# HILLS REIT

# MORI HILLS REIT INVESTMENT CORPORATION (CODE: 3234)

MORI HILLS REIT INVESTMENT CORPORATION

Results of 5th Fiscal Period (Ended Jan. 31, 2009)



Mori Building Investment Management Co., Ltd.

http://mori-hills-reit.co.jp/

http://www.morifund.co.jp/

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We will send invitations to future financial results briefings to those who participated in the financial results briefing for the fifth period based on the personal information they have shared with us; we guarantee that we make every effort to adequately manage and/or use and protect the information in accordance with the private policy posted on the official website of Mori Building Investment Management Co., Ltd.

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# **1. 5th period financial highlights**



# **1-1** 5<sup>th</sup> period financial highlights **Financial summary and projections**



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							(Amc	ount: mn yen)	
					Actual		Forecast		
				4th period (Feb. 1, 2008 - Jul. 31, 2008)	5th period (Aug. 1, 2008 - Jan. 31, 2009)	5th - 4th period	6th period (Feb. 1, 2009 - Jul. 31, 2009)	6th - 5th period	
	Days	of operation		182 days	184 days		181 days		
Operating revenue		evenue-real esta ease business r		4,823	5,549	726	5,830	280	
	Gain or	n sales of real e	state properties	-	151	151	-	▲ 151	
Operating income				2,442	3,062	620	2,980	▲ 82	
Net income				1,832	2,179	346	1,974	▲ 205	
Dividend per unit (ye	en)			14,117	13,688	▲ 429	12,400	▲ 1,288	
Average occupancy r	rate			96.2%	96.5%		95.4%		
No. of properties				9 properties	10 properties		10 properties		
Total acquisition price	е			159,220	201,654		201,654		
Total debt				88,000	114,000		114,000		
Unitholders' capital				72,671	87,371		87,371		
LTV				51.6%	53.5%		53.6%		
No. of outstanding u	nits			129,800 units	159,200 units		159,200 units		
Total assets				170,626	212,964		212,759		
External growth		•5 <sup>th</sup> period	Acquisition of Akas Additional acquisit Transfer of one res Total assets appro Increase in ratio o	ion of Ark Mori Bu sidential unit of M 5x.201,600mn yer	ilding (acquisitio oto-Azabu Hills ( n (based on acqu	n price 5,500mn transfer price 42 isition price)	yen)		
Internal growth		• 5 <sup>th</sup> period	5	laintain high occupancy rates while increasing operating income steadily Occupancy rate as of Jan. 31, 2009: Office 98.2% Residential 93.3%)(Note)					
Financial strategy		•5 <sup>th</sup> period	Property acquisition worth JPY26.0bn, Steady refinance ( Anticipate refinan	Sep 2008) JPY25.0bn, Nov 2	.008)			and new loans	

(Development Bank of Japan) participating in the bank syndicate

(Note) The definitions of the Office and Residential categories used in these materials differ from those used in discussions of operating rates on Mori Hills REIT Investment Corporation's website (http://www.mori-hills-reit.co.jp/eng/cms/operate.html). In these materials, Office and Residential figures are compiled using individual figures for all office and residential properties in which Mori Hills REIT Investment Corporation has invested. Figures on Mori Hills REIT Investment Corporation's website are defined as per Portfolio Overview (page 43)

# 1-2 5<sup>th</sup> period financial highlights

## Financial summary [Revenue breakdown]



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						(Amount	mn yen)		
	Actual					Difference			
	4th period		5th p	period		5th - 4t	h period		
		Existing properties as of July 31, 2008 (Note 2)	Akasaka Tameike Tower acquisition	Ark Mori Building additional acquisition (pass-through)	Total	Existing properties as of July 31, 2008 (Note 2)	Total	Ark Mori Building (pass- through) +81	
Days of operation	182 days	184 days	124 davs (Note 3)	124 days (Note 3)	184 days	184 days		Koraku Mori Building +37	
Operating revenue	4,823	5,138	499	64	5,701	315	878	Toranomon 35 Mori Building	
Rent revenue-real estate	4,407	4,543	412	60	5,015	135	608	+17	
Rents incl. CAM fees	4,355	4,493	408	60	4,961	137	605	Roppongi First Building +10	
Office	2,863	3,010	405	60	3,475	147	612		
Residential	1,316	1,307	-	—	1,307	▲ 8	▲ 8	Revenue from after-hours	
Commercial	176	175	2	—	178	<b>▲</b> 1	1		
Other rent revenue	51	50	4	—	54	<b>▲</b> 1	2	heating/cooling usage, etc. +19	
Other lease business revenue	415	443	87	3	534	27	118		
Gain on sales of real estate properties	-	151	-	-	151	151	151		
Operating expenses	2,380	2,431	186	20	2,638	51	258	Leasing fees ▲18	
Expenses related to rent business	2,044	2,046	185	20	2,251	1	207	Repair charges ▲15	
Profit on real estate rental business	2,778	2,940	314	43	3,298	161	519	Utilities +24	
Depreciation expense	602	609	90	7	706	6	104		
NOI(Note 1)	3,380	3,549	404	50	4,004	169	624	Ark Mori Building (pass-through)	
NOI (annualized) /real estate acquisition price	4.3%	4.3%	3.2%	2.7%	4.2%(Note 4)	0.0PT	▲0.1PT	Increase in AM fee of 4 <sup>th</sup> period +31	
SG&A	335	385	1	0	386	49	51		
Operating income	2,442	2,706	313	43	3,062	263	620		
Non-operating income	35	16		0	16	<b>▲</b> 19	<b>▲</b> 19	Indemnity recorded in the 4th	
Non-operating expenses	641	717	1	81	899	76	258	Period	
Interest expenses	564	627	1	23	750	62	186		
Other non-operating expenses	76	90	5	57	148	13	71	Acquisition of Ark Mori Building	
Non-operating income/expenses	▲ 605	▲ 701	<b></b>	181	▲ 882	▲ 96	▲ 277	(pass-through)'s acquisition for	
Ordinary income	1,837	2,004	1	75	2,179	167	342	the 4th period +24	
Income before income taxes	1,837				2,179		342	Refinancing (Nov. 2008) +34	
Corporate income, inhabitant and business taxes	4				0		▲ 4		
Net income	1,832				2,179		346	Loan handling commission +18	
Dividend per unit (yen)	14,117				13,688	•	▲429		
Real estate acquisition price	159,220	158,954	37,200	5,500	201,654	▲ 266	42,434		

(Note 1) Calculated as [NOI=Rent revenue-real estate + Other lease business revenue - Expenses related to rent business + Depreciation] and does not include the profit on the sale of real estate associated with the partial transfer of Moto-Azabu Hills. The same shall apply hereinafter.

(Note 2) Properties as of end of 4th period are properties acquired by end of the 4th period less 1 unit of Moto-Azabu Hills completed on Oct 31, 2008 due to the unit's transfer.

(Note 3) Remaining portion of Ark Mori Bldg. acquired on Sep 30, 2008 and Akasaka Tameike Tower are on the income and expenditure account statement since Oct 1, 2008 (123 days) (Note 4) NOI yield considering the operation duration of newly acquired properties. The same shall apply hereinafter.

# **1-3** 5<sup>th</sup> period financial highlights **Comparison between projections and results**



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				(Amount: mn yen)		
		51	h period	· · · ·		
	Plan	Actual				
Days of operation Operating revenue	184 days 5,715	184 days 5,701	Comparison between	projections and results ▲0.2%		
Rent revenue-real estate	5,003	5,015	14 12	0.3%		
Rents incl. CAM fees	4,946	4,961	12	0.3%		
Office	3,474	3,475	1	0.1%	Moto-Azabu Hills	+12
Residential	1,290	1,307	16	1.3%		1 1 2
Commercial	1,290	1,307		<b>1</b> .3% <b>▲</b> 1.7%		
Other rent revenue	56	54		▲1.7% ▲4.3%		
Other lease business revenue	557	534	▲ 2	▲4.3% ▲4.3%	Revenue from after-hours	
			▲ 23		heating/cooling usage, etc.	▲21
Gain on sales of real estate	154	151	▲ 2	▲1.9%		
Operating expenses	2,694	2,638	▲ 56	▲2.1%		
Expenses related to rent business	2,305	2,251	▲ 53	▲2.3%	Repair charges	▲44
Profit on real estate rental business	3,255	3,298	42	1.3%		j.
Depreciation expense	701	706	5	0.8%		
NOI	3,956	4,004	47	1.2%		
NOI (annualized) /real estate acquisition price	4.1%	4.2%	0.0PT	_		
SG&A	389	386	▲ 2	▲0.6%		
Operating income	3,020	3,062	41	1.4%		
Non-operating income	10	16	5	49.2%		
Non-operating expenses	881	899	17	2.0%		
Interest expenses	754	750	▲ 4	▲0.6%		
Other non-operating expenses	126	148	21	17.3%	Loan handling commission	+12
Non-operating income/expenses	▲ 870	▲ 882	▲ 12	1.4%	Expenses related to the capital	112
Ordinary income	2,150	2,179	29	1.4%	increase	+14
Income before income taxes	2,150	2,179	29	1.4%		
Corporate income, inhabitant and business taxes	1	0	0	▲23.3%		
Net income	2,149	2,179	29	1.4%		
Dividend per unit (yen)	13,500(Note)	13,688	188	1.4%		
Real estate acquisition price	201,654	201,654	0	0.0%		

(Note) "Planned profit and loss for 5<sup>th</sup> period" was released in 4<sup>th</sup> period and disclosed as an amendment to the expected dividend per unit (13,600 yen) as of Jan. 20, 2009.

# **1-4** 5<sup>th</sup> period financial highlights **Projection [Revenue breakdown]**



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			(	Amount: mn yen)	
	Actual	Forecast	Differ	rence	
	5th period	6th period	6th - 5th period		
Days of operation	184 days	181 days			
Operating revenue	5,701	5,830	129	2.3%	Akasaka Tameike Tower +220
Rent revenue-real estate	5,015	5,256	240	4.8%	Ark Mori Building (pass-through) +36
Rents incl. CAM fees	4,961	5,200	239	4.8%	Kouraku Mori Building +34
Office	3,475	3,760	284	8.2%	
Residential	1,307	1,262	▲ 44	▲3.4%	Moto-Azabu Hills 🔺 28
Commercial	178	177	0	▲0.3%	Ark Forest Terrace 12
Other rent revenue	54	56	1	2.9%	Electrical charge +3:
Other lease business revenue	534	574	40	7.5%	
Gain on sales of real estate	151	_	▲ 151	▲100.0%	Building management fee +36
Operating expenses	2,638	2,849	211	8.0%	Utilities +23 Real estate taxes and public
Expenses related to rent business	2,251	2,428	176	7.8%	charges +32
Profit on real estate rental business	3,298	3,402	104	3.2%	Repair charges +45 PM fee 11
Depreciation expense	706	756	49	7.0%	Akasaka Tameike Tower +45
NOI	4,004	4,159	154	3.9%	
NOI (annualized) /real estate acquisition price	4.2%	4.2%	0.0PT	-	Expenses related to acquisitions in the 5th Period
SG&A	386	421	35	9.1%	Increase in Asset Management
Operating income	3,062	2,980	▲ 82	▲2.7%	Fees +69 Change in Asset Management
Non-operating income	16	11	▲ 4	▲26.7%	Fee tariff ▲3
Non-operating expenses	899	1,017	118	13.2%	
Interest expenses	750	873	123	16.4%	Loans related to acquisitions in the
Other non-operating expenses	148	144	▲ 4	▲3.1%	5th Period Impact adjusted to the full
Non-operating income/expenses	▲ 882	▲ 1,005	▲ 122	13.9%	period +54
Ordinary income			▲ 204	▲9.4%	Impact from refinancing in 08/11 +51
Income before income taxes	2,179	1,975	▲ 204	▲9.4%	Impact from refinancing
Corporate income, inhabitant and business taxes	0	1	0	30.4%	in 09/03 +22
Net income	2,179	1,974	▲ 205	<b>▲</b> 9.4%	Loan handling commission +1
Dividend per unit (yen)	13,688	12,400	▲ 1,288	▲9.4%	Expenses related to the capital increase in the 5th Period
Real estate acquisition price	201,654	201,654			

## **2. Investment Strategy**



# 2-1. Investment Strategy



Reconfirmation of basic philosophy and reinforcement of stable revenue platform

Basic concept	<ul> <li>Re-recognition of the execution of 'investment in the city'</li> <li>Growth in portfolio value is driven by 'urban growth/town management' and not simp profitable buildings'</li> <li>Acquire/manage first-class properties in dynamic growth areas as typified by central</li> <li>Make the most of Mori Building Group's development/project management skills to a external growth over the medium-to-long term</li> </ul>	Токуо
Perception of current status	<ul> <li>Financial crisis starting to impact real economy</li> <li>External growth by simply acquiring new properties has become difficult</li> <li>Limited scope for internal growth through rent increase</li> <li><b>"Reinforcement of stable revenue platform" while committing to steady refin</b> maintaining high occupancy/NOI levels</li> <li>Appropriate rent levels achieved through "quality management &amp; services" and by "developing positive relationships with clients"</li> <li>Cost reduction based on maintaining positive relationship with tenants to sustain high occupancy and quality management &amp; service levels (measures to reduce management costs from the 6th Period onward)</li> </ul>	ancing and Exercise of Mori Building Groups collective strengths
Future outlook	<ul> <li>Provide for the next growth opportunity by reinforcing our stable revenue plate</li> <li>Recovery of a REIT industry with a stable revenue platform critical for stabilization at the real estate market</li> <li>Company is poised to restart external growth through capital increase (predicated up financing environment) in order to acquire new properties in a timely manner and loce</li> </ul>	nd development of oon turnaround of

# 2-2 External growth Strengthening of MHR's portfolio

Consistent growth of "Premium Portfolio" along with the development of Tokyo







Minato ward

Central five wards in Tokyo and their vincity

#### Change in Assets under management





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# 2-3 External growth Developing into an international finance base



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① Hirakawacho Mori Tower/Hirakawacho Mori Tower Residence	② Nagatacho Sa Building	nno Mori	③ Roppongi 1-chome North Plan
<ul> <li>a) Approx. 5,600m<sup>4</sup></li> <li>b) Approx. 51,800m<sup>4</sup></li> <li>c) Office/residential/retail, etc.</li> <li>d) Redevelopment association<sup>(Note 1)</sup></li> <li>e) Dec. 2009 (planned)</li> </ul>	a) Approx. 950m b) Approx. 5,200m c) Office d) Mori Building Co., Li e) Spring 2010 (planne		a) Approx. 2,500m b) Approx. 18,400m c) Residential/retail d) Mori Building Co., Ltd. e) Jul. 2010 (planned)
④ Akasaka 2-chome Plan	5 Toranomon R		6 Shinbashi & Toranomon
(Fukuyoshicho)	Redevelopment	Project	Areas along Ring Road No. 2 Category-2 Urban
a) Approx. 2,000m <sup>*</sup> b) Approx. 24,900m <sup>*</sup> c) Residential/retail d) Mori Building Co., Ltd. e) Jan. 2011 (planned)	<ul> <li>a) C-1 Area: 15, 370m C-2 Area: 510 m</li> <li>b) Approx. 143,360m</li> <li>c) Office/retail/resident</li> <li>d) Redevelopment association<sup>(Note 1)</sup></li> <li>e) 2012 (planned)</li> </ul>	and the second	<ul> <li>a) Approx. 17,100m<sup>2</sup> (III urban area)</li> <li>b) Approx. 253,000m<sup>3</sup> (III urban area)</li> <li>c) Retail/residential/office, etc.</li> <li>d) Tokyo Metropolitan Government</li> <li>e) 2014 (planned)</li> </ul>
(Note 1) Mori Building serves as the o	rganizer of the associa		Land area b) Total floor area c) Use Operator e) Planned completion da
"Function Enhancement Plan International Finance Base ( Projected as predecessor dev	plan)"		perate direct helicopter flight arita Airport and Ark Hills
<ul> <li>"Regional Revitalization Headqua Office) selected Akasaka-Roppon international competitiveness in implementation in other parts of for focused policy-making was de</li> </ul>	gi for enhancing view of future Tokyo. A plan	used to prov Internationa starting in A	on the roof of Ark Mori Bldg. will be vide direct flights between Narita al Airport and Ark Hills (c. 20 minutes ypril 2009 convenience provided to international
<ul> <li>Future development is expected Roppongi area. The core base are the figure below</li> </ul>		VIPs and bu internationa	isinesspersons engaged in frequent I travel is expected to increase Ark ence as an international hub in Tokyo
AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AREAS AR			



Copy right: Mori Building Co., Ltd.

Antonio alterilian

"Shinbashi/Akasaka/Roppongi areas along Ring Road

No.2 (590ha)

\* SJEBED

# **2-4 External growth** Mori Building's urban development in Akasaka/Roppongi area

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### Start of construction for the category 1 urban redevelopment project in Toranomon and Roppongi area

# $\sim$ The whole block including Roppongi First Ark Forest Terrace is scheduled to become a new base in Roppongi/Akasaka area $\sim$

Feb 2009, the Rights Conversion Plan was approved and preparations for starting construction work is currently ongoing. We expect that the value of our portfolio properties will increase further by becoming an integral part of the new "green city center residential area"



# 2-5 Internal growth Focus on office and luxury residential markets



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## Office: Stable performance of Tokyo's rental office building market



#### Changes in the rents and vacancy rates of rental office buildings



### Residential: Competitive advantage of our properties in the high-rent housing market

13





Source: Created by the asset manager based on Ken Real Estate Investment Advisors' "Ken Data Press"

Note: Includes data on rental housing with monthly rent of more than JPY300,000 or housing with more than 30 tsubo exclusively owned area





Note 4: Properties in one of the 3A areas with strong competitive power and average contracted rent of more than JPY20,000 are referred to as "competing properties"

# **2-6 Internal growth** Office building supply (10,000 square meters or larger) in Tokyo's 23 wards



# 2-7 Internal Growth



Changes in the Rent per Tsubo and Occupancy rates of the REIT

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Residential: Conservative assumption on occupancy considering future market uncertainty

<sup>(</sup>Note) The definitions of the Office and Residential categories used in these materials differ from those used in discussions of operating rates on Mori Hills REIT Investment Corporation's website (http://www.mori-hills-reit.co.jp/eng/cms/operate.html). In these materials, Office and Residential figures are compiled using individual figures for all office and residential properties in which Mori Hills REIT Investment Corporation has invested. Figures on Mori Hills REIT Investment Corporation's website are defined as per Portfolio Overview (page 43)

## Office

		No. of tenants	Monthly rent prior to rent charge	Increase in monthly rent	Rate of revision
5 <sup>th</sup> period actual	Tenants that revised rent during the 5th period	12 tenants	78mn yen	9mn yen	11.6%
	Tenant turnover during the 5th period	1 tenant	8mn yen	1mn yen	16.7%
	Total	13 tenants	86mn yen	10mn yen	12.1%

		No. of tenants	Current rent (Monthly)	Room for rent increase
6 <sup>th</sup> period	Tenants facing rent revision in the 6th period	11 tenants	144mn yen	8mn yen (5.4%)
	Rent revision completed	4 tenants	27mn yen	Approx. 0~5%
	Total	15 tenants	170mn yen	-
		No. of tenants	Current rent (Monthly)	Room for rent increase
7 <sup>th</sup> period	Tenants facing rent revision in the 7th period	12 tenants	120mn yen	Approx. 0~10%

## Residential

		Moved in	Moved out	Difference
5 <sup>th</sup> period actual	Number of tenants	26 tenants	26 tenants	0 tenants
	Average rent (yen/tsubo month)	24,607 yen	25,466 yen	-859 yen

Office: Rent and occupancy rate



#### Residential: Rent and occupancy rate



(Note) The definitions of the Office and Residential categories used in these materials differ from those used in discussions of operating rates on Mori Hills REIT Investment Corporation's website (http://www.mori-hills-reit.co.jp/eng/cms/operate.html). In these materials, Office and Residential figures are compiled using individual figures for all office and residential properties in which Mori Hills REIT Investment Corporation has invested. Figures on Mori Hills REIT Investment Corporation's website are defined as per Portfolio Overview (page 43)



# 2-9 Internal growth Breakdown of rental income and future contract renewals

Broakdown of monthly ront royonua (ac of lan 21, 2000)

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	Type of lease			Agreement	renewal timing	(iiii yeii)
Tenant type	contract	Total	6th period	1142283192 $2.7\%$ $2.4\%$ $9.2\%$ $21.3\%$ $2.7\%$ $2.4\%$ $9.2\%$ $21.3\%$ $2nants$ $5$ tenants $15$ tenants $8$ tenants $23$ $87$ $79$ $25$ $.5\%$ $9.6\%$ $8.8\%$ $2.8\%$ $enants$ $6$ tenants $10$ tenants $1$ tenant $137$ $109$ $162$ $217$ $5.2\%$ $12.1\%$ $18.0\%$ $24.1\%$ $enants$ $11$ tenants $25$ tenants $9$ tenants $4$ $16$ $76$ $98$ $.4\%$ $1.8\%$ $8.4\%$ $10.9\%$ $enants$ $18$ tenants $73$ tenants $106$ tenants $0$ $2$ $2$ $18$ $.0\%$ $0.3\%$ $0.3\%$ $2.0\%$ $enant$ $6$ tenants $7$ tenants $1$ tenant $4$ $18$ $78$ $117$ $.4\%$ $2.0\%$ $8.7\%$ $13.0\%$ $enants$ $24$ tenants $80$ tenants $107$ tenants $41$ $127$ $240$ $333$ $5.6\%$ $14.1\%$ $26.7\%$ $37.1\%$		
		411	114	22	83	192
	Limited term	45.6%	12.7%	2.4%	9.2%	21.3%
	lease	36 tenants	8 tenants	5 tenants	15 tenants	8 tenants
		214	23	87	79	25
Office tenant	Traditional	23.7%	2.5%	9.6%	8.8%	2.8%
	lease	21 tenants	4 tenants	6 tenants	10 tenants	1 tenant
		625	137	109	162	217
	Total	69.4%	15.2%	12.1%	18.0%	24.1%
		57 tenants	12 tenants	11 tenants	25 tenants	9 tenants
		194	4	16	76	98
Residential	Limited term lease	21.5%	0.4%	1.8%	8.4%	10.9%
		201 tenants	4 tenants	18 tenants	73 tenants	106 tenants
		22	0	2	2	18
	Traditional	2.6%	0.0%	0.3%	0.3%	2.0%
tenant	lease	14 tenants	0 tenant	6 tenants	7 tenants	1 tenant
		217	4	18	78	117
	Total	24.1%	0.4%	2.0%	8.7%	13.0%
		215 tenants	4 tenants	24 tenants	80 tenants	107 tenants
		841	141	127	240	333
Sub	total	93.5%	15.6%	14.1%	26.7%	37.1%
		272 tenants	16 tenants	35 tenants	105 tenants	116 tenants
	Detail	29				
	Retail	3.2%				
Other	Daddaa	20				
Others	Parking	2.2%				
	Other	9				
	Others	1.0%				
0.1		59				
Sub	τοται	6.5%				
-		900				
To	tal	100.0%				

Rent revenue breakdown by types of lease contract



Rent revenue breakdown by timing of renewal



Upper row: Monthly rent Middle row: Percentage of total tenants Lower row: Number of contracts

# 2-10 Internal growth Divergence in current office rent and market rent



HILLS REIT



 $\checkmark~$  Possibility of rent increase for approximately 63% of the current office portfolio

Note 1: "Current office rent (monthly)" is based on rents as of Jan 31, 2009

Note 2: "Market rent" was set by the asset manager based on the figures set for calculation of capitalized value in the research /market report as of end of the 5th Period

Note 3: Figures in brackets show the aggregate amount of current rents achieved after rent revision negotiations with tenants targeting amounts written above the figures in brackets

# **2-11 Internal growth** Tenant status (As of January 31, 2009)



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## Top 10 tenants

Tenant	Property name	Leased space (㎡)	% of total space
Japan Racing Association	Roppongi Hills Gate Tower	9,821.62	9.9
OMRON Corporation	Toranomon 35 Mori Building (OMRON Tokyo Headquarters Building)	6,720.34	6.7
Urban Renaissance Agency	Roppong View Tower	6,344.84	6.4
Nippon Ericsson K.K.	Koraku Mori Building	3,616.76	3.6
Mori Building Co., Ltd	Ark Mori Building (fixed), Koraku Mori Building, Moto-Azabu Hills	3,072.52	3.1
Mercedes-Benz Japan Co., Ltd.	Roppongi First Building	2,965.03	3.0
Regus Japan	Ark Mori Building (pass-through)	2,673.21	2.7
Alcon Japan Ltd.	Akasaka Tameike Tower	2,635.02	2.6
McKinsey & Company, Inc Japan	Roppongi First Building	2,344.21	2.4
AstraZeneca K.K.	Koraku Mori Building	2,245.06	2.3
Total		42,438.61	42.6

#### Breakdown of office tenants

(Amount: mn yen)

			(	Amount. II
		Domestic Companies	Foreign affiliated companies	Total
		74	146	220
Manufacturing		11.9%	23.4%	35.3%
		2 tenants	10 tenants	12 tenants
		144	124	268
		23.0%	19.8%	42.8%
		19 tenants	14 tenants	33 tenants
	Financial institution	23	34	57
Non- manufacturing		3.6%	5.5%	9.1%
manalactaring		4 tenants	7 tenants	11 tenants
	Other	121	89	210
		19.4%	14.3%	33.7%
		15 tenants	7 tenants	22 tenants
		137	0	137
Public institution		21.9%	0.0%	21.9%
		3 tenants	0 tenants	3 tenants
		355	270	625
Total		56.8%	43.2%	100.0%
		24 tenants	24 tenants	48 tenants

Upper row: Monthly rent Middle row: Percentage of total tenants Lower row: Number of tenants

## Breakdown of residential tenants (Amount: mn yen)

	Tenant n	ationality	Total
	Japanese	Foreign	TOLAI
	71	99	170
Corporate	35.6%	50.0%	85.6%
	82 tenants	101 tenants	183 tenants
	23	5	28
Individual	11.8%	2.6%	16.2%
	24 tenants	7 tenants	31 tenants
	94	104	198
Total	47.4%	52.6%	100.0%
	106 tenants	108 tenants	214 tenants

Upper row: Monthly rent

Middle row: Percentage of total tenants

Lower row: Number of tenants

(Note) This table excludes Roppongi View Tower which is leased to the Urban Renaissance Agency

# 2-12 Financial strategy

# Financial management in the 5th Period

## Core policy

- Maintain flexible, prudent financing policy; remain abreast of financial and capital market trends and conditions
- Take advantage of low interest rate environment by shifting to longer, fixed-rate debt, distribution of maturity date
- Maintain LTV ratio between 45-55%, with conservative investment approach (max. 65%)

## Equity Financing during 5th period

• Capital increase through Third Party Allotment to Mori Building at premium to the current share price (105.7% of the closing price on TSE on 1 business day prior to the issue resolution date)

	Overview						
1	No. of units issued	29,400 units					
2	Underwriting price	500,000yen /unit					
3	Payment date	Sep. 29,2008					
4	Allotee	Mori Building Co., Ltd.					
5	Payment amount	14,700mn yen					
6	Method of offering or allotment	Through third party allotment					

## Debt Financing during 5<sup>th</sup> period

(100mn ven)

- Sep. 2008 New debt Syndicated loan with 2 new lenders (Aozora Bank, Resona Bank) joining existing syndicate members
- Nov. 2008 Refinancing Refinance by the Top 5 banks (Full amount raised through long-term loans)

Overview							
Amount	260						
Short-term debt (1 yr)	70						
Long-term debt (3 yr)	170						
Long-term debt (4 yr)	20						

Overview							
Amount	250						
Long-term debt (1.5 yr)	100						
Long-term debt (2.5 yr)	100						
Long-term debt (3.5 yr)	50						



#### HILLS REIT

## Aiming for stable financing strength



Debt balance				(	mn yen)
	4th p	eriod	5th p	eriod	Difference
Mizuho Corporate Bank, Ltd.	12,760	16.4%	17,530	16.9%	4,770
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	12,760	16.4%	17,530	16.9%	4,770
Mitsubishi UFJ Trust and Banking Corporation	12,760	16.4%	17,530	16.9%	4,770
The Sumitomo Trust and Banking Co., Ltd.	11,570	14.8%	15,235	14.6%	3,665
Sumitomo Mitsui Banking Corporation	10,060	12.9%	15,225	14.6%	5,165
The Norinchukin Bank	8,000	10.3%	8,000	7.7%	0
Shinsei Bank, Limited	10,090	12.9%	6,450	6.2%	▲ 3,640
Aozora Bank, Ltd.	-	-	4,000	3.8%	4,000
Resona Bank, Ltd.	-	-	2,500	2.4%	2,500
Total	78,000	100.0%	104,000	100.0%	26,000

## **2-13** Financial strategy Flexible, conservative approach



#### HILLS REIT

## Overview of refinancing Mar. 2009

#### ·Steady financing even in a very difficult environment

# • Efforts for expanding the number of lenders. Addition of the Development Bank of Japan to the group of lenders

	Term	Loan ammount (100mn yen)	Expected borrowing date	Exected maturity date	Remarks
Short-term debt	8 mh	29.4	Mar. 27, 2009	Nov. 30,2009	
(Note 1)	1yr	50.6	Mar. 27, 2009	Mar. 27, 2010	Unsecured, non-
Long-term debt Development Bank of Japn Inc.	3yr	20 (Note 2)	Mar. 27, 2009	Mar. 27, 2012	guaranteed
Total		100			

Note 1: Sumitomo Mitsui Banking, Mizuho Corporate Bank, Bank of Tokyo-Mitsubishi UFJ, Mitsubishi UFJ Trust and Banking, Sumitomo Trust & Banking expected to be our lenders

Note2: Repayment of JPY50mn to each bank every 6 months. Scheduled repayment of JPY1,750mn on each repayment day

## Major financial index

End of 4th period Jul. 31, 2008	End of 5th period Jan. 31, 2009	After refinanfing (Mar. 2009)		
880	1,140	1,140		
200	170	150		
580	870	890		
100	100	100		
51.6%	53.5%	53.5%		
5.3x	4.8x	-		
1.60yr	1.84yr	1.80yr		
1.34%	1.47%	-		
	Jul. 31, 2008 880 200 580 100 51.6% 5.3x 1.60yr	Jul. 31, 2008         Jan. 31, 2009           880         1,140           200         170           580         870           100         100           51.6%         53.5%           5.3x         4.8x           1.60yr         1.84yr		

Note 3: Figures stated under "After refinancing (Mar 2009)" are results of pro forma calculations based on the above Overview



Note 4: Figures in show the maturity staggering rate of the portion refinanced in March 2009 in JPY10bn) Note 5: Excludes equal repayment portion (JPY250mn) of the long-term debt to be refinanced in March 2009

(Americante 100mm ven)

# 2-14 Financial Strategy Debt status



#### HILLS REIT

	(mn yen) (mn yen)																							
	Lender	Lender Loan balance	Rate of interest	Borrowing date	Maturity date	Remarks			Lender		r Loan ance	Rate of	Borrowing date	Maturity	Remarks									
	Mitsubishi UFJ Trust and Banking Corporation	Dalarice	milerest	uale	uale							interest	Sep. 30,	date Aug. 31,	Unsecured,									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.							Aozora Ban	nk, Ltd.	2,000*		1.62%	'08	'12	non- guaranteed									
	Mizuho Corporate Bank, Ltd.	10.000	0.6404	Mar. 28,	Mar. 27,	Unsecured,		Mizuho Cor	porate Bank, Ltd.						Buarantoou									
	The Sumitomo Trust and Banking Co., Ltd.	10,000	0.64%	'08	'09	non- guaranteed		The Bank of	f Tokyo-Mitsubishi UFJ, Ltd.				Nov. 28,	May. 31,	Unsecured,									
	Shinsei Bank, Limited					Suarantoora			ubishi UFJ Trust and Banking Corporation		000	1.86%	'08	'10	non-									
Short-	Sumitomo Mitsui Banking Corporation								no Trust and Banking Co., Ltd.						guaranteed									
term	Sumitomo Mitsui Banking Corporation								Mitsui Banking Corporation porate Bank, Ltd.															
	Mizuho Corporate Bank, Ltd.					Unsecured,	Long-		f Tokyo-Mitsubishi UFJ, Ltd.		5,000	1.96%			Unsecured,									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.	7,000	0.79%	Sep. 30, '08	Aug. 31, '09	non-	term	Mitsubishi UF.	J Trust and Banking Corporation	10,000			Nov. 28, '08	May. 31, '11	non-									
	Mitsubishi UFJ Trust and Banking Corporation			00	09	guaranteed			no Trust and Banking Co., Ltd.		5,000*	1.96%	00	11	guaranteed									
	The Sumitomo Trust and Banking Co., Ltd.								Mitsui Banking Corporation															
	Sub-total	17,000	-	-	· -	-			porate Bank, Ltd. f Tokyo-Mitsubishi UFJ, Ltd.						Line e e une d									
	Mizuho Corporate Bank, Ltd.								J Trust and Banking Corporation	5,0	00*	2.16%	Nov. 28,	May. 31,	Unsecured, non-									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.							The Sumitom	no Trust and Banking Co., Ltd.	, i			'08	'12	guaranteed									
	Mitsubishi UFJ Trust and Banking Corporation			D 04	No. 20	Unsecured,		Sumitomo N	Mitsui Banking Corporation	1														
	Sumitomo Mitsui Banking Corporation	25,000*	1.50%	Dec. 04, '06	Nov. 30, '09	non-			Sub-total	87,		-	-	-	-									
	The Sumitomo Trust and Banking Co., Ltd.			00	05	guaranteed		Total		104	,000	-	-	-	-									
	Shinsei Bank, Limited						Note :	1: As of Jan. 31, 2009																
	The Norinchukin Bank						Note 2		ent installments of lon	g-term d	lebt hav	ve been pro	ocured with a	floating r	ate, but									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.								of long-term debt with			ed through	interest rate	e swap. Ra	ite of									
	Mizuho Corporate Bank, Ltd.			Nov. 20	Nov. 20	Unsecured.		intere	est is the rate after be	eing fixed	1													
	Mitsubishi UFJ Trust and Banking Corporation	8,000*	1.38%	Nov. 30, '07	Nov. 30, '10	non-	Pa	st issi	ance of inve	stme	nt c	orporation bo		onds										
	Shinsei Bank, Limited			07	10	guaranteed				Serre		orpore			(mn yen)									
	The Norinchukin Bank											<b>.</b>			(IIII yell)									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.			Nov 20	Nov 20	Unsecured,					ssue	Rate of	Payment dat	e Matu	rity date									
Long-	The Sumitomo Trust and Banking Co., Ltd.	5,000*	1.35%	Nov. 30, '07	Nov. 30, '10	non-				dii	nount	Interest												
term	Sumitomo Mitsui Banking Corporation			07	10						_0 g	10	10	10	guaranteed	Travera		1st		7,000	1.56%	Nov. 29, '		. 29, '12
	Mitsubishi UFJ Trust and Banking Corporation						-	Semene	150		,000	1.50 /0	100.29, 0	57 1100	. 29, 12									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.							oration																
	Mizuho Corporate Bank, Ltd.	5,000*	1.23%	Mar. 28,	Feb. 28,	Unsecured, non-	bonc	15	2nd		3,000	1.77%	Nov. 29, '	07 Nov	. 28, '14									
	The Sumitomo Trust and Banking Co., Ltd.	5,000	1.2570	'08	'11	guaranteed			Tabal															
	Shinsei Bank, Limited								Total	1	0,000	-		-	-									
	Sumitomo Mitsui Banking Corporation						Ra	tings																
	Sumitomo Mitsui Banking Corporation							ungs																
	Mizuho Corporate Bank, Ltd.											Japan Cr	edit Rating	a Agency	. Ltd.									
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.			Con 20	Aug. 21	Japan Credit Rating Agency Unsecured Moody's Investors Service, Inc.																		
	Mitsubishi UFJ Trust and Banking Corporation	17,000*	1.50%	Sep. 30, '08	Aug. 31, '11	non-		Tecuo	r rating A3 N	oto2		Senio	long-te	erm cr	edit									
	The Sumitomo Trust and Banking Co., Ltd.			00		guaranteed		Issuel		ote3			rating		eun									
	Aozora Bank, Ltd.												rating											
	Resona Bank, Ltd.						Note 3		s announced on Jan 1	5, 2009	that it is	s reviewing	g the REIT's r	ating with	a view of									
								downgr	rading															

# 3. Collaborative relationship with Mori Building



# 3-1 Collaborative relationship with Mori Building



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# 3-2 Development projects by Mori Building Co., Ltd.



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# 3-3 Current developments by Mori Building Co., Ltd.



## Major Topics

## Shanghai World Financial Center

## $\sim$ Shanghai's New Hub of Finance and Information and the Birth of a Global Magnet $\sim$

The Shanghai World Financial Center (SWFC), the world's tallest mix-use complex (101 floors, 492m) located in the Lujiazui Finance and Trade Zone Center, Pudong District, Shanghai, has begun formal operations.



The observation deck of the SWFC, which is 474 meters above ground and located on the 100th floor, opened for business on August 30, 2008.



#### September 1: Opening of the Park Hyatt Shanghai Hotel

On September 1, 2008, the Park Hyatt Shanghai Hotel opened its doors. Guests can enjoy the dynamic landscape of Shanghai from every room, and the hotel provides tailor-made services to each quest.



#### **Overview of project**

Land area: Approx. 30,000m<sup>2</sup> Total floor area: Approx. 381,600m<sup>2</sup> GFA of rooms for rent on standard floors: Approx. 3,300m<sup>2</sup> Uses: Hotel resorts/retail facilities/conference facilities/Observations, etc.

## Akasaka Enokizaka Mori Building

## $\sim$ Environment-friendly, state-of-the-art high-spec office building in prime location $\sim$

Completed in Feb 2009, the "Akasaka Enokizaka Mori Bldg" is located within a 1 minute walk from Tameike Sanno Station. It is a stylish office building with state-of-the-art features and facilities suitable of a Headquarter office



#### Roof lawn garden

On the roof is a sylvan open lawn garden that can be used for barbecues, parties and as a place for employees to communicate with each other



**Entrance lobby** 

The 4 m high ceilings of the entrance lobby provide a feeling of openness and massiveness. The entrance lobby is also used for displaying artwork under supervision of Mori Art Museum



#### **Overview of project**

Land area: Approx. 1,400m<sup>2</sup> Total floor are: Approx. 9,300m<sup>2</sup> GFA of rooms for rent on standard floors : Approx. 570m<sup>4</sup> Uses: (2nd-11th floors), shops (1st floor), parking lot

# 3-4 Town management by Mori Building Group



HILLS REI

## City creation by Mori Building Group

The Mori Building Group coordinates branding and promotional activities of the city as a whole in addition to the general operation and management of facilities.



#### "Roppongi Hills Arena"

Roppongi Hills Arena is an urban-style outdoor entertainment space. This partially roofed open space can host diverse events including live concerts on the circular stage and other performances that use the entire plaza. In the summer, the "Roppongi Hills Bon Festival Dance" is held as an annual event.



#### "Keyaki-zaka Complex Rooftop Garden"

At the rice fields of Keyaki-zaka Complex Rooftop Garden, events are held regularly to provide the experience of traditional Japanese rice culture. This garden is generally not open to the public, but is specially provided for use as a community location for Roppongi Hills.

## Town management at "Ark Hills" owned by MHR



#### "Suntory Hall"

Suntory Hall contributes to creating a city with leisure of space and time, where people can enjoy, cultivate and communicate culture in a fascinating atmosphere.



#### "Cherry Blossom Festival"

150 Someiyoshino cherry blossom trees line three sides of the premise (Sakura-zaka to Spanish slope) stretching as far as 700 meters to decorate the metropolis in the spring.



#### "Rose Festival"

At the Rose festival, many different events relating to roses are held, including the "Rose Market" which gathers 200 kinds of roses, workshops that teach enthusiasts how to grow roses, and live string instrument concerts.



#### "Cinema Week"

Cinema Week accommodates a 400inch screen and 400 terrace seats. Featuring short films as well as the latest movies, it covers a wide cinematographic selection. Enjoy the refreshing outdoor breeze on a summer night while watching a show. Free of charge.

# 3-5 Environmental undertakings of the Mori Building Group



## Highly valued environmental undertakings

Based on the concept "Vertical Garden City", the Mori Building Group advocates "Environment and Greenery" as one of the missions in city creation and has committed to the formation of a green environment, which contributes to alleviating the environmental challenges of the metropolis.

"Ark Hills" ~Lush natural environment nurtured in the city~



# "Ark Hills" --- the Vertical Garden City

A mature lush environment is formed by continuous maintenance and management efforts. At the "Ark Garden", environmental approaches are taken to create a place for wild birds, such as introducing fruit trees and placing birdhouses



## "Hanging Garden", the fruit of over 20 years of development

The rooftop of Suntory Hall was made into a garden. It was a pioneering effort in growing greenery on rooftops in the metropolis





#### Corresponding properties Ark Mori Building Roppongi Hills Gate Tower Roppongi First Building Koraku Mori Building Moto-azabu Hills Ark Forrest Terrace

## Residents' community "Hills Gardening Club"

"Hills Gardening Club" contributes to the vitalization of the area though events using greenery and provides a place for the local community to touch and enjoy green life

## Alleviating the heat island phenomenon with "Dry Mist"

"Dry Mist", an energy-saving cooling system for cooling outdoor air, is operated at Roppongi Hills from the perspectives of improving the comfort of visitors and promotion of energy conservation

## Light-down campaign

In supporting the "CO<sub>2</sub> Light-Down Campaign" promoted by the Ministry of the Environment, lights were turned off at Roppongi Hills and other related facilities during a given period



## Cherry blossom trees lining Ark Hills

A line 150 Someiyoshino cherry blossom trees stretches 700 meters around Ark Hills, creating a site known for its blooming beauty that attracts about 100,000 visitors every year



HILLS REI1

## "A town to flee into"

### Comprehensive earthquake disaster drill (at Roppongi Hills on September 1, 2008)

Preparatory training for earthquakes focus on the safety of tenants and occupants of the properties managed by the Mori Building Group including Mori Hills Reit, and the local residents as well as on the early recovery of building functions after the disaster.



Smoke drill



Experiencing the quake



First aid in emergency

#### • Training items

Operation of emergency wells First aid Rescue Emergency transportation Smoke drill Cardiopulmonary resuscitation using AED Rope training Preparation of meals outdoors Experiencing the quake

### Other countermeasures against earthquakes



Water well



Storage warehouse



Power generator for emergency purposes

## 3-7 Addressing safety (Earthquake resistance)



#### HILLS REI1

#### Earthquake-resistant features



Support originated with building automation

 $\Rightarrow$  Preventive maintenance and emergency care utilizing Building Automation system (BA system)

<ul> <li>Central supervisory control system</li> <li>Emergency broadcasting system</li> <li>ITV</li> <li>ELV</li> </ul>	<ul> <li>Distributed electricity supervisory system</li> <li>Mechanical parking</li> </ul>		<ul> <li>Security equipment</li> <li>Disaster prevention equipment</li> </ul>
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## 4. Financial data



# 4-1 Financial highlights



HILLS REIT

Iı	ndices	Previous period (4 <sup>th</sup> period: Feb. 1, 2008-Jul. 31, 2008)	Current period (5 <sup>th</sup> period: Aug. 1, 2008-Jan. 31, 2009)	
Net income		1,832 mn yen	2,179 mn yen	
FFO		2,434 mn yen	2,885 mn yen	Net profit + Depreciation & Amortization
Depreciation & am	nortization	602 mn yen	706 mn yen	
CAPEX		42 mn yen	61 mn yen	
Total assets		170,626 mn yen	212,964 mn yen	
Interest-bearing de	ebt	88,000 mn yen	114,000 mn yen	
Net asset value		74,503 mn yen	89,541 mn yen	
Dividend		1,832 mn yen	2,179 mn yen	
Total units outstan	nding	129,800 units	159,200 units	
Book value per unit		573,989 yen	562,449 yen	Net asset value at end of period/ Total units outstanding
Dividend per unit		14,117 yen	13,688 yen	-
FFO per unit		18,757 yen	18,127 yen	FFO/Weighted average number of investment units for the period
ROA		1.13%	1.14%	Ordinary profit/Average of total assets during the period
Ai	nnualized <sup>(Note)</sup>	2.26%	2.25%	
ROE		2.46%	2.66%	Net profit/Average of NAV during the period
Ai	nnualized <sup>(Note)</sup>	4.93%	5.27%	
LTV		51.57%	53.53%	LTV=Interest-bearing debt/Total assets
Dividend yield (anı	nualized <sup>(Note)</sup> )	6.09%	10.25%	Dividend per unit/Unit price
Number of operation	ng days in the period	182 days	184 days	
PER (annualized <sup>(No</sup>	<sup>ote)</sup> )	16.4x	9.2x	Unit price/Net profit per unit
PBR		0.8x	0.5x	Unit price/Book value per unit

(Note) Calculated as 4th period figure/182days x 365 days and 5th period figures/184 days x 365 days.

# 4-2 Balance sheet



#### HILLS REIT

		Previous period (4th period) Jul. 31, 2008 Amount (Yen thousand)	Current period (5th period) Jan. 31, 2009 Amount (Yen thousand)
Assets			
Current assets		11,980,745	12,106,211
Cash and deposits		5,205,753	5,397,284
Cash and deposits i	n trust	6,496,459	5,980,177
Other		278,531	728,749
Noncurrent assets		158,570,146	200,793,568
Property, plant and equipment		140,090,147	182,141,374
Intangible assets		18,415,167	18,414,617
Investment and oth assets	ier	64,832	237,576
Deferred assets		75,300	65,059
Total assets		170,626,192	212,964,839

Liat	pilities	Previous period (4th period) Jul. 31, 2008 Amount (Yen thousand)	Current period (5th period) Jan. 31, 2009 Amount (Yen thousand)		
	Current liabilities	36,280,784	43,408,764		
	Accounts payable	262,434	283,711		
	Short-term loans payable	20,000,000	17,000,000		
	Current portion of long-term loans payable	15,000,000	25,000,000		
	Other	1,018,349	1,125,052		
	Noncurrent liabilities	59,841,592	80,014,085		
	Investment corporation bond	10,000,000	10,000,000		
	Long-term loans payable	43,000,000	62,000,000		
	Tenant leasehold and security deposit in trust	6,841,592	7,999,934		
	Derivatives liabilities	-	14,150		
Tota	al liabilities	96,122,376	123,422,849		
Unit	tholders' equity				
	Unitholders' capital	72,671,418	87,371,418		
	Unappropriated retained earnings (undisposed loss)	1,832,397	2,179,156		
	Deferred gains or losses on hedges	-	▲ 8,585		
Tota	al net assets	74,503,815	89,541,989		
	al liabilities and assets	170,626,192	212,964,839		

# 4-3 Income statement

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#### HILLS REIT

	Previous period (4 <sup>th</sup> period: Feb. 1, 2008–Jul. 31, 2008) Amount (Yen thousand)	Current period (5 <sup>th</sup> period: Aug. 1, 2008–Jan. 31, 2009) Amount (Yen thousand)		
Operating revenue	4,823,159	5,701,616		
Rent revenue-real estate	4,407,694	5,015,896	(Yei	n: thousand)
Other lease business revenue	415,465	534,027	Parking revenue	170,082
Gain on sales of real estate properties	-	151,692	Incidental revenue	355,619
Operating expenses	2,380,399	2,638,699	Early termination penalty	8,259
Expenses related to rent business	2,044,806	2,251,869	Security deposit income	65
Asset management fees	249,075	280,925		
Director's compensation	8,100	8,100		
Asset custody fees	4,198	5,142	(Yei	n: thousand)
Administration fees	11,336	13,811	Property management fees	769,718
Other operating expenses	62,883	78,849	Property taxes	245,088
Operating income	2,442,759	3,062,916	Utilities	234,793
Non-operating income	35,500	16,223	Lease fees	66,118
Interest income	16,132	15,831	Custodian fees	8,503
Compensation income	16,033	-	Maintenance & repairs	104,786
Other	3,333	391	Insuance premium	15,748
Non-operating expenses	641,017	899,151	Depreciation & Amortization	706,782
Interest expenses	483,361	669,360	Other property expenses	100,330
Interest expenses on investment corporation bonds	80,705	81,150		
Amortization of investment corporation bond issuance costs	5,130	5,130		
Amortization of deferred organization expenses	5,111	5,111		
Borrowing expenses	59,901	116,182		
Investment unit issuance expenses	-	20,297		
Other	6,807	1,920		
Ordinary income	1,837,242	2,179,989		
Income before income taxes	1,837,242	2,179,989		
Net income	1,832,395	2,179,145		
Unappropriated retained earnings (undisposed loss)	1,832,397	2,179,156		
Dividend per unit (yen)	14,117	13,688		

# 4-4 Statement of cash flow/Retained earnings



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#### Statement of cash flow

Statement of cash flow	(Am	ount: thousand yen)
Item	Previous period (4 <sup>th</sup> period: Feb. 1, 2008– Jul. 31, 2008)	Current period (5 <sup>th</sup> period: Aug. 1, 2008– Jan. 31, 2009)
I Net cash provided by (used in ) operating activities	2,503,995	2,672,623
Income before income taxes	1,837,242	2,179,989
Depreciation & amortization	602,293	706,782
Amortization of deferred organization expenses	5,111	5,111
Amortization of issue business commencement expenses	5,130	5,130
Investment unit issuance expenses	-	20,297
Interest income	▲ 16,132	▲ 15,831
Interest expenses	564,066	750,510
Decrease (increase) in notes receivable-trade	2,771	▲ 7,351
Decrease (increase) in consumption taxes refund receivable	▲ 39,956	▲ 323,784
Increase (decrease) in accounts payable	14,055	▲ 215
Increase (decrease) in accounts payable-other	▲ 4,138	2,710
Increase (decrease) in accrued expenses	8,481	▲ 4,944
Increase (decrease) in accrued consumption taxes	▲ 19,331	▲ 293
Increase (decrease) in advances received	86,136	969
Increase (decrease) in deposits received	22,231	28,515
Decrease (increase) in prepaid expenses	▲ 34,016	▲ 115,247
Decrease (increase) in long-term prepaid expenses	▲ 661	▲ 167,178
Decrease in carrying amounts of property, plant and equipment in trust due to sale	-	265,756
Other	3,102	▲ 2,324
Sub total	3,036,386	3,328,601
Interest income received	18,214	14,731
Interest expenses paid	▲ 546,310	▲ 669,100
Income taxes paid	▲ 4,294	▲ 1,608
II Net cash provided by (used in ) investment activities	▲ 16,050,432	▲ 41,843,819
Purchase of property, plant and equipment in trust	▲ 16,663,710	▲ 43,002,162
Purchases of intangible assets in trust	▲ 5,500	-
Proceeds from tenant leasehold and security deposits in trust	1,232,988	1,436,098
Payment of tenant leasehold and security deposits in trust	▲ 614,210	▲ 277,755

	(Ar	mount: thousand yen)
Item	Previous period (4 <sup>th</sup> period: Feb. 1, 2008– Jul. 31, 2008)	Current period (5 <sup>th</sup> period: Aug. 1, 2008– Jan. 31, 2009)
III Net cash provided by (used in ) financing activities	13,162,815	38,846,444
Increase in short-term loan payable	10,000,000	7,000,000
Decrease in short-term loan payable	-	▲ 10,000,000
Proceeds from long-term loan payable	5,000,000	44,000,000
Repayment of long-term loan payable	-	▲ 15,000,000
Proceeds from issuance of investment units	-	14,700,000
Payments for investment unit issuance expenses	-	▲ 20,297
Dividends paid	▲ 1,837,184	▲ 1,833,257
IV Net Increase/decrease in cash & equivalents	▲ 383,621	▲ 324,751
V Cash and cash equivalents at beginning of period	12,085,834	11,702,213
VI Cash and cash equivalents at end of period	11,702,213	11,377,462

#### **Retained earnings**

(Amount: yen)

Period	Previous period (4th period: Feb. 1, 2008– Jul. 31, 2008)	Current period (5 <sup>th</sup> period: Aug. 1, 2008– Jan. 31, 2009)
I Retained earnings	1,832,397,221	2,179,156,001
II Dividend	1,832,386,600	2,179,129,600
(Dividend per unit)	(14,117)	(13,688)
III Earnings carried forward	10,621	26,401

# 4-5 5th period results breakdown by property (1)



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#### (Amount: mn yen)

Proper	ty Number		O-1-1			0-1-2			0-2			O-3			0-4			O-5			O-6	
Proper	ty Name	Ark N	1ori Building	(fixed)	Ark Mori E	Building (pas	s-through)	Roppor	ngi Hills Gat	e Tower	Ropp	ongi First B	uilding	Kor	aku Mori Bui	ilding	Toranoi	mon 35 Mori	i Building	Akasa	aka Tameike	Tower
Period		4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference
Days c	of operation (days)	182	184	2	126	184	58	182	184	2	182	184	2	182	184	2	182	184	2	-	124	124
Occup	ancy rate (%)	100.0	100.0	0.0PT	94.3	94.3	0.0PT	99.0	99.0	▲0.9PT	96.7	94.2	2.5PT	94.3	99.3	5.0PT	100.0	100.0	0.0PT	-	100.0	100.0
Occupa	ancy rate (during ) (%)	100.0%	100.0%	0.0PT	97.7%	94.3%	▲3.4PT	98.6%	98.1%	▲0.5PT	95.5%	95.0%	▲0.5PT	95.9%	98.4%	2.5PT	100.0%	100.0%	0.0PT	-	100.0%	100.0%
Numbe	er of tenants	1	1	0	11	11	0	46	44	▲2	15	14	▲1	13	14	1	1	1	0	-	13	13
Acquis	ition price		6,600			22,000			36,500			21,000			27,200			12,720			37,200	
	Rent revenue-real estate	148	148	-	188	330	141	989	986	▲2	610	619	8	881	919	38	403	421	17	-	412	412
	Other lease business revenue	-	-	-	9	21	11	131	136	4	75	77	2	109	123	14	9	9	-	-	87	87
Operat	ting Income	148	148	-	198	351	153	1,121	1,123	1	686	696	10	990	1,043	52	413	430	17	-	499	499
	Maintenance expenses	1	1	-	34	57	22	165	163	▲2	86	77	▲ 9	112	99	▲13	65	65	-	-	69	69
	Utilities	-	-	-	2	6	3	55	63	8	35	35	0	77	90	12	-	-	-	-	22	22
	Property taxes (Note 1)	8	8	▲0	(Note 2) -	(Note 2) -	-	67	68	0	43	43	▲0	35	35	▲0	21	21	▲0	-	(Note 3) -	-
	Maintenance and repairs	-	0	0	0	4	4	17	21	3	-	10	10	22	1	▲21	0	-	▲0	-	1	1
	Insurance premium	0	0	0	0	0	0	2	2	0	2	2	0	2	2	0	0	0	0	-	1	1
	Depreciation $\textcircled{1}$	17	17	-	28	42	13	116	117	0	99	99	0	123	123	0	35	35	0	-	90	90
	Other property expense	0	0	-	0	1	0	36	37	0	1	1	0	66	66	0	0	0	▲0	-	0	0
Proper	ty expense	28	28	0	68	112	44	462	474	12	268	270	1	440	418	▲21	125	124	▲1	-	185	185
Operat	ting profit ②	120	120	▲0	130	238	108	659	648	▲10	418	426	8	550	624	73	287	306	18	-	314	314
NOI	3 (1+2)	138	138	▲0	158	281	122	776	766	▲10	517	526	8	674	748	73	323	342	18	-	404	404
	Annualized NOI	277	273	▲3	459	(Note 4) 608	148	1,556	1,519	▲37	1,038	1,044	6	1,352	1,484	132	648	678	29	-	1,199	1,199
	Annualized NOI ⁄ Acquisition price	4.2%	4.1%	▲0.1PT	2.8%	2.8%	0.2PT	4.3%	4.2%	▲0.1PT	4.9%	5.0%	0.1PT	5.0%	5.5%	0.5PT	5.1%	5.3%	0.2PT	-	3.2%	3.2PT
Capex	4	-	-	-	-	-	-	11	3	▲7	-	1	1	6	0	▲5	1	1	0	-	2	2
NCF 🤇	3-4	138	138	▲0	158	281	122	765	762	▲2	517	525	7	668	748	79	322	340	17	-	402	402

Note1: Out of the amount of taxes imposed on portfolio properties including Property & City Planning Tax and Depreciable Property Tax, the amount of taxes paid in the 4th and 5th period were included as expenses. Under this accounting treatment, taxes for 6 months were included as expenses in each respective period (excl. the portion of Ark Mori Building which was additionally acquired (pass-through) and Akasaka Tameike Tower)

Note 2: JPY18mn, the amount corresponding to property tax on acquisitions as of Mar 28, 2008 (4th Period) and JPY1mn, the amount corresponding to property tax for additional acquisitions as of Sep 30, 2008 (5th Period) were paid to transferor as part of the settlement payment. Therefore, such amounts are not included with expenses but added to acquisition costs. Annualized NOI in the 4th period would have been JPY436mn (Annualized NOI/ Acquisition price 2.6%), if the amount corresponding to property tax for the 126 operating days in the 4th Period had been included with expenses. Annualized NOI in the 5th period would have been JPY575mn(Annualized NOI/Acquisition price 2.6%).

Note 3: JPY13mn, which is the amount corresponding to property tax for acquisitions as of Sep 30, 2008, was paid to transferor as part of the settlement payment and therefore not included in expenses but added to acquisition costs. Annualized NOI in the 5<sup>th</sup> period would have been 1,148mn(Annualized NOI / Acquisition price 3.1%)

Note4: There were 184 operating days for Ark Mori Building (pass-through)'s portion acquired as of Mar 28, 2008. Ark Mori Building (pass-through)'s remaining portion acquired as of Sep 30, 2008 was on the income and expenditure account statement for 123 days. Annualized NOI of each portion based on the equity ownership was calculated first and subsequently added up. Calculation of the NOI/Acquisition price ratio is based on the weighted average acquisition price in the relevant periods (JPY20,206mn)

# 4-6 5th period results breakdown by property2



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			_	_		_	_		_	_		_			(Amount	:: mn ye
Propert	y Number		R-1			R-2			R-3			R-4			Total	
Propert	y Name	М	loto-Azabu Hills	s	Ark	Forest Terra	ace	Rop	pongi First P	laza	Rop	oongi View To	ower	Total		
Period		4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Difference	4th period	5th period	Differenc
Days of	operation (days)	182	184	2	182	184	2	182	184	2	182	184	2	-	-	-
	ncy rate (%)	91.5	92.8	1.3PT	89.2	93.9	4.7PT	90.4	83.1	▲7.3PT	100.0	100.0	0.0PT	95.4	96.5	1.1PT
Occupa (%)	ncy rate (during period)	93.4%	92.9%	▲0.5PT	93.5%	92.8%	▲0.7PT	89.1%	87.5%	▲1.6PT	100.0%	100.0%	0.0PT	96.2%	96.5%	0.3PT
Number of tenants		104	107	3	34	35	1	38	36	▲2	1	1	0	264	277	13
Acquisition price			27,034			5,300			2,100			4,000		159,220	201,654	42,434
	Rent revenue-real estate	819	812	▲6	178	177	▲1	78	78	0	109	109	-	4,407	5,015	60
	Other lease business revenue	68	68	0	10	9	▲1	0	0	0	-	-	-	415	534	1
Opera	ting Income	887	880	▲6	189	187	▲2	78	78	0	109	109	-	4,823	5,549	7:
	Maintenance expenses	183	181	▲1	38	38	0	14	12	▲2	6	4	▲2	709	769	
	Utilities	4	4	0	11	10	▲0	0	0	▲0	-	-	-	186	234	
	Property taxes (Note 1)	41	43	1	9	9	0	6	6	0	9	9	0	242	245	
	Maintenance and repairs	56	54	▲1	8	5	▲3	10	4	▲6	-	-	-	117	104	
	Insurance premium	3	3	▲0	0	0	▲0	0	0	▲0	0	0	▲0	14	15	
	Depreciation $\textcircled{1}$	122	122	▲0	31	32	0	9	10	0	15	15	-	602	706	1
	Other property expense	50	51	0	9	9	▲0	4	4	▲0	0	0	-	172	174	
Proper	ty expense	463	462	▲0	109	106	▲3	46	38	▲8	33	30	▲2	2,044	2,251	2
Opera	ting profit ②	424	418	▲5	79	80	0	32	40	8	76	78	2	2,778	3,298	5
NOI	3 (1+2)	546	541	▲5	111	112	0	41	50	8	91	93	2	3,380	4,004	6
	Annualized NOI	1,096	lote 2)1,077	▲19	224	223	▲0	83	100	16	183	186	2	6,921	8,386	1,4
	Annualized NOI / Acquisition price	4.0%	4.0%	0.0PT	4.2%	4.2%	0.0PT	4.0%	4.8%	0.8PT	4.6%	4.7%	0.1PT	4.3%	4.2%	▲0.1
Capex	4	3	24	21	2	1	▲1	18	25	7	-	-	-	42	61	
NCF 🤅	3-4	543	516	▲27	109	111	1	23	24	1	91	93	2	3,338	3,943	e

Note1: Of the amount of taxes imposed on portfolio properties including Property & city planning tax and Depreciable property tax, amount of taxes paid in the 4th and 5th period were included as expenses. Under this accounting treatment, taxes for 6 months were included in expenses in each respective period (excl. the portion of Ark Mori Building which was additionally acquired (pass-through) and Akasaka Tameike Tower)

Note 2: The properties' Annualized NOI reflect the transfer of 1 dwelling unit on Oct 31, 2008 including its operating days in the 5th period (92 days) and GFA (GFA of the transferred dwelling unit was 192.11m2, GFA of remaining units was 24,770.52 m2). Calculation of Annualized NOI/Acquisition price is based on the weighted average acquisition price in the relevant period (JPY27,168mn)



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# 4-7 Portfolio value

#### (Amount: mn yen)

-	5	Property	Acquisition		А	t IPL		of 2nd period 31, 2007)		of 3rd period 31, 2008)		of 4th period 31, 2008)		As of end of 5 (Jan. 31, 2			Difference	Difference	Unrealized capital gain
Туре	Property name	No.	price	Book value	Portfolio	Yield (direct capitalization on method)	Portfolio	Yield (direct capitalization on method)	Portfolio	Yield (direct capitalization on method)	①Portfolio	Yield (direct capitalization on method)	2)Portfolio	Yield (direct capitalization on method)	Discount (DCF)	Terminal yield (DCF)	(2-1)	(②/①-1) (%)	(2)-book value)
	Ark Mori Building (fixed)	0-1-1	6,600	6,549	6,600	4.2%	8,970	3.9%	9,630	3.8%	9,790	3.7%	8,470	3.8%	3.6%	4.1%	▲ 1,320	▲ 13.5	1,921
	Ark Mori Building (pass-through)	0-1-2	22,000	22,084	-	-	-	-	-	-	15,075	3.5%	17,100	3.6%	3.6%	4.1%	<sup>(Note 2)</sup> 2,025	13	▲ 4,984
	Roppongi Hills Gate Tower	0-2	36,500	36,227	36,500	4.1%	43,700	3.7%	43,900	3.7%	43,500	3.7%	39,900	3.9%	3.6%	4.1%	▲ 3,600	▲ 8.3	3,673
Office	Roppongi First Building	0-3	21,000	20,608	21,000	4.5%	25,600	4.0%	27,300	4.0%	27,500	4.0%	25,700	4.2%	3.9%	4.4%	▲ 1,800	▲ 6.5	5,092
building	Koraku Mori Building (Note 1)	0-4	27,200	26,710	27,200	4.6%	32,160	4.3%	34,720	4.3%	34,960	4.3%	34,160	4.5%	4.1%	4.8%	▲ 800	▲ 2.3	7,450
	Toranomon 35 Mori Building	0-5	12,720	12,658	12,800	4.7%	14,600	4.1%	15,300	4.1%	15,300	4.1%	13,800	4.4%	4.1%	4.6%	▲ 1,500	▲ 9.8	1,142
	Akasaka Tameike Tower	0-6	37,200	37,340									33,500	3.9%	3.5%	4.0%	33,500	-	▲ 3,840
	Sub total		163,220	162,180	104,100	-	125,030	-	130,850	-	146,125	-	172,630	-	-	-	26,505	18	10,450
	Moto-Azabu Hills	R-1	27,034	26,926	27,300	4.2%	28,600	4.2%	28,600	4.2%	28,800	4.2%	26,100	4.6%	4.2%	4.8%	<sup>(Note 3)</sup> ▲ 2,700	▲ 9.4	▲ 826
	Ark Forest Terrace	R-2	5,300	5,279	5,300	4.4%	5,400	4.4%	5,410	4.4%	5,180	4.4%	4,640	4.8%	4.6%	5.0%	▲ 540	▲ 10.4	▲ 639
Residential	Roppongi First Plaza	R-3	2,100	2,161	2,100	4.6%	2,310	4.6%	2,330	4.6%	2,320	4.6%	2,070	5.1%	4.9%	5.3%	▲ 250	<b>▲</b> 10.8	▲ 91
	Roppongi View Tower	R-4	4,000	4,008	4,000	4.6%	4,010	4.6%	4,020	4.6%	4,010	4.6%	3,610	5.1%	4.9%	5.3%	▲ 400	<b>▲</b> 10.0	▲ 398
	Sub total		38,434	38,375	38,700	-	40,320	-	40,360	-	40,310	-	36,420	-	-	-	▲ 3,890	▲ 9.7	▲ 1,955
Total			201,654	200,555	142,800	-	165,350	-	171,210	-	186,435	-	209,050	-	-	-	22,615	12	8,495

Note1: Koraku Mori Bldg's Acquisition price and Book value are based on the appraisal value stated in the research report multiplied by the REIT's portion of Joint ownership in the quasi-undivided interests of the Trust beneficiary interests (80%)

Note 2: During the 4th Period, we have acquired 75% of the Joint ownership in the quasi-undivided interests of the Trust beneficiary interests, and in the 5th period, the remaining 25%

Note 3: Sale of some dwelling units during the 5th period (Appraisal value of the block: JPN400mn) was key factor for the decline in value compared to the 4th period

Note4: "Appraisal values" as of end of each period are based on the REIT's calculation rules, asset valuation methods & standards defined by the Business Regulation (Kiyaku), rules defined by the Investment Trust Association (Toshin Kyokai), and the property appraisal reports created by Japan Real Estate Institute (Fudoken)

# 4-8 Unitholder breakdown (As of Jan. 31, 2009)

#### HILLS REIT



	Unith	olders	Investment units			
Type of unitholder	# of unitholder	(%)	# of units	(%)		
Individuals	6,476	94.8	21,665	13.6		
Financial Institutions (Incl. securities companies)	88	1.3	73,080	45.9		
Other domestic corporation	153	2.2	54,963	34.5		
Foreign corporations and Individuals	111	1.6	9,492	6.0		
Total	6,828	100	159,200	100		

## Top 10 unitholders

Rank	Name	# of units held	(%)
1	Mori Building Co., Ltd.	48,918	30.7
2	NikkoCiti Trust and Banking Corporation (Investment trust account)	13,223	8.3
3	The Fuji Fire and Marine Insurance Co., Ltd.	10,450	6.6
4	Trust & Custody Service Bank of Japan, Ltd. (Securities Investment Trust unit)	8,654	5.4
5	Japan Trustee Service Bank (Trust account)	6,943	4.4
6	The Master Trust Bank of Japan, Ltd. (Trust accou	6,941	4.4
7	The Nomura Trust & Banking (Trust account)	3,172	2.0
8	The Norinchukin Bank	3,000	1.9
9	National Mutual Insurance Federation of Agricultural Cooperatives	2,748	1.7
10	The Hiroshima Bank Ltd.	2,228	1.4
	Top 10 unitholders total	106,277	66.8

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# 4-9 Unit price performance



HILLS REIT

## Since IPO ~ End of the 5<sup>th</sup> period (Jan. 31, 2009)



Source: Bloomberg

## Relative price performance (Since IPO~End of Jan. 31, 2009))



Note: Rebased to 100 as per IPO price

## **5. Portfolio overview**



# 5-1 Portfolio map



HILLS REIT



# 5-2 Portfolio overview (As of Jan.31, 2009)



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Ty	уре	Office b	ouilding	Office building	Office building	Office building	Office building	Office building		Residential		Residential	Residential	Residential
Prei	mium	Prei	nium	Premium	Premium	Premium	-	Premium		Premium		Premium	Premium	-
Proper	ty name	Ark Mori (Fixed)	Building (pass-through)	Roppongi Hills Gate Tower	Roppongi First Building	Koraku Mori Building	Toranomon 35 Mori Building (OMRON Tokyo Headquarters Building)	Akasaka Tameike Tower	Forest Tower	Moto-Azabu Hill Forest Terrace East	5 Forest Terrace West	Ark Forest Terrace	Roppongi First Plaza	Roppongi View Tower
		0-1-1	0-1-2	0-2	0-3	0-4	0-5	O-6		R-1		R-2	R-3	R-4
		IJ								4			J	I
Loc	ation	Akas Minato-k	aka, u, Tokyo	Roppongi, Minato-ku, Tokyo	Roppongi, Minato-ku, Tokyo	Koraku, Bunkyo-ku, Tokyo	Toranomon, Minato-ku, Tokyo	Akasaka, Minato-ku, Tokyo	Motoazabu, Minato-ku, Tokyo		Tokyo	Roppongi, Minato-ku, Tokyo	Roppongi, Mina	ato-ku, Tokyo
Com	pletion	Mar.1986 (large-scale renovatior in 2005)		Oct. 2001	Oct. 1993	Mar. 2000	Aug.1981 (large-scale renovation in 2001)	Sep. 2000	May. 2002 Sep. 2002		Jan. 2001	Oct. 1	1993	
Buildi	ing age	e 23years and 1months		7 years and 4months	15 years and 4months	9 years and 1months	27 years and 6 months	8 years and 6 months	6 years an	d 9 months	6 years and 5 months	8 years and 1months	15 years and	d 4 months
	ber of ories	37 above ground, 4 below		15 above ground, 2 below	20 above ground, 4 below	19 above ground, 6 below	9 above ground, 1 below	25 above ground, 2 below	29 above ground, 3 below	ground, 5 above ground, 5 above ground,		11 above ground, 2 below	20 above grou	und, 1 below
Gross f	loor area	c. 177,	486m <sup>2</sup>	c. 29,111m <sup>2</sup>	c. 45,753m <sup>2</sup>	c. 46,154m <sup>2</sup>	c. 10,299m <sup>2</sup>	c. 105,523m <sup>2</sup>	c. 54,006m <sup>2</sup>		c. 9,125m <sup>2</sup>	c. 22,906m <sup>2</sup>		
	Land	Ownership (1.3%)	Ownership (2.6%)	Ownership (100%)	Co-ownership (46%)	Leased land	Ownership (89.5%)	Co-ownership (35.5%)		Ownership (56%)		Ownership (100%)	Ownership (47%)	Co-ownership
Owner- ship	Building	Compartmenta lized ownership (1.8%)	Compartmenta lized ownership (3.7%)	Compartmentaliz ed ownership (100%)	Co-ownership (46%)	Co-ownership (72.4%) of trust beneficiary interests 80%	Compartmentalized ownership (91.1%)	Co-ownership of compartmentalized Title (35.4%)	Compartm	entalized ownersh	ip (64.5%)	Compartmentalized ownership (100%)	Compartmentali zed ownership (46.4%)	
Р	ML	0.3	8%	1.29%	2.07%	0.42%	6.90%	2.15%	1.16%	1.72%	5.78%	1.60%	3.53	8%
	quake- nt feature	-	-	Seismic Damping	-	Seismic Damping	-	Seismic Damping	Seismic Isolators	Seismic Isolators	-	Seismic Isolators	-	
Occupa	ancy rate	100.0%	94.3%	98.1%	94.2%	99.3%	100.0%	100.0%		92.8%		93.9%	83.1%	100.0%
•	tion price 1 yen)	6,600	22,000	36,500	21,000	27,200	12,720	37,200		27,300		5,300	2,100	4,000

Total acquisition price 201,654 mn yen

# 5-3 Portfolio competitiveness

HILLS REI1









Central five wards in Tokyo and their vincity

Type

Under 10,000m<sup>2</sup>

Scale



### Building age

80

60

40

20

0



End of 4th period End of 5th period

15 years or more

10 years or more, under 15 years

■ Under 10 years

(Note) The second decimal place is rounded off

(Note) Data as of term-end is used for "End of 4th period" and "End of 5th period"