

Investor
Presentation of
LaSalle Japan
REIT for October
2009 (8<sup>th</sup>) period

LASALLE JAPAN REIT INC®

# **Table of Contents**

1.	8 <sup>th</sup> Period Fund Management Report Highlights	3 P
2.	Forecasts for the 9 <sup>th</sup> Period	8 P
3.	Background and Rationale of the Merger with Japan Retail Fund	11 P
4.	Details of the Operating Results of the 8th Period	14 P
5.	Description of LaSalle Japan REIT Inc.	21 P
6.	Portfolio Description	25 P



1. 8<sup>th</sup> Period
Fund
Management
Report
Highlights

# 8<sup>th</sup> Period Financial Reporting Highlights

## Achieved initial dividend forecasts amid a difficult market environment

		7 <sup>th</sup> Period	8 <sup>th</sup> Period			
		Actual	Forecast	Actual	Variance (7 <sup>th</sup> Period)	Variance (Forecast)
Operating Revenue	(JPY mn)	3,739	3,738	3,757	18	19
Operating Income	(JPY mn)	1,950	1,870	1,953	3	83
Ordinary Profit	(JPY mn)	993	808	818	△ 175	10
Net Income	(JPY mn)	992	807	817	△ 175	10
LTV	(%)	53.8	53.8	53.7	△ 0.1	△ 0.1
Dividend per Unit	(JPY)	8,238	6,700	6,781	△ 1,457	81

#### <Comparison with Forecast>

- Operating Revenue
  - La Porte Aoyama (+JPY50mn)
  - Mirum Daikanyama (△JPY12mn)
  - MIrum Nogizaka (△JPY12mn)
- Operating Expenses
  - PM and Maintenance Fees (△JPY17mn)
  - Utilities (△JPY20mn)
- Non-Operating Expenses
  - Merger-related Cost (+JPY59mn)
- Dividend per Unit (+JPY81)

#### <Comparison with Prior Period>

- Operating Revenue
  - AEON Mall Musashi-Murayama Mu (+JPY18mn)
- Operating Expenses
  - Tax and Public Charges (+JPY28mn)
  - Selling and General Expenses (△JPY10mn)
- Non-Operating Expenses
  - Interest Expenses (+JPY103mn)
  - Merger-related Cost (+JPY59mn)
- Dividend per Unit (△JPY1,457)





# 8<sup>th</sup> Period Portfolio Highlights

## Executed a defensive strategy aimed at maintaining long-term cash flows

xecule	a defensive strate	egy aime	ed at maintaining long-term	Cash nows
Asset Defense Strategy from 7 <sup>th</sup> Period			Results Achieved in 8th Period	d
	n properties with high earnings by and a strong impact on NOI	· · ·		
<ul> <li>Plan/execute asset strategy based on a theoretical approach (market analyses, asset analyses)</li> <li>Maintained occupancy rates in offices through a rent strategy focused on the between the market environment and LJR's asset quality</li> </ul>			tegy focused on the balance	
<ul> <li>Short-term policy: Maintain occupancy rates and minimize cash flow impact of downward trends in rents</li> </ul>		Placed	mance basically in line with forecasts (Operating priority on occupancy rates and showed flexibili ance with the defensive strategy, putting a cap	ty in requests for lower rent in
		the eco	s  the number of tenants moving out plateaued as a conomic environment, focused investments in advole results in attracting new residents	
	Sector/Property Name	NOI Margin	Strategy	Results Achieved in 8th Period
Core	Aeon Mall Musashi Murayama Mu Aeon Mall Kobe-Kita	42 %	Revenues are stable due to long-term contracts. Focus on maintaining/strengthening relationships with tenants	Favorable relationship

	Sector/Property Name	NOI Margin	Strategy	Results Achieved in 8th Period
Core Properties	Aeon Mall Musashi Murayama Mu Aeon Mall Kobe-Kita	42 %	Revenues are stable due to long-term contracts. Focus on maintaining/strengthening relationships with tenants	Favorable relationship
	La Porte Aoyama	10 %	Optimize tenant composition and make sales efforts for vacant areas to increase occupancy rate	Occupancy: 80.0% as of previous FY end→91.2% (10/31/2009)
	Urban offices	13 %	Lease terminations and requests for reduced rents from tenants are on the increase Minimize revenue decrease through strategic handling of tenants	Relatively stable despite intensified market competition
Other	Residences	14 %	Makes sales efforts for vacant areas to increase occupancy rate, even if costs increase in the short-term	Decrease in occupancy rates for large 1LDKs; weakness also seen in other room types
	Regional Offices Other Retail Complexes, etc.	21%	Keep tenants from terminating their leases and maintain occupancy rates	Flexible responses based on an adequate understanding of market conditions

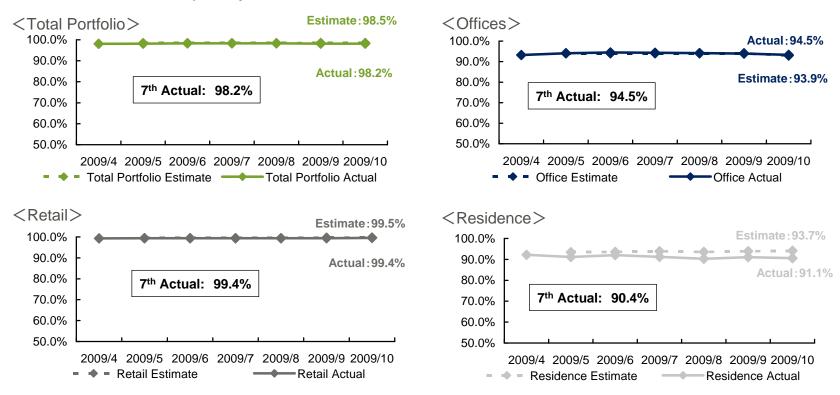




# 8<sup>th</sup> Period Portfolio Highlights

Achieved targeted occupancy rates, with the exception of residences

Transition of Occupancy Rates



While occupancy rates for residences in the middle price range (1LDK-type rooms with monthly rent of JPY200,000-300,000) were suppressed due to deterioration of the economic environment (particularly Mirum Daikanyama and Mirum Nogizaka), focused investments in advertising and publicity have yielded tangible results in attracting new residents



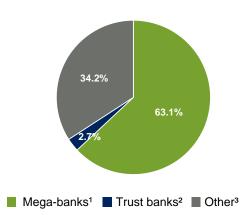
# 8<sup>th</sup> Period Financial Highlights

Completed a JPY15.3bn refinancing and maintained a stable foundation for raising capital composed mainly of mega-banks amid a difficult fundraising environment

## 8<sup>th</sup> Period Refinancing

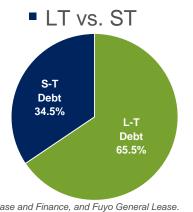
	Before Refinancing	After Refinancing (September 30, 2009)
Lender	of Tokyo Mitsubishi UFJ, Resona Bank, Sumitomo	Mizuho Corporate Bank, Bank of Tokyo Mitsubishi UFJ, Resona Bank, Sumitomo Trust & Banking, Aozora Bank, Shinsei Bank, Tokyo Star Bank, Mitsubishi UFJ Lease and Finance, Fuyo General Lease
Amount	JPY15,500mn	JPY15,297mn
Period (Due)	1 year (September 30, 2009)	1 year (September 30, 2010)
Interest	3M TIBOR+1.00%	3M TIBOR+2.75%

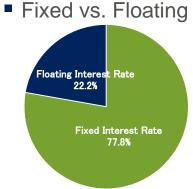
#### Lenders



Lender	t OS ' mn)
SMBC	35,210
Aozora Bank	13,351
Mizuho Corporate Bank	6,481
Resona Bank	4,722
Tokyo Star Bank	2,000
BTMU	1,881
Sumitomo Trust & Banking	1,881
Shinsei Bank	1,881
Mitsubishi UFJ Lease	1,300
Fuyo General Lease	300







- 1 "Mega-banks" includes SMBC, Mizuho Corporate Bank, and BTMU.
- 2 "Trust banks" includes Sumitomo Trust & Banking.
- 3 "Other" includes Resona Bank, Aozora Bank, Shinsei Bank, Tokvo Star Bank, Mitsubishi UFJ Lease and Finance, and Fuvo General Lease.
- 4 In addition to repayments shown on the diagram below, an initial repayment of JPY4.9 million was made on September 30, 2009 for long-term borrowings of JPY35.7 billion from SMBC, and additional payments of JPY100 million are expected to be paid every 3 months, on each coupon payment date.



LASALLE JAPAN REIT INC 2. Forecasts for the 9<sup>th</sup> Period

# Pro Forma 9<sup>th</sup> Period Forecasts (4 months Ending Feb. 2010)

Continue with current fund management policies while preparing for the merger

		(Prior Forecast)		(Revised	Forecast)
		(6 months)	(Converted to 4 months) (A)	(4 months) (B)	Difference (A)— (B)
Operating Revenue	(JPY mn)	3,621	2,414	2,410	△ 4
Operating Income	(JPY mn)	1,788	1,192	1,203	11
Ordinary Profit	(JPY mn)	631	420	60	△ 360
Net Income	(JPY mn)	630	419	52	△ 367
Dividend per Unit	(JPY)	5,235 ①	3,482 ②	439 ③	Δ 3,043
Difference in Dividend per Unit			②一① Impact of Shortened Period	③-② Merger-related Cost	③-① Total
Impact	(JPY)		△1,753	△3,043	△ 4,796

- No changes to occupancy rates and operating profits in the overall portfolio from previously announced forecasts
- Negative impact on DPU due to the shorter accounting period and mergerrelated costs amounting to JPY1,753 and JPY3,043 respectively

	Prior Forecast (Converted to 4 months)	Revised Forecast (4 months)
# of Properties	21	21
Occupancy Rate	98.2%	98.1%
Operating Expenses	JPY1,222mn	JPY1,207mn
Merger-related Cost	JPY0mn	JPY373mn
Int Exp and Other	JPY772mn	JPY770mn
Debt	JPY68,907mn	JPY68,907mn
Investment Units Outstanding	120,500	120,500
		LASALLE



## **Updates on Core Properties**

Continuing efforts to enhance property attractiveness

## Aeon Mall Musashi Murayama Mu



- Renovation at the former site of Mitsukoshi further enhanced the attractiveness of the shopping complex. Floors of the former Mitsukoshi wing consisting of home appliance stores, sports shops, and fashion life stores were sequentially reopened until the last floor was reopened in November
- The specialty stores zone, currently under construction, is expected to open next spring with a worldwide lineup of casual fashion and is expected to attract more customers

## La Porte Aoyama



 Renovation of the basement entrance and common hallway led to a significant improvement in nighttime visibility and greatly altered the atmosphere of the basement floor, increasing customer flow to the restaurants there

## **Aeon Mall Kobe-Kita**



The adjacent Kobe Mita Premium Outlet expanded and reopened as Kansai's largest mega-outlet on December 3 (approx. 180 stores). More customers are flowing to Aeon Mall, and more synergies are expected going forward



3. Background and Rationale of the Merger with Japan Retail Fund

## Background of the Merger

## LJR's historical efforts and background of examining the Merger

#### **External Environment**

#### 2007

- Steady growth of the J-REIT market
  - Supported by the healthy capital market and the financial market, both the number of REITs and market cap expanded significantly

#### 2008

- Worldwide financial crisis triggered by the US subprime loan issue
  - Lehman Shock, Bankruptcy of New City Residence Investment Corporation
  - Downturn of the real economy in addition to the financial crisis has led to the drastic deterioration of the real estate market

#### 2009

- Although the economy is starting to recover from the financial crisis, the financial environment is still challenging for the most J-REITs
  - Banks are still stringent with loans
  - Equity financing environment still in stagnation
- To breakthrough the current stagnated J-REIT market, regulations and tax rules have been revised to stimulate M&A

#### **Internal Environment and Measures**

#### Nov-2007

- LJR established by eAsset Investment Corporation became an affiliate of LaSalle
  - At the same time, LJR acquired large retail properties from a sponsor affiliated fund and its asset size increased from JPY64.8bn to JPY122.4bn
  - As a mid-term target, LJR aimed external growth up to the asset size of JPY300bn

#### 2008

- Signed a pipeline support agreement with the sponsor. Managements and experts were
  dispatched to LaSalle Investment Advisors, the asset management company, from the
  sponsor to support strengthening the management structure
  - Strengthening the capability of acquiring assets and the operation structure
- Implemented the financial stability under the rapidly deteriorating financial environment
  - Achieved a bank formation consisting primary of major banks with the support from the sponsor
  - Accomplished refinancing of total of JPY61.7bn with long-term debt with fixed interest rate

#### 2009

- Shifted from "Growth" strategy to "Defense" strategy
  - Seek for possibility of public offering and sale of properties to achieve financial strength
  - Achieved refinancing of JPY15.5bn in September, but the financing cost is increased

M&A becomes one of the possible options for J-REITs' growth strategy

Along with the "Defense" strategy, LJR has brought merger into the option for our coming "Growth" strategy





# Implications of the Merger with JRF

LJR is certain that the merger is the optimal measure to maximize unitholder value

# LASALLE JAPAN REIT INC\*



- LJR will be reborn as New JRF, Japan's largest retail-focused REIT and the second largest REIT in the entire J-REIT market in terms of assets (efficiently achieves of LJR's medium-term goal of reaching JPY300bn in total assets)
- Potential for further external growth through public stock offerings



## **Strengthening of the Financial Foundation**

- Strong fundraising capabilities based on higher credit and lower funding costs
  - Current credit ratings: LJR A- (R&I) vs. JRF AA- (R&I)
- Increased viability of a public stock offering due to lower cost of capital
  - Current dividend yield1: LJR 9.5% vs. JRF 6.8%
- Achieves LJR's goal of expanding total asset size
- Overcomes issues and steers LJR towards an offensive strategy
- Significant increase in attractiveness of investment shares

## **Increase in Liquidity of Investment Shares**

- Significant increase in liquidity due to increase in market capitalization
  - Current daily trading volume (6-month avg.) <sup>1</sup>: LJR JPY58mn vs. JRF JPY584mn

## **Stable Increase in Dividend Payments**

Stable dividends based on a large, diversified portfolio

Source: Publicized financial documents. Datastream

1 Stock prices as of December 14, 2009. Dividends as of FY 4/2010 (revision announced on 9/25/2009) for LJR and FY 2/2010 for JRF.





4. Details of the Operating Results of the 8th Period

## **Balance Sheet**

		7th Period As of Apr. 2009		8th Period As of Oct. 2009	
		Amount JPY mn	Percentage (%)	Amount JPY mn	Percentage (%)
Α	ssets				
	Current Assets	9,976	7.7	9,701	7.6
	Cash and Cash Equivalents	2,363	1.8	1,985	1.6
	Entrusted Cash and Deposit	7,402	5.7	7,360	5.7
	Rental Receivables	75	0.0	37	0.0
	Prepaid Expenses	119	0.1	274	0.2
	Other Current Assets	15	0.0	42	0.1
	Non-current Assets	119,515	92.3	118,751	92.4
	Property and Equipment	118,865	91.8	118,215	92.0
	Entrusted Buildings	42,975	33.2	42,325	32.9
	Entrusted Land	75,890	58.6	75,890	59.1
	Intangible Assets	5	0.0	4	0.0
	Investments	644	0.5	531	0.4
	Derivatives	65	0.1	48	0.0
	Long-term Prepaid Expenses	532	0.4	472	0.4
	Other Non-current Assts	46	0.0	10	0.0
Deferred Charges		18	0.0	12	0.0
Т	otal Assets	129,510	100.0	128,464	100.0

	7th Period As of Apr. 2009		8th Period As of Oct. 2009	
	Amount JPY mn	Percentage (%)	Amount JPY mn	Percentage (%)
Liabilities				
Current Liabilities	16,521	12.8	24,750	19.2
Accounts Payables	150	0.1	63	0.0
Short-term Debt	15,500	12.0	23,797	18.5
Rent Received in Advance	375	0.3	378	0.3
Other Current Liabilities	496	0.4	510	0.4
Non-current Liabilities	58,768	45.3	49,671	38.7
Long-term debt	54,200	41.8	45,210	35.2
Entrusted Tenant Leasehold and Security	4,568	3.5	4,461	3.5
Total Liabilities	75,290	58.1	74,422	57.9
Net Assets				
Unitholders' Equity	54,276	41.8	54,101	42.1
Unitholders' Capital	53,284	41.1	53,284	41.5
Retained Earnings	992	0.8	817	0.6
Valuation and Translation Adj	△ 56	0.0	△ 58	0.0
Unrealized Gain from Deferred Hedge	△ 56	0.0	△ 58	0.0
Total Net Assets	54,219	41.90	54,042	42.1
Total Liabilities and Net Assets	129,510	100.0	128,464	100.0



## **Income Statement**

		7th Period (As of Apr. 2009)		eriod ct. 2009)
			(	Percentage (%)
Operating Revenue	3,739	100.0	3,757	100.0
Rental Revenues(1)	3,506	93.8	3,511	93.5
Other Rental Revenues (2)	233	6.2	245	6.5
Operating Expenses	1,789	47.8	1,803	48.0
Property-related Expenses (3)	1,509	40.4	1,534	40.8
PM and Maintenance Fees	225	6.0	228	6.1
Utilities	152	4.1	144	3.9
Repairs	11	0.3	17	0.5
Insurance	15	0.4	15	0.4
Tax and Public Charges	370	9.9	399	10.6
Deprecaiton and Amortization	702	18.8	699	18.6
Other Property-related Expenses	31	0.8	28	0.8
Asset Mangement Fees	152	4.1	144	3.8
Director's Salaries	3	0.1	3	0.1
Custodian Fees	16	0.4	16	0.4
Administrative Service Fees	38	1.0	39	1.1
Other Operating Expenses	68	1.8	65	1.7
Oprating Income	1,950	52.2	1,953	52.0
NOI after Depreciation (1+2-3)	2,229	59.6	2,222	59.2
NOI before Depreciation	2,932	78.4	2,922	77.8
Non-operating Revenues	6	0.2	15	0.4
Interest Income	4	0.1	1	0.0
Other Non-oprating Revenues	1	0.0	14	0.4
Non-operating Expenses	962	25.7	1,150	30.6
Interest Expenses	782	20.9	788	21.0
Financing-related Expense	174	4.7	271	7.2
Other Non-operating Expenses	6	0.2	91	2.4
Ordinary Profit	993	26.6	818	21.8
Income before Income Taxes	993	26.6	818	21.8
Net Income	992	26.5	817	21.7

Notes: "Other Operating Expenses" for the 8th Period includes the merger-related costs of JPY59mn.



## **Cashflow Statement**

#### **Cashflow Statement**

		7th Period (As of Apr. 2009)	(JPY mn) 8th Period (As of Oct. 2009)
Ca	sh Flow from Operating Activities	1,282	1,480
	Income before Income Taxes	993	818
	Depreciation	702	699
	Amortization of Software	0	0
	Amortization of Investment Units	6	6
	Interest Income	△4	Δ1
	Interest Expenses	782	788
	Merger-related Cost	-	62
	Change in Rental Receivables	Δ9	38
	Change in Consumption Tax Receivables	-	-
	Change in Prepaid Expenses	△327	△ 94
	Change in Rent Received in Advance	△12	2
	Change in Accrued Expenses	4	16
	Change in Consmption Tax Refundable	△104	16
	Change in Deposits Received	Δ9	3
	Change in Derivatives	-	-
	Others	3	△ 87
	Sub-total	2,025	2,268
	Interest Income	4	1
	Interest Payment	△747	△ 752
	Payment of Merger Related Items	-	△ 37
	Corporate Tax Payment	0	0
Ca	sh Flow from Invsting Activities	69	△214
	Purchase and Sale of Entrusted Property and Equipment	Δ21	△139
	Purchase of Intangible Assets	-	-
	Entrusted Tenant Leasehold and Security Deposits (net)	90	△75

	7th Period	8th Period
	(As of Apr. 2009)	(As of Oct. 2009)
Flow from Financing Activities	△1,715	△ 1,685
roceeds from Short-term Debt	-	15,297
Repayments of Short-term Debt	△36,200	△ 15,500
roceeds from Long-term Debt	35,700	_
Repayments of Long-term Debt	-	△ 490
roceeds from New Unit Issue	-	_
ayments of New Unit Issue	-	_
Payment of Dividend	△1,215	△ 992
Change in Cash and Cash Equivalents	△363	△ 419
and Cash Equivalents at Beginning of Period	10,129	9,765
and Cash Equivalents at End of Period	9,765	9,346
	roceeds from Short-term Debt epayments of Short-term Debt roceeds from Long-term Debt epayments of Long-term Debt roceeds from New Unit Issue ayments of New Unit Issue ayment of Dividend Change in Cash and Cash Equivalents and Cash Equivalents at Beginning of Period	(As of Apr. 2009)   Flow from Financing Activities

#### **Statement of Distribution of Cash**

(JPY)

	7th Period (As of Apr. 2009)	8th Period (As of Oct. 2009)
Retained Earnings (Ending Balance)	992,721,307	817,145,828
Distribution Amount	992,679,000	817,110,500
DPU	(8,238)	(6,781)
Retained Earnings Carried Forward	42.307	35.328



## **Financial Indicators**

## Key Financial Indicators

			d 8 <sup>th</sup> Period		Notes	
			Actual	Variance		
Total Assets	(JPY mn)	129,510	128,464	△1,045		
# of Properties		21	21	_		
Interest Bearing Debt	(JPY mn)	69,700	69,007	△693		
NAV	(JPY mn)	54,219	54,042	△177	Total Assets – Total Liabilities	
Units Outstanding	(units)	120,500	120,500	_		
NAV per Unit	(JPY)	449,956	448,486	△1,470		
NOI	(JPY mn)	2,932	2,922	△10	Rental Profit + Depreciation	
FFO	(JPY mn)	1,695	1,517	△178	Net Income + Depreciation	
DSCR	(x)	3.2	2.9	△0.2	(Net Income + Depreciation + Interest Expenses) / Interest Expenses	
FFO Payout Ratio	(%)	58.5	53.9	△4.6	Dividends / FFO	
LTV	(%)	53.8	53.7	△0.1	Interest Bearing Debt / Total Assets	



# Performance by Properties (Office)

(JPY mn)

											(OF I IIII)
	Shinsan Building	No. 35 Sankyo Builiding	Shibuya West Building	Chiba West Building	Narita TT Building	Utsunomiya Center Building	Southern Mito Building	Horikawa- Dori Shijo Building	KYUHO Esaka Building	Uchikanda Building	Total
Operating Days	184	184	184	184	184	184	184	184	184	184	184
Occupancy Rate (%)	93.6	100	100	87.6	97.3	95.6	94.5	91.2	87	88.8	93.3
# of Tenants	6	7	1	18	7	20	25	12	14	8	118
Acquisition Price	2,106	4,132	2,017	2,367	1,860	2,135	1,962	1,885	1,899	3,323	23,686
Operating Revenues	90	167	118	111	102	112	104	116	100	120	1,145
Rental Revenues	79	153	88	104	95	104	100	107	84	114	1,031
Other Rental Revenues	10	14	30	7	7	7	4	8	15	6	113
Property-related Expenses	30	51	37	66	28	55	43	51	59	32	456
PM and Maintenance Fees	8	9	7	12	9	13	8	10	9	7	95
Tax and Public Charnges	6	11	4	7	3	7	5	7	8	7	68
Utilities	5	13	17	8	4	9	7	9	8	6	91
Repairs	0	1	1	3	0	0	0	0	1	0	10
Insurance	0	0	0	0	0	0	0	0	0	0	2
Depreciation and Amortization	8	13	6	32	9	23	20	24	30	9	178
Other Property-related Expenses	0	1	0	0	0	1	1	0	0	1	9
Operating Income ②	60	116	81	45	73	57	61	64	40	87	688
NOI 3 (1+2)	68	129	88	78	82	80	81	88	70	97	866
NOI Yield (%)	6.5%	6.2%	8.7%	6.5%	8.8%	7.5%	8.2%	9.3%	7.4%	5.8%	7.3%
Capex 4	1	_	-	41	0	0	3	_	0	-	47
NCF (3)-4)	67	129	88	36	82	80	77	88	70	97	819



# Performance by Properties (Retail and Residential)

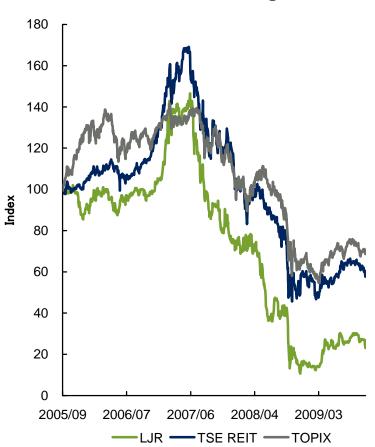
	La Porte Aoyama	Nishino Building	Leaf Comfort Shinkoiwa	AEON Mall Musahi- Murayama Mu	AEON Mall Kobe-Kita	Total	Mirum Daikanyama	Mirum Shirokanedai	Mirum Nogizaka	Mirum Minami Aoyama	Mirum Hiroo II	Forest Hill Sendai-Aoba	(JPY mn) Total
Operating Days	184	184	184	184	184	184	184	184	184	184	184	184	184
Occupancy Rate (%)	91.2	88.7	100	100	100	99.6	82.7	91	84.9	86.8	92.8	100	90.6
# of Tenants	19	46	30	1	1	97	67	33	40	42	49	252	483
Acquisition Price	14,024	2,715	2,320	38,400	19,200	76,659	6,869	2,680	2,751	2,575	2,256	2,450	19,581
Operating Revenues	382	98	82	953	578	2,096	146	70	63	70	67	96	515
Rental Revenues	292	89	74	953	578	1,987	138	69	59	61	66	96	492
Other Rental Revenues	90	9	8	0	0	108	8	0	3	9	0	0	23
Property-related Expenses	129	49	27	368	299	874	63	22	30	21	19	46	202
PM and Maintenance Fees	39	8	5	6	3	61	21	9	13	7	7	11	70
Tax and Public Charnges	24	8	2	154	112	302	9	3	3	1	2	7	27
Utilities	30	8	5	_	_	44	3	0	0	2	0	0	9
Repairs	1	2	0	_	_	4	1	_	0	0	0	_	2
Insurance	0	0	0	5	4	11	0	0	0	0	0	0	1
Depreciation and Amortization	30	20	10	200	173	435	25	8	10	8	7	25	86
Other Property-related	2	1	2	1	6	13	1	0	0	0	0	1	5
Operating Income ②	252	48	54	585	279	1,221	83	47	33	49	48	50	312
NOI ③ (①+②)	283	68	65	786	452	1,657	108	56	43	57	56	76	398
NOI Yield (%)	4.0%	5.0%	5.6%	4.1%	4.7%	4.3%	3.1%	4.2%	3.2%	4.5%	4.9%	6.2%	4.0%
Capex 4	1	0	0	_	-	2	_	0	-	-	_	_	0
NCF (3-4)	281	68	65	786	452	1,655	108	55	43	57	56	76	398



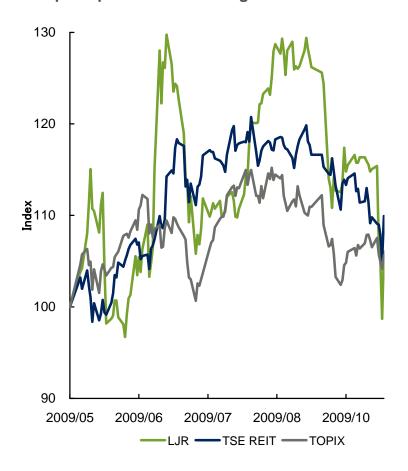
5. Description of LaSalle Japan REIT Inc.

## **Unit Price Performance**

#### **Unit Price Performance since listing of LJR**



## Unit price performance during the 8th Period





## List of Loans (as of Oct 31, 2009)

#### Loans

Lender	Amount (JPY'00mn)	Interest rate	Borrowing date	Repayment date	Secured
Aozora Bank	85	1.03636% (Floating) (Note 1)	Sep 21, 2007	Sep 21, 2010	Yes
Sumitomo Mitsubishi Banking Corporation	352.1	2.64625% (Fixed)	Nov 4, 2008	Nov 4, 2011	Yes
Mizuho Corporate Bank					
Bank of Tokyo-Mitsubishi UFJ					
Resona Bank					
Sumitomo Trust & Banking		3.28636% (Floating)	Sep 30, 2009	Sep 30, 2010	
Aozora Bank	152.97				Yes
Shinsei Bank					
Tokyo Star Bank					
Mitsubishi UFJ Lease & Finance Company					
Fuyo General Lease					
Mizuho Corporate Bank					
Resona Bank	100	2.03636%	Son 20, 2009	Son 20, 2011	V
Aozora Bank	100	(Floating) (Note 2)	Sep 30, 2008	Sep 30, 2011	Yes
Mitsubishi UFJ Lease & Finance Company					

#### Notes:

- 1 Interest Rate is effectively capped at 1.50% through purchase of interest rate caps.
- 2 Interest rate is effectively capped at 2.50% through purchase of interest rate caps.

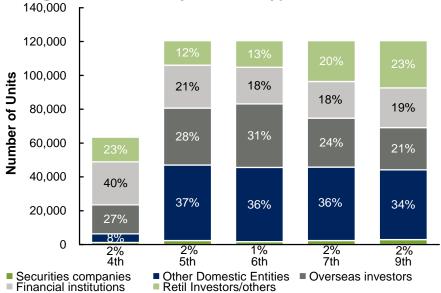


# Change in Unit holder Structure

## **Breakdown by Investor Type**

Investor type	# of unit holders	Ratio	Total units	Ratio
Other Domestic Investors	92	1.41%	41,289	34.26%
Retail Investors/Others	6,311	96.74%	27,919	23.17%
Overseas Investors	79	1.21%	24,955	20.71%
Financial Institutions	17	0.26%	23,436	19.45%
Securities Companies	25	0.38%	2,901	2.41%
Total	6,524	100.00%	120,500	100.00%

## Changes in # of Units by Investor Type





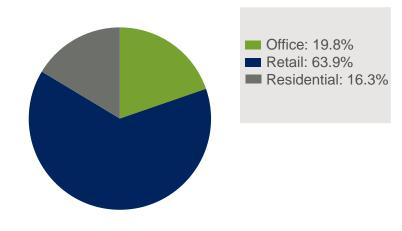
### Major Unit Holders (as of 8<sup>th</sup> Period)

Name	Total unites	Ratio
1 London Property Special Purpose Company	27,800	23.1%
Nikko Citi Trust and Banking, investment trust account	9,447	7.8%
3 Europe Property Special Purpose Company	9,000	7.5%
4 Tamweelview Societe Anonyme	6,000	5.0%
5 Japan Trustee Services Bank, trust account	5,903	4.9%
6 GOLDMAN SACHS INTERNATIONAL	4,026	3.3%
7 The Master Trust Bank of Japan, trust account	3,066	2.5%
8 Finventures UK Limited	3,000	2.5%
9 LASALLE ASIA OPPORTUNITY II SARL	2,200	1.8%
10 Asset Managers	2,000	1.7%
Trust & Custody Services Bank, securities investment trust account	1,309	1.1%
12 The Nomura Trust and Banking, trust account	1,101	0.9%
13 CLEARSTREAM BANKING S. A.	1,063	0.9%
14 NORTHERN TRUST CO. (AVFC)SUB A/C AMERICAN CLIENTS	1,036	0.9%
15 PERSHING-DIV. OF DLJ SECS. CORP.	700	0.6%
16 BBH FOR MATTHEWS JAPAN FUND	693	0.6%
17 Monex, Inc.	606	0.5%
18 Iyo bank	600	0.5%
19 LASALLE ASIA OPPORTUNITY III SARL	500	0.4%
NORTHERN TRUST CO. (AVFC)RE UK 20 PENSION FUNDS EXEMPT LENDING A CCOUNT	497	
Total	80,547	66.8%

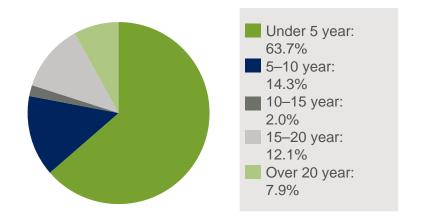
# 6. Portfolio Description

# Portfolio summary

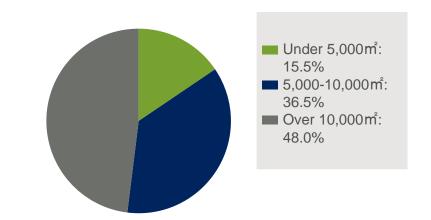




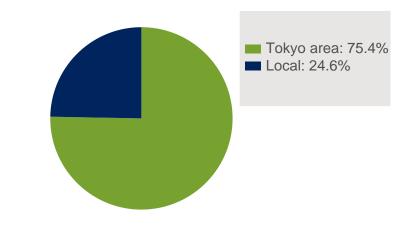
**Building age** 



Size



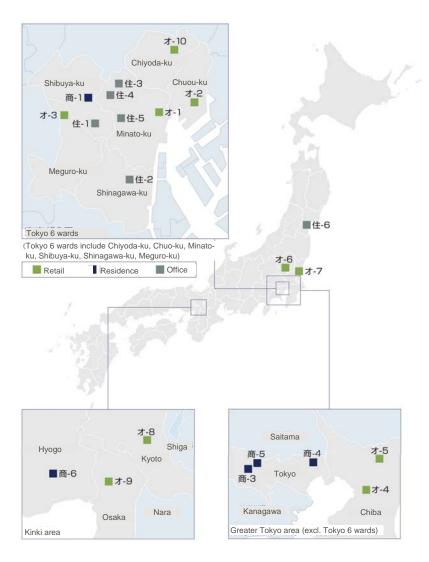
Region





LASALLE JAPAN REIT INC\*

# Portfolio map



Property #	Туре	Property Name
オー1	Office	Shinsan Building
才-2	Office	Sankyo Building
オー3	Office	Shibuya West Building
オー4	Office	Chiba West Building
オー5	Office	Narita TT Building
オー6	Office	Utsunomiya Center Building
オー7	Office	Southern Mito Building
オー8	Office	Horikawa-Dori Shijyo Building
オー9	Office	KYUHO Esaka Building
オー10	Office	Uchikanda Building
商一1	Retail	La Porte Aoyama
商一3	Retail	Nishino Building
商-4	Retail	Leaf Comfort Shinkoiwa
商-5	Retail	AEON Mall Musashi-murayama Mu
商一6	Retail	AEON Mall Kobe-kita
住-1	Residential	Mirum Daikanyama
住-2	Residential	Mirum Shirokanedai
住-3	Residential	Mirum Nogizaka
住-4	Residential	Mirum Minami Aoyama
住-5	Residential	Mirum Hiroo II
住-6	Residential	Forest-Hill Sendai-Aoba



# List of portfolio

Property Name	perty Name Address		Share	Leasable floor space (m³)	Building age	PML
Shinsan Building	Minato-ku Tokyo	2,106	1.8%	2,460.19	1987/5	10.8
No. 35 Sankyo Building	Chuo-ku Tokyo	4,132	3.4%	5,248.41	1991/8	14.5
Shibuya West Building	Meguro-ku Tokyo	2,017	1.7%	2,592.26	1990/11	12.5
Chiba West Building	Chiba-shi Chiba	2,367	2.0%	5,497.38	1996/1	13.9
Narita TT Building	Narita-shi Chiba	1,860	1.5%	3,895.39	1990/3	19.6
Utsunomiya Center Building	Utsunomiya-shi Tochigi	2,135	1.8%	5,043.23	1986/1	10.9
Southern Mito Building	Mito-shi Ibaraki	1,962	1.6%	4,928.07	1985/2	13.7
Horikawa Dori Shijo Building	Kyoto-shi Kyoto	1,885	1.6%	4,834.56	1992/7	10.0
KYUHO Esaka Building	Suita-shi Osaka	1,899	1.6%	5,013.66	1993/1	10.1
Uchikanda Building Chiyoda-ku Tokyo		3,323	2.8%	3,315.07	1962/5	13.9
Total of office	Total of office properties			42,828.22		
La Porto Aoyama	Shibuya-ku Tokyo	14,024	11.7%	4,171.26	2004/11	9.1
Nishino Building	Hachioji-shi Tokyo	2,715	2.3%	7,205.78	1990/7	13.4
Leaf Comfort Shinkoiwa	Katsushika-ku Tokyo	2,320	1.9%	2,439.73	2007/7	13.9
Aeon Mall Musashi-murayama Mu	Musashi-murayama-shi Tokyo	38,400	32.0%	137,466.97	2006/10	15.2
Aeon Mall Kobe-kita	Kobe-shi Hyogo	19,200	16.0%	128,031.55	2006/11	9.9
Total of Retai	l properties	76,659	63.9%	279,315.29		
Mirum Daikanyama	Shibuya-ku Tokyo	6,869	5.7%	5,338.97	2003/2	10.1
Mirum Shiroganedai	Shinagawa-ku Tokyo	2,680	2.2%	2,671.96	2003/9	12.9
Mirum Nogizaka	Minato-ku Tokyo	2,751	2.3%	2,888.39	2003/1	8.4
Mirum Minamiaoyama	Minato-ku Tokyo	2,575	2.2%	1,905.13	2004/3	9.9
Mirum Hiroo II	Minato-ku Tokyo	2,256	1.9%	1,983.15	2004/2	12.9
Forest Hill Sendai-Aoba	Sendai-shi Miyagi	2,450	2.0%	6,472.40	2007/3	11.7
Total of Residen	tial properties	19,581	16.3%	21,260.00		
Total of p	Total of portfolio			343,403.51		4.7



# List of main portfolio

Туре	Office	Office	Office	Urban retail	Suburban retail	Suburban retail	Residential
Property name	Shinsan Building	No. 35 Sakyo Building	Shibuya West Building	La Porte Aoyama	AEON Mall Musashi- murayama mu	AEON Mall Kobe-kita	Mirum Daikanyama
Photo							
Address	3-5-10 Shinbashi Minato-ku Tokyo	3-7-2 Irifune Chuo-ku Tokyo	4-7-1 Aobadai Meguro-ku Tokyo	5-51-8 Jingumae Shibuya-ku Tokyo	1-1-3 Enoki Musashimurayama- shi Tokyo	8-2-1 Kamitsudai Kita-ku Kobe-shi Hyogo	7-1 Sarugaku-cho Shibuya-ku Tokyo
Construction	1987/5/18	1991/8/7	1990/11/7	2004/11/12	2006/10/16	2006/11/15	2003/2/10
Building age	22.5	18.2	19.0		3.0	3.0	6.7
Floor space	2,833.71	6,413.60	3,747.00	6,572.29	137,466.97	128,031.55	8,192.31
PML	10.8	14.5	12.5		15.2	9.9	10.1
Occupancy rate	85.1	100.0	100.0	80.0	100.0	100.0	85.3
Acquisition price	2,106	4,132	2,017	14,024	38,400	19,200	6,869



- This document contains certain forward-looking statements about LJR and JRF, including statements that involve risks and uncertainties concerning: proposed merger between LJR and JRF; plans for JRF's sales of non-retail properties after completion of the proposed merger; estimates of future results of operations; anticipated advantages and benefits; and general business outlook. When used on in this document, the words "anticipates", "plans", "estimates", "may", "can", "want", "will", "believes", "expects" or "expected", "projects", "intends", "likely", similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of LJR or JRF, that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others, the possibility that the merger will not be consummated or that the merger may be delayed; cost savings, enhanced revenues, growth potential, financial strength of the combined entity may not be achieved after the proposed merger; the combined operations may not be successfully integrated in a timely manner, if at all; general economic conditions or the conditions of J-REIT or real estate markets; and the possibility that LJR or JRF may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of LJR or JRF. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither LJR nor JRF is under any duty to update any of the information on this document.
- If not stated otherwise, the figures contained in this material were calculated through J-GAAP.
- This document is intended for information purposes only and not intended for the purpose of soliciting investment in, or as a recommendation to purchase/sell any specific financial products. Any investment by investor should be based on investor's own judgment and responsibility

Asset manager: LaSalle Investment Advisors K. K. (Licensed Financial Insturment Trader (kinsho), Kanto Local Finance Bureau License No 302)

