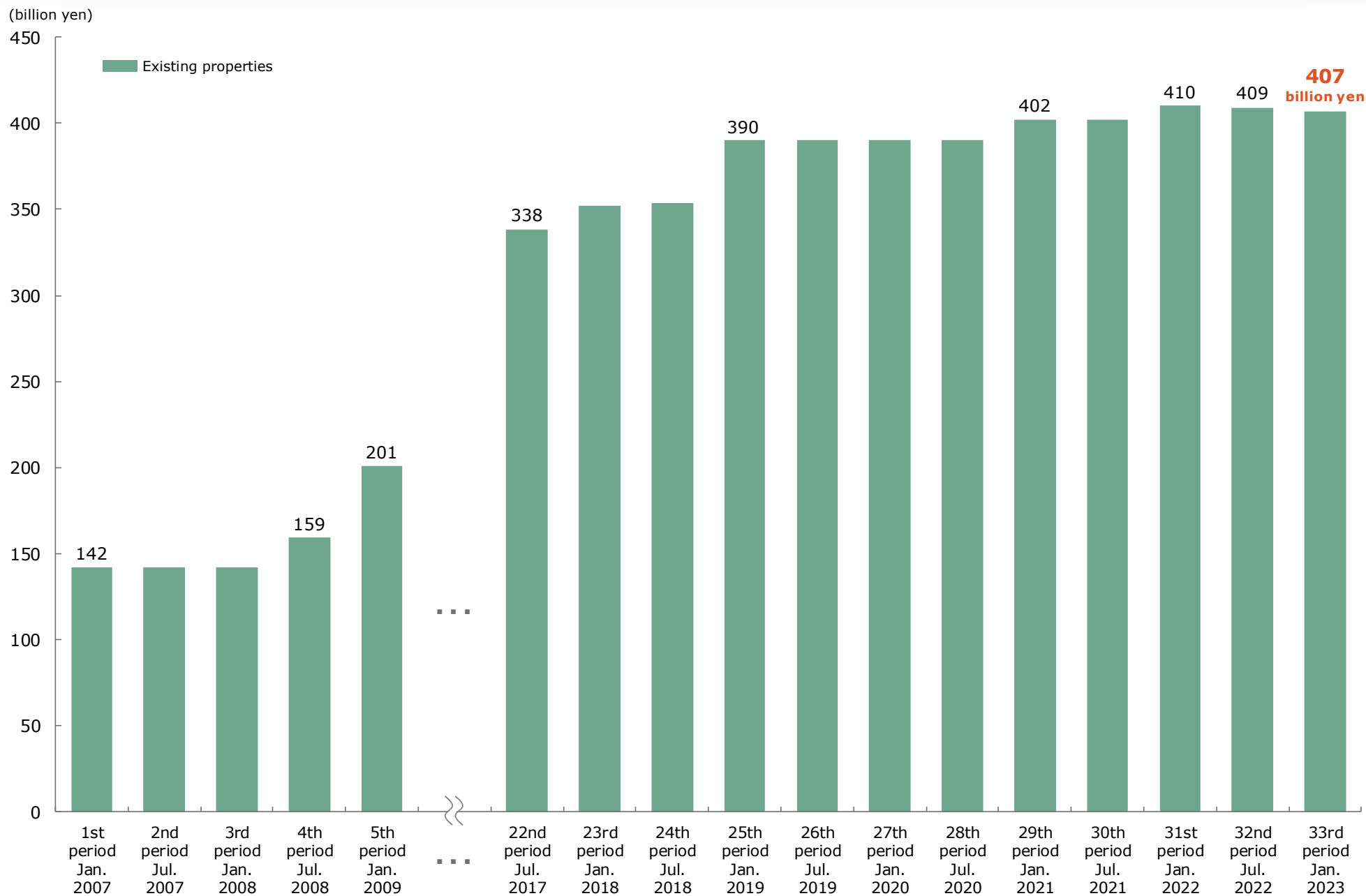


# 3-1 Factors that led to changes in dividends per unit from the previous fiscal period

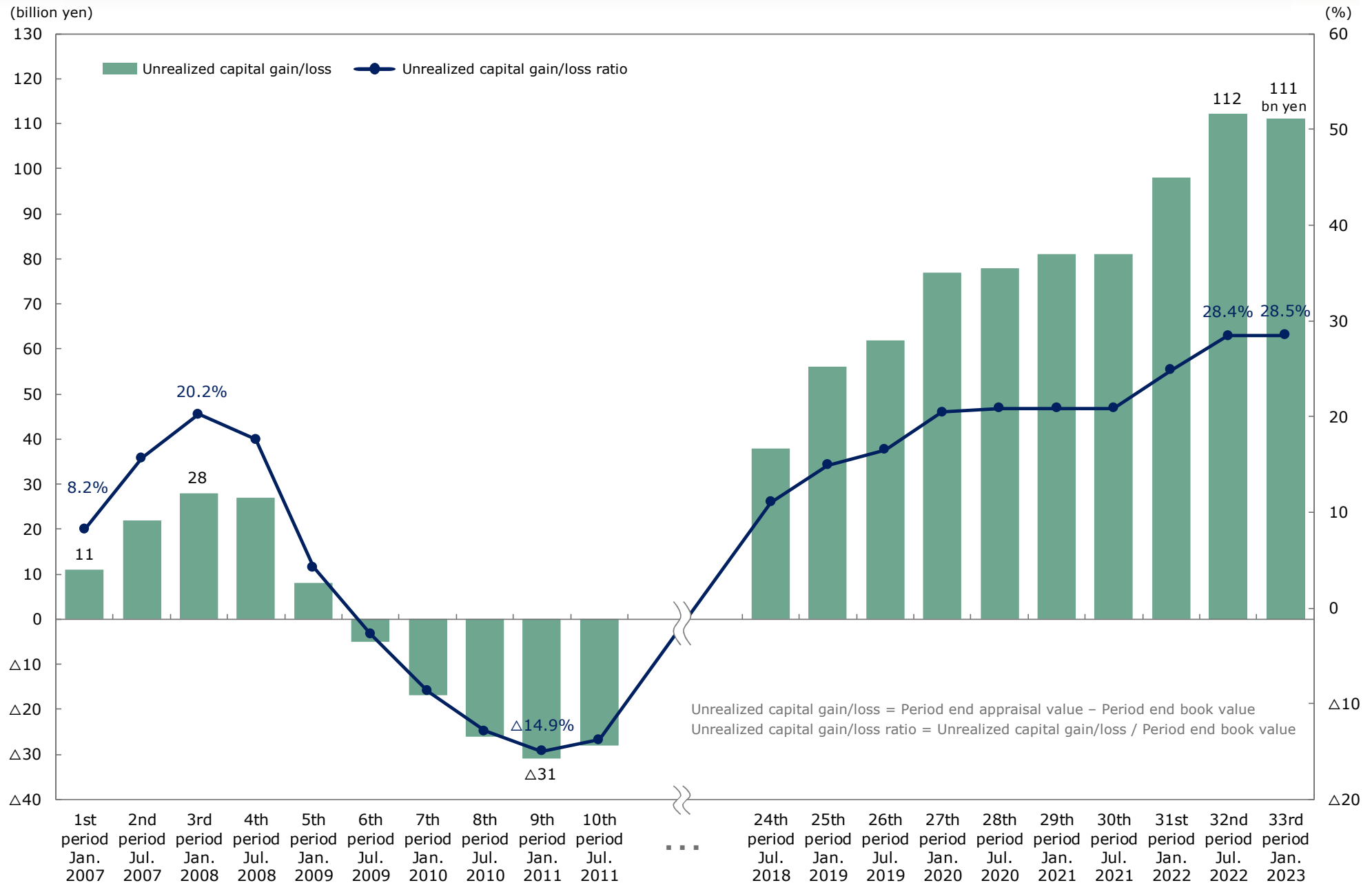


(Note) Factors that led to change are arrived at by dividing the change from the previous fiscal period by 1,916,330 units and indicated as an approximate figure in yen.

# 3-2 Change in assets under management



# 3-3 Change in unrealized capital gain/loss



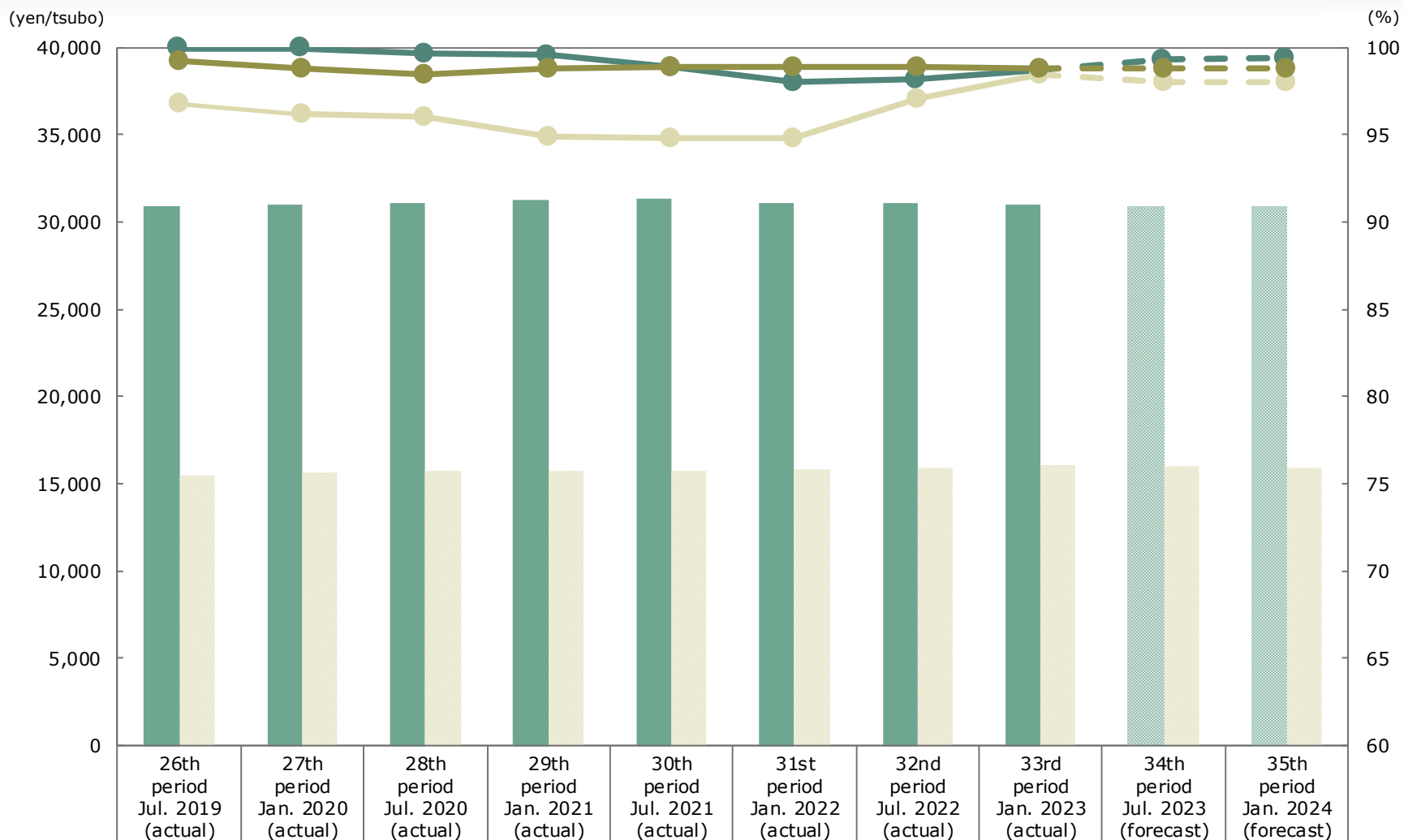
# 3-4 Appraisal value

Principal use	Property name	Property No.	Acquisition price	Book value	As of end of 32nd period Jul. 31, 2022		As of end of 33rd period Jan. 31, 2023				Reflects the impact of partial disposition (million yen)		
					(A) Appraisal value (Note 1)	Yield (Direct capitalization method)	(B) Appraisal value (Note 1)	Yield (Direct capitalization method)	Discount rate (DCF)	Terminal yield (DCF)	Difference (B) – (A)	Difference (B)/(A) – 1	Unrealized capital gain/loss (B)-book value
					Office	Roppongi Hills Mori Tower	O-0	115,380	110,651	160,200	2.6%	160,200	2.6%
	ARK Mori Building	O-1	62,480	61,392	69,000	3.0%	69,100	3.0%	2.7%	3.1%	100	0.1%	7,707
	Koraku Mori Building	O-4	27,200	24,492	24,720	3.2%	24,720	3.2%	2.8%	3.5%	0	0.0%	227
	Akasaka Tameike Tower	O-6	43,930	41,191	34,900	3.0%	34,900	3.0%	2.7%	3.1%	0	0.0%	△ 6,291
	Atago Green Hills	O-7	42,090	39,747	48,988	3.2%	48,988	3.2%	2.7%	3.4%	0	0.0%	9,240
	ARK Hills South Tower	O-8	19,150	18,497	24,800	3.0%	24,300	3.0%	2.8%	3.2%	△ 500	△ 2.0%	5,802
	Toranomon Hills Mori Tower	O-9	56,300	55,309	76,986	2.4%	77,064	2.4%	2.1%	2.5%	78	0.1%	21,754
	Holland Hills Mori Tower	O-10	16,330	16,262	22,900	3.0%	22,900	3.0%	2.6%	3.2%	0	0.0%	6,637
	Sub total		382,860	367,545	462,494	—	462,172	—	—	—	△ 322	△ 0.1%	94,626
Residential	Roppongi First Plaza	R-3	2,100	2,218	2,800	3.5%	2,880	3.4%	3.2%	3.5%	80	2.9%	661
	Roppongi View Tower	R-4	4,000	4,068	3,680	3.6%	3,780	3.5%	3.3%	3.6%	100	2.7%	△ 288
	Sub total		6,100	6,286	6,480	—	6,660	—	—	—	180	2.8%	373
Retail and others	Laforet Harajuku (Land) (Note 2)	S-1	18,765	18,983	38,688	3.8%	35,948	—	3.8%	—	△ 2,740	△ 7.1%	16,964
	Sub total		18,765	18,983	38,688	—	35,948	—	—	—	△ 2,740	△ 7.1%	16,964
	Total		407,725	392,815	507,662	—	504,780	—	—	—	△ 2,882	△ 0.6%	111,964

(Note 1) "Appraisal values" at the end of each fiscal period are based on the Ordinance Concerning Calculation of Investment Corporations, asset valuation methods and standards defined in the Articles of Incorporation of the Company and rules defined by the Investment Trust Association. Figures in the property appraisal reports created by Japan Real Estate Institute are indicated for properties other than ARK Hills South Tower and figures in the property appraisal report created by Daiwa Real Estate Appraisal Co., Ltd. are indicated for ARK Hills South Tower, respectively.

(Note 2) For Laforet Harajuku (Land), value in the "Yield (Direct capitalization method)" column for the 32nd period shows the discount rate used in the DCF analysis.

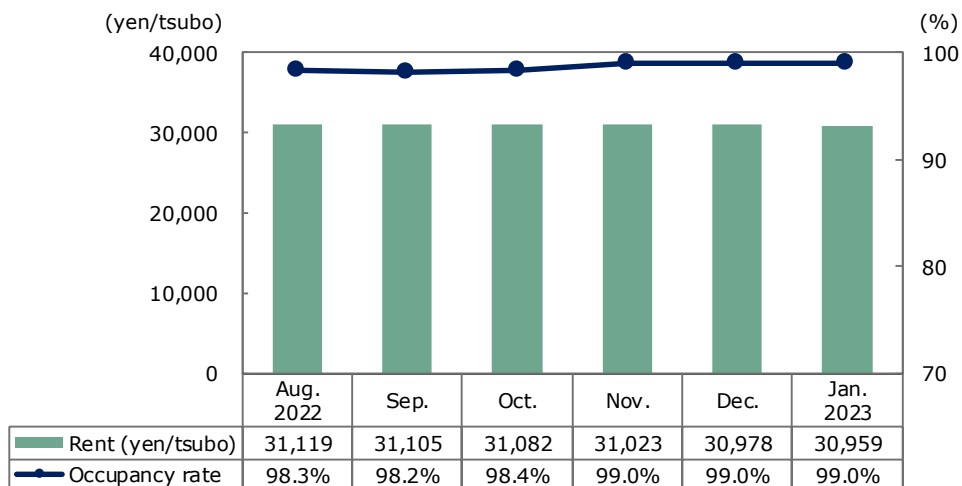
# 3-5 Changes in the rent and occupancy rates



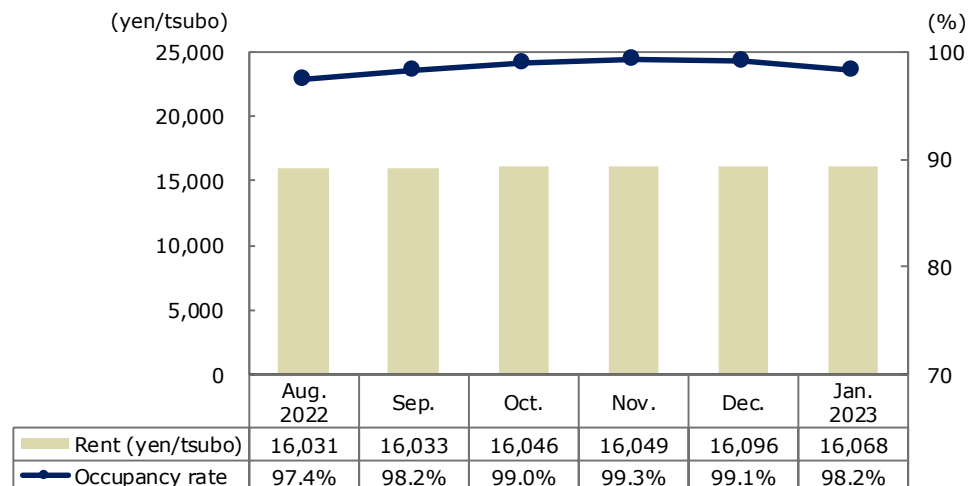
(Note) The above rents and occupancy rates indicate the average rent and the average occupancy rate during relevant fiscal periods.

# 3-6 Tenant status by month and major tenants

## Office: Rent and occupancy rate



## Residential: Rent and occupancy rate



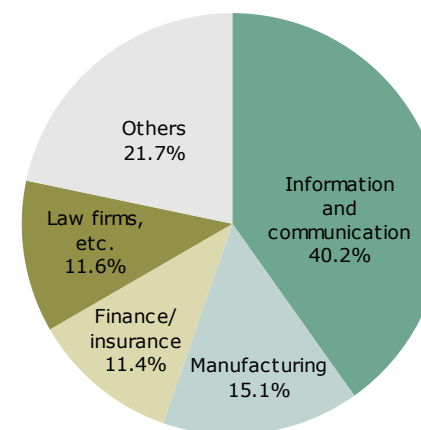
## Top 5 tenants

End tenants	Property name	Leased space (Note 1)	Ratio
Mori Building Co., Ltd.	Roppongi Hills Mori Tower ARK Mori Building Koraku Mori Building Atago Green Hills Toranomom Hills Mori Tower	116,635.93 m <sup>2</sup>	65.1%
Mylan Seiyaku Ltd.	Holland Hills Mori Tower	3,458.53 m <sup>2</sup>	1.9%
Mitsubishi UFJ Research and Consulting Co., Ltd.	Holland Hills Mori Tower	3,436.90 m <sup>2</sup>	1.9%
Mori Building Ryutsu System Co., Ltd.	Laforet Harajuku (Land)	2,205.95 m <sup>2</sup>	1.2%
Japan Worker's Credit Fund Association	Koraku Mori Building	1,851.87 m <sup>2</sup>	1.0%
SoldOut, Inc.	Koraku Mori Building	1,851.87 m <sup>2</sup>	1.0%
Total of top 5 tenants		129,441.05 m <sup>2</sup>	72.3%

(Note 1) Leased space is the lease area stated in the lease contract with the end tenant. It is multiplied by the relevant percentage of ownership for each properties.

(Note 2) This indicates the figures as of January 31, 2023.

## Tenant Contribution by Industry Type-Office



(Note 1) As for fixed rent master lease, ratios are based on monthly rents of tenants who are actually using the floor areas as of January 31, 2023.

It is multiplied by the relevant percentage of ownership for each property.

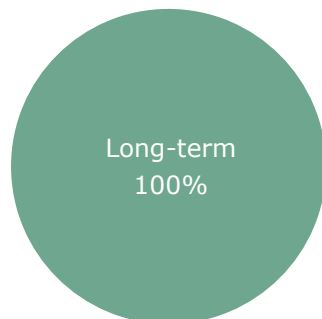
(Note 2) Business types are classified by the Asset Manager.



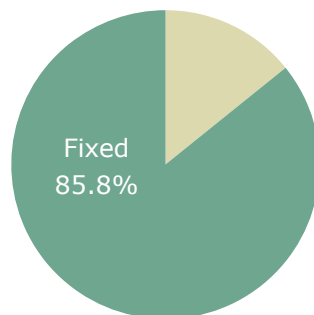
# 3-7 Financial overview (as of January 31, 2023)

## Long-term debt ratio/Fixed rate ratio

<Long-term debt ratio>



<Fixed rate ratio>



## Major financial indicator

	End of 32nd period Jul. 31, 2022	End of 33rd period Jan. 31, 2023
Debt balance	192,422 mn yen	192,422 mn yen
Long-term loan	172,122 mn yen	172,122 mn yen
Investment corporation bonds	20,300 mn yen	20,300 mn yen
LTV (Book value basis) <sup>(Note 1)</sup>	46.6%	46.3%
LTV (Appraisal value basis) <sup>(Note 2)</sup>	36.6%	36.5%
DSCR <sup>(Note 3)</sup>	19.6x	19.5x
Avg. remaining duration	4.5 years	4.2 years
Weighted avg. interest rate	0.42%	0.42%

(Note 1) LTV (Book value basis) is calculated as [Interest bearing debt/Total assets].

(Note 2) LTV (Appraisal value basis) is calculated as [Interest-bearing debt/Appraisal value based total assets (Total assets + Total appraisal value - Total book value)].

(Note 3) DSCR is calculated as [Net income before interest expenses + Depreciation/Interest expenses].

## Outstanding balances

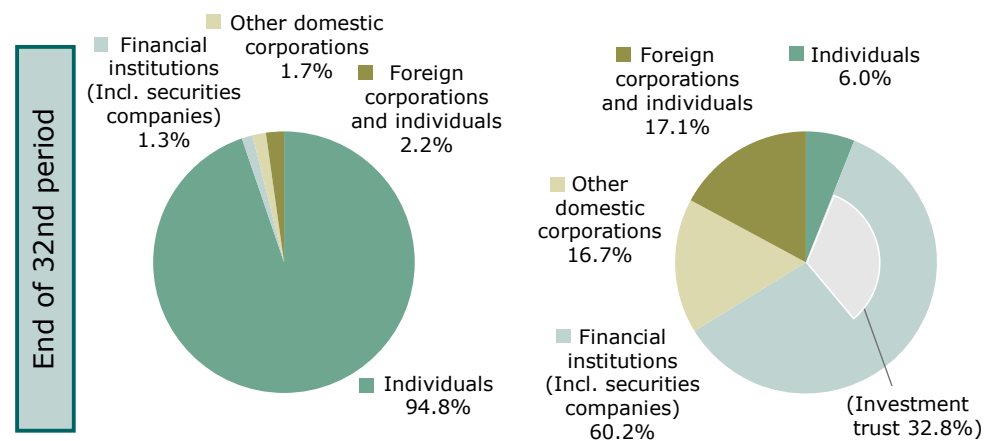
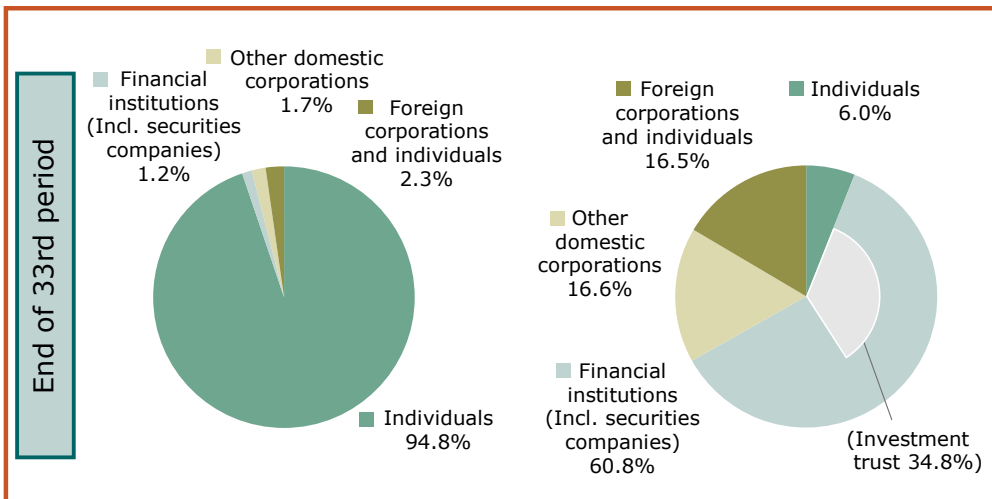
Lenders	Balance	Ratio
MUFG Bank, Ltd.	40,237 mn yen	23.4%
Mizuho Bank, Ltd.	29,643 mn yen	17.2%
Sumitomo Mitsui Banking Corporation	24,217 mn yen	14.1%
Sumitomo Mitsui Trust Bank, Limited	20,745 mn yen	12.1%
The Bank of Fukuoka	8,800 mn yen	5.1%
The Norinchukin Bank	8,000 mn yen	4.6%
Resona Bank, Limited.	7,430 mn yen	4.3%
SBI Shinsei Bank, Limited	6,200 mn yen	3.6%
Development Bank of Japan Inc.	5,950 mn yen	3.5%
Mizuho Trust & Banking Co., Ltd.	4,800 mn yen	2.8%
The Nishi-Nippon City Bank, Ltd.	4,000 mn yen	2.3%
Shinkin Central Bank	2,600 mn yen	1.5%
The Chugoku Bank, Limited.	2,500 mn yen	1.5%
Aozora Bank, Ltd.	2,000 mn yen	1.2%
The Hiroshima Bank, Ltd.	1,000 mn yen	0.6%
THE OITA BANK, LTD.	1,000 mn yen	0.6%
Nippon Life Insurance Company	1,000 mn yen	0.6%
Mitsui Sumitomo Insurance Company, Limited	1,000 mn yen	0.6%
The Bank of Yokohama, Ltd.	1,000 mn yen	0.6%
<b>Total borrowings</b>	<b>172,122 mn yen</b>	<b>100%</b>
<b>Investment corporation bonds</b>	<b>20,300 mn yen</b>	
<b>Total interest-bearing debt</b>	<b>192,422 mn yen</b>	

# 3-8 Unitholders breakdown (as of January 31, 2023)

## Unitholders breakdown

<Number of unitholders>

<Number of investment units>

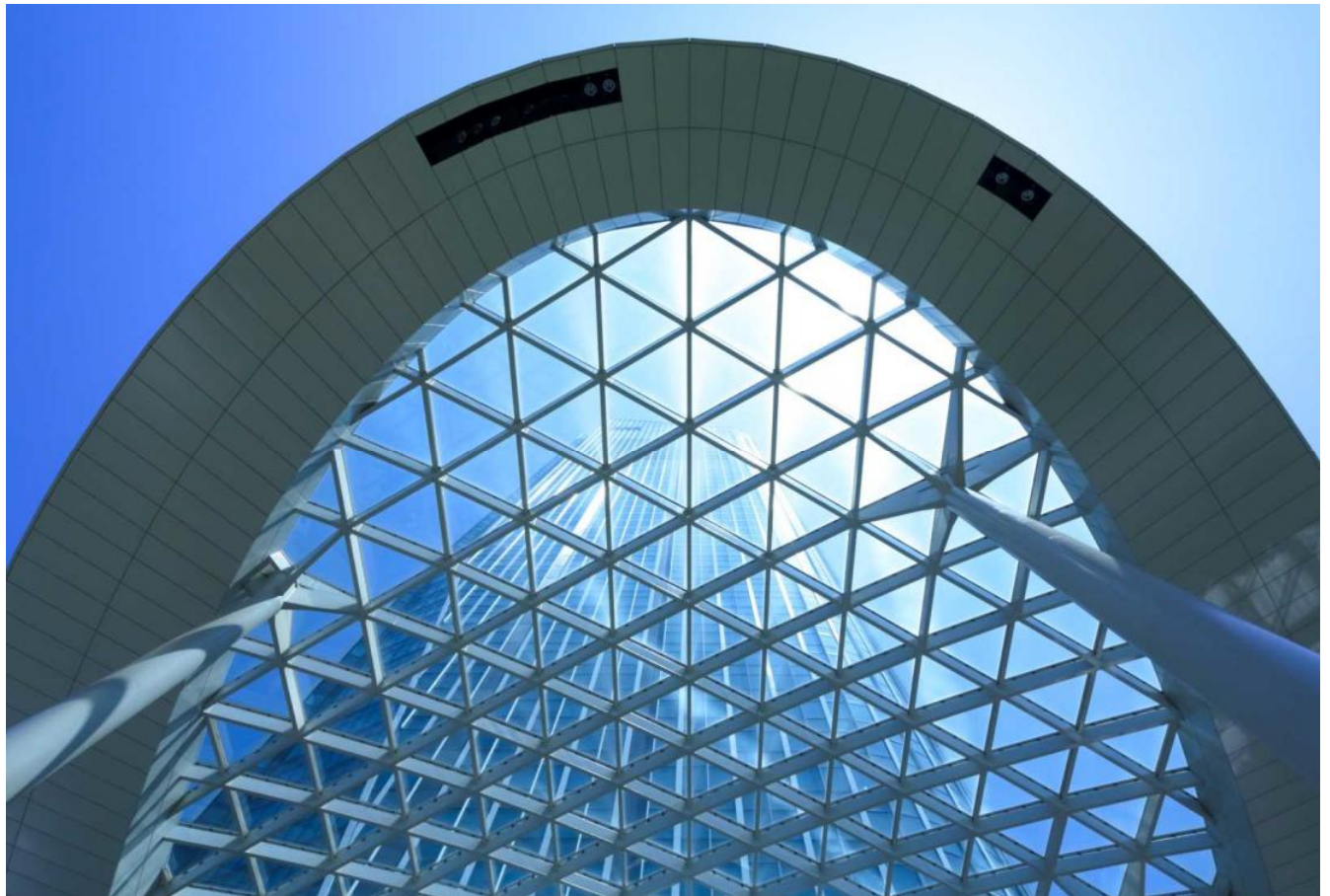


## Top 10 unitholders

Rank	Name	Number of units held	Ratio
1	Custody Bank of Japan, Ltd. (Trust account)	495,449	25.9%
2	The Master Trust Bank of Japan, Ltd. (Trust account)	293,376	15.3%
3	Mori Building Co., Ltd.	287,472	15.0%
4	The Nomura Trust & Banking Co., Ltd. (Investment trust account)	75,927	4.0%
5	SMBC Nikko Securities Inc.	30,895	1.6%
6	STATE STREET BANK WEST CLIENT - TREATY 505234	24,257	1.3%
7	Custody Bank of Japan, Ltd. (Money trust taxable account)	21,868	1.1%
8	JP MORGAN CHASE BANK 385781	20,928	1.1%
9	STATE STREET BANK AND TRUST COMPANY 505103	20,287	1.1%
10	SSBTC CLIENT OMNIBUS ACCOUNT	19,978	1.0%
Total of top 10 unitholders		1,290,437	67.3%

## 4. Business environment recognition & MHR's policy/strategy

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## Real estate market / Lending attitude

- Vacancy rates for office buildings in central Tokyo remained relatively high despite a lull in the increase and rents continued to trend downward.  
(Office Market Trends Research Committee: Tokyo's five central wards)
  - ⇒ Vacancy rate: 6.3% (2021) → 5.9% (2022: forecast)
  - ⇒ Rent index: 110 (2021) → 107 (2022: forecast)
- Cap rates have remained at historically low levels.  
(Japan Real Estate Institute's "The Japanese Real Estate Investor Survey")
  - ⇒ Class A buildings in Marunouchi  
Cap rate: 3.0% (April 2022) → 2.9% (October 2022)
- Lending attitude toward the real estate industry has temporarily weakened but remains at a highly positive level.

- The rise in the vacancy rates for office buildings in central Tokyo has been slowing down, but the office market is expected to remain weak for the time being partly due to an increase in supply in 2023 and after.
- Even under such an environment, genuine premium properties in central Tokyo have maintained high occupancy rates and are expected to demonstrate competitive advantages in the future.

## Interest rate trends / Macro environment

- Amidst the global interest rate hike, Japan's long-term interest rates, which had remained low due to the monetary policy of the Bank of Japan, have also seen a rising trend. Although the core CPI growth rate is relatively low by global standards, it has increased significantly.
  - ⇒ 10-year bond rates: 0.49% (January 31, 2023)
  - ⇒ Core CPI: +4.0% (December 2022)
- In the December 2022 preliminary business conditions composite index, the leading index was at 97.2 (decreased 0.5 PT from previous month) and the coincident index was at 98.9 (decreased 0.4 PT from previous month).  
Business sentiment is recovering but is still slightly weak.
- Investors across the world have become more interested in ESG and the amount of funds directed to companies with high ESG evaluation is on the rise.

- Although business sentiment has been boosted by the expansion of global economic activity, there is a need for caution about an economic slowdown due to rising interest rates.
- An increase in interest rates is expected to be limited in Japan despite policy changes that could coincide with the change of the Governor of the Bank of Japan.
- Inflow of funds to companies with high ESG ratings is expected to continue in the future.

Continues to "MHR's policy/strategy" on the next page

## MHR's Medium- to Long-Term Vision

**The best portfolio quality**

By focusing primarily on premium properties in central Tokyo developed by the sponsor, MHR seeks to maintain highly competitive portfolio quality while further expanding the scale of the portfolio.

**The highest ESG assessment**

By making positive social and environmental contributions, MHR will position itself to benefit from the long-term trend of funds flowing into companies with high ESG ratings and build competitiveness as an investment corporation.

**Dividend-driven management**

By aiming for a continuous improvement of dividends and NAV per unit, and developing the culture, policies and systems necessary to realize the vision, MHR will continue to foster the trust of unitholders.

**Optimal REIT investment**

# 4-3 MHR's policy/strategy

## External growth policy

- Aim to expand portfolio size by effectively utilizing the sponsor pipeline, targeting premium properties in central Tokyo.
- Premium properties in central Tokyo have maintained high occupancy rates despite the expansion of remote working during the COVID-19 pandemic and are expected to continuously demonstrate competitive advantages.
- While disposing of parts of Laforet Harajuku (Land), make new acquisitions concurrently to expand portfolio size over the medium to long term.

## Internal growth policy

- Maintain stable revenue through fixed-rent master leases, and aim to continually maintain and improve rent levels at pass-through-type properties.
- Properly implement office property repairs as necessary and conduct value-enhancement renovation for residential properties if such is judged to be cost-effective (there are no office properties that require large-scale renewal in terms of building age or competitiveness).

## Financial management policy

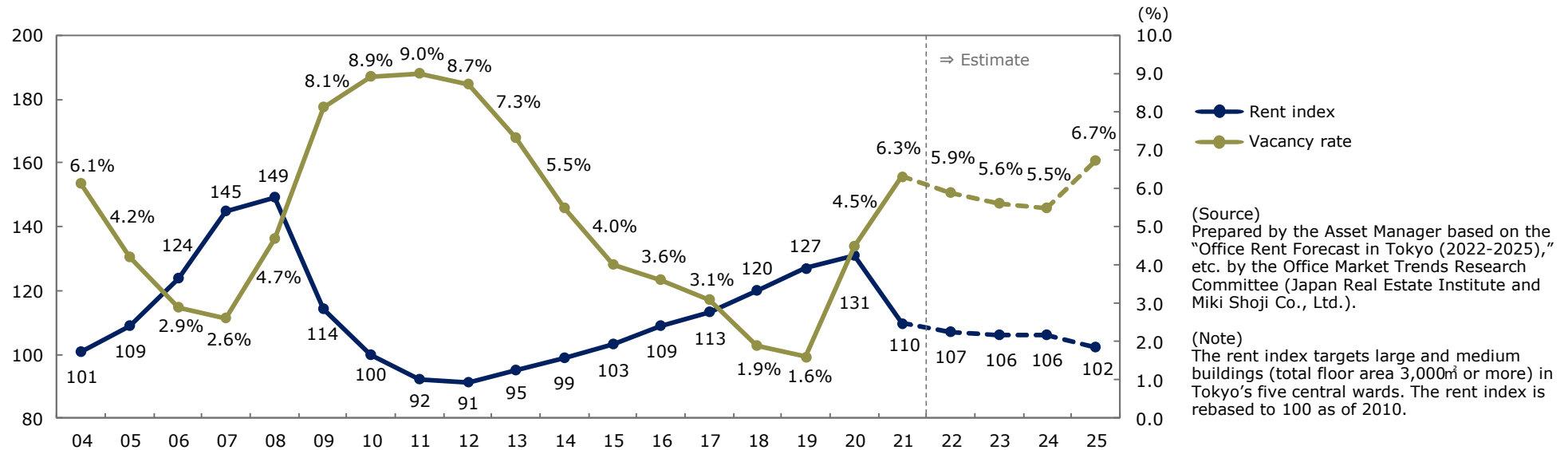
- Set the current LTV level (book value: in the mid-40% range; appraisal value: in the upper 30% range) as the target in order to maintain a durable position for times of economic slowdown, and target average remaining duration of debt of 4 years or longer.
- Anticipate interest rate fluctuation risk over the medium to long term by constantly monitoring economic conditions and interest rate trends, and then when necessary take appropriate measures.

## ESG policy

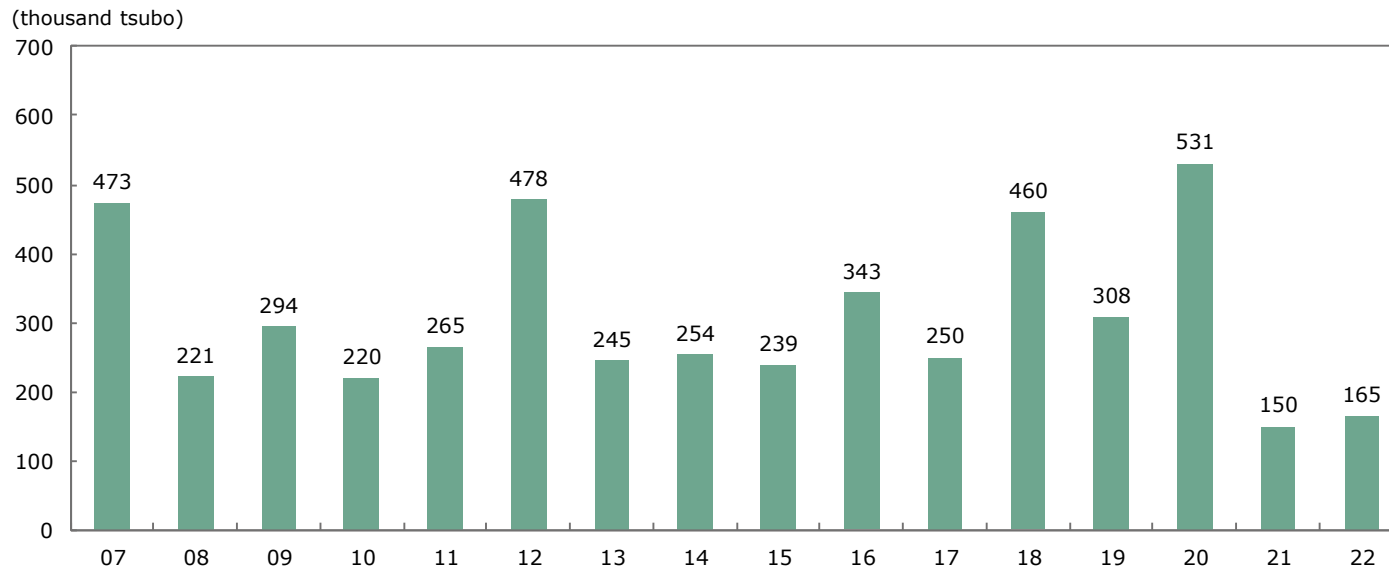
- Contribute to the improvement of various social and environmental issues by positioning ESG initiatives as an integral part of management policy, and steadily implement them in actual management operations leading to improved ESG ratings and stronger competitiveness.
- Regularly publish integrated reports to proactively disclose information upon organizing a variety of information material clearly and effectively.

# 4-4 Market-related information (1)

## Change in rent and vacancy rate of office buildings (Tokyo's five central wards)

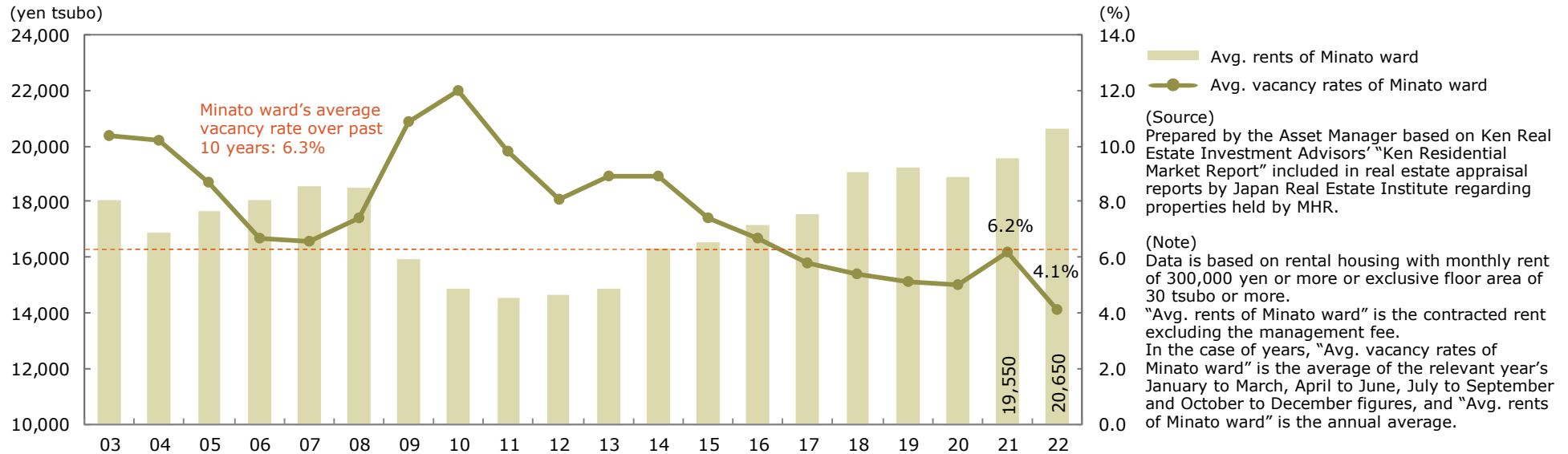


## New supply of office buildings (Tokyo's five central wards)

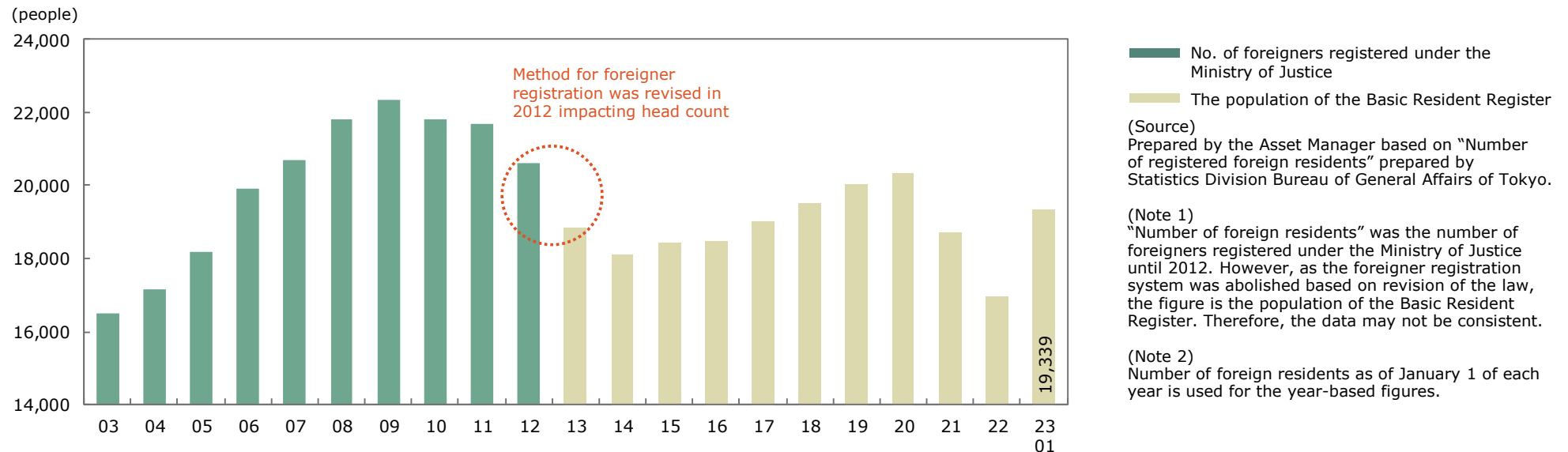


# 4-5 Market-related information (2)

## Change in rents and vacancy rates of luxury housing (Minato ward)



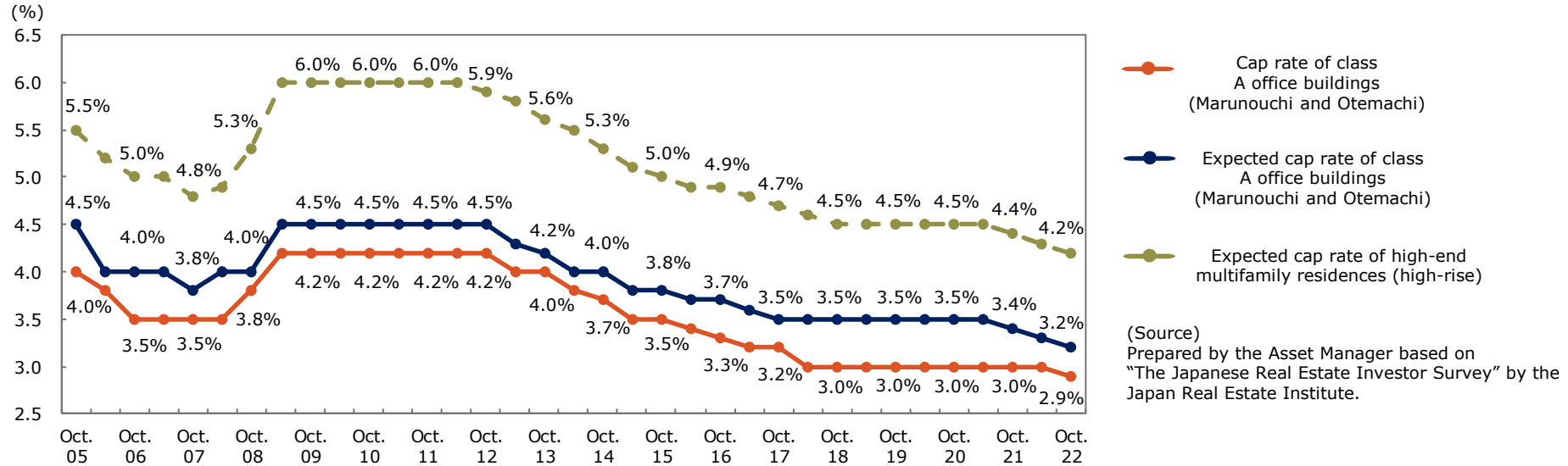
## Change in number of foreign residents in Minato ward



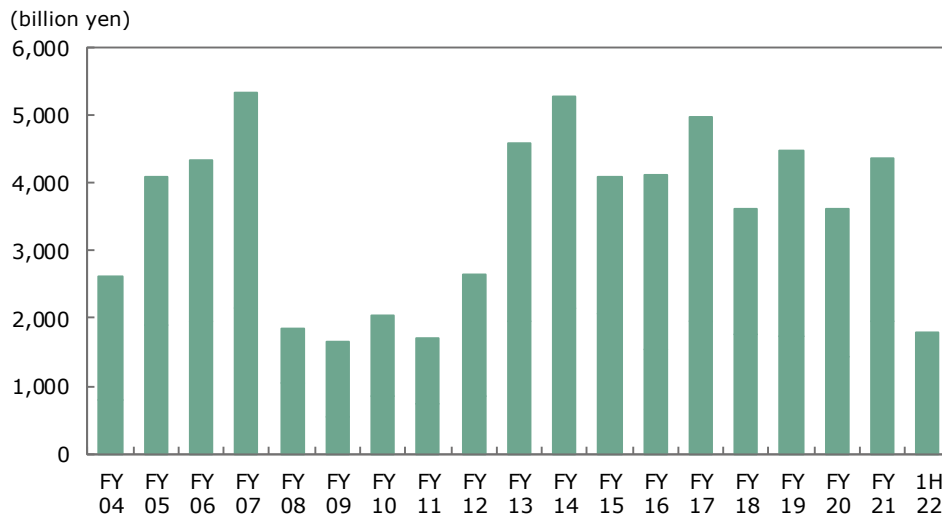


# 4-6 Market-related information (3)

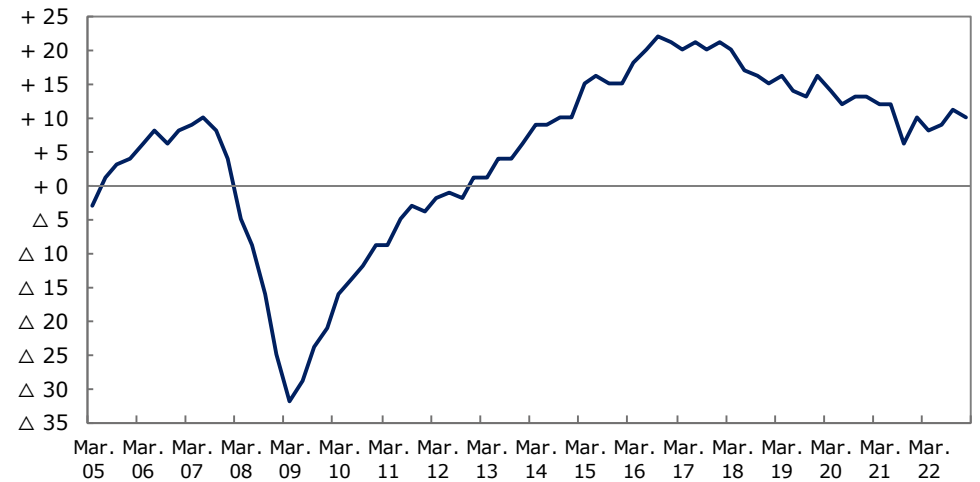
## Change in return on real estate investment



## Change in real estate transaction amount

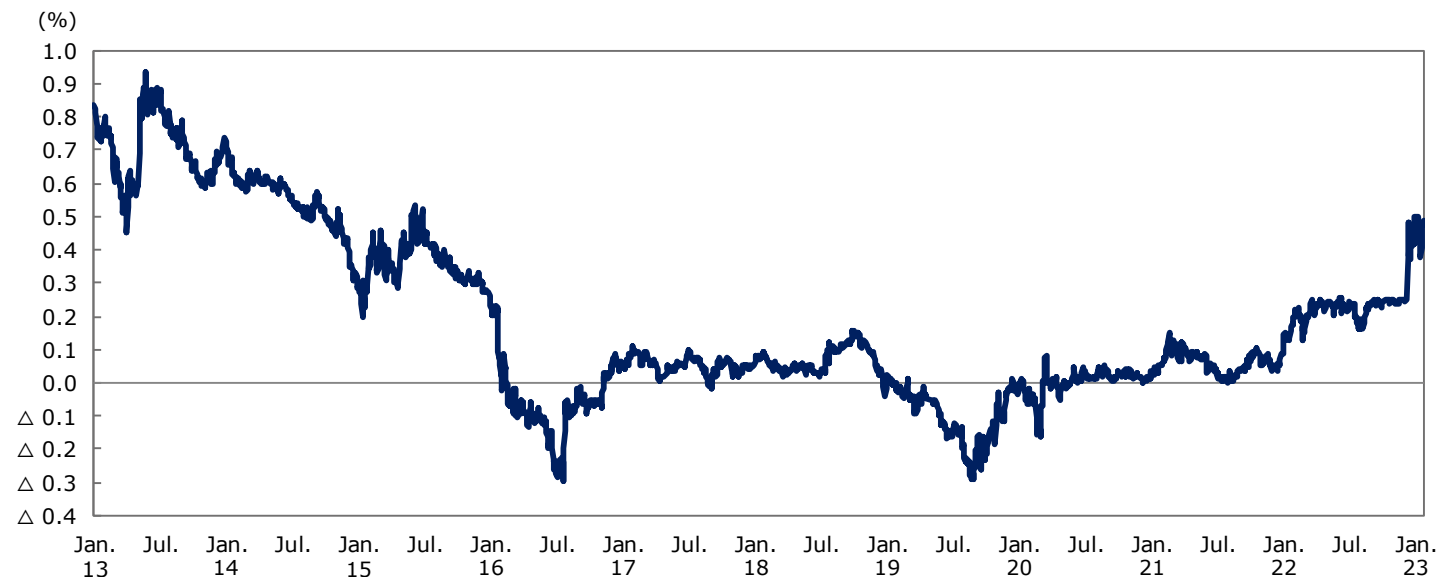


## Lending attitude DI (Real estate industry)



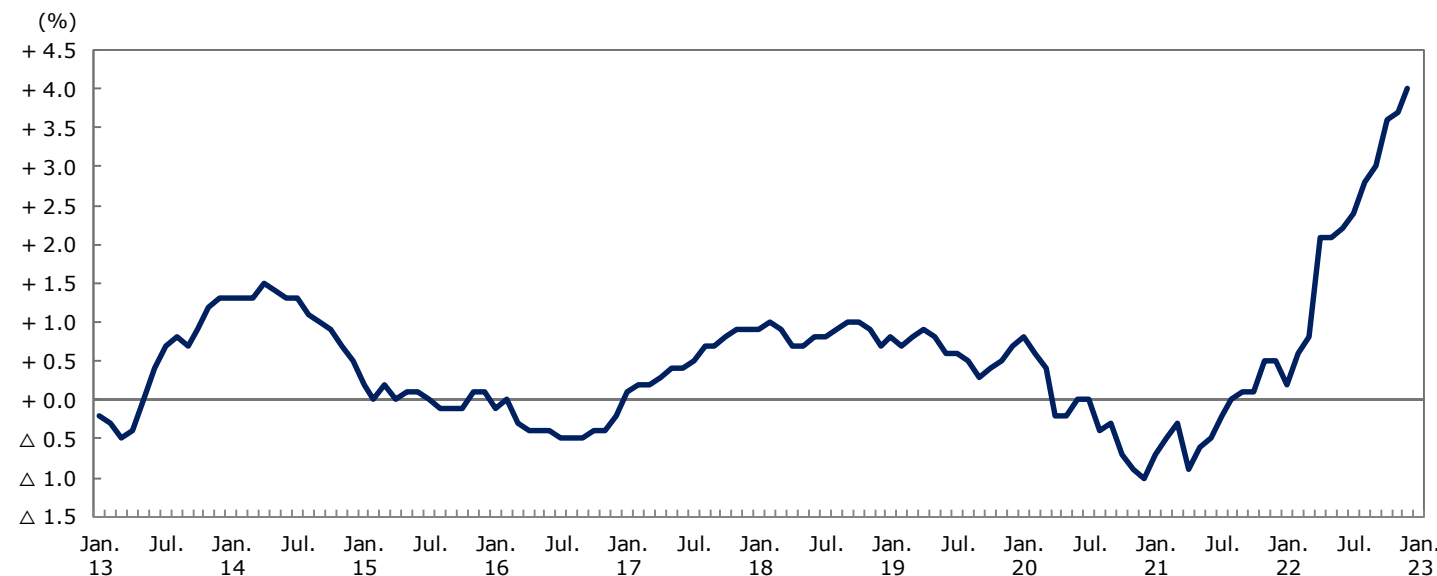
# 4-7 Market-related information (4)

## Change in 10-year bond interest rates



(Source)  
Prepared by the Asset Manager based on Refinitiv.

## Change in core CPI (Year-on-year comparison)



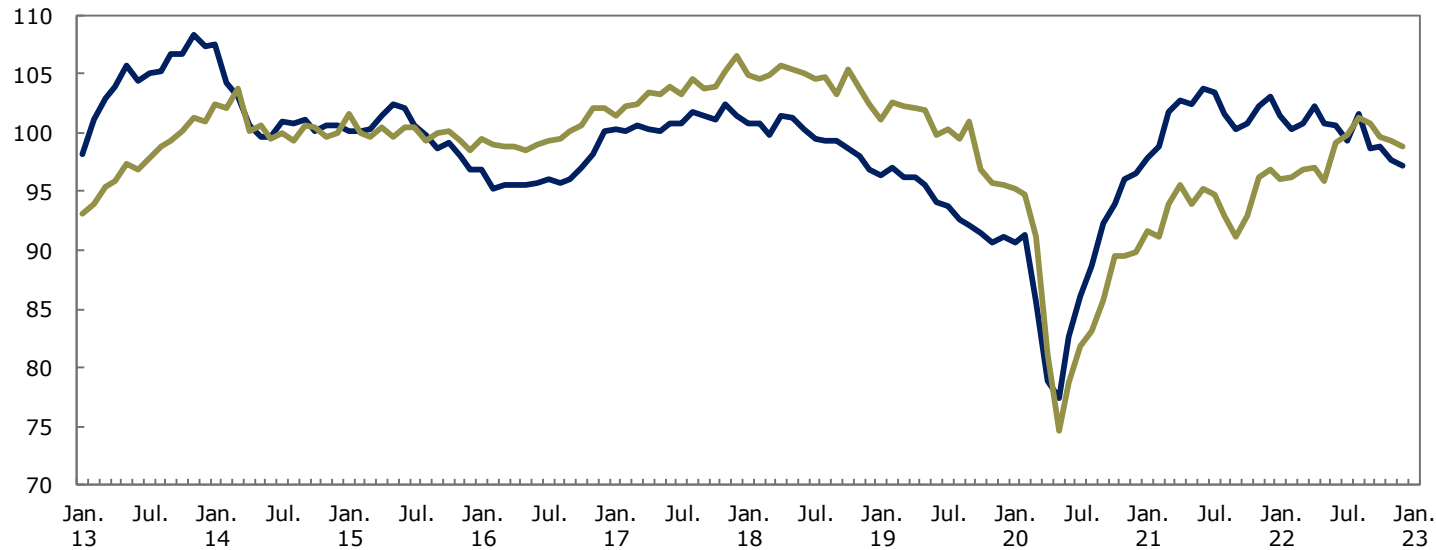
Based on figures excluding the direct effects of the consumption tax rate increase

(Source)  
Prepared by the Asset Manager based on "Consumer Price Index" by Statistic Bureau, Ministry of Internal Affairs and Communications and "Economic Statistics Monthly" by the Bank of Japan.

(Note)  
Figures from April 2014 to April 2015 are derived on "the basis of excluding the direct impact of the consumption tax rate increase" (Bank of Japan's "Economic Statistics Monthly").

# 4-8 Market-related information (5)

## Business conditions composite index

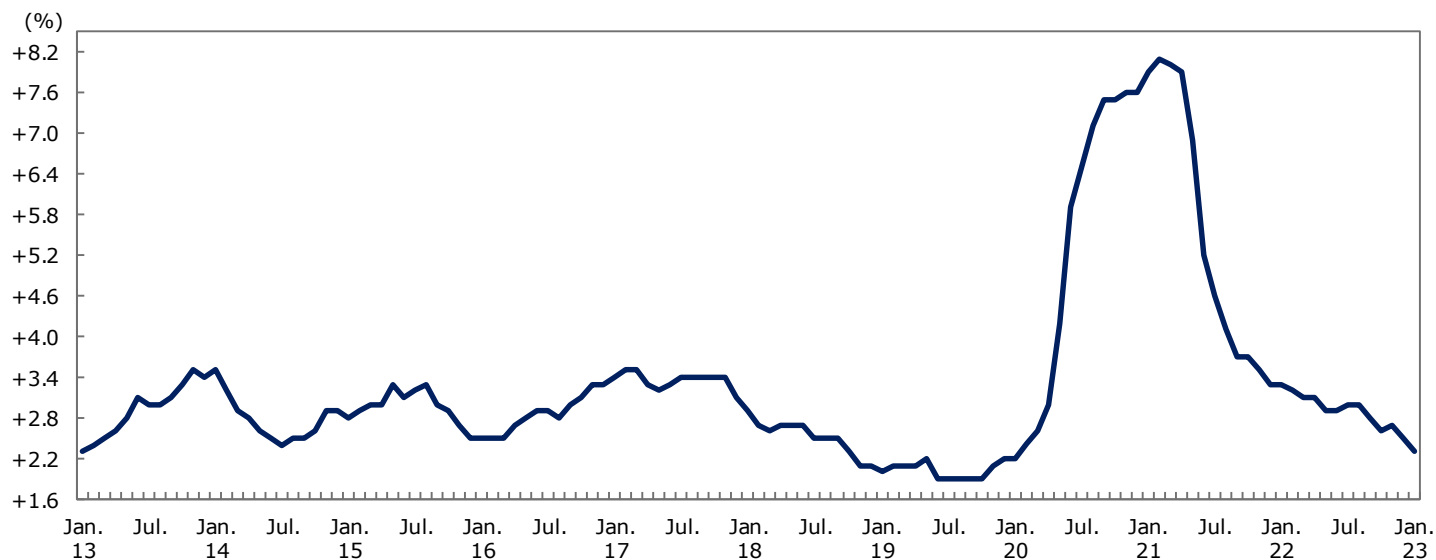


● Leading index  
● Coincident index

(Source)  
Prepared by the Asset Manager based on the "Business Conditions Composite Index" by the Cabinet Office.

(Note)  
The index is rebased to 100 as of 2015.

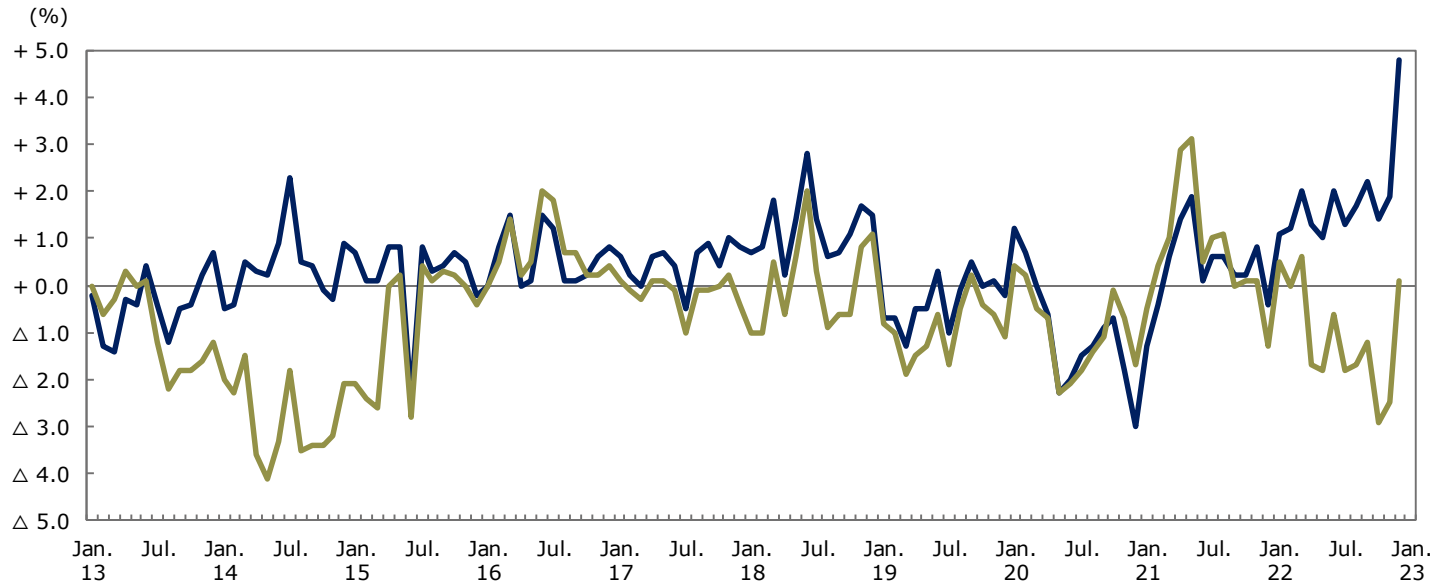
## Money stock (M3: year-on-year comparison)



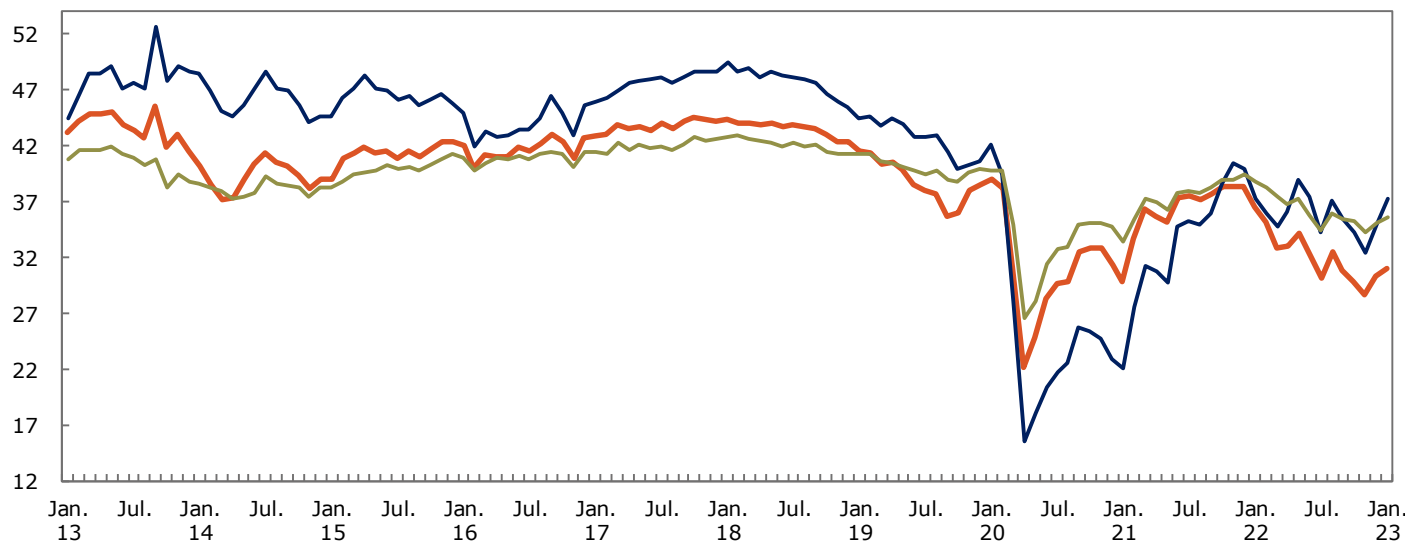
(Source)  
Prepared by the Asset Manager based on "Money Stock Statistics" by the Bank of Japan.

# 4-9 Market-related information (6)

## Total cash earnings (Year-on-year comparison)

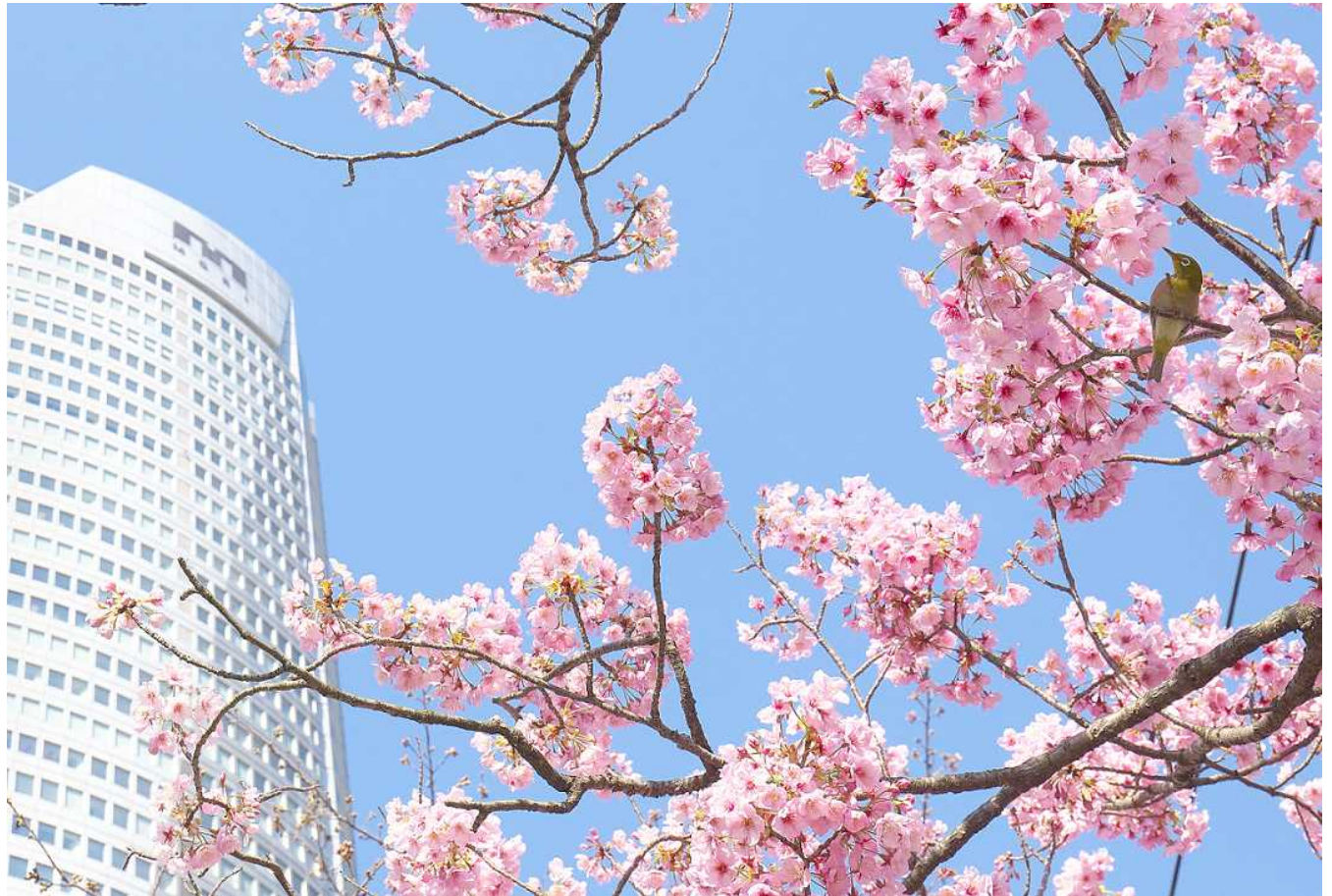


## Consumer confidence survey



## 5. Appendix

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# 5-1 Financial highlights

Indices	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023	Calculation formula
Net income	6,443 mn yen	6,404 mn yen	
Depreciation and amortization	1,088 mn yen	1,088 mn yen	
CAPEX	683 mn yen	127 mn yen	
Total assets	412,892 mn yen	415,261 mn yen	
Total net assets	202,797 mn yen	205,155 mn yen	
Total net assets/unit (BPS)	105,825 yen	107,056 yen	Total net assets/Total units outstanding
Unit price (as of end of each period)	153,000 yen	147,600 yen	
Total units outstanding	1,916,330 units	1,916,330 units	
Total dividends	5,806 mn yen	5,825 mn yen	
Dividends/unit	3,030 yen	3,040 yen	
Dividend yield	4.0%	4.1%	Dividends per unit (annualized)/Unit price as of end of period
FFO	6,183 mn yen	6,148 mn yen	Net income + Depreciation and amortization - Gain or loss on sales of real estate properties
FFO/unit	3,226 yen	3,208 yen	FFO/Total units outstanding
Annualized	6,507 yen	6,364 yen	Based on a period of 365 days
FFO multiple	23.5x	23.2x	Unit price as of end of period/FFO per unit (annualized)
PER	22.6x	22.3x	Unit price as of end of period/Net income per unit (average during the periods, annualized)
PBR	1.4x	1.4x	Unit price as of end of period/Net assets per unit
ROA	1.6%	1.5%	Ordinary income/Average of total assets during the period
Annualized	3.2%	3.1%	Based on a period of 365 days
ROE	3.2%	3.1%	Net income/Average of total net assets during the period
Annualized	6.4%	6.2%	Based on a period of 365 days
NAV	315,137 mn yen	317,119 mn yen	Total net assets + Total appraisal value - Total book value - Total liabilities
NAV/unit	164,448 yen	165,482 yen	
NAV multiple	0.9x	0.9x	Unit price as of end of period/NAV per unit
Interest-bearing debt	192,422 mn yen	192,422 mn yen	
LTV (book value basis)	46.6%	46.3%	Interest-bearing debt/Total assets
LTV (appraisal value basis)	36.6%	36.5%	Interest-bearing debt/(Total assets + Total appraisal value - Total book value)
Operating days	181 days	184 days	

# 5-2 Balance sheet

(thousand yen)

	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023
<b>Assets</b>		
Current assets	16,159,015	19,498,290
Cash and deposits	10,640,215	13,293,275
Cash and deposits in trust	4,951,864	5,620,895
Other	566,936	584,119
Noncurrent assets	396,637,298	395,680,713
Property, plant and equipment	364,670,087	362,164,008
Intangible assets	30,651,927	30,651,818
Investments and other assets	1,315,283	2,864,886
Deferred assets	96,564	82,414
<b>Total assets</b>	<b>412,892,878</b>	<b>415,261,418</b>

(thousand yen)

	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023
<b>Liabilities</b>		
Current liabilities	17,720,012	23,024,928
Current portion of long-term loans payable	15,200,000	20,400,000
Other	2,520,012	2,624,928
Noncurrent liabilities	192,375,528	187,081,255
Investment corporation bonds	20,300,000	20,300,000
Long-term loans payable	156,922,000	151,722,000
Lease and guarantee deposited in trust	15,022,491	15,059,255
Other	131,037	—
<b>Total liabilities</b>	<b>210,095,541</b>	<b>210,106,184</b>
<b>Net assets</b>		
Unitholders' equity	202,385,967	202,984,414
Unitholders' capital, net	195,718,191	195,718,191
Total surplus	6,667,775	7,266,222
Voluntary retained earnings	196,766	833,304
Unappropriated retained earnings	6,471,008	6,432,918
Valuation and translation adjustments	411,370	2,170,819
Deferred gains or losses on hedges	411,370	2,170,819
<b>Total net assets</b>	<b>202,797,337</b>	<b>205,155,234</b>
<b>Total liabilities and net assets</b>	<b>412,892,878</b>	<b>415,261,418</b>

# 5-3 Income statement

(thousand yen)

	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023
Operating revenue	11,197,167	11,210,721
Rent revenues	9,652,181	9,642,161
Other operating revenues	197,178	223,158
Gain on sales of real estate properties	1,347,808	1,345,401
Operating expenses	4,212,146	4,264,970
Expenses related to properties	3,448,193	3,475,592
Asset management fee	643,528	667,664
Directors' compensation	8,400	8,400
Asset custody fee	10,281	10,322
Administrative service fees	17,733	15,356
Other operating expenses	84,010	87,634
Operating income	6,985,020	6,945,750
Non-operating income	4,466	1,129
Interest income	54	63
Gain on forfeiture of unclaimed dividends	805	1,058
Subsidy income	3,600	—
Other	5	8
Non-operating expenses	545,584	541,072
Interest expenses	352,779	352,944
Interest expenses on investment corporation bonds	52,950	52,950
Amortization of investment corporation bonds issuance cost	8,790	8,790
Borrowing expenses	123,798	119,121
Amortization of investment unit issuance cost	5,358	5,358
Other	1,907	1,907
Ordinary income	6,443,902	6,405,808
Income before income taxes	6,443,902	6,405,808
Net income	6,443,017	6,404,927
Unappropriated retained earnings	6,471,008	6,432,918

Office	8,135,839
Residential	817,787
Retail	77,457
Land	605,472
Other rent revenue	5,604

Parking revenue	53,821
Utilities and other revenue	164,711
Cancellation penalty	4,625

Property management fees	1,194,878
Property taxes	786,194
Utilities	158,844
Maintenance and repairs	57,174
Insurance premium	20,721
Custodian fees	6,092
Depreciation	1,088,772
Rent expenses	148,065
Other lease business expenses	14,848



# 5-4 Statement of cash flows / Retained earnings

## Statement of cash flows

	(thousand yen)	
	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023
Net cash provided by (used in) operating activities	9,741,302	9,194,608
Income before income taxes	6,443,902	6,405,808
Depreciation and amortization	1,088,391	1,088,772
Amortization of investment corporation bonds issuance cost	8,790	8,790
Amortization of investment unit issuance cost	5,358	5,358
Interest income	△ 54	△ 63
Gain on forfeiture of unclaimed dividends	△ 805	△ 1,058
Interest expenses	405,729	405,894
Decrease (increase) in operating accounts receivable	5,677	△ 48,524
Increase (decrease) in operating accounts payable	△ 29,889	15,278
Increase (decrease) in accounts payable—other	3,596	△ 3,708
Increase (decrease) in accrued expenses	458,826	27,010
Increase (decrease) in accrued consumption taxes	138,392	25,797
Increase (decrease) in advances received	14,356	1,468
Increase (decrease) in deposits received	△ 7,322	7,103
Decrease (increase) in prepaid expenses	17,505	40,469
Decrease (increase) in long-term prepaid expenses	42,588	78,055
Decrease in property, plant and equipment in trust due to sale	1,545,191	1,545,191
Other, net	△ 150	△ 10
Subtotal	10,140,084	9,601,632
Interest income received	54	63
Interest expenses paid	△ 397,959	△ 406,200
Income taxes paid	△ 877	△ 887

	(thousand yen)	
	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023
Net cash provided by (used in) investing activities	△ 666,472	△ 67,104
Purchase of property, plant and equipment in trust	△ 734,691	△ 96,999
Purchase of intangible assets in trust	△ 1,092	—
Repayments of lease and guarantee deposited in trust	△ 120,529	△ 254,285
Proceeds from lease and guarantee deposited in trust	189,840	284,180
Net cash provided by (used in) financing activities	△ 5,608,464	△ 5,805,412
Proceeds from long-term loans payable	9,500,000	6,000,000
Repayments of long-term loans payable	△ 9,500,000	△ 6,000,000
Dividends paid	△ 5,608,464	△ 5,805,412
Cash and cash equivalents at beginning of the period	3,466,364	3,322,091
Cash and cash equivalents at the end of the period	12,125,714	15,592,079
Cash and cash equivalents at beginning of the period	15,592,079	18,914,170

## Retained earnings

	(yen)	
	32nd period Period ended Jul. 31, 2022	33rd period Period ended Jan. 31, 2023
I Unappropriated retained earnings	6,471,008,689	6,432,918,528
II Amount of Dividends	5,806,479,900	5,825,643,200
Amount of dividends per unit	3,030	3,040
III Voluntary retained earnings		
Reserve for reduction entry	636,537,274	579,283,813
IV Retained earnings carried forward	27,991,515	27,991,515

# 5-5 Status of income and expenditures (1)

(thousand yen)

Property number	O-0			O-1			O-4			O-6		
Property name	Roppongi Hills Mori Tower			ARK Mori Building			Koraku Mori Building			Akasaka Tameike Tower		
Acquisition price	115,380,000			62,480,000			27,200,000			43,930,000		
Period	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference
Operation days	181 days	184 days	3 days	181 days	184 days	3 days	181 days	184 days	3 days	181 days	184 days	3 days
Occupancy rate	100%	100%	0.0PT	100%	100%	0.0PT	92.8%	99.4%	6.6PT	98.6%	98.1%	△ 0.5PT
Avg. Occupancy rate (during period)	100%	100%	0.0PT	100%	100%	0.0PT	92.6%	97.2%	4.6PT	98.2%	99.1%	0.9PT
Number of tenants	1	1	0	1	1	0	21	23	2	142	142	0
Rent revenues	2,851,394	2,851,394	—	1,351,486	1,351,486	—	622,889	656,605	33,716	816,753	823,896	7,143
Other operating revenues	—	—	—	—	—	—	74,689	82,971	8,282	77,156	86,219	9,063
Total property operating revenue	2,851,394	2,851,394	—	1,351,486	1,351,486	—	697,578	739,577	41,998	893,909	910,115	16,206
Property management	447,868	433,574	△ 14,294	185,961	185,961	—	89,504	86,012	△ 3,492	174,114	169,600	△ 4,514
Property taxes (Note 1)	266,908	271,297	4,389	85,141	86,606	1,465	32,614	30,378	△ 2,235	43,894	42,944	△ 949
Utilities	—	—	—	—	—	—	57,933	71,292	13,359	31,244	41,671	10,426
Maintenance and repairs	—	—	—	355	—	△ 355	10,168	6,088	△ 4,079	27,135	32,193	5,057
Insurance premium	5,025	5,108	83	2,249	2,286	37	1,777	1,807	29	2,214	2,251	37
Depreciation (1)	332,287	330,506	△ 1,780	71,935	73,104	1,169	94,033	94,888	855	139,303	138,192	△ 1,111
Other expenses (Note 2)	376	374	△ 1	2,790	2,785	△ 4	87,035	87,114	78	10,622	10,622	△ 0
Total property operating expenses	1,052,465	1,040,861	△ 11,604	348,432	350,744	2,311	373,067	377,582	4,514	428,529	437,475	8,945
Property operating income (2)	1,798,929	1,810,533	11,604	1,003,054	1,000,742	△ 2,311	324,511	361,994	37,483	465,379	472,639	7,260
NOI (3) ((1)+(2))	2,131,216	2,141,039	9,823	1,074,989	1,073,846	△ 1,142	418,544	456,883	38,338	604,683	610,832	6,149
Annualized NOI	4,297,756	4,247,171	△ 50,585	2,167,796	2,130,185	△ 37,611	844,026	906,318	62,291	1,219,388	1,211,705	△ 7,683
Annualized NOI/ Acquisition price	3.7%	3.7%	△ 0.0PT	3.5%	3.4%	△ 0.1PT	3.1%	3.3%	0.2PT	2.8%	2.8%	△ 0.0PT
CAPEX (4)	265,639	—	△ 265,639	93,444	18,721	△ 74,722	34,083	15,287	△ 18,796	19,947	22,721	2,773
NCF (3)-(4)	1,865,576	2,141,039	275,463	981,545	1,055,125	73,580	384,460	441,595	57,134	584,735	588,110	3,375

(Note 1) For property tax, city planning tax and depreciable assets tax, MHR charges the amount of property taxes assessed and determined applicable to the fiscal period to expenses related to properties. Registered owners of properties in Japan as of January 1 are responsible for paying property taxes for the calendar year based on assessments by local governments. Therefore, registered owners who sold properties to MHR were liable for property taxes for the calendar year, including the period from the date of the acquisition by MHR until the end of the year. MHR reimbursed sellers of properties for the equivalent amount of property taxes and included the amount in the acquisition cost of real estate.

(Note 2) "Other expenses" denotes the sum of custodian fees, rent expenses, and other lease business expenses (residential property management costs, and other property-related miscellaneous expenses) in aggregate.

(Note 3) Property disposed during the relevant period. "Annualized NOI/ Acquisition price" was calculated by taking into consideration the changes in acquisition price during the relevant period.

"Annualized NOI" denotes the value which is based on the acquisition price as of the end of the relevant period.

# 5-6 Status of income and expenditures (2)

(thousand yen)

Property number	O-7			O-8			O-9			O-10		
Property name	Atago Green Hills			ARK Hills South Tower			Toranomori Hills Mori Tower			Holland Hills Mori Tower		
Acquisition price	42,090,000			19,150,000			56,300,000			16,330,000		
Period	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference
Operation days	181 days	184 days	3 days	181 days	184 days	3 days	181 days	184 days	3 days	181 days	184 days	3 days
Occupancy rate	100%	100%	0.0PT	85.1%	84.4%	△ 0.7PT	100%	100%	0.0PT	100%	100%	0.0PT
Avg. Occupancy rate (during period)	100%	100%	0.0PT	85.5%	82.5%	△ 3.0PT	100%	100%	0.0PT	98.7%	100%	1.3PT
Number of tenants	1	1	0	40	43	3	1	1	0	23	23	0
Rent revenues	1,012,320	1,012,320	—	418,573	404,810	△ 13,763	1,209,907	1,209,907	—	526,220	532,751	6,530
Other operating revenues	—	—	—	23,596	25,895	2,298	—	—	—	21,109	28,072	6,963
Total property operating revenue	1,012,320	1,012,320	—	442,170	430,705	△ 11,465	1,209,907	1,209,907	—	547,329	560,824	13,494
Property management	2,664	2,664	—	45,392	51,178	5,786	138,437	138,437	—	104,889	101,060	△ 3,828
Property taxes (Note 1)	69,028	69,200	172	37,146	37,310	164	91,845	100,816	8,970	36,117	36,641	523
Utilities	—	—	—	28,733	36,116	7,383	—	—	—	5,057	6,626	1,568
Maintenance and repairs	—	—	—	3,074	4,637	1,563	—	—	—	1,111	10,065	8,954
Insurance premium	3,750	3,812	62	1,185	1,204	19	2,384	2,407	22	1,214	1,234	20
Depreciation (1)	181,411	181,957	545	44,646	44,699	52	151,144	151,144	—	44,446	44,910	463
Other expenses (Note 2)	58,159	61,578	3,419	1,618	1,701	82	110	109	△ 0	208	208	△ 0
Total property operating expenses	315,014	319,214	4,200	161,796	176,849	15,052	383,922	392,915	8,992	193,045	200,746	7,700
Property operating income (2)	697,305	693,105	△ 4,200	280,374	253,856	△ 26,518	825,984	816,991	△ 8,992	354,283	360,077	5,793
NOI (3) ((1)+(2))	878,717	875,063	△ 3,654	325,020	298,555	△ 26,465	977,128	968,135	△ 8,992	398,730	404,987	6,257
Annualized NOI	1,771,999	1,735,859	△ 36,139	655,428	592,243	△ 63,185	1,970,452	1,920,486	△ 49,965	804,070	803,372	△ 697
Annualized NOI/ Acquisition price	4.2%	4.1%	△ 0.1PT	3.4%	3.1%	△ 0.3PT	3.5%	3.4%	△ 0.1PT	4.9%	4.9%	0.0PT
CAPEX (4)	163,050	13,907	△ 149,142	2,386	6,888	4,501	—	—	—	88,161	16,906	△ 71,255
NCF (3)-(4)	715,667	861,155	145,488	322,634	291,667	△ 30,967	977,128	968,135	△ 8,992	310,569	388,081	77,512

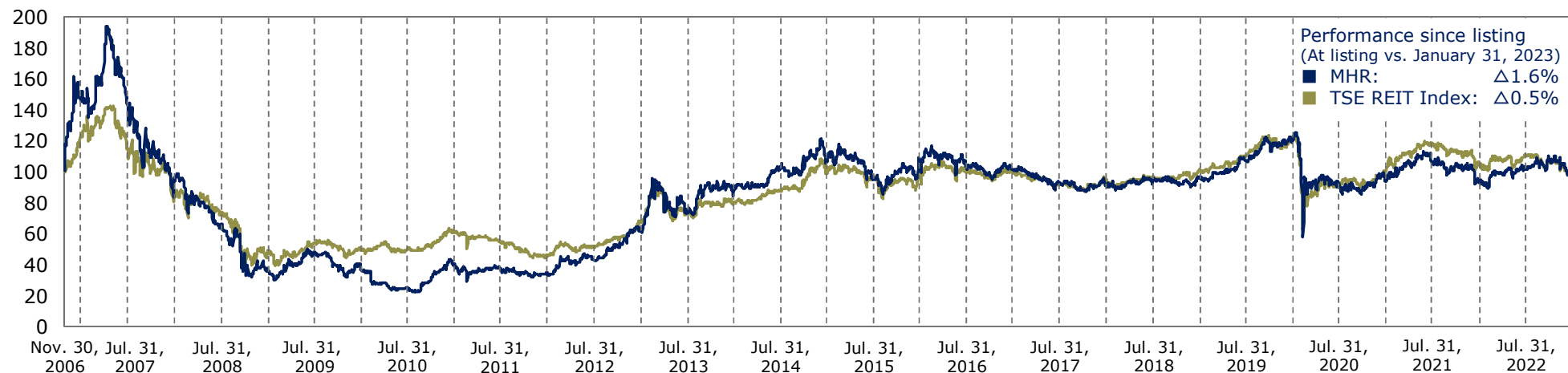
# 5-7 Status of income and expenditures (3)

(thousand yen)

Property number	R-3			R-4			S-1			Portfolio total		
Property name	Roppongi First Plaza			Roppongi View Tower			Laforet Harajuku (Land)					
Acquisition price	2,100,000			4,000,000			18,765,200 (as of the end of Jul. 2022: 20,292,600)			407,725,200 (as of the end of Jul. 2022: 409,252,600)		
Period	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd Jul. 2022	33rd Jan. 2023	Difference	32nd(Note3) Jul. 2022	33rd(Note3) Jan. 2023	Difference	32nd(Note3) Jul. 2022	33rd(Note3) Jan. 2023	Difference
Operation days	181 days	184 days	3 days	181 days	184 days	3 days	181 days	184 days	3 days	181 days	184 days	3 days
Occupancy rate	98.0%	100%	2.0PT	93.5%	96.7%	3.2PT	100%	100%	0.0PT	98.3%	98.9%	0.6PT
Avg. Occupancy rate (during period)	93.8%	99.7%	5.9PT	92.3%	94.8%	2.5PT	100%	100%	0.0PT	98.1%	98.7%	0.6PT
Number of tenants	41	42	1	86	89	3	1	1	0	358	367	9
Rent revenues	81,447	89,038	7,590	101,178	104,478	3,300	660,009	605,472	△ 54,537	9,652,181	9,642,161	△ 10,019
Other operating revenues	—	—	—	627	—	△ 627	—	—	—	197,178	223,158	25,980
Total property operating revenue	81,447	89,038	7,590	101,805	104,478	2,673	660,009	605,472	△ 54,537	9,849,359	9,865,319	15,960
Property management	14,316	12,568	△ 1,747	14,197	13,819	△ 378	—	—	—	1,217,347	1,194,878	△ 22,469
Property taxes (Note 1)	8,525	8,687	162	12,982	13,263	281	94,975	89,047	△ 5,927	779,178	786,194	7,015
Utilities	1,554	1,618	63	1,262	1,519	257	—	—	—	125,787	158,844	33,057
Maintenance and repairs	5,866	1,351	△ 4,514	3,903	2,836	△ 1,066	—	—	—	51,615	57,174	5,558
Insurance premium	243	247	4	355	361	5	—	—	—	20,400	20,721	321
Depreciation (1)	12,029	12,136	106	17,153	17,233	79	—	—	—	1,088,391	1,088,772	380
Other expenses (Note 2)	3,814	3,816	1	736	581	△ 155	—	114	114	165,472	169,006	3,533
Total property operating expenses	46,351	40,426	△ 5,924	50,592	49,615	△ 976	94,975	89,161	△ 5,813	3,448,193	3,475,592	27,399
Property operating income (2)	35,096	48,611	13,515	51,213	54,862	3,649	565,033	516,310	△ 48,723	6,401,166	6,389,727	△ 11,438
NOI (3) ((1)+(2))	47,125	60,747	13,622	68,367	72,096	3,729	565,033	516,310	△ 48,723	7,489,558	7,478,499	△ 11,058
Annualized NOI	95,032	120,505	25,472	137,867	143,017	5,149	1,072,531	971,758	△ 100,772	15,056,682	14,798,310	△ 258,372
Annualized NOI/ Acquisition price	4.5%	5.7%	1.2PT	3.4%	3.6%	0.1PT	5.3%	5.2%	△ 0.1PT	3.7%	3.6%	△ 0.0PT
CAPEX (4)	3,468	6,253	2,785	13,571	27,154	13,583	—	—	—	683,752	127,841	△ 555,911
NCF (3)-(4)	43,657	54,493	10,836	54,795	44,941	△ 9,854	565,033	516,310	△ 48,723	6,805,805	7,350,658	544,853

# 5-8 Unit price performance since IPO

## Relative price performance (Since IPO - January 31, 2023)



(Source) Prepared by the Asset Manager based on Refinitiv  
(Note) Rebased to 100 as per IPO price

## Unit price per period-end (Closing price)

Accounting period	Unit price
1st (January 2007)	1,100,000 yen
2nd (July 2007)	1,080,000 yen
3rd (January 2008)	716,000 yen
4th (July 2008)	465,000 yen
5th (January 2009)	265,000 yen
6th (July 2009)	352,000 yen
7th (January 2010)	264,900 yen
8th (July 2010)	177,300 yen
9th (January 2011)	281,000 yen
10th (July 2011)	258,100 yen

Accounting period	Unit price
11th (January 2012)	252,200 yen
12th (July 2012)	330,500 yen
13th (January 2013)	485,000 yen
14th (July 2013)	548,000 yen
※ 5-for-1 investment unit split (February 1, 2014)	
15th (January 2014)	135,900 yen
16th (July 2014)	151,100 yen
17th (January 2015)	166,600 yen
18th (July 2015)	145,300 yen
19th (January 2016)	152,100 yen

Accounting period	Unit price
24th (July 2018)	138,100 yen
25th (January 2019)	144,500 yen
26th (July 2019)	160,300 yen
27th (January 2020)	181,700 yen
28th (July 2020)	137,100 yen
29th (January 2021)	145,800 yen
30th (July 2021)	161,100 yen
31st (January 2022)	141,000 yen
32nd (July 2022)	153,000 yen
33rd (January 2023)	147,600 yen

### (Reference)

IPO Price (November 30, 2006) (Split adjusted)	750,000 yen (150,000 yen)
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High (May 8, 2007: in trade) (Split adjusted)	1,460,000 yen (292,000 yen)
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Low (August 12, 2010: in trade) (Split adjusted)	168,200 yen (33,640 yen)
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## Investments focusing on Premium Properties for development of urban-type portfolio

### Investments focusing on Premium Properties

Among properties that are located in Tokyo's five central wards and in surrounding areas, our investments mainly focus on "Premium Properties" that are able to maintain their competitiveness going forward based on their quality, size and specification.

Focus on Premium Properties
<p>Premium properties</p> <p><b>50%</b> or more</p> <p>〈Office buildings〉 〈Residential properties〉 〈Retail facilities〉</p>

#### Premium Properties

Principal Use	Location	Scale
Office buildings	Tokyo's five central wards and their vicinity	Gross floor area of 10,000㎡ or more per building Standard leasable floor area of 1,000㎡ or more
Residential properties	Tokyo's five central wards and their vicinity (Primarily in the "three-A" area)	Gross floor area of 2,000㎡ or more per building
Retail facilities	〈Department stores, downtown shopping centers, large specialty stores & retail complexes, etc.〉	
	Flourishing areas of Tokyo's five central wards and their vicinity	Gross floor area of 10,000㎡ or more per building
	〈Street front luxury brand shops, etc.〉	
	Exclusive, well-known destinations such as the Ginza area and the Aoyama and Omotesando area	Gross floor area of 1,000㎡ or more per building

(Note 1) Tokyo's five central wards: Minato, Chiyoda, Chuo, Shinjuku and Shibuya ward

(Note 2) Three-A area: Akasaka and Roppongi area, Aoyama and Harajuku area and Azabu and Hiroo area

(Note 3) Ratios are based on the acquisition prices

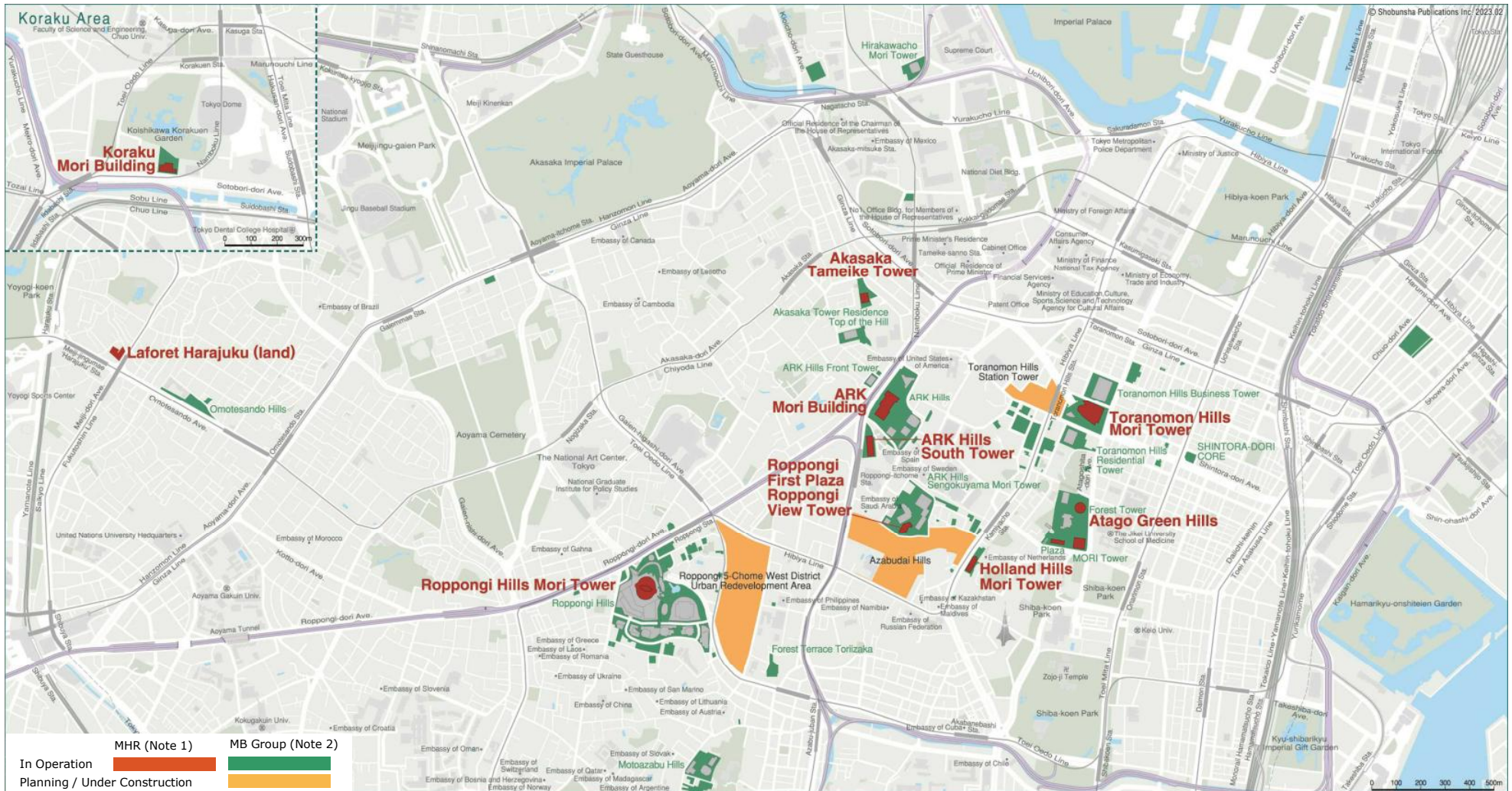
(Note 4) Tokyo Metropolitan Area: Tokyo Metropolis, Kanagawa Prefecture, Chiba Prefecture and Saitama Prefecture

Office building focus
<p>Office building</p> <p><b>50%</b> or more</p>

Tokyo' five central wards focus
<p>Tokyo's five central wards and their vicinity</p> <p><b>50%</b> or more</p> <p>(Tokyo Metropolitan Area: 80% or more)</p>

Earthquake-resistance focus
<p>Investment focused on properties' earthquake resistance, the safety of the area, disaster countermeasures, etc.</p>

# 5-10 Portfolio map (as of January 31, 2023)














(Source) Prepared by the Asset Manager based on Mori Building's "Mori Building Handy Map Mori Building Map/Home Route Support Map 2023."

(Note 1) Some of the properties have been partially acquired and held by MHR.

(Note 2) Properties are developed, owned, managed and planned for development by Mori Building Group, and there are no properties currently anticipated to be acquired by MHR.

# 5-11 Portfolio overview (as of January 31, 2023)

Type	Office building						Office building (Partly residential)			Residential		Retail	
Property name	Roppongi Hills Mori Tower	ARK Mori Building	Koraku Mori Building	ARK Hills South Tower	Toranomon Hills Mori Tower	Holland Hills Mori Tower	Akasaka Tameike Tower	Atago Green Hills			Roppongi First Plaza	Roppongi View Tower	Laforet Harajuku (Land)
	O-0	O-1	O-4	O-8	O-9	O-10	O-6	MORI Tower	Forest Tower	Plaza	R-3	R-4	S-1
Photo													
Premium	Premium	Premium	Premium	Premium	Premium	Premium	Premium	Premium			Premium	-	Premium
Location	Roppongi, Minato-ku, Tokyo	Akasaka, Minato-ku, Tokyo	Koraku, Bunkyo-ku, Tokyo	Roppongi, Minato-ku, Tokyo	Toranomon, Minato-ku, Tokyo	Toranomon, Minato-ku, Tokyo	Akasaka, Minato-ku, Tokyo	Atago, Minato-ku, Tokyo		Toranomon, Minato-ku, Tokyo	Roppongi, Minato-ku, Tokyo		Jingumae, Shibuya-ku, Tokyo
Completion	Apr. 2003	Mar. 1986 (Large-scale renovation in 2005)	Mar. 2000	Jul. 2013	May. 2014	Jan. 2005	Sep. 2000	Jul. 2001	Oct. 2001	Jul. 2001	Oct. 1993		-
Building age	19 years 9 months	36 years 10 months	22 years 10 months	9 years 6 months	8 years 8 months	18 years 0 months	22 years 4 months	21 years 6 months	21 years 3 months	21 year 6 months	29 years 3 months		-
Total number of floors	54 above ground, 6 below	37 above ground, 4 below	19 above ground, 6 below	20 above ground, 4 below	52 above ground, 5 below	24 above ground, 2 below	25 above ground, 2 below	42 above ground, 2 below	43 above ground, 4 below	2 above ground, 1 below	20 above ground, 1 below		-
Gross floor area	approx. 442,150㎡	approx. 177,486㎡	approx. 46,154㎡	approx. 53,043㎡	approx. 241,581㎡	approx. 35,076㎡	approx. 46,971㎡	approx. 85,266㎡	approx. 60,815㎡	approx. 2,083㎡	approx. 22,906㎡		-
Ownership (Note 1)	Land	Co-ownership (approx. 17.7%)	Co-ownership (approx. 10.9%)	Leased	Co-ownership (25%)	Co-ownership (approx. 19.8%)	Co-ownership (approx. 54.9%)	Co-ownership (approx. 56.4%)	Co-ownership (approx. 28.8%)		Co-ownership (47%)	Co-ownership (46%)	Ownership (86%)
	Building	Compartmentalized ownership (approx. 13.6%)	Compartmentalized ownership (approx. 17.9%)	Compartmentalized ownership (approx. 57.9%)	Co-ownership (25%)	Co-ownership (approx. 10.8%)	Compartmentalized ownership (approx. 48.5%)	Compartmentalized ownership (approx. 65.5%)	Co-ownership (approx. 32.9%)		Compartmentalized ownership (approx. 46.4%)	Compartmentalized ownership (approx. 44.7%)	-
PML (Note 2)	0.59%	0.78%	0.73%	1.56%	0.50%	0.85%	1.79%	2.35%	2.34%	5.94%	2.20%	2.20%	-
Earthquake-resistant feature (Note 3)	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	Seismic Damping	-	-	-
Acquisition price (mn yen)	115,380	62,480	27,200	19,150	56,300	16,330	43,930	42,090		2,100	4,000	18,765	
Occupancy rate (Note 4)	100%	100%	99.4%	84.4%	100%	100%	98.1%	100%		100%	96.7%	100%	

**Average building age**  
21.2 years (Note 5)

**Portfolio PML**  
0.90% (Note 2)

**Total acquisition price**  
407,725 mn yen



## 5-12 Portfolio overview (Note)

- (Note 1) "Type of ownership" denotes the type of rights held by MHR or the Trustee. "Ownership" stands for ownership, "Co-ownership" stands for the ownership of beneficiary interests, "Compartmentalized ownership" denotes ownership and the rights for exclusive use in or over parts of a building, and "Leased land" denotes Leasehold land. The land site of Atago Green Hills includes joint ownership in quasi-undivided interests of leasehold land and easement.
- (Note 2) This indicates the figure described in the "Report on evaluation of seismic PML for portfolio" dated February 15, 2021 by Sompo Risk Management Inc.
- (Note 3) ARK Mori Building adopts "slitwall" as an earthquake-resistant feature.
- (Note 4) "Occupancy rate" indicates the figures as of January 31, 2023.
- (Note 5) For calculation of the "Average building age" of Atago Green Hills, we have assumed that construction of the building was completed on July 30, 2001.