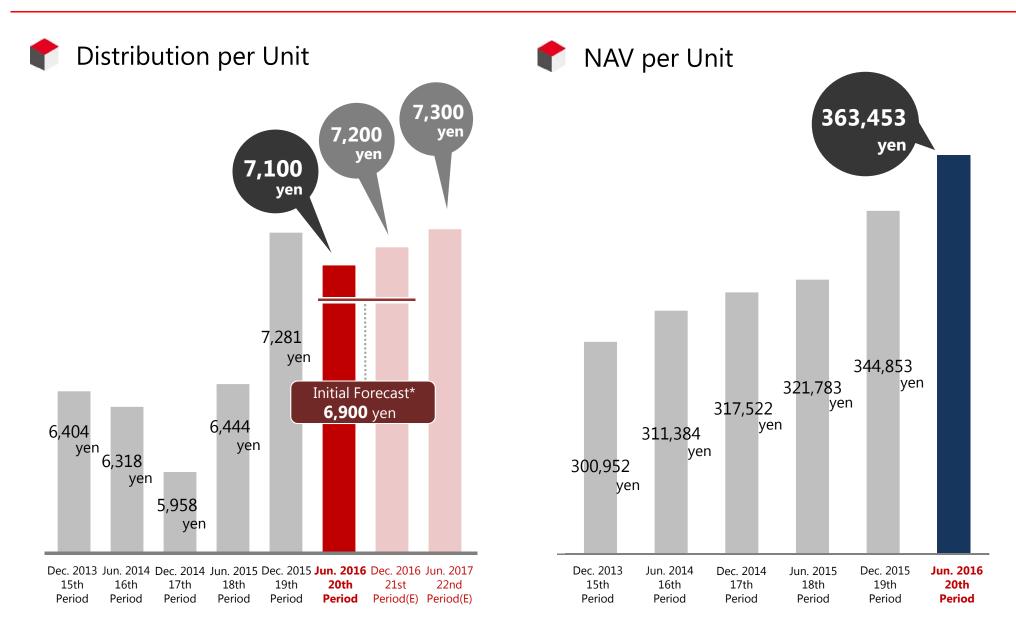
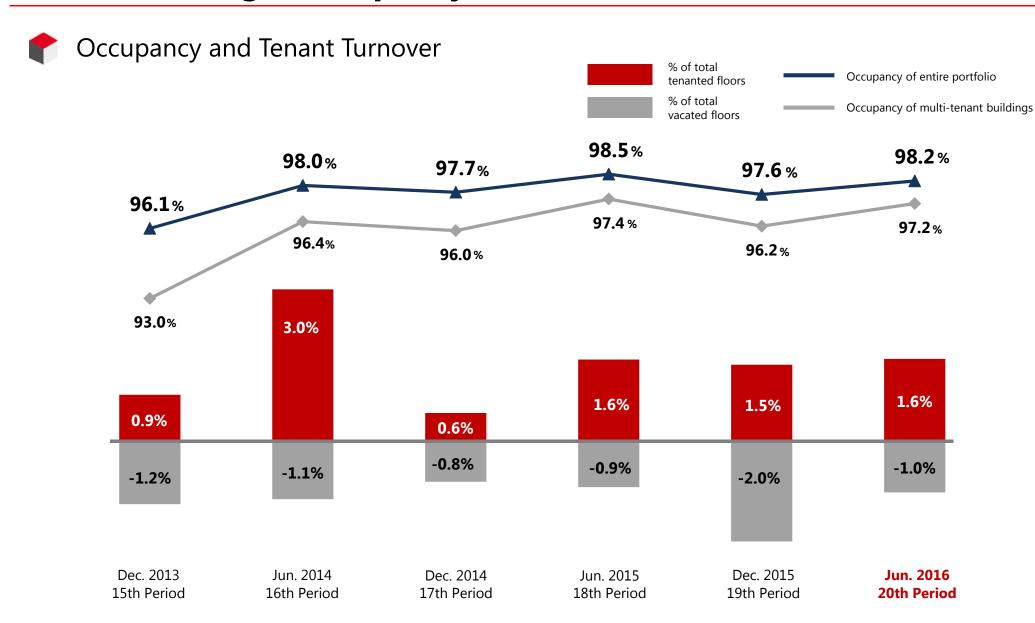


### Sustainable Growth of Unitholder Value





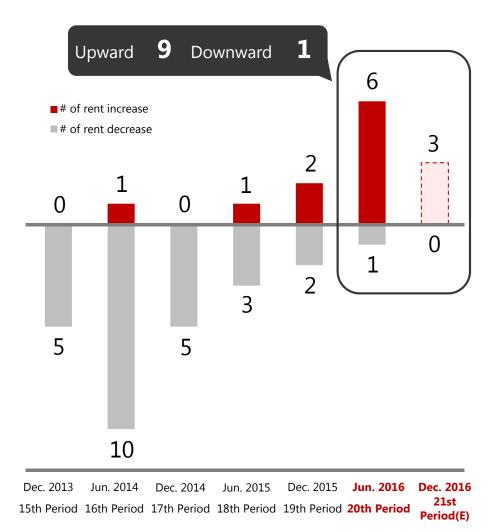
# **Continued High Occupancy**



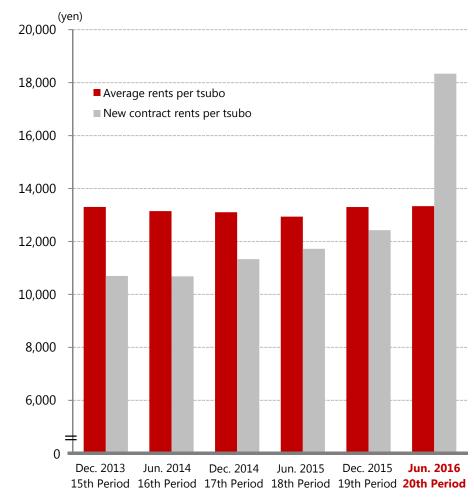
## **Rise in Average Rents**



### Revision of Lease Agreements



# Historical Average Rents



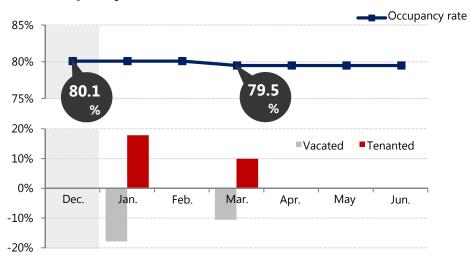
<sup>\*</sup>Dec. 2016 21st Period (E) is based on lease agreements settled by Jul. 31, 2016

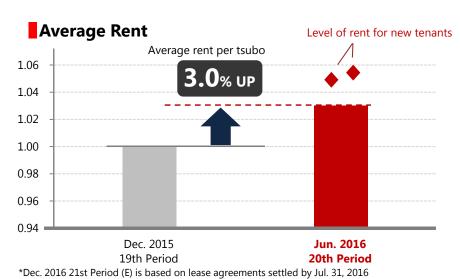
# **Upward Rent Revision at Two Properties in Tokyo Area**



### G-Square Shibuya Dogenzaka

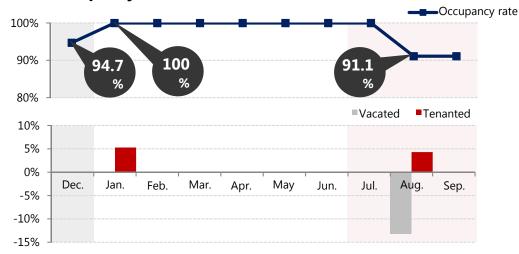
#### Occupancy and Tenant Turnover



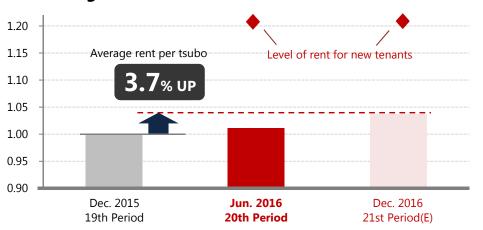


## Cube Kawasaki

### Occupancy and Tenanted/Vacated Floor



#### Average Rent





## **Initiatives for Financial Improvement**

Financial Initiatives Implemented in 20th and 21st Periods



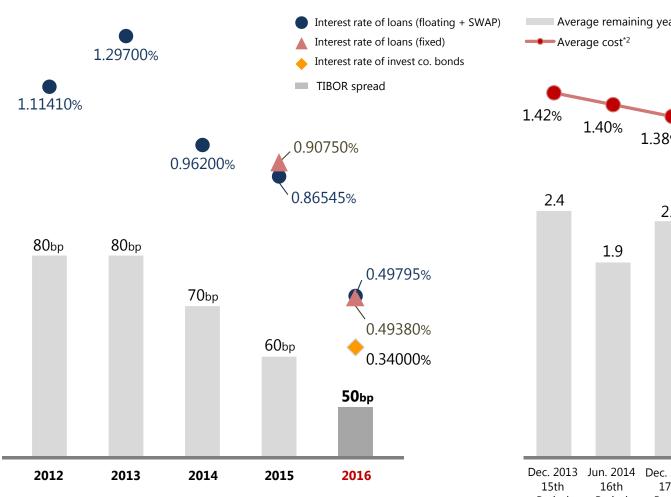
### **Reduction in Financial Costs**

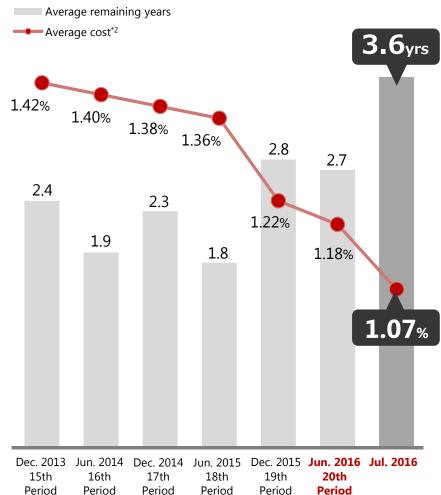


Interest Rate for 5-yr Debt\*1



Average Cost and Remaining Years of Debt



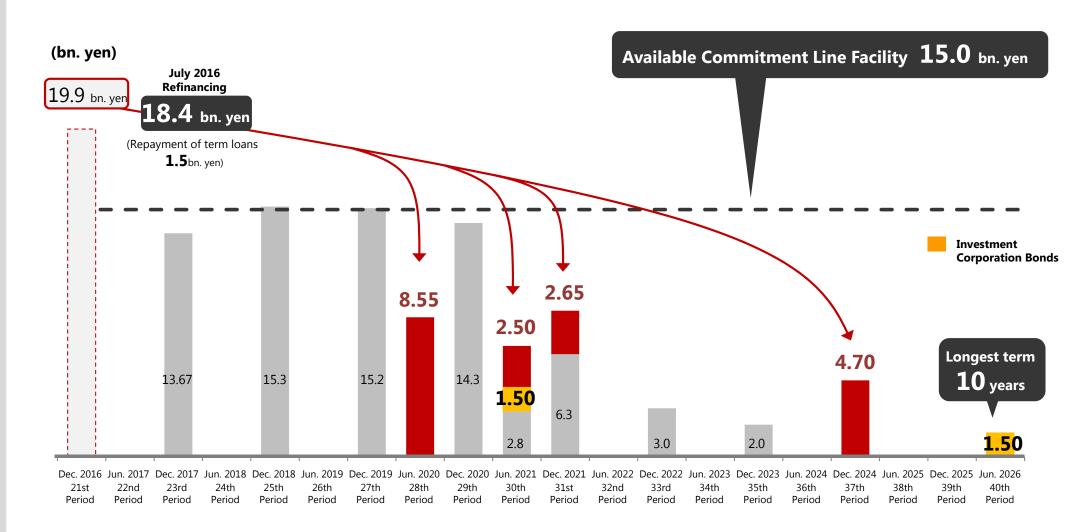


<sup>\*1</sup> Excluding related costs

<sup>\*2</sup> All-in costs including related costs

# **Significant Improvement in Financial Stability**

Debt Maturity Ladder



# **Unitholder's Value Improvement**

- Sustainability
  - Evaluation and certification by external organizations
  - DBJ Green Building Certification CASBEE Property Appraisal
    - \*\*\*
    - Twin 21
    - Matsushita IMP Bldg.
    - Kitahama MID Bldg. DBJ Green Building
    - Higobashi MID Bldg.

- Appraisal of Rank A
- G-Square Shibuya Dogenzaka
- Higobashi MID Bldg.



#### **GRESB**

Participated in GRESB (Global Real Estate Sustainability Benchmark) survey in 2016



Environmental Performance for 2015

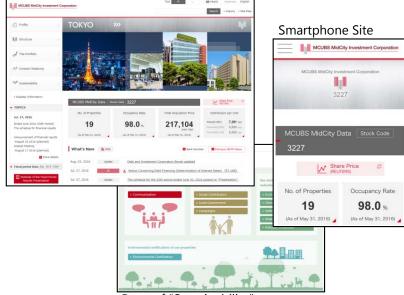


- \* Each performance is the sum of the performance of the 16 properties owned by MCUBS MidCity as of December 31, 2015 for the period between January and December 2015
- \* CO₂ emissions are calculated in accordance with the guideline of "A Standard for Calculation/Report/ Disclosure of Greenhouse Effect Gas Emission" by Ministry of Environment of Japan and "Handbook of Reporting on Global Warming" by the Tokyo Metropolitan Government

## 🟲 Website Renewal

- Current URL after the renewal of websites
  - Investment Corporation <a href="http://www.midcity-reit.com/en/">http://www.midcity-reit.com/en/</a>
  - Asset Manager http://www.mcubs-midcity.com/en/

#### Front Page of Website



Page of "Sustainability"



## **Overseas Property Investment**



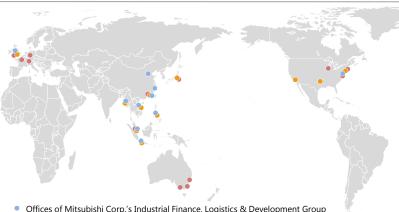
### We are Considering Investing in Overseas Properties

- As a part of 30% or less "other areas"
- Target to invest in properties located in the center of major cities (MidCity) of countries with growth prospects
- Taking advantage of global networks of Mitsubishi Corp. and UBS, the two shareholders of MCUBSR



- ✓ Plan to initiate with office properties located in **developed Asia Pacific**
- ✓ Plan to expand investment targets towards other Asia in the future
- ✓ Improve risk return profile of the portfolio

#### Global networks of Mitsubishi Corp. and UBS



- Offices of Mitsubishi Corp.'s Industrial Finance, Logistics & Development Group
- Assets of Mitsubishi Corp.'s Industrial Finance, Logistics & Development Group (real estate)
- Major offices of UBS Asset Management

#### Portfolio construction policy (Targeted categories and regions)

Office	Others
70% or more	<b>30</b> % or less
Three major metropolitan areas	Other areas
70% or more	<b>30</b> % or less

#### Overseas real estate investment by Mitsubishi Corp. and UBS

Development projects by Mitsubishi Corp.

The Philippines (Manila)

Forbes Media **BSD Project** Tower (provisional name)

Indonesia

(Jakarta)

Assets managed by UBS Asset Management Australia Australia

(Sydney) (Melbourne)





484 St Kilda Rd

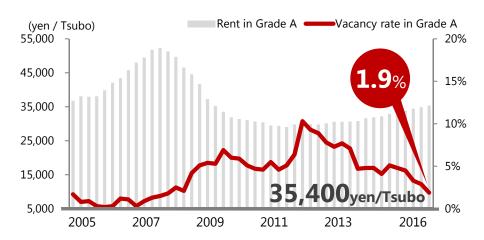
19 Harris St

<sup>\*</sup> MCUBS MidCity has no plans to acquire the properties above.

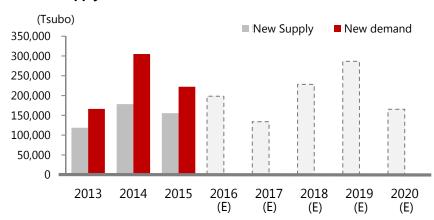
# **Real Estate Leasing Market**



#### Occupancy and Rent

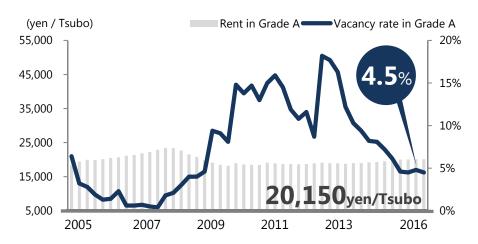


#### Supply and Demand

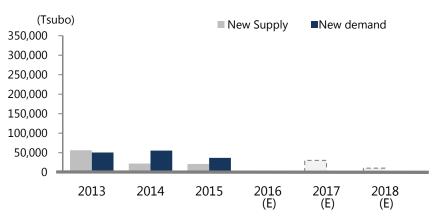


## osaka Area

#### Occupancy and Rent



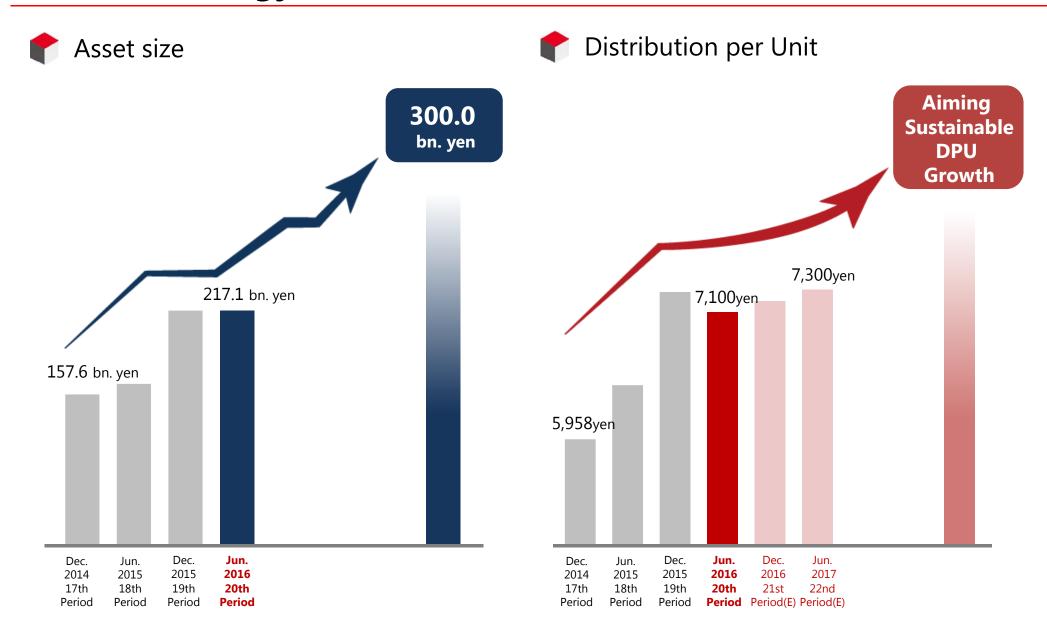
#### Supply and Demand



Source: CBRE



# **Growth Strategy**



# Memo



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