

# TOKYU RE T















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## TOKYU REIT

**Summary of Our Strategy** 

### Our view on Real Estate Market in Japan



#### 1. Dissemination of cash-flow based valuation

### 2. Polarization in three points

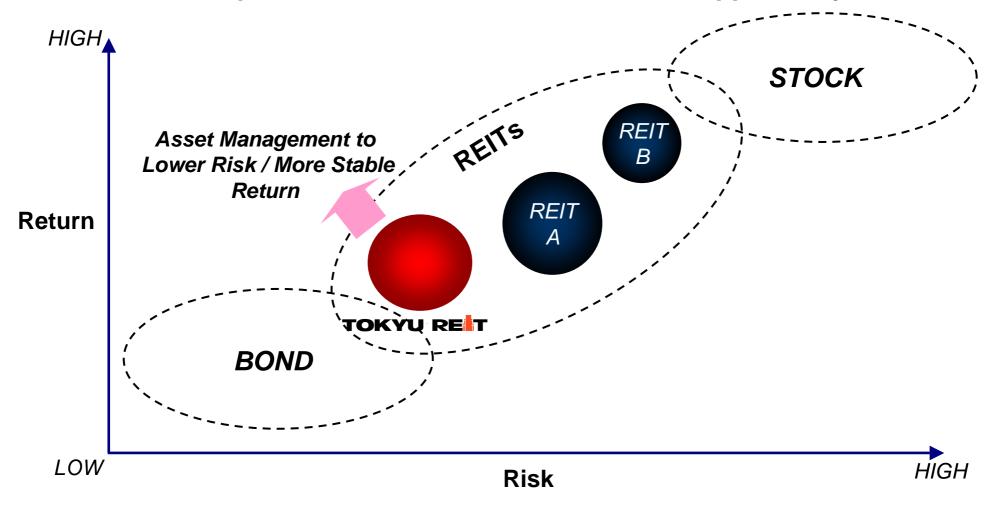
- (1) Tokyo vs Local Cities
- (2) Location within Tokyo
- (3) Liquidity

### 3. We believe low-cap rate portfolio realizes higher total return

"Low-cap rate portfolio which comprises of competitive high-quality properties" realizes higher total return in today's circumstances with transforming supply and demand structure



### **REITs provide mid-risk / return investment opportunity**



### **Investment Highlights**



#### **Growth Strategy**

Investments in Growth Potential Areas

Collaboration with Tokyu Group Companies

Value Enhancing Synergies of the Tokyu Areas

#### **Stable Portfolio**

Sector Diversification and Area Focus
Stable Cash Flow backed by Long-term Leases
Lower Risks and Stable Returns Investment Criteria

#### **Transparent Structure**

Related-party Transaction Rules

Double checks for due process by third-parties

Disclosure of Related-party Transactions

### **Investment Strategy**



#### Areas with Growth Potential

- Tokyo Metropolitan Areas (Mainly Central Tokyo and Tokyu Areas)
- **■**Properties with Lower Risk and Competitiveness
  - ■Min. Investment Size : JPY4bn/property
  - ■Large Size Office Bldg. : Total floor area: >5,000m<sup>2</sup>
- ■Reasonable Price and Quality Portfolio
  - ■Sector Allocation: Office 60% vs. Retail 40%
- Collaboration with Tokyu Group Companies
- ■Fiduciary Duties of TREIM as REIT Mgmt Co
- ■Monitoring by the Third-Parties with Double Check
- **■**Fair & Timely Disclosure



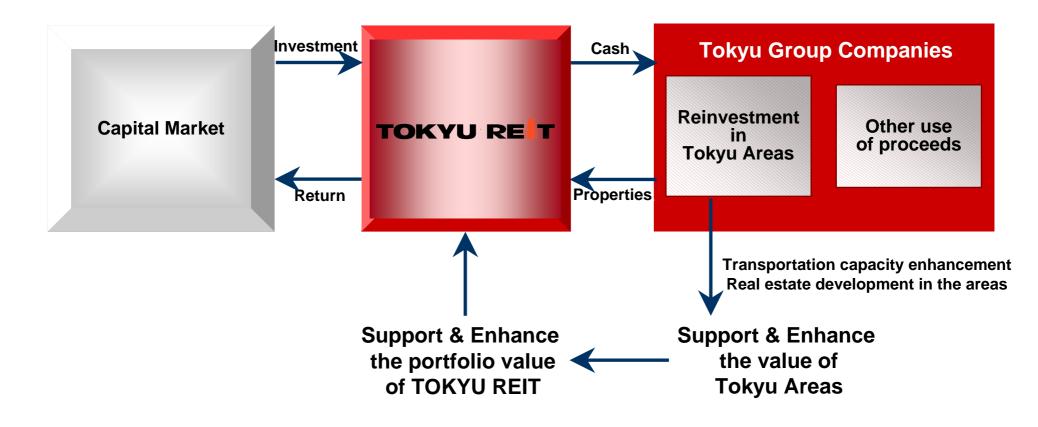
# Growth of Return / Stable Return



Transparent Structure



#### Reinvestment of Capital Generated through TOKYU REIT



# TOKYU REIT

**Fiscal Results and Forecasts** 

### **2005/07 Results and 2006/01 Forecasts**



#### 2005/07 Results

- EPS: JPY13,798
  - ➤ Increased 5.8% to 3<sup>rd</sup> period of JPY13,045
  - ➤ Increased from initial forecast of JPY13,300
- Comparison to 3<sup>rd</sup> period
  - External Growth
    - ✓ Full contribution of Fujita Kanko Toranomon Bldg. (Acquisition: Dec. 15, 2004)
    - ✓ Acquisition of PICASSO347 (Apr. 6, 2005)
  - Internal Growth
    - ✓ Increased occupancy (from 97.5% at the end of 3<sup>rd</sup> period to 99.1% at the end of 4<sup>th</sup> period)

#### 2006/01 Forecasts

- Estimated EPS: JPY 13,400
  - Dilution by add-on offering (+27,380 units)
  - Lowered leverage
    - √ 45.3% at the end of 4<sup>th</sup> period



√ 35.6% at the end of 5<sup>th</sup> period

- Assumption
  - Additional acquisition of PICASSO347 (40%)
  - Increased occupancy (99.4% at the end of 5<sup>th</sup> period)

#### (Reference)

Acquisition Capacity: Approx 45 billion as of the end of August 2005

### **Major Financial Data**



### Major Financial Data (1st period – 5th period(E))

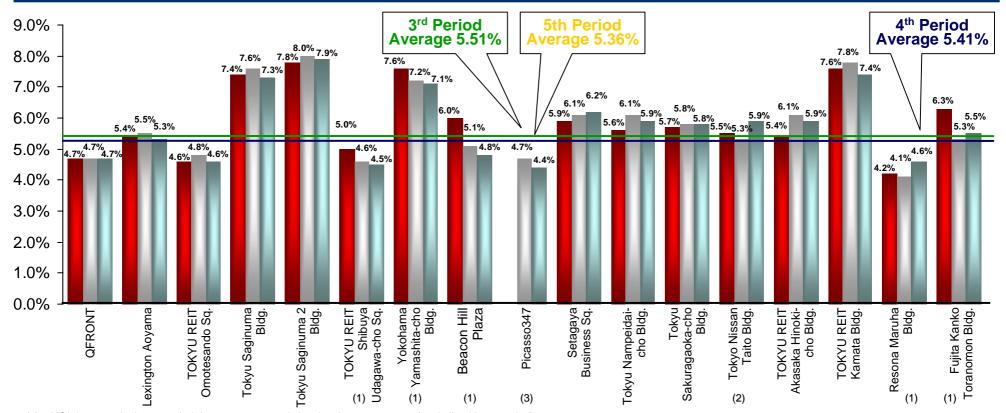
			1st Period (A)	2nd Period (A)	3rd Period (A)	4th Period (A)	5th Period (E)
Number of Investment Properties			12	13	16	17	17
Acquisition Price	JPY mm		103,560	110,160	133,360	148,060	157,860
Average Total Asset during the Period	JPY mm	(A)	82,738	109,108	126,822	142,862	157,806
Occupancy Rate	(%)	3 3	95.3	97.1	97.5	99.1	99.4
Operating Revenues	JPY mm		2,896	4,341	5,044	5,684	6,234
NOI	JPY mm	(B)	2,199	2,894	3,523	3,835	4,262
NOI Return	(%)	(B)/(A)	6.7	5.3	5.5	5.4	5.4
Operating Profit	JPY mm		1,486	1,771	2,210	2,325	2,579
Net Income	JPY mm	(C)	929	1,394	1,852	1,959	2,269
Total Number of Units Issued		(D)	98,000	98,000	142,000	142,000	169,380
Distribution per Unit	JPY	(E)	9,488	14,230	13,045	13,798	13,400
Payout Ratio	(%)	((D)×(E))/(C)	99.9	99.9	99.9	99.9	99.9
FFO	JPY mm	(F)	1,396	2,003	2,653	2,887	3,252
Capital Expenditures	JPY mm	(G)	46	388	68	142	173
AFFO	JPY mm	(H)=(F)-(G)	1,350	1,615	2,585	2,744	3,079
AFFO Payout Ratio	(%)	((D)×(E))/(H)	68.9	86.3	71.6	71.4	73.7
Total Assets	JPY mm	(I)	118,460	122,583	147,230	162,180	171,673
Net Assets	JPY mm	(J)	50,117	50,117	77,860	77,860	98,019
Net Assets per Unit	JPY	(J)/(D)	511,403	511,403	548,310	548,310	578,697
Book Value of the Properties	JPY mm	(K)	104,002	110,448	133,415	147,819	157,115
Appraisal Value as of January 31, 2005	JPY mm	(L)	103,050	111,740	136,850	155,090	164,890
Unrealized Profit/Loss	JPY mm	(M)=(L)-(K)	952	1,291	3,434	7,270	7,774
Adjusted Net Value	JPY mm	((J)+(M))/(D)	501,688	524,578	572,498	599,513	624,595
Interest Bearing Debt	JPY mm	(N)	56,700	60,000	50,500	64,500	53,000
Interest Bearing Debt + Security deposits without rese	erved cash	(O)	56,700	60,000	56,126	70,183	58,683
LTV(Interest Bearing Debt/Total Asset)	(%)	(N)/(I)	47.9	48.9	34.3	39.8	30.9
LTV(Modified Interest Bearing Debt/Appraisal Value)	(%)	(O)/(L)	55.0	53.7	41.0	45.3	35.6
Average Unit Price during the Period	JPY		530,828	643,097	690,705	726,082	

### **Summary of Our Portfolio**



- Total Acquisition Price (At the end of 4<sup>th</sup> period: 17 properties) JPY 148.0bn
- Total Acquisition Price (17 properties)

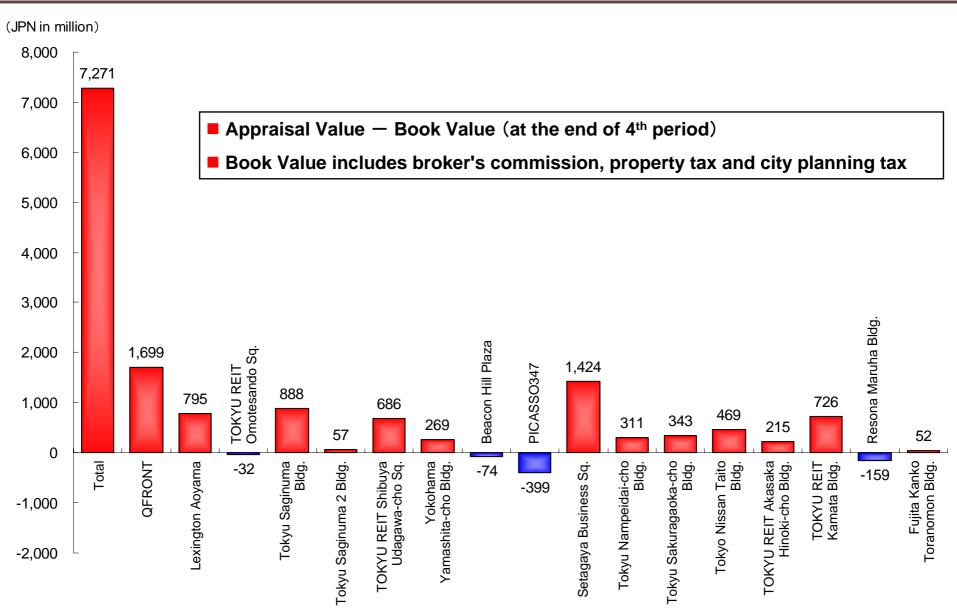
- JPY 157.8bn
- NOI Return for 3<sup>rd</sup> period
   (Ave. Acquisition Price Based) 5.51%
- NOI Return for 4<sup>th</sup> period
   (Ave. Acquisition Price Based) 5.41%
- NOI Return for 5<sup>th</sup> period (E)
   (Ave. Acquisition Price Based)
   5.36%



- (1) NOI decrease in the 4th period due to property and city planning tax expense (capitalized in 3rd period)
- (2) NOI decrease in the 4th period due to the expense for repair and maintenance for the external wall
- (3) Property and city planning tax capitalized in the 4th period

# Unrealized Gain and Loss of Each Properties (at the end of 4<sup>th</sup> period)





### **Adjusted Net Asset Value Calculation**



		1st Period (A)	2nd Period (A)	3rd Period (A)	4th Period (A)	5th Period (E)
Total Units Outstanding	(A)	98,000	98,000	142,000	142,000	169,380
Book Value of Net Asset at the End of the Period (JPY mm)	(B)	50,117	50,117	77,860	77,860	98,019
Net Asset per Unit (Book Value)	( C)=(B)/(A)	511,403	511,403	548,310	548,310	578,697
Total Acquisition Price (JPY mm)	(D)	103,560	110,160	133,360	148,060	157,860
Cumulated Capitalized Expenses related to Acquisition (JPY mm)	(E)	862	930	1,429	1,919	2,226
Property Tax and Others (JPY mm)	(e)	366	392	445	477	489
Cumulated Capital Expenditure (JPY mm)	(F)	46	434	502	645	818
Retirement Costs (JPY mm)	(G)	-	-	-	32	32
Depreciation (Cumulated) (JPY mm)	(H)	466	1,075	1,877	2,772	3,756
Book Value of Properties (JPY mm)	(I)=(D)+(E)+(F)-(G)-(H)	104,002	110,448	133,415	147,819	157,115
Appraisal Value at the End of the Period (JPY mm)	(J)	103,050	111,740	136,850	155,090	164,890
Unrealized Profit/Loss (JPY mm)	(K)=(J)-(I)	(952)	1,291	3,434	7,270	7,774
Unrealized Profit/Loss per Unit (JPY)	(L)=(K)/(A)	(9,715)	13,175	24,188	51,203	45,899
Net Asset per Unit after Adjustment of Unrealized Profit/Loss (JPY)	(M)=( C)+(L)	501,688	524,578	572,498	599,513	624,596

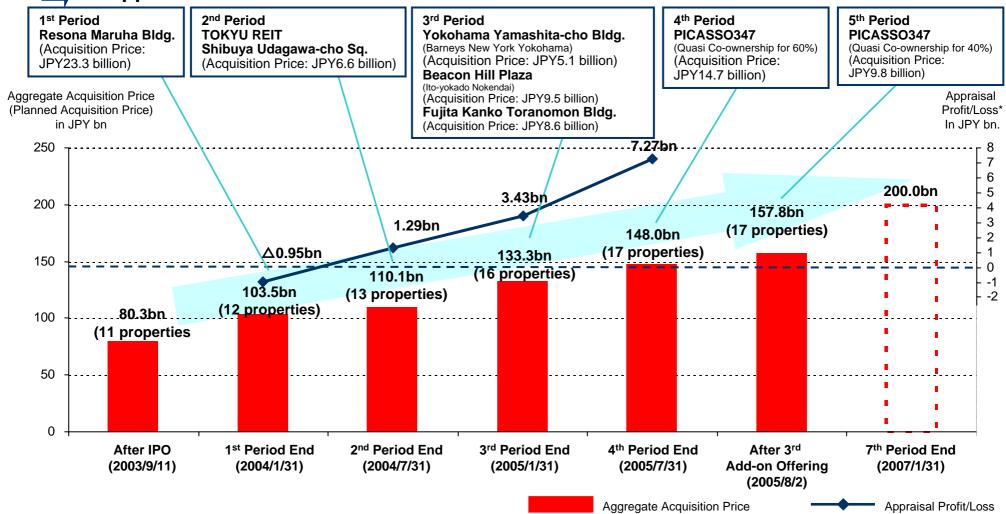
## TOKYU REIT

**Achievements of Our Investment Strategy and Challenges** 

### **Expansion of the Portfolio**



- Aggregate acquisition value (incl. planned acquisition) reaches JPY157.8bn
- Aggregate Appraisal Value at the End of 4<sup>th</sup> Period > Total Book Value
   Appraisal Profit of JPY7.27bn



Appraisal profit/loss means the difference between the appraisal value at the end of the period and the appraisal value at the acquisition.

# New Property (PICASSO347:Acquisition in 4th period and the 5th period)

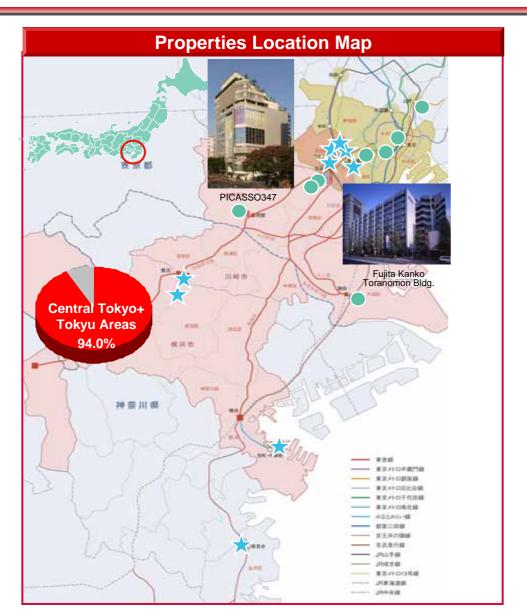


Location	<ul> <li>3 min walk from Shibuya station</li> <li>District of "casual apparel brands accumulation"</li> <li>Locational advantage may be enhanced by the opening of new subway line in 2007</li> </ul>
Major Tenants	<ul><li>■ "TOMORROWLAND"</li><li>■ "Cassina ixc"</li><li>■ "Wowd Shibuya" (Fitness &amp; Spa)</li></ul>
Description	■ Stable cash flow based on fixed term lease
Acquisition Objective	<ul> <li>Located in "Casual apparel brands accumulation" in Shibuya</li> <li>Location potential increased by new subway line = Directly connected to Tokyu line</li> <li>Suitability of Tokyu Group's property management feature</li> </ul>
Acquisition Date	<ul><li>■ April 6, 2005 (beneficial interest:60%)</li><li>■ August 2, 2005</li></ul>
Total Acquisition Price	■ JPY 24.5 bn

After acquiring 40% of the beneficial interest with the 5<sup>th</sup> add-on offerings, we have fully possessed beneficial interest, adding to 60% of the ownership already purchased on April 6<sup>th</sup>, 2005

### **Portfolio Overview**







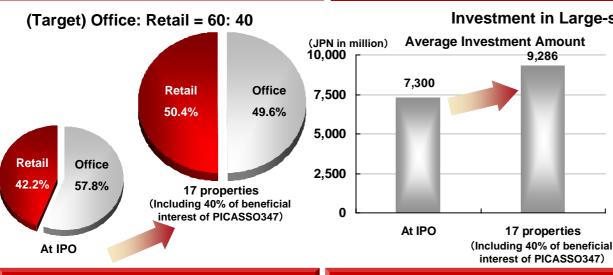


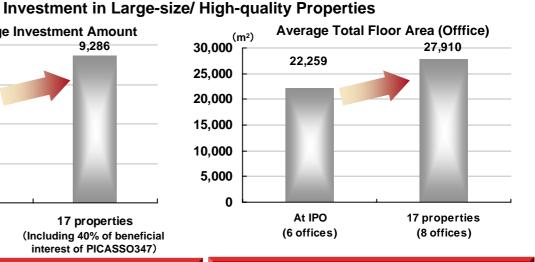
### **Portfolio Quality Improvement (1)**



#### **Type Allocation**

#### **Average Investment Size**

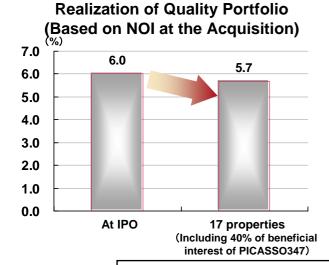


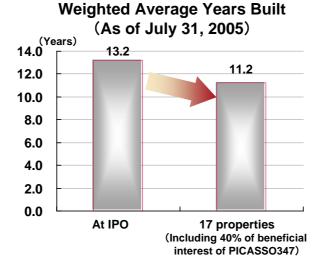


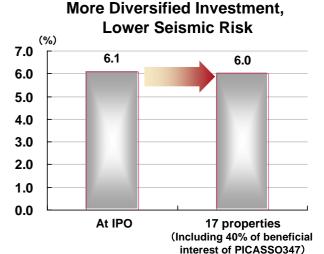
#### **Portfolio Cap Rate**

#### **Average Years Built**

### Portfolio PML





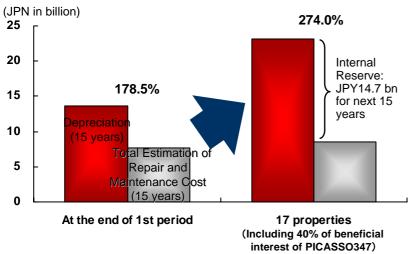


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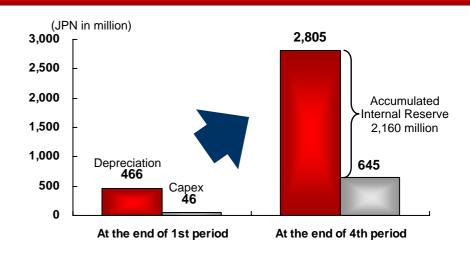
### **Portfolio Quality Improvement (2)**







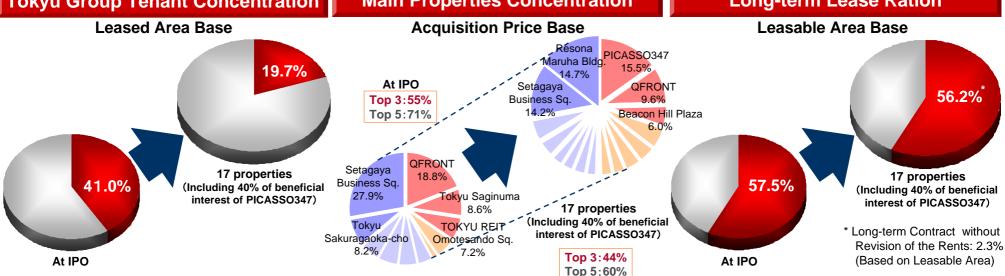
#### **Accumulated Internal Reserve**





#### **Main Properties Concentration**

### **Long-term Lease Ration**

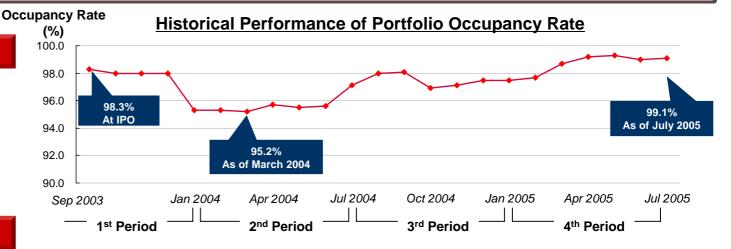


### **Internal Growth: Lease-up Activity**



#### **High Occupancy**

As of July 31, 2005: 99.1%



#### **Lease-up Activity**

**Tokyo Nissan Taito Bldg.** 

**Setagaya Business Square** 

Resona Maruha Bldg.

Fujita Kanko Toranomon Bldg.

:Vacant Floor (7F, 8F east ) = Leased-up in the 4<sup>th</sup> Period

:Three Floors Vacant in the Tower at the end of 3rd Period

= Leased-up for 2 Floors in the 4<sup>th</sup> Period and Continuing Leasing Activity for Remaining One Floor

:Vacant Floor at Acquisition (17F 18F) (Occupancy 78.9%)

= 100% Occupancy by Renovation Works in June 2004

:Cancel Notification for 6.7% of Leasable Area at Acquisition

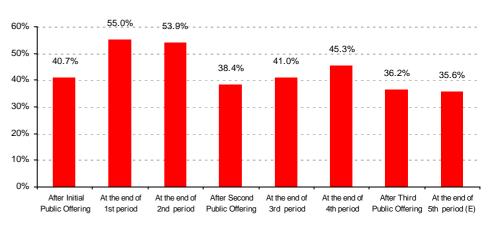
= Leased-up by Expansion to 100% Occupancy

### Achievement of Our Financial Strategy: Low LTV Ratio Target and Long-term and Fixed-interest Debt



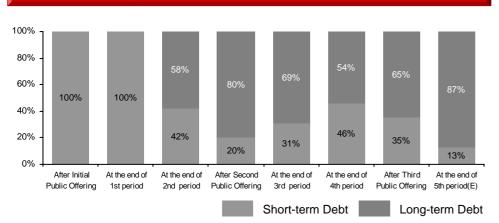


#### Historical Change of LTV



 LTV = (Interest-bearing Debt + Security Deposit) / Total Acquisition Price or Appraisal Value

#### Long-term Debt vs. Short-term Debt



Rating

Issuer Rating: A+ (Rating Outlook: Positive)

Long-term Corporate Credit Rating: A (Outlook: Stable)

Short-term Corporate Credit Rating: A-1

Moody's Issuer Rating: A2 (Outlook: Stable)

All ratings are acquired at September 6, 2005

R&I

S&P

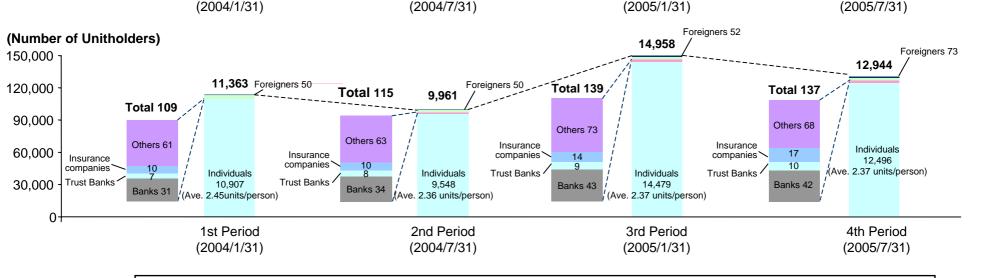
### **Investor Information**



- Steady Increase in the number of units, its share and the number of unit-holders of domestic individuals and financial institutions
- foreign investorsMaintaining the number of units by sponsors

Increase in the number of units and its share of

Now, trust banks are holding its units the most, surpassing individual investors **Foreigners** 5.6%(7,898units) (Number of Units) Foreigners Tokvu Group Foreigners 142.000Units 8.3%(11,721units) 12.7%(12,441units) 142,000Units 150.000 Tokyu Group **Foreigners** Tokvu Group 12.8%(12,572units) 120,000 Tokyu Group 8.6%(12,244units) Other 7.4% (10,543 units) Corporations 98,000Units 98,000Units 7.6% 10.0%(9.800units) 8.1% 10.6% 90.000 10.6% 6.2% Others Financial Institutions 57.2% (81,267 units) 6.9% Other 11.7%(11,495units) 54.7%(77.698units) 12.0%(11,784units) Other Corporations Insurance 9.9% Institutions 5.1% 16.5% 22.3% 60,000 Companies<sup>\*</sup> 5.9% Trust Banks / 9.7% Financial 42.6%(41,702units) Financial 37.8%(37.057units) Institutions Institutions **Banks** Banks Banks Banks 30,000 18.2% 15.4% 19.9% 16.8% Individuals 24.2%(34,360units) Individuals 27.3%(26,787units) Individuals 20.2% (28,669 □) Individuals 23.0%(22,562units) 0 1st Period 2nd Period 3rd Period 4th Period



### **Our Challenges**



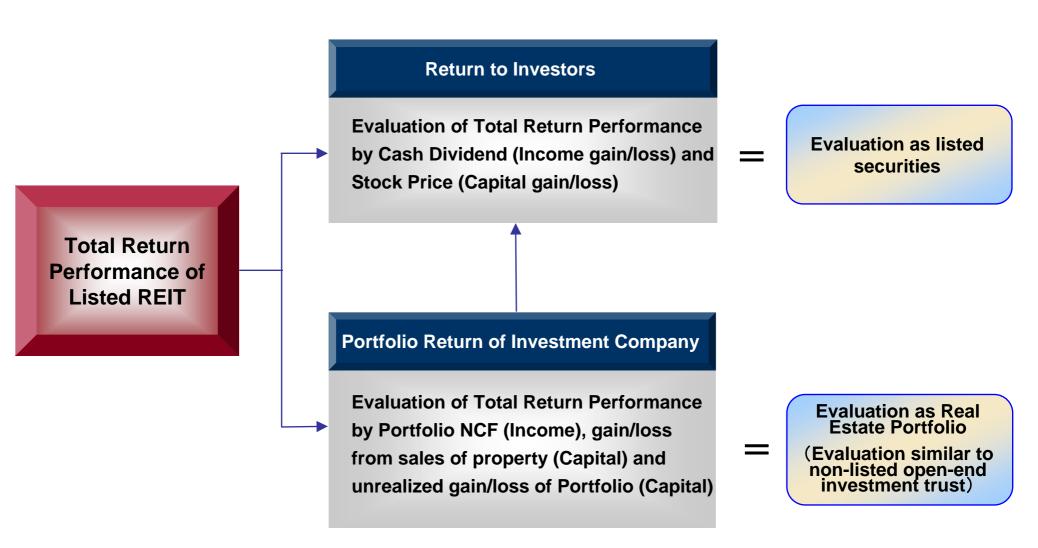
		Achievements	Objectives
	External Growth	<ul> <li>Acquisition of PICASSO347 (40% of beneficial interest in trust) in 4<sup>th</sup> period</li> <li>Collaboration with Tokyu Group Companies         <ul> <li>Group pipeline in acquisition</li> <li>Warehouse function</li> </ul> </li> </ul>	<ul> <li>Selective Property Acquisition with maintaining our investment policies</li> <li>Additional acquisition of high quality properties (JPY200 bn of total asset by the end of 2007/1)</li> <li>Further collaboration with Tokyu Group companies</li> </ul>
Growth	Internal Growth	<ul> <li>Leasing-up in Setagaya Business Square, Tokyo Nissan Taito Bldg., Resona Maruha Building in 4<sup>th</sup> period</li> <li>Optimal cost management through CapEx control</li> <li>Reducing Outsourcing Commission</li> <li>Introduction of Revenue-based Rents</li> </ul>	<ul> <li>Tenant Promotion in Setagaya Business Square and PICASSO347</li> <li>Sales Promotion in PICASSO347</li> <li>Continuing cost reduction effort</li> <li>Increasing Revenue-based Rents</li> </ul>
Stability	Portfolio	<ul> <li>Lowered Portfolio Cap Rate</li> <li>Maintaining low Portfolio PML level</li> <li>Accumulated Internal Reserve(2,160 million)</li> <li>Reduction in Dependence on major properties and tenants</li> </ul>	■ Improving portfolio quality
	Finance	<ul> <li>Long-term /Fixed-rate interest and staggering maturity</li> <li>Unsecured debt finance</li> <li>Arrangement of Commitment line in April 2005</li> <li>Acquiring Credit Rating in September 2005</li> </ul>	<ul> <li>Keep higher ratio of of Long-term /Fixed-rate interest</li> <li>More diversified financing method incl. bond offering and commitment line drawing</li> </ul>
Transparency	Governance	<ul> <li>Fully utilized governance system</li> <li>Implementation of the Internal Rule for Related-party Transactions</li> </ul>	<ul> <li>Further enhancement of corporate governance</li> </ul>
Trainspan siles	Disclosure and IR	<ul><li>Web site opening/expansion</li><li>Active IR</li></ul>	<ul><li>Continuous web site improvement</li><li>More active IR</li></ul>

# TOKYU REIT

### **Our Principles**

#### **Evaluation of Total Return Performance of Listed REIT**



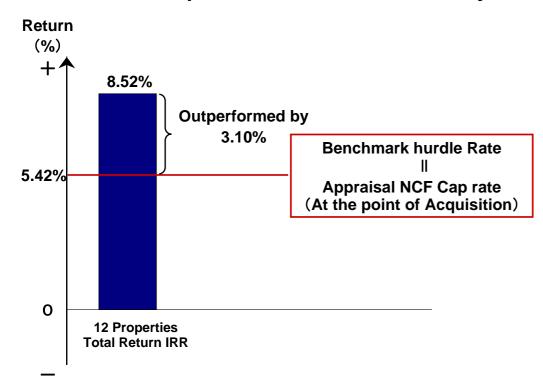


### Performance of our Portfolio Total Return





In the previous two years, total return of our 12 properties outperformed our benchmark by 3.10%



- Targeting at 12 properties that have passed 4 fiscal terms (2 years)
   ( Total acquisition price: JPY103,560 million)
- Property prices as of the end of each fiscal term are used to calculate IRR as deemed disposal price (sale price).
- Acquisition price doesn't include capitalized expense like broker's commission, property and city planning tax of the first year and rewards for agents.
- Cash flow of leasehold and security deposits are not included.

# TOKYU REIT

### **Appendix**

### **Overview of Add-on Offering**



	August 2004 offering	August 2005 offering
Units Offered	44,000units	28,000units
Dilution	12.00% 14,200→12,500 (DPU)	1.50% 13,500→13,100 (DPU)
DPU after Offering	JPY12,500	JPY13,100
Newly Acquired Properties	2 properties / JPY14.6bn	1 property / JPY9.8bn
LTV(After Offering) LTV(Before Offering)	38.40% 53.90%	37.30% 46.30%
Long-term Ratio after Offering Ave. Interest Rate	80% 1.31%	78.90% 1.18%
Acquisition Capacity	JPY29.3bn	JPY40.9bn
Over-allotment	2,000 units (Third-party Allotment, 4.8% of offered units) / 2,000 Units Issued as Green-shoe Option	1,300 units (Third-party Allotment, 4.7% of offered units) / 680 Units Issued as Green-shoe Option
Outstanding Units after Offering	147,000 units	169,380 units
Total Offering Size	JPY 228,709,296,000 (Incl. Over-allotment of JPY`,304,968,000)	JPY 21,346,060,000 (Incl. Over-allotment of JPY990,535,000)
Allocation	Individual investors: Institutional investors = 75; 25	Individual investors: Institutional investors = 65:35
Launch	July 1, 2005 (Thu)	July 6, 2005 (Wed)
Pricing	July 20, 2005 (Tue)	July 20, 2005 (Wed)
Offered price	JPY 652,484 (after subtracting JPY 14,200 of expected dividend per unit for the current, discounted for 2.00%)	JPY 761,950 (after subtracting JPY 13,500 of expected dividend per unit for the current, discounted for 2.00%)
Issued price	JPY630,512	JPY 736,292
Closing	August 2, 2005 (Mon)	August 1, 2005 (Mon)
Listing date	August 3, 2005 (Tue)	August 2, 2005 (Tue)
Issuance Cost	JPY123mm JPY2,811 per newly issued unit JPY871 per outstanding unit	JPY81mm JPY2,889 per newly issued unit JPY476 per putstanding unit

### Profit and Loss Statement (4th Fiscal Period ending Jul.05)



(in JPY mm) 4th Period Third Period Change ITEM (Jan. 2005) (July. 2005) **NOTES** JPY mm JPY mm 金額 **Total Operating Revenues** 5,684 100.0% 5.044 100.0% 639 Rental revenues 5.232 92.0% 4.629 91.8% 602 Rent 4.768 83.9% 4.196 83.2% 571 Toranomon 276 PICASSO 244 Maruha 50 Parking rent 97 1.7% 84 1.7% 12 366 6.5% 347 6.9% 18 Others 36 452 8.0% 415 8.2% Other revenues 397 7.0% 359 7.1% 38 Incidental revenues Other revenues 54 1.0% 55 1.1%  $\Delta 1$ 454 46.0% Total Operating Expenses 2,777 48.9% 2,322 327 1,848 32.5% 1,521 30.2% Expenses Utility charges 473 8.3% 444 8.8% 380 7.5% Building maintenance costs 421 7.4% 41 Toranomon 35 PICASSO 16 SBS △8 129 2.3% 108 2.2% Property management expenses Repairs and maintenance 90 1.6% 130 2.6% △39 Maruha △34 SBS △12 Nampeidai △8 Toranomon 15 Maruha 92 Beacon Hill Plaza 49 Toranomon 25 Property and other taxes 516 9.1% 321 6.4% 195 Udagawa-cho 15 Yamashita-cho 11 17 0.3% 16 0.3% Insurance expenses 2.4% 198 3.5% 119 79 Toranomon 62 Maruha 11 Other operating expenses 895 15.8% 801 15.9% 93 PICASSO 64 Toranomon 27 Depreciation Asset Mamt Fee Net Operating Income from Property Leasing 2,907 2,721 54.0% 185 51.1% 4th Period Change 581 10.2% 511 10.1% 70 Administrative expense Base2 198 15 Asset management fees 454 8.0% 397 7.9% 56 Incentive 50 3 2,325 2,210 43.8% 40.9% 114 Operating Income Non-Operating Revenues 0.1% 0.0% Non-Operating Expence 370 6.5% 357 7.1% 12 28 Interest expence 317 5.6% 289 5.7% 1.2% New unit-issuance expences 42 0.7% 59 △16 Other non-operating expenses 0.0% 0.0% Recurring Profits 1,960 34.5% 1.853 36.7% 106 Income Before Income Taxes 106 1,960 34.5% 1,853 36.7%  $\Delta 0$ Income Taxes 0.0% 0.0% 106 Net Income 1.959 34.5% 1.852 36.7% Dividend per Unit 13,798 13,045 753 (Reference Information) 3,835 67.5% 3,523 69.8% 312 NOI return (NOI / Average Total Asset) 5.41% 5.51%  $\triangle 0.10\%$ 

### **Balance Sheet (4th Fiscal Period ending Jul.05)**



Cash and bank deposits	1,624
Entrusted cash and deposits	11,436
Consumption tax receivable	140
Notes and accounts receivable	66

Buildings	2,141
Structure	1
Machinery	2
Equipment	11
Land	13,295
Entrusted buildings	36,342
Entrusted structures	634
Entrusted machinery	421
Entrusted equipment	92
Entrusted land	94,862
Leasehold and security deposit	105
Entrusted leasehold and security deposit	876

		ІТЕМ	4th period (July 31, 2005)	Third period (Jan 31, 2005)	changes	
	Tot	al Assets	162,180	147,230	14,949	_
		Current Assets	13,318	12,773	544	
		Fixed Assets	148,861	134,457	14,404	
	Tot	al Liabilities	82,360	67,518	14,842	
_		Short-term Borrowings	29,500	15,500	14,000	
		Long-term Borrowings	35,000	35,000	-	
		Leasehold and security deposits	15,777	15,245	531	
		Other liabilities	2,083	1,772	310	/
	Tot	al Unitholders' Equity	79,819	79,712	106	
		Total Unitholders' capital	77,860	77,860	-	
		Retained earnings	1,959	1,852	106	
	LT	V at the end of fiscal period				
	Inte	rest bearing debt / Total asset	39.8%	34.3%	5.5%	
		rerest bearing debt + Security posit)/Appraisal value	45.3%	41.0%	4.3%	

<ul> <li>Entrusted cash an</li> </ul>	d deposits 608
<ul> <li>Cash and bank de</li> </ul>	posits 224
Consumption tax is	receivable △314
PICASSO 347 a	cquisition(60%)
	15,163
<ul> <li>Depreciation</li> </ul>	△895
·Borrowing for PI	CASSO
	2005/4/6 15,000
·Repayment (cas	sh in hands)
2005/5/25	△1,000
·PICASSO	434
V-SBS	111
<ul> <li>Taito Bldg.</li> </ul>	△71

(in JPY Mm)

#### (Reference information)

Average total asset for the period	142,862	126,822	16,039
------------------------------------	---------	---------	--------

<sup>\*</sup>Acquisition of 60% of PICASSO374(Apr. 6th, 2005)

### **Current Status of Debt Finance**



#### **Maturity Ladder**

#### **Lenders List**

(As of July 31, 2005)

ını 6 ⊏	oillion)								of July 31	-
	14.5	15.	0							
4										
				13.0						
2 -	+									
0 -							10.0			
8 -										
6 -	+				5.0					
4 -										4.0
								3.0		
2 -	+									
<sub>0</sub> L						L.				

Term	Lender	Ammounts (JPY in billion)	interest Rate (%)	Maturity	Notes
	Mitsubishi Trust & Banking	10	0.47000	2005/8/25	
	Bank of Tokyo-Mitsubishi	50	0.47000	2005/9/25	
	Sumitomo Trust Bank	49			
	Chuo-Mitsui Trust Bank	9			
	Bank of Tokyo-Mitsubishi	9		2005/12/15	
	Mizuho Corporate Bank	9			Unsecured
Short-term	Mitsubishi Trust & Banking	9	0.48000		Unsecured
	Sumitomo Trust Bank	15	0.40000		
	Chuo-Mitsui Trust Bank	90		2006/4/6	
	Bank of Tokyo-Mitsubishi	15			
	Mizuho Corporate Bank	15			
	Mitsubishi Trust & Banking	15			
	Sub-total	295	-	-	-
	Sumitomo Trust Bank	50	1.11625	2007/6/25	
	Daichi Life Insurance	40			
	Nippon Life Insurance	40			
	The Norinchukin Bank	40	1.38875	2008/6/25	
	The Hyakugo Bank	10	1.23875	2000/0/20	
Long-term	Chuo-Mitsui Trust Bank	50	1.68875	2009/6/25	Unsecured
Long tolli	Mitsubishi Trust & Banking	50	1.00070		
	Aioi Insurance Company, Limited	10			
	Daido Life Insurance Company	10	1.92750	2010/6/25	
	Mitsui Sumitomo Insurance	10			
	Development Bank of Japan	40	2.03000	2012/6/25	
	Sub-total	350	•	-	-
	Total	645	-	-	-

<sup>\*</sup> Average rate during 4th period: 1.06932%

### Cash Flow Statement (4th Fiscal Period ending Jul. 05)



(	'in	JF	γ	m	m	)
٠,		٠.	•			,

ITEM	4th period (July, 2005)	3rd period (Jan., 2005)	Change	
Cash Flows from Operating Activities	3,480	2,254	1,225	
Net income before income taxes	1,960	1,853	106	
Depreciation	928	801	126	
Others	591	400	992	
Cash Flows from Investing Activities	15,275	18,910	3,635	_[.
Purchase of fixed assets	15,332	23,768	8,435	.
Proceeds from leasehold and security deposits received	531	5,940	5,408	_
Proceeds from entrusted leasehold and security deposits received	-	95	95	
Proceed from withdrawl of entrusted deposit with usage restriction	474	987	512	
Cash Flows from Financing Activities	12,153	16,850	4,697	<u> [</u>
Proceeds from/Repayment of long/short-term borrowings	14,000	9,500	23,500	.
Proceeds from issuance of units	-	27,742	27,742	
Dividend payment	1,846	1,391	454	
Net Increase in Cash and Cash Equivalents	358	194	164	
Cash and Cash Equivalents at beginning of Period	3,000	2,805	194	
Cash and Cash Equivalents at end of Period	3,359	3,000	358	

•PICASSO347 acquisition(60%)
15,163
•Depreciation △895

•borrowing for PICASSO347

2005/4/6
15,000
•repayment (cash on hand)

2005/5/25 △1,000

### **Selected Financial Data by Property**



						RET	ΓAIL									OFFICE					
		Q FRONT	Lexington Aoyama	TOKYU REIT Omotesand o Square	Tokyu Saginuma	Tokyu Saginuma 2	TOKYU REIT Shibuya Udagawa- cho Square	Yokohama Yamashita- cho Bldg.	Beacon Hill Plaza	PICASSO 347	Sub-total	Setagaya Business Square	Tokyu Nampeidai -cho Building	Tokyu Sakuragao ka- cho Building	Tokyo Nissan Taito Building	TOKYU REIT Akasaka Hinokicho Building	TOKYU REIT Kamata Building	Resona Maruha Building	Fujita Kanko Toranomon Bldg.	Sub-total	TOTAL
Opera	ating Revenues	583,883	158,578	169,891	310,162	64,999	168,324	241,870	300,266	273,194	2,271,169	1,219,391	170,870	237,446	209,219	143,743	270,443	722,813	439,579	3,413,509	5,684,678
Re	ntal revenues	534,152	151,452	152,452	310,162	62,337	168,324	241,870	300,266	244,674	2,165,692	1,063,565	170,870	227,298	187,536	124,423	226,516	665,245	401,423	3,066,880	5,232,573
Oth	ner revenues	49,730	7,125	17,439	-	2,661	-	-	-	-	105,476	155,825	-	10,148	21,682	19,320	43,926	57,568	38,156	346,628	452,105
Opera	ating Expenses	289,667	35,638	43,731	76,146	22,505	53,952	134,388	154,441	118,469	928,941	815,232	60,573	72,836	141,754	51,061	140,511	312,645	253,651	1,848,267	2,777,209
Uti	lity charges	39,150	8,706	12,760	1	2,707	1	1	92	19,611	83,029	204,136	-	10,203	17,058	13,129	42,072	73,959	30,075	390,635	473,664
Bui cos	ilding maintenance sts	61,150	4,136	4,705	15,264	1,602	-	40,876	1,419	16,518	145,673	136,353	8,967	10,103	21,483	8,173	15,588	28,443	46,975	276,088	421,762
	operty management penses	18,926	3,442	3,547	3,200	1,460	1,683	3,451	3,002	5,554	44,268	41,925	1,708	3,512	4,813	2,913	4,799	16,014	9,729	85,417	129,686
Re	pair and maintenance	5,197	1,600	2,132	2,130	1,415	-	1,807	238	72	14,594	9,224	704	3,793	21,008	2,509	2,195	21,530	15,309	76,274	90,868
Pro	operty and other taxes	40,786	8,178	7,841	27,032	6,179	15,186	11,642	49,544	-	166,391	146,355	17,736	18,829	21,497	7,870	20,211	92,405	25,336	350,242	516,634
Ins	urance expenses	1,304	140	209	652	133	95	1,309	1,803	1,247	6,896	4,970	741	612	1,110	273	1,121	785	836	10,452	17,348
Oth	ner operating expenses	60,637	6,858	11,514	26,846	8,500	36,984	74,016	95,959	64,448	385,766	268,626	30,069	25,199	49,667	14,894	51,799	60,641	41,659	542,556	928,323
	rty Net Operatinf e (NOI)	62,514	2,574	1,020	1,020	505	3	1,283	2,381	11,016	82,320	3,641	646	582	5,115	1,298	2,722	18,864	83,728	116,600	198,920
Depre	eciation	294,215	122,939	126,160	234,015	42,493	114,371	107,482	145,824	154,725	1,342,228	404,158	110,297	164,609	67,465	92,682	129,931	410,168	185,928	1,565,241	2,907,469
Net O	perating Income (NOI)	354,853	129,797	137,674	260,862	50,994	151,355	181,499	241,784	219,173	1,727,995	672,784	140,366	189,809	117,132	107,576	181,731	470,810	227,587	2,107,798	3,835,793
Capita	al Expenditures	3,379	1,251	1,577	1,870	9,130	280	-	-	-	17,489	3,516	-	1,551	18,898	-	-	19,971	81,332	125,270	142,759
Acqui	sition price	15,100,000	4,800,000	5,770,000	6,920,000	1,290,000	6,600,000	5,050,000	9,520,000	14,700,000	69,750,000	22,400,000	4,660,000	6,620,000	4,450,000	3,570,000	4,720,000	23,260,000	8,630,000	78,310,000	148,060,000
	Land	12,125,300	4,478,400	5,291,090	5,432,200	984,270	6,382,000	2,065,000	5,408,000	10,216,800	52,383,060	11,065,600	2,968,420	5,223,180	1,917,950	2,945,250	2,161,760	21,469,000	6,723,000	54,474,160	106,857,220
	Building	2,974,700	321,600	478,910	1,487,800	305,730	218,000	2,985,000	4,112,000	4,483,200	17,366,940	11,334,400	1,691,580	1,396,820	2,532,050	624,750	2,558,240	1,791,000	1,907,000	23,835,840	41,202,780
the pe	isal value at the end of riod	16,600,000	5,580,000	5,750,000	7,760,000	1,340,000	7,310,000	5,190,000	9,590,000	14,700,000	73,820,000	22,900,000	4,880,000	6,890,000	4,770,000	3,780,000	5,270,000	23,900,000	8,880,000	81,270,000	155,090,000
Book v period	alue at the end of the	14,901,472	4,785,137	5,781,888	6,871,620	1,282,647	6,623,634	4,920,917	9,664,358	15,098,671	69,930,349	21,476,364	4,568,709	6,547,226	4,301,086	3,564,683	4,543,569	24,059,203	8,827,955	77,888,799	147,819,148
ſ	Entrusted land	12,147,079	4,485,503	5,296,945	5,446,615	988,169	6,446,436	2,071,062	5,585,737	10,529,986	52,997,535	11,081,787	2,974,520	5,233,294	1,922,944	2,950,298	2,165,631	21,983,090	6,848,971	55,160,540	108,158,076
	Entrusted property (excl. entrusted land)	2,754,392	299,634	484,943	1,425,005	294,478	177,198	2,849,855	4,078,620	4,568,684	16,932,813	10,394,576	1,594,188	1,313,931	2,378,142	614,384	2,377,938	2,076,112	1,978,983	22,728,258	39,661,072

# Estimated Profit and Loss Statement (5th Fiscal Period ending Jan. 06)

	mm)

					(III JE T IIIIII)
ITEM	5th perio	d(E)	4th perio	od(A)	Change
		%		%	
Total Operating Revenues	6,234	100.0%	5,684	100.0%	550
Rental revenues	5,729	91.9%	5,232	92.0%	496
Rent	5,261	84.4%	4,768	83.9%	493
Parking rent	108	1.7%	97	1.7%	10
Others	359	5.8%	366	6.5%	7
Other revenues	505	8.1%	452	8.0%	53
Incidental revenues	437	7.0%	397	7.0%	39
Other revenues	68	1.1%	54	1.0%	13
Total Operating Expenses	2,955	47.4%	2,777	48.9%	178
Expenses	1,972	31.6%	1,848	32.5%	123
Utility charges	514	8.3%	473	8.3%	41
Building maintenance costs	443	7.1%	421	7.4%	21
Property management expenses	139	2.2%	129	2.3%	9
Repairs and maintenance	122	2.0%	90	1.6%	31
Property and other taxes	508	8.2%	516	9.1%	8
Insurance expenses	18	0.3%	17	0.3%	1
Other operating expenses	225	3.6%	198	3.5%	26
Depreciation	983	15.8%	895	15.8%	87
Net Operating Income	3,279	52.6%	2,907	51.1%	371
Administrative expenses	699	11.2%	581	10.2%	
Asset management fees	542	8.7%	454	8.0%	88
Operating Profits	2,579	41.4%	2,325	40.9%	253
Non-Operating Revenues	65	1.0%	4	0.1%	60
Non-Operating Expenses	373	6.0%	370	6.5%	3
Interest Expense	331	5.3%	317	5.6%	14
New unit-issuance Expense	25	0.4%	42	0.7%	16
Other non-operating Expense	16	0.3%	10	0.2%	6
Recurring Profits	2,270	36.4%	1,960	34.5%	310
Net Income Before Income Taxes	2,270	36.4%	1,960	34.5%	310
Income Taxes	1	0.0%	1	0.0%	-
Net Income	2,269	36.4%	1,959	34.5%	310
				1	,
Dividend per unit	13,400		13,798		398

#### (Reference information)

(Neierence information)					
Operating NOI	4,262	68.4%	3,835	67.5%	426
NOI return (NOI / Ave. Total Asset)	5.36%		5.41%		0.05%

#### **Background of 5th Period Forecasts**

#### **Properties Owned**

No changes except for the newly acquired property at Aug. 2, 2005, PICASSO347.

#### **Operating Revenues**

Based on leasing agreements effective as of Sep. 16, 2005

#### **Operating Expenses**

Property taxes on PICASSO347 is not recognized as an expense through the 5th fiscal period.

#### Non-Operating Expenses

Short-term borrowings of JPY15 bn is expected to occur on April 6, 2005 for the acquisition of PICASSO347



### Estimated Balance Sheet (5th Fiscal Period ending Jan. 06)

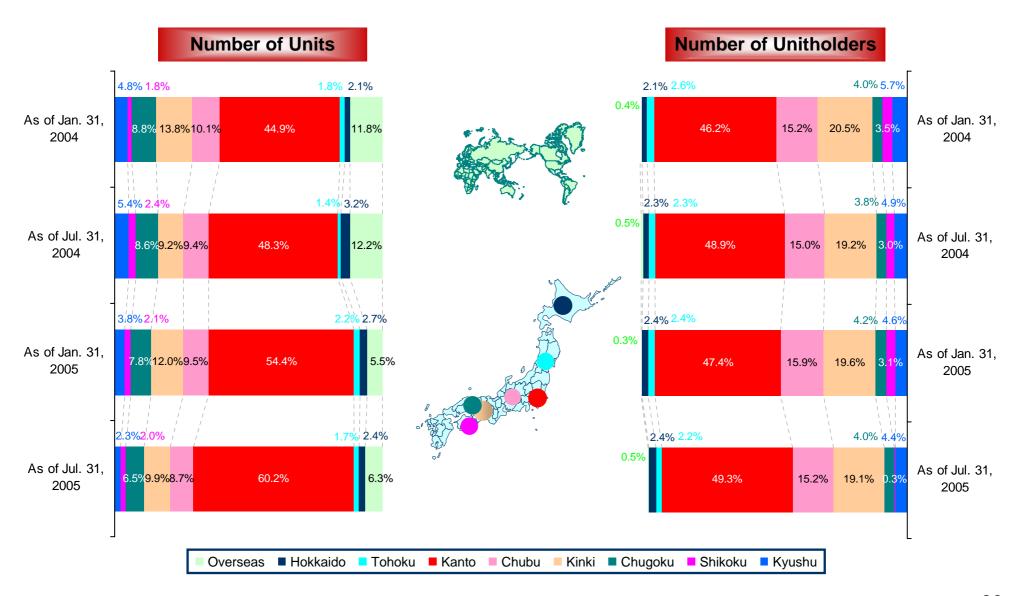
(in JPY mm)

		(IN JPY MM)
5th period(E)	4th period(A)	Changes
171,673	162,180	9,493
13,510	13,318	191
158,163	148,861	9,301
71,384	82,360	10,976
7,000	29,500	22,500
46,000	35,000	11,000
15,777	15,777	-
2,606	2,083	523
100,289	79,819	20,469
98,019	77,860	20,159
2,269	1,959	310
30.9%	39.8%	8.9%
35.6%	45.3%	9.7%
157,806	142,862	14,944
	171,673 13,510 158,163 71,384 7,000 46,000 15,777 2,606 100,289 98,019 2,269 30.9%	171,673       162,180         13,510       13,318         158,163       148,861         71,384       82,360         7,000       29,500         46,000       35,000         15,777       15,777         2,606       2,083         100,289       79,819         98,019       77,860         2,269       1,959         30.9%       39.8%         35.6%       45.3%

<sup>\*</sup> PICASSO347 acquired on Aug. 2 2005

# **Investor Information**





# **Investor Information: Top 20 Major Investors**



### As of Jan. 31, 2005

Investors	# of Unit Held	Share (%)
Japan Trustee Services Bank Ltd.	12,211	8.60
Tokyu Corporation	5,880	4.14
Kawasaki Gakuen	5,000	3.52
AIG Star Life Insurance Co., Ltd.	4,633	3.26
Trust & Custody Services Bank, Ltd.	4,138	2.91
The Gibraltar Life Insurance Co., Ltd.	3,952	2.78
Tokyu Land Corporation	3,920	2.76
The Master Trust Bank of Japan, Ltd.	3,788	2.67
The Hiroshima Bank Ltd.	3,511	2.47
The Fuji Fire and Marine Insurance	2,903	2.04
North Pacific Bank, Ltd.	2,450	1.73
Kansai Urban Banking Corporation	2,000	1.41
The Shinwa Bank, Ltd.	1,794	1.26
The Hokuto Bank, Ltd.	1,638	1.15
Aozora Bank Ltd.	1,623	1.14
Nomura Securities	1,441	1.01
The National Mutual Insurance Federation of Agricultural Cooperatives	1,434	1.01
The Chukyo Bank, Limited.	3,344	0.95
The Chase Manhattan Bank NA London SL	1,294	0.91
NikkoCiti Trust and Banking Corporation	1,193	0.84
TOTAL	68,147	47.99

### As of July 31, 2005

Investors	# of Unit Held	Share (%)
Japan Trustee Services Bank Ltd.	12,333	8.69
The Master Trust Bank of Japan, Ltd.	7,732	5.45
Tokyu Corporation	5,880	4.14
Trust & Custody Services Bank, Ltd.	5,773	4.07
kawasaki Gakuen	5,000	3.52
AIG Star Life Insurance Co., Ltd.	4,633	3.26
The Gibraltar Life Insurance Co., Ltd.	4,052	2.85
Tokyu Land Corporation	3,920	2.76
NikkoCiti Trust and Banking Corporation	3,203	2.26
American Life Insurance Company	2,556	1.80
North Pacific Bank, Ltd.	2,450	1.73
The National Mutual Insurance Federation of Agricultural Cooperatives	2,164	1.52
Kansai Urban Banking Corporation	2,030	1.43
The Fuji Fire and Marine Insurance	1,903	1.34
The Hachijuni Bank, Ltd.	1,500	1.06
The Chukyo Bank, Limited.	1,344	0.95
Aozora Bank Ltd.	1,263	0.89
The Hiroshima Bank Ltd.	1,229	0.87
SIS Sega intersettle AG	1,176	0.83
The Gunma Bank Ltd.	1,096	0.77
TOTAL	71,237	50.19

# **Transparent Fund Structure**



### Transparent Structure and Fiduciary Duties of REIT Management Company

Fiduciary Duties of TREIM as REIT Mgmt Co

**Governance System both in REIT and REIT Mgmt Co** 

**Related-party Transaction Rules** 

Monitoring by the Third-parties with Double Check

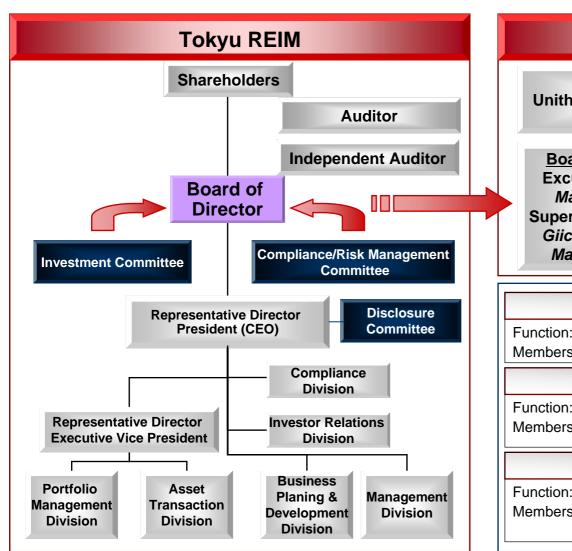
**Fair and Timely Disclosure** 



**Transparent Management Structure** 

## **Governance Structure**





# Unitholder's Meeting Auditor: ChuoAoyama Audit Corporation Board of Director Excutive Director: Masahiro Horie Supervisory Director: Giichi Yanagisawa Maruhito Kondo Auditor: ChuoAoyama Audit Corporation Legal Advisor: Mori Hamada & Matsumoto

### **Board of Directors**

Function: Decision Making on Management Strategy

Members: Six directors from sponsors

### **Compliance/Risk Management Committee**

Function: Advisory of Compliance and Risk Management

Members: Part-time director (2), External Committee Member (2)

### **Investment Committee**

Function: Advisory on Investment Decision

Members: Representative director (chairman), part-time director

(3), Appraiser (1)

# **Related Party Transactions**



### **Rules to avoid Conflicts of Interest**

### Rules for Transactions with Tokyu Group Companies

### **Acquisition / Disposition**

- ➤ Acquisition Price ≤ Appraisal ≤Disposition Price
- > Second Opinion for the Appraisal

### **Property Management**

- > Fee opinion
- Performance check

### Leasing

- Appropriate rent level
- Disclosure of Leasing Conditions

### **Double Checks for Due Process**

### **Asset Manager Level**

Check by a third party (auditor)

### **REIT Level**

- Prior Approval of the Board of Directors
  - Approval only by independent supervisory directors

### **Disclosure of the Transactions and Rules**

# **Meeting Operation Situation**



Number shows frequency of each organization

Organizations		2004				2005		Total	
		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
TOKYU	Unitholders' Meeting	-	-	1	-	-	-	-	1
REIT	Board of Directors Meeting	2	3	5	1	2	3	1	17
Tokyu REIM	Board of Derectors Meeting	1	3	3	0	3	4	1	15
	Investment Committee	2	3	1	1	3	4	1	15
	Risk Management and Compliance Committee	2	3	2	2	2	1	1	13
	Third party evaluation whether each related-party transaction complies with the rule	-	-	1	-	1	-	-	2

<sup>\* ( )</sup> show the number of items checked in the meeting

# Resolution by the Board of Directors Relating to Related-Party Transactions



Items for resolution by the Board of Directors relating to internal rules regarding related-party transactions with the aim of avoiding conflicts of interest

ltem	Month	Agenda				
1		Usage of the meeting room of Excel Hotel TOKYU for unitholders meeting				
2	March OF	Expansion and relocation of Tokyu Community and Japan Intelligence at SBS.				
3	March-05	Property management agreement of PICASSO 347				
4		Asset management fee (base fee type 2 and incentive fee) during 4th period				
5		Additional acquisition of beneficial interest in trust of PICASSO347				
6	July-05	Implementation of Transportation Advertisement				
7		Asset management fee (base fee type 1) during 4th period				

# **Remuneration of Our Directors**



### 1. Overview

- (1) Current Board Members
  3 Members: 1 Executive Director
  and 2 Supervisory Directors
- (2) CEO of TOKYU REIM, our Asset Manager, also serves as our Executive Director (approved by FSA)

### 2. Historical Payment and Forecast

		1st	2nd	3rd	4th	
		Period A	Period A	Period E	Period X	Total
Executive Director: Masahiro Horie	¥1,000	0	0	0	0	0
Supervisory Director: Giichi Yanagisawa	¥1,000	3,200	2,400	2,400	2,400	10,400
Supervisory Director: Maruhito Kondo	¥1,000	3,200	2,400	2,400	2,400	10,400
Total	¥1,000	6,400	4,800	4,800	4,800	20,800
Remuneration per Unit	v	65	40	34	34	182

14,230

13,045

13,798

0.2

50,561

0.4

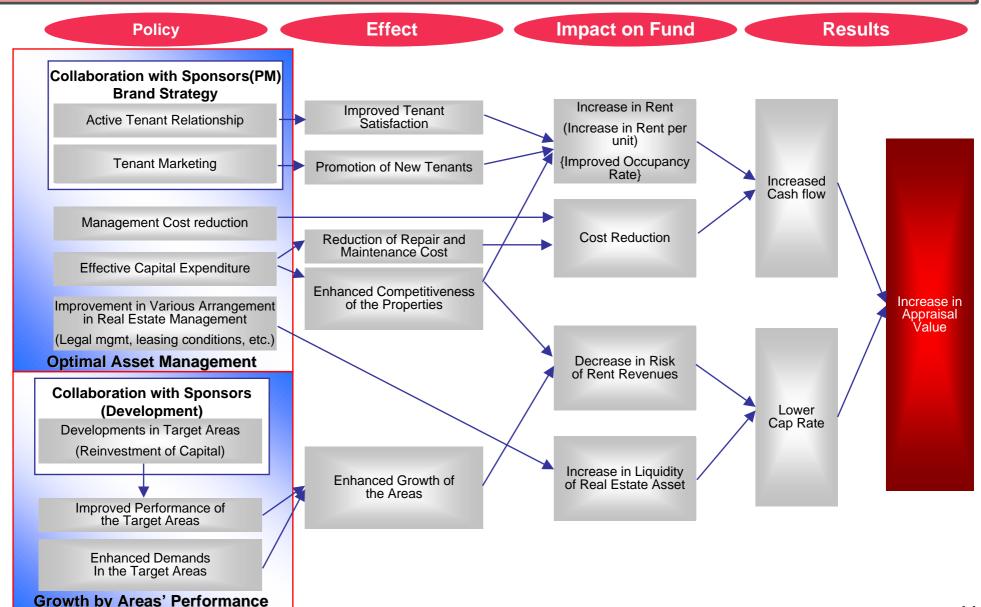
9,488

- (3) Our directors receive only monthly compensation. Since they are not involved in investment decisions, we don't plan to pay them bonus at the moment in order to maximize return to investors.
- (4) A Supervisory Director is paid JPY400,000 (max. JPY 500,000 stipulated in the article of incorporation) a month considering the frequency of Board meeting held twice a month and the amount of work responsibility.
  Executive Director currently receives no payment (max. JPY1.0 million) because he also serves as CEO of Asset Manager.

Remuneration per Unit as % of above

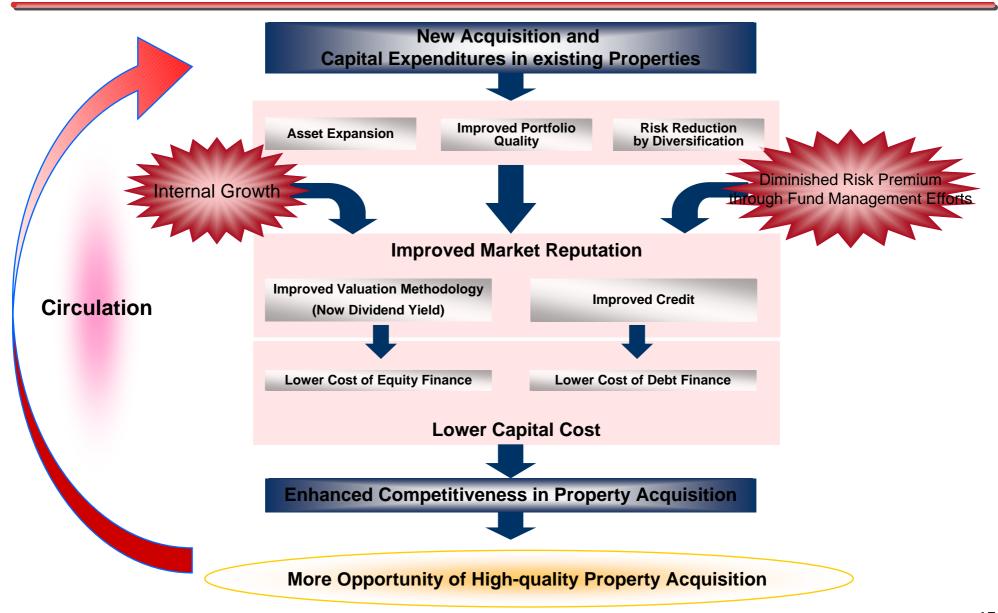
# **How to Achieve Our Internal Growth?**





# **How to Achieve Our External Growth?**





# **Group Collaboration**



# Acquisition

- **■** Pipeline Support
  - 6 Developed by Tokyu Group at IPO
  - 2 Contributed from Tokyu Group ar IPO
  - Udagawa-cho Sq. : 2<sup>nd</sup> period / JPY6.6bn
    - : Contributed and Developed by Tokyu Group

- Warehousing
  - 3 properties acquired through warehousing by Tokyu Group : JPY14.1bn
  - Yokohama Yamashita-cho Bldg.: 3<sup>rd</sup> period / JPY5.1bn
  - Beacon Hill Plaza : 3<sup>rd</sup> period / JPY9.5bn
  - PICASSO347(40%): 5<sup>th</sup> period / JPY9.8bn
- Reference by Tokyu Land Corporation
  - Resona Maruha Bldg.
  - **■** Beacon Hill Plaza
- PM by Tokyu Corporation/Tokyu Land Corporation
- Community-based tenant promotion capability and cost reduction potential by scale of economy
- PM (Property Mgmt.)
- **Brand License**
- "TOKYU" brand licensing
  - "TOKYU REIT" name
  - Building name change to "TOKYU REIT" brand

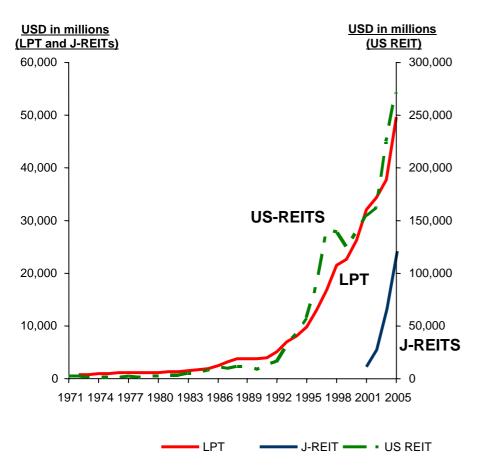
# Comparison of J-REITs, LPT, and US REITs



### **Rapid Growth of J-REIT Market**

### **J-REIT market growth**

### **Historical Performance**



	J-REITS	LPT	US-REITs
Market Cap	JPY 2,593.4 bn	AUS 72,347 mm	USD 333,355 mm
	(USD 23,576mm)	(USD 55,707 mm)	(as of
	(as of	(as of	August 31, 2005)
	August 31, 2005)	August 31, 2005)	
# of funds	22	51	198
History	Since 2001	Since 1971	Since 1961
% of Equity	0.6%	9.2%	2.2%
Market			
Growth	1,053%	169%	215%
(since 2001/9)			
Yield	3.67%	7.20%	5.01%
	(TSE REIT Index	(S&P ASX 200 Property	(NAREIT Index, as of
	as of	Trust, as of	August 31, 2005)
	August 31, 2005)	August 31, 2005)	
10 yrs Bond	1.35%	5.05%	4.01%

### **J-REIT Historical Market Cap**

