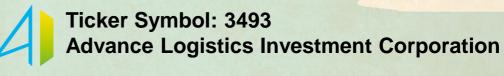
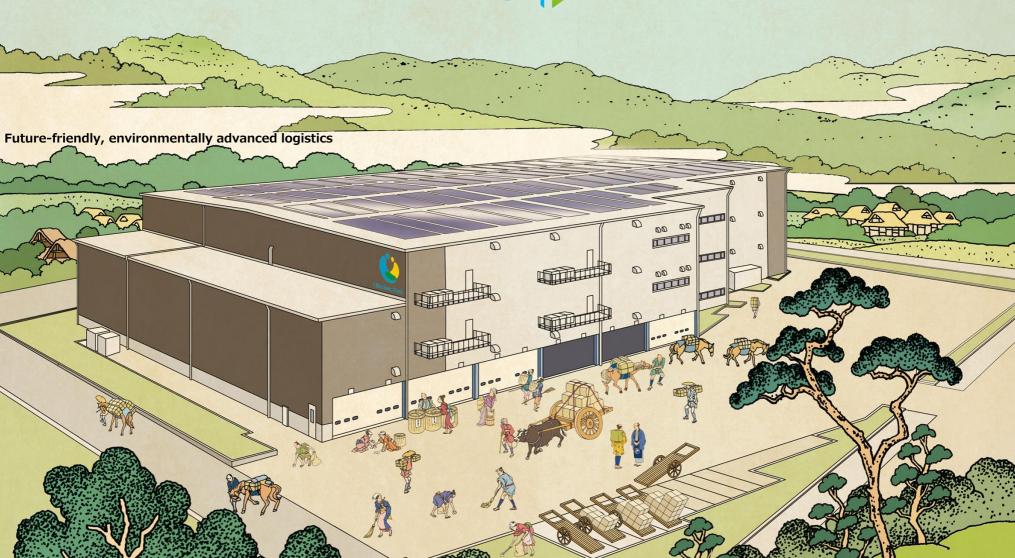
# Tenth Fiscal Period (Ended Aug 2023) Investor Presentation Material





## Top Message

Advance Logistics Investment Corporation (ADL) celebrated the 5th anniversary of its listing on September 7, 2018. We would like to take this opportunity to once again thank our unitholders and other stakeholders for their support.

During this period, we have carefully selected and invested in advanced logistics facilities developed by our sponsor, the ITOCHU Group, while improving the quality of our portfolio and steadily growing our asset size (based on acquisition price) to 133.2 billion yen and unrealized gain of 32.3 billion yen. Including the property pipeline, the asset scale of 200 billion yen, which was the initial target at the time of listing, is now within sight. In addition to external growth, by implementing various measures such as reviewing the distribution policy and management fee rates and improving cost efficiency, we have achieved an average annual distribution growth of over 5% even in the midst of significant changes in the external environment, such as the Corona disaster and international disputes.

Furthermore, we have achieved steady results in the area of ESG, for which we have strengthened our organization and are making efforts, such as obtaining a 5-star rating, the highest ranking in the "GRESB" evaluation for 2 consecutive years.

As for our performance in the 10<sup>th</sup> FP (ending August 31, 2023), we acquired an additional property, IMP Ichikawa-Shiohama, in April, as planned at the time of our public offering in October last year. The distribution per unit (including surplus cash distributions) was 2,826 yen (initial forecast: 2,806 yen), an increase of 4.1% year-on-year.

As a "pro-active business support" of the ITOCHU Group, during the 10<sup>th</sup> FP, we supported business tie-ups between tenant companies already occupying space in IMP Noda by conducting business matching between them, which led to the lease-up of the only vacant office block at that time. In addition, based on good relationships with tenants, we have achieved an average rent revision rate of +7.4% by concluding re-signings with three companies whose leases were to expire, thereby achieving revenue growth that responds to inflationary conditions in addition to the long-term stable management we have achieved to date. The asset management company is also focusing on sourcing activities utilizing its proprietary channels, and has built up a track record to acquire new logistics facilities from third parties other than the sponsor group and investing in industrial assets. While our basic policy is to invest in advanced logistics facilities developed by our sponsor, the ITOCHU Group, we will promote our growth strategy with an eye to further growth stages, including expansion of sourcing routes.

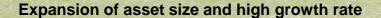
We intend to maximize our unitholder value by taking full advantage of the management know-how, information and human resources enhanced by the merger of asset management companies in June 2022, and the sponsor support of the ITOCHU Group, as well as by maintaining good relationships with our various stakeholders. We would like to ask our unitholders and other stakeholders for their continued guidance and support.

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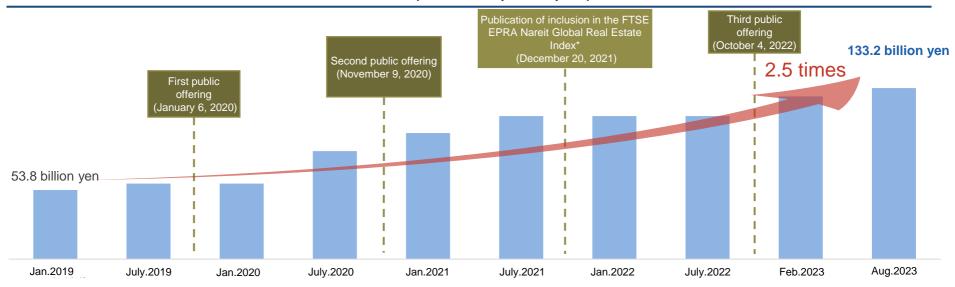
Refer to the notes on page 41 for the statements marked with an asterisk (\*) in this document

## Track record for the first five years after listing (1)



Achieve steady expansion of asset scale and increase unitholder value through disciplined external growth

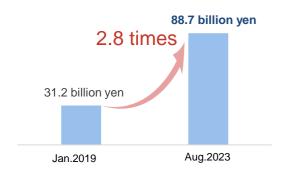
#### Asset size (based on acquisition price)

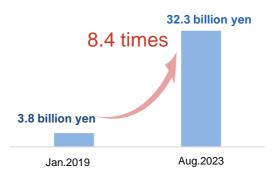


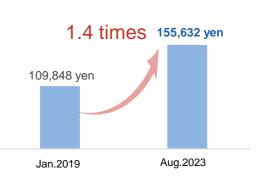


#### **Unrealized gains (book value basis)**

#### NAV per unit







\*\*It is an international real estate investment index calculated by FTSE Russell in cooperation with the European Public Real Estate Association (EPRA) and the National Association of Real Estate Investment Trusts (Nareit). The Index is widely adopted by institutional investors globally as their benchmark for international real estate investment.

3

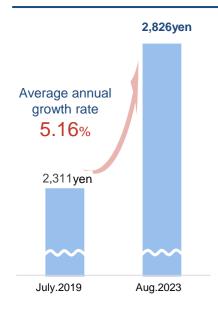
Advance Logistics Investment Corporation

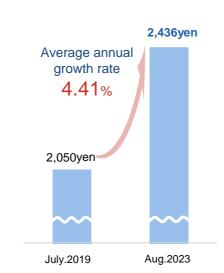
## Track record for the first five years after listing (2)

#### **Steady Distribution Growth**

Achieve average annual DPU growth of over 5% through measures such as cost efficiencies and changes in distribution policy

DPU EPU





## September 2021 Change distribution policy

◆ Ratio of SCD to depreciation

approx.  $18\% \rightarrow 30\%$ 

◆FFO payout ratio\*

 $70\% \rightarrow \text{around } 75\%$ 

#### FP ending February 2023

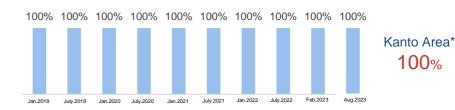
Change in management fee rates due to efficient operation through merger of asset management companies

Total management fee
Reduction of approx. 10%

#### **High Stable Occupancy Rate and Internal Growth**

Build a portfolio with good locations, long-term contracts, and high and stable occupancy rates to secure cash flow

Warehouse floor occupancy rate



#### Percentage of rent increase\*

#### Lease contract period\*

◆From Jan. 2019 (1st FP) to Feb. 2024 (11th FP) \*

Average + 3.5%



\*This calculation covers tenants up to the 11th FP who have already executed a re-signing agreement.

#### **Improvement of Market Valuation**

Promoted obtaining ratings; highest rating in the ESG area

JCR Credit Rating	GRESB Evaluation
Aug.2023 (10 <sup>th</sup> FP)	FY2023
AA-	GRESB
	5star

March 2019

Additional acquisition of investment units by ITOCHU Corporation in the market Strengthening Sponsorship (Same Boat)



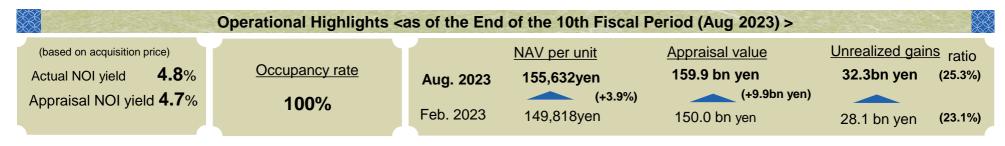
Advance Logistics Investment Corporation

# **Financial Highlights**

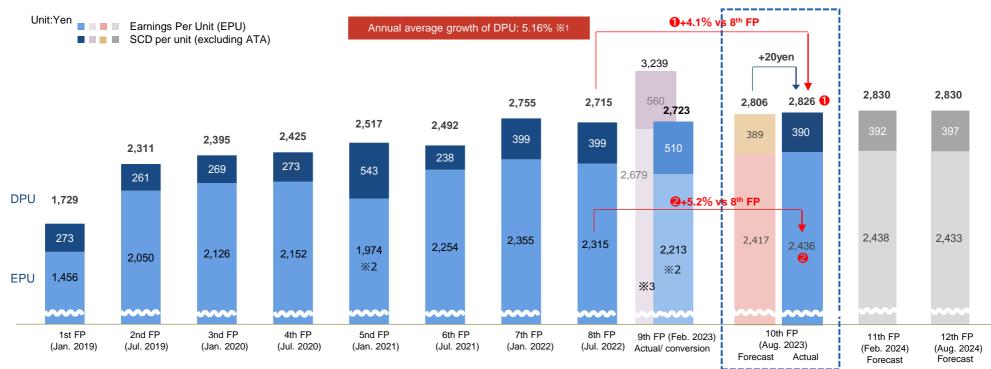


## **Financial Highlights (1)**

### Achieved annual growth of 4.1% in DPU and steady growth in NAV per unit



### Growth in DPU (steady increase in EPU)



<sup>1</sup> Growth rate from the 2nd FP to the 10th FP.

<sup>2</sup> DPU per unit decreased over the previous FP due to a public offering during the period, properties acquired that were non-performing for the full-year, and unexpected cost.

<sup>3</sup> Figures are based on a 7-month accounting period (purple) and 6-month conversion (blue) due to a change in the fiscal period.

## **Financial Highlights (2)**



#### **Highlights of Initiatives**





- Signed a purchase agreement for LOGITRES Sano, ADL's first third-party property acquisition, in October 2023; scheduled to be acquired in March 2024.
- Through the third public offering in October 2022, completed acquisition of 70% quasi co-ownership of IMP Ichikawa-Shiohama in October 2022 and 30% quasi co-ownership in April 2023.
- Continue to expand the asset management company's own sourcing channels.



LOGITRES Sano



IMP Ichikawa-Shiohama



- In conjunction with the 30% quasi coownership acquisition of IMP Ichikawa-Shiohama, ADL borrowed 5.2 billion yen in April 2023 at a long-term fixed interest rate.
- Diversify repayment maturities and maintain a high ratio of long-term debt and fixed-rate debt in order to prepare for the risk of rising interest rates.
- With no refinancing in the foreseeable future, risk from changes in the policy and financial environment is limited.



IMP Ichikawa-Shiohama



- Re-signing of IMP Kashiwa with lease expiration in November 2023. Achieved rent increase.
- The only vacant lot, the office lot in IMP Noda, became operational, achieving 100% occupancy for both the warehouse and office lots.
- Began negotiations with three tenants whose lease contracts are scheduled to expire in the FP ending August, 2024 and February, 2025 to re-sign.



IMP Kashiwa



IMP Noda



- IMP Ichikawa-Shiohama and IMP Kashiwa2 obtained CASBEE S rank (highest rank).
- Promote initiatives for TCFD and deepen risk analysis.
- Signed an agreement with Tsukubamirai City for cleanup activities, etc.
   Employees of the asset management company conducted cleanup activities around IMP Moriya and IMP Moriya 2 in the city.







## Financial Results of the 10th Fiscal Period (Aug 2023)

## Net income & DPU increased vs forecast by expenses and utility costs reduction

	DPU			FFO per	Unit
•	ug 2023) <b>2,826</b> ast +20 yen (+0.7%			10th FP (Aug 2023) vs forecast + 22 ye	•
	9th FP (Feb 2023)		10th FP (Aug 2023)		Difference
(MN Yen)	Trial calculation (6months base)	Forecast (announced on Apr. 17, 2023) (A)	Actual (B)	Difference (B) - (A)	Actual(B)-Forecast(A)  [Operating revenues]
Operating revenues	3,423	3,729	3,689	-39	Decrease in utilities revenues -38
Operating income	1,697	1,837	1,848	2 +11	Decrease in other income -1
Ordinary income	1,493	1,630	1,644	3 +13	Total -39
Net income	1,492	1,629	1,643	+13	2 [Operating income]
DPU (including surplus cash distribution (SCD))	2,723yen	2,806yen	2,826yen	+20yen	Decrease in utilities expenses +43  Decrease in BM expenses +1
DPU (excluding SCD)	2,213yen	2,416yen	2,407yen	-9yen	Decrease in repair expenses +4
SCD per unit relating to ATA	-	-	29yen	4 +29yen	Decrease in taxes +2 Increase in AM fees -4
SCD per unit relating to others	510yen	390yen	390yen	±0yen	Decrease in other expenses +4  Total +50
FFO*	2,330	2,506	2,521	+14	
FFO payout ratio*	78.8%	75.5%	75.6%	+0.1pt	3 [Ordinary income]
Ratio of SCD to depreciation	41.1%	29.9%	32.2%	+2.2pt	Interest on refund +1  Decrease in interest expenses +1
FFO per unit	3,454yen	3,716yen	3,738yen	+22yen	Total +2
AFFO*	2,239	2,489	2,513	+24	4 SCD due to deferred hedge losses
AFFO payout ratio*	82.0%	76.0%	75.8%	-0.2pt	recorded as "net asset deduction item:
AFFO per unit	3,321yen	3,691yen	3,727yen	+36yen	
Total number of investment units outstanding	674,400	674,400	674,400	<u> </u>	Advance Logistics Investment Corporatio

## Forecasts for the 11th FP (Feb 2024) and the 12th FP (Aug 2024)

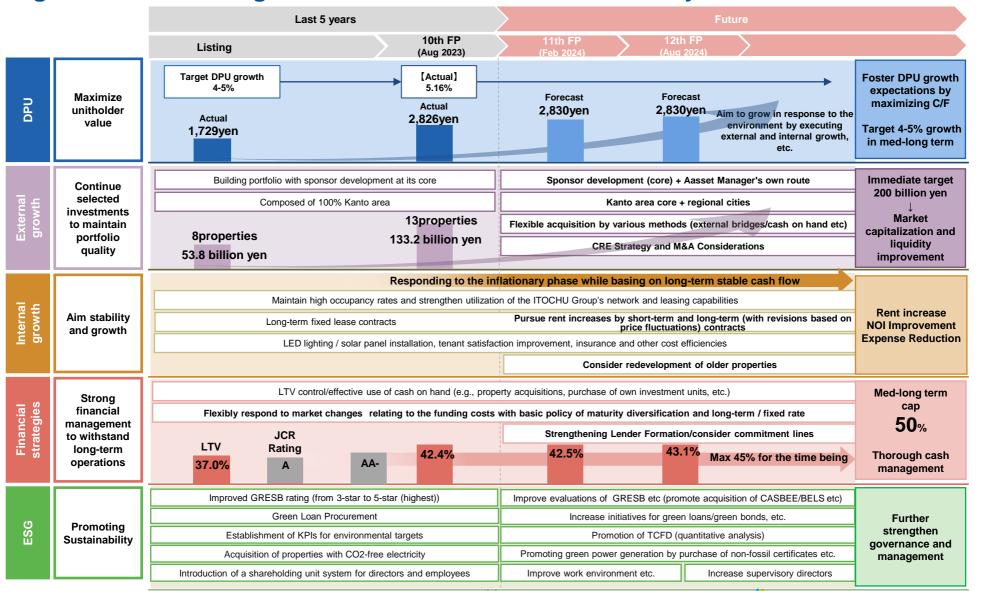
_	10th FP (Aug 2023)		n FP 2024)		12th FP (Aug 2024)	
(MN yen)	Actual (A)	Forecast (announced on Apr. 17, 2023)	Forecast (B)	Difference (B)-(A)	Forecast	Difference 11th FP Forecast (B)- 10th FP Actual(A)
Operating revenues	3,689	3,773	3,744	1 +55	3,781	[Operating revenue]
Operating income	1,848	1,848	1,852	2 +3	1,855	Increase in rental revenue +37 (IMP Ichikawa-Shiohama and re-contract)
Ordinary income	1,644	1,639	1,645	3 +0	1,641	Increase in utilities revenue +17
Net income	1,643	1,638	1,644	+0	1,640	Increase in other revenues +1 Total +55
DPU (including surplus cash distribution(SCD))	2,826yen	2,820yen	2,830yen	+4yen	2,830yen	[Operating income] Increase in utilities expenses -24
DPU (excluding SCD)	2,407yen	2,429yen	2,438yen	+31yen	2,433yen	Increase in repair expenses -10 Increase in depreciation expenses -4
SCD per unit relating to ATA	29yen	-	* -	-29yen	* -	Increase in ER acquisition costs -6 Others -8
SCD per unit relating to others	390yen	391yen	392yen	+2yen	397yen	Total -52
FFO*	2,521	2,519	2,527	+5	2,533	Increase in interest expenses -2
FFO payout ratio*	75.6%	75.5%	75.5%	-0.1pt	75.3%	(increase in borrowing)  Decrease in other income -1
Ratio of SCD to depreciation	32.2%	30.0%	29.9%	-2.2pt	30.0%	Total -3
FFO per unit	3,738yen	3,735yen	3,747yen	+9yen	3,756yen	*Deferred gains (losses) on hedges due to
AFFO*	2,513	2,481	2,480	-33	2,523	interest rate fluctuations are not taken into account.
AFFO payout ratio*	75.8%	76.6%	77.0%	+ 1.1pt	75.6%	
AFFO per unit	3,727yen	3,680yen	3,677yen	-50yen	3,741yen	
Total number of investment units outstanding	674,400	674,400	674,400	-	674,400	

# **Growth Strategies**



## Review of the past five years and future strategies

## Long-term stable management to increase unitholder value by accumulation of measure



# External Growth Strategy/ Improvement of Portfolio Quality

Invest in selective property utilizing asset manager's channel with sponsor property as core

Timely acquisition capabilities through various methods such as sponsor warehousing and bridge schemes

Area Status Property Name Type* Occupancy Total floor space Total									, , , , , , , , , , , , , , , , , , ,			
Multiple (single tenant)   Multiple tenant)   Mult								Schedule				
Kanto   Kant			Area	Status	Property Name	Type*	Occupancy					
Ranto   Repair   Re	1		Kanto	Negotiation	IMP Atsugi Ⅱ	(single	100%	15,572m <sup>2</sup>	Completed in July 2022			
Chubu Preferencial IMP Kasugai (single (single (enant))	2	wn	Kanto	Negotiation	IMP Kazo	(single	100%	11,173㎡	September			
Kyushu - NEW IMP Tanotsu (tentative name) TBU Before Leasing TBU Completion in 2025  Kanto - Project Saitama (tentative name) Multiple Before Leasing 99,100m Completed in 2025  Kanto - Project A TBU Before Leasing 52,000m Sexual Sexu	3	•ಶ	Chubu	Negotiation	IMP Kasugai	(single	100%	15,402m²				
Kyushu - NEW IMP Tanotsu (tentative name) TBU Before Leasing TBU  Kanto - Project Saitama (tentative name) Multiple Before Leasing 99,100m Completion in 2025  Kanto - Project A TBU Before Leasing 52,000m Set Completed in March 2023  Kanto PSA Concluded LOGITRES Sano Multiple (single tenant) T&B Maintenance Center Matsue Plant 100% 6,615m Completed in 1993	4	ment (p	Chubu	Negotiation	IMP Kuawana	BTS	100%	93,627m <sup>2</sup>				
Remark   R	5	r develop	Kanto	Negotiation	IMP Yoshikawaminami	(single	100%	17,918㎡		September		
Kanto - Project Saitama (tentative name) Multiple Before Leasing 99,100m²  Kanto - Project A TBU Before Leasing Approx. 52,000m²  Kanto PSA concluded LOGITRES Sano Multiple (single tenant) T&B Maintenance Center Matsue Plant 100% 6,615m² Completed in 1993	6	Sponso	Kyushu	-	IMP Tanotsu (tentative name)	TBU		TBU				Completion in 2025
9 Ranto - Project A IBO Leasing 52,000m²  NEW NEW New Concluded LOGITRES Sano Multiple (single tenant) 100% 7,144m² Completed in March 2023  New Completed in March 2023  New New New New Completed in March 2023  Negotiation Center Matsue Plant 100% 6,615m² Completed in 1993	7		Kanto	-	Project Saitama	Multiple		Approx. 99,100m²				Completion in 2025
9 Kanto PSA concluded LOGITRES Sano Multiple (single tenant) T&B Maintenance Center Matsue Plant 100% 6,615m Completed in 1993	8		Kanto	_		TBU		Approx. 52,000㎡				
Center Matsue	9	d Paty	Kanto	PSA		(single	100%	7,144m <sup>°</sup>	Completed in March 2023		Acquisition	Completion in 2025
10 properties Total 318 551m <sup>2</sup> (excluding TBU property)	10	Thir	Other	Negotiation		Plant	100%	6,615m <sup>2</sup>	Completed in 1993			
To proportion Total 310,301111 (excluding 150 property)					10 properties		Total	318,551m <sup>2</sup>	(excluding TBU prope	erty)		

X As of the date of this document, ADL has no specific negotiations with the seller of the preferential negotiating rights for each of the above assets, does not currently plan to acquire any of the above assets, and there is no guarantee that it will be able to acquire any of the above assets in the future.

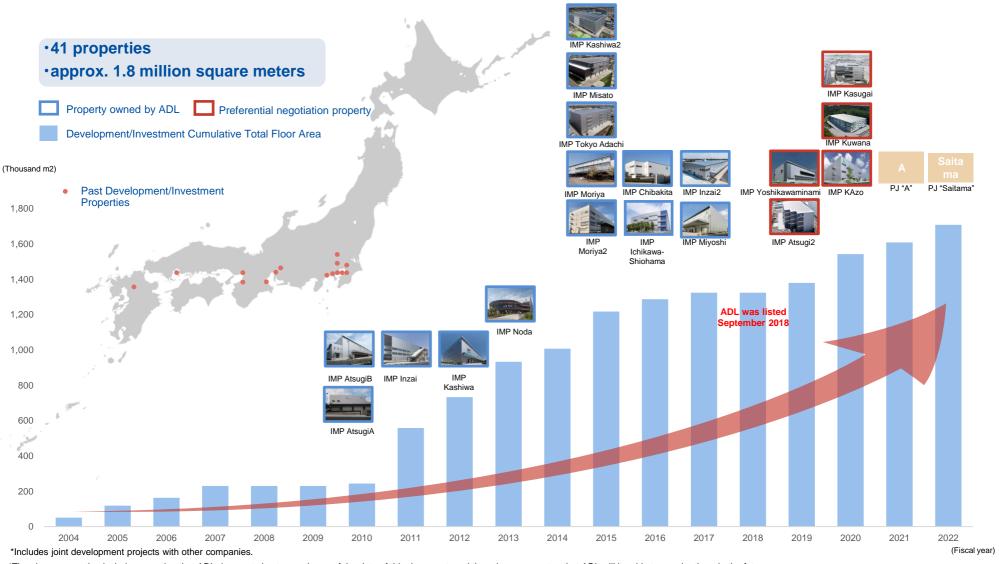
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Advance Logistics Investment Corporation

<sup>\*</sup> Properties under development or owned by sponsors include joint development projects with other companies.

## **ITOCHU Corporation's Development Track Record**

Accumulated track record of logistics development since the early 2000s. Logistics Facilities Development continues to be a core business of ITOCHU's real estate



<sup>\*</sup>The above properties include properties that ADL does not plan to acquire as of the date of this document, and there is no guarantee that ADL will be able to acquire them in the future.

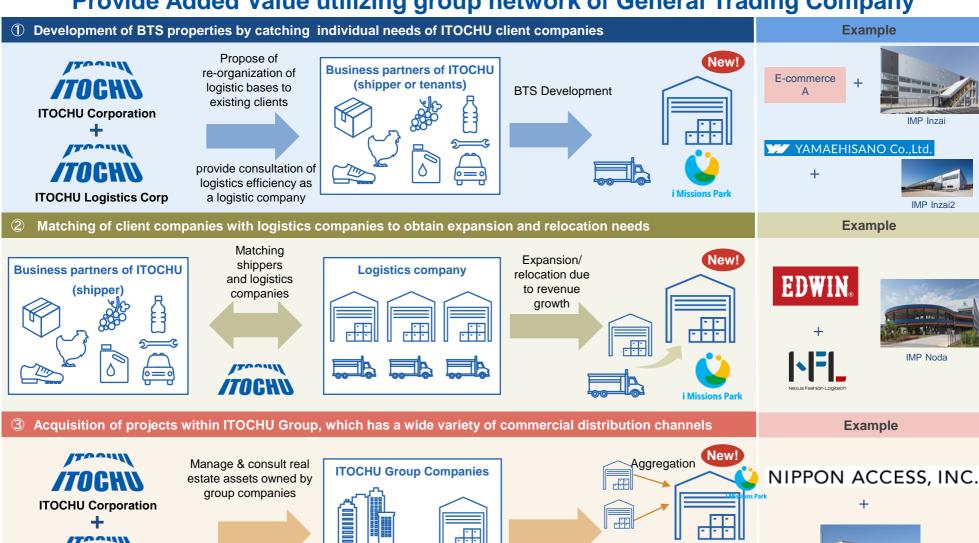
## **Examples of ITOCHU Group Initiatives**

provide consultation of

logistics efficiency as a logistic company

**ITOCHU Logistics Corp** 

### Provide Added Value utilizing group network of General Trading Company



Relocation

### **External Growth**

Acquire third-party property by asset manager's own channels

Utilize a variety of acquisition schemes with selective location, tenants, and contract terms Expect stable cash flow and growth based on long-term lease contracts with quality tenants

#### **LOGITRES Sano**

- First third-party property acquisition through early of information gain and negotiations through the asset manager's own channels
- > Expected to contribute to DPU growth by utilizing cash on hand



Location	Sano City, Tochigi Prefecture
Acquisition date **	March 29, 2024
Acquisition Price ※	1,670 million yen
Constructed period	March 2023
Total floor space	7,144.20m²
Main Structure/ No. of Floors	Steel-framed, alloy- plated steel sheet roofing, 2 stories
Occupancy	100%
Number of tenants	1
Appraisal NOI Yield	4.4%

#### Location

Located approximately 5 km from the Sano Fujioka IC on the Tohoku Expressway via the Sano Bypass on National Route 50, approximately 1 hour and 15 minutes from central Tokyo. Base in the northern Kanto area, it is an ideal location for distribution, covering Tochigi, Ibaraki, Gunma and northern Saitama prefectures.

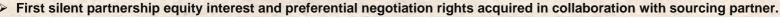
- Convenient for commuting, located 110 meters (2 minutes' walk) from Tajima Station on the Tobu Sano Line, advantageous for workforce.
- Located in a semi-industrial zone, surrounded by factories, roadside retail and logistics facilities, allowing for 24-hour, 365-day operations.



#### **Characteristics**

- > 2-story box type. Storage space is secured with a pillar span of 10.50-12.00m x 10.50m.
- > 2 cargo elevators on the 1<sup>st</sup> & 2<sup>nd</sup> floors for high capacity transportation and operation.
- LED lighting throughout the building.

#### **T&B Maintenance Center Matsue**



Secured timely acquisition opportunities by utilizing bridge fund scheme.



Location	Matsue City, Shimane Prefecture
Start of Preferential Negotiation Right	January 31, 2023
End of Preferential Negotiation Right	July 31, 2024
Acquisition Price%	1,900 million yen
Constructed period	January-July 1993
Total floor space	6,615.03m <sup>2</sup>
Main Structure/No. of Floors	Steel-framed with flat roof/3 stories
Occupancy	100%.
Number of tenants	1

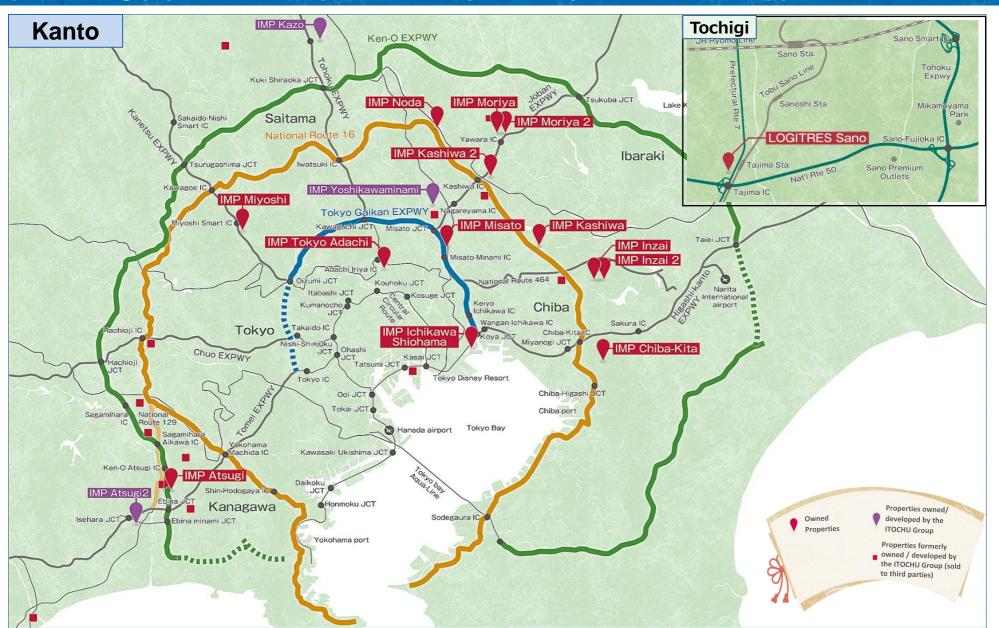
#### Location

- Important base for a major truck and bus manufacturing company located in Matsue City, a central city in the San'in region.
- Located in the center of Matsue City, approx.
   2.6 km from Matsue Station on the JR Sanin
- Approx. 1.7 km from the Matsue Higashi IC on the San-in Expressway, with several major road interchanges nearby. Thus highly convenient and has potential to be converted to logistics facilities/commercial facilities etc.in the future.



## Portfolio Map(1)

(including pipelines and past development by ITOCHU Group)



## Portfolio Map(2)

(including pipelines and past development by ITOCHU Group)



Owned developed by the ITOCHU Group

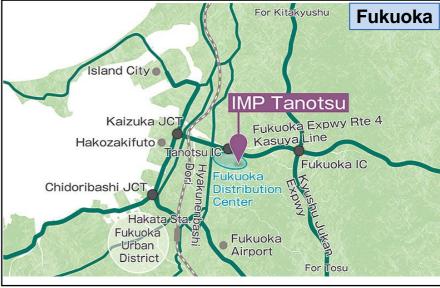
CRE Properties (ADL Diplement Properties)

Pipeline Properties)

Properties owned/
developed by the ITOCHU Group (sold to third parties)

\*\*As of October 16, 2023, ADL has not entered into specific negotiations with the ITOCHU Group or any other third party regarding each of the above assets with respect to pipeline properties, and there are no plans at this time to acquire any of the above assets, nor is there any guarantee that ADL will be able to acquire any of them in the future.

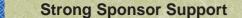




## Acquisition of prime properties further enhances portfolio quality

### Build a long-term stable portfolio backed by selective investment, tenant stickiness, and sponsor support





**Realty & Logistics** platform

**Group-wide Merchant Channel** 

Developed by sponsor

99.4%

#### Properties developed by sponsor (based on acquisition price)

Others **0.6**% 99.4% (End of the 9th FP) 99.4%

#### **ITOCHU Group and Group customer tenant**

(based on annual rent) Others 42.9% 60.2% (End of the 9th FP) **57.1%** ITOCHU **ITOCHU Group** Group customers 2.1% 55.0%

### **Competitive Property**

Competitive Location

**Young Property** 

#### Location (based on acquisition price) Ken-O EXPWY 4.0% Kanto\* **Around Tokyo** 100% Gaikan EXPWY 29.1% National Coute 16 and Tokyo Gaikan EXPWY 96.0% (End of the 9th FP) 96.0% **Around National** Route 16 66.9%

#### **Property age** (based on acquisition price)

More than 3 year More than 7 years to 5 years or less 18.6% **22.1**% Average 5.4<sub>vr</sub> (End of the 9th FP) **5.8**vr

More than 5 years to 7 years or less **59.3**%

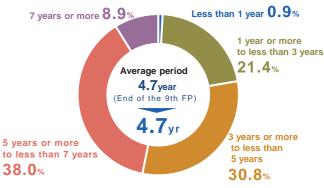
## **Quality Contract**

Long term

**Quality Tenant** 

#### Remaining lease term

(based on annual rent)



#### **Tenant industry** (based on annual rent)





# Internal Growth Strategy / Utilization of ITOCHU Group's platform and management company know-how



#### Implement measures to increase Earnings

### ► Re-Contracted with 3 tenants expires FP Feb. 2024

Rent increase%

+7.4%

Rent increase

+20 mil yen/FP

- Negotiate reflecting price fluctuations/market rates in inflationary environment
- Flexibly negotiate considering tenants' operation through close communication
- · Good relationships with tenants based on the strength of ITOCHU Group

#### Operational cost efficiency by leveraging asset manager's know-how



Demand control (centralized controller) IMP Atsugi

- Changing electric power company for IMP Moriya and IMP Noda, reducing 12% electricity costs for common areas.
- Promoted installation of demand control systems at each facility to control power consumption, contributes to CO2 reduction as well.

#### Promote installation of unstaffed stores



 Establish a store in the vacant common space of IMP Noda to improve convenience and tenant satisfaction.

Image of unstaffed store

#### **▶** Business expansion of ITOCHU Group Company

EDWIN, an ITOCHU Group company and a group company of NEXUS-SHINOZAKI TRANSPORT & LOGISTICS that occupie IMP Noda, form a business alliance. Supporting tenant companies' business expansion as lessor. Aiming to improve tenant satisfaction.

#### **Expiration of lease term** (based on annual rent)



#### Since listing, re-signing and re-tenancy achieved with no downtime



#### Limited impact of electricity price hikes

The impact of electricity consumption on ADL is only for the common areas of the multiproperty, limited to 1.8% of total portfolio electricity use.

\*Based on electric power consumption of full year owned properties in FY2022



## Financial Strategy/ Build a strong financial base to withstand long-term operations

Flexibly respond to market changes concerning funding costs while keeping basic policy of diversifying repayment maturities and long-term and fixed rate.

#### Financial Highlights

Average time to maturity

Fixed interest ratio 95.6% Average debt cost

0.60% Long-term debt (annual basis)

**100**%

(Total asset) LTV

42.4%

**Borrowing capacity** 

**6.2**bn yen

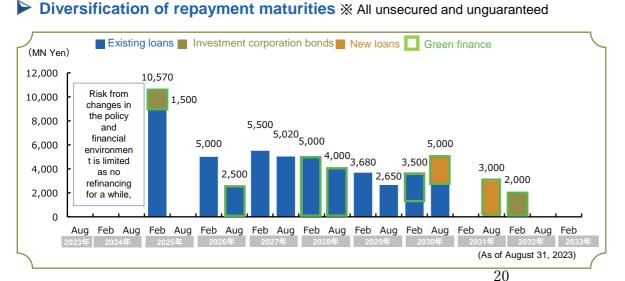
(LTV at 50%) **20.4**bn yen

Long-term issuer rating (JCR)

AA-

(stable)

(As of August 31, 2023)



#### Flexible use of cash on hand

Cash and cash equivalents: approx

5.4bn yen

(After 10th FP distribution payment)

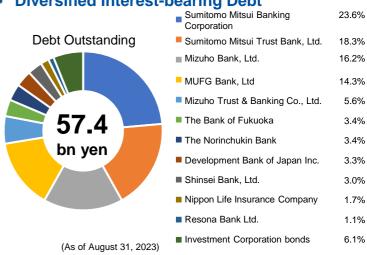
Depreciation\*

approx

1.8bn yen/yr

- Allocation to SCD (approx. 30% of Depreciation)
- Repair work (capital expenditure)
- Allocation of funds for property acquisitions
- Repayment of loans
- Acquisition of treasury unit

#### **Diversified Interest-bearing Debt**



## **Summary of ESG Initiatives**

#### **GRESB Real Estate Assessment**



#### Green Building / Energy Conservation Certification









GRESB

GRESB

Public Disclosure 2023





BELS CASBEE®

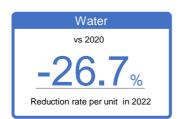
\*Based on total floor area

#### **Reduction of environmental impact**



Improved environmental performance data.



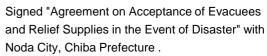






#### **Contribution to Local Communities**





Conducted emergency drills with the city, tenants, and asset manager.

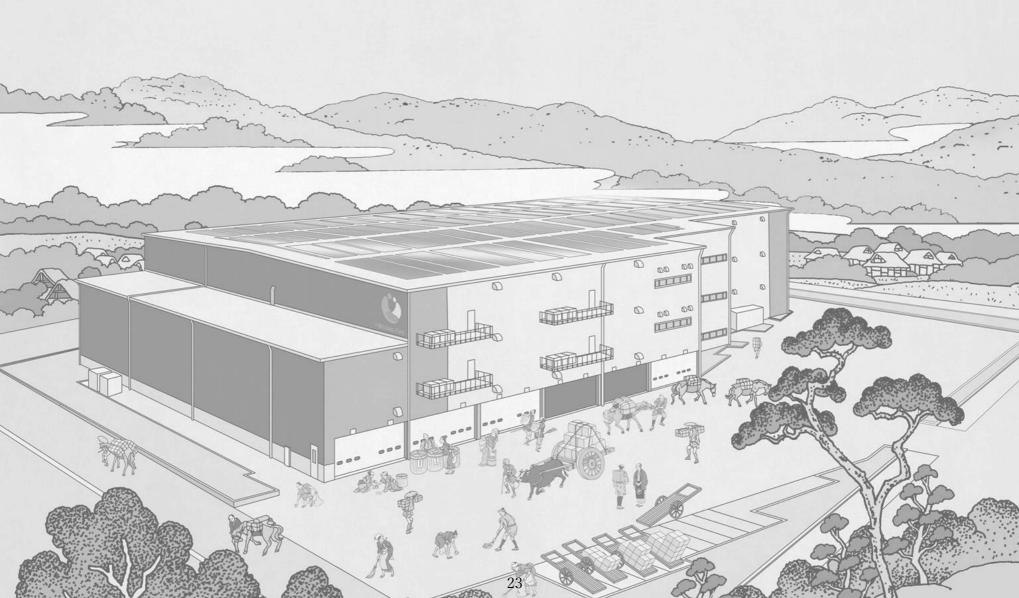


災害時における避難者及び

#### Cleanup activities around the property

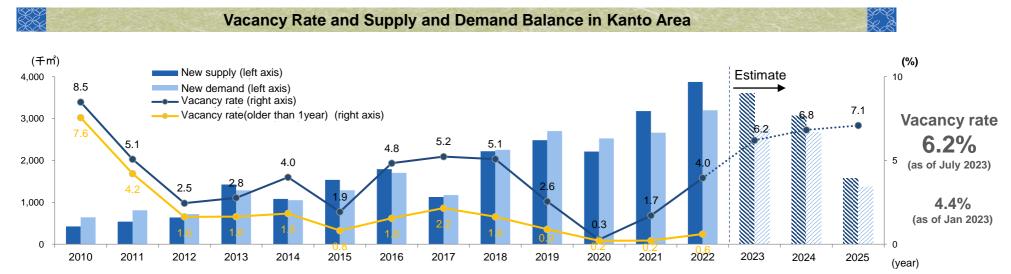
Signed an agreement with Tsukubamirai City for cleanup activities, etc. Employees of the asset manager conducted cleanup activities around IMP Moriya and IMP Moriya 2.

## **Market Overview**

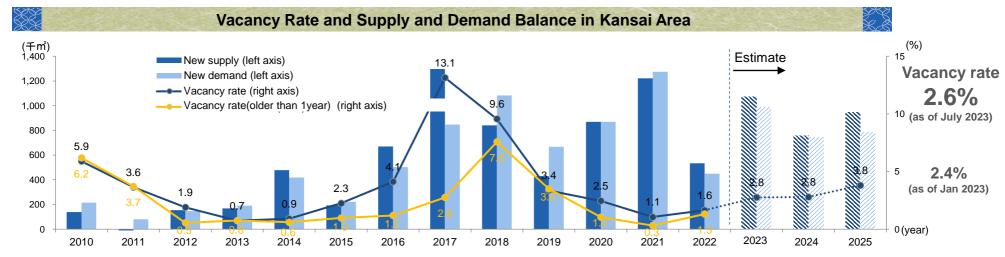


## Market Overview (1) Supply-Demand Balance of Logistics Facilities

In Kanto, although demand remains strong, vacancy rates are on an upward trend due to the largest supply ever. Vacancy rate for more than 1 year old are stabilizing at low level, while new property leasing is taking longer time.



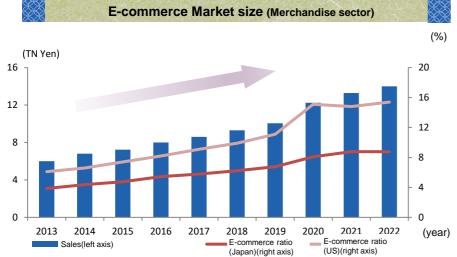
Kansai area maintained a stable supply-demand balance; vacancy rate is expected to temporarily increase in 2023 due to new supply.



## Market Overview (2) E-commerce and 3PL Market Trends

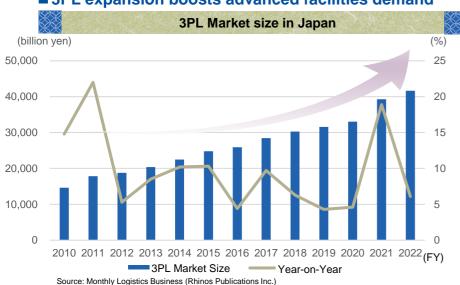
### Expansion of e-commerce and 3PL market boosts logistics real estate market

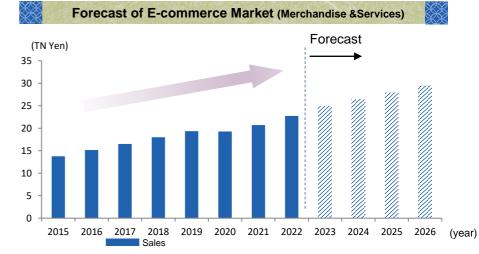
■ COVID-19 accelerated spread of e-commerce which is expected to grow further going forward



Source: Compiled by our company based on "2022 Market Survey on Electronic Commerce" (Ministry of Economy, Trade and Industry) and data from the U.S. Census Bureau.

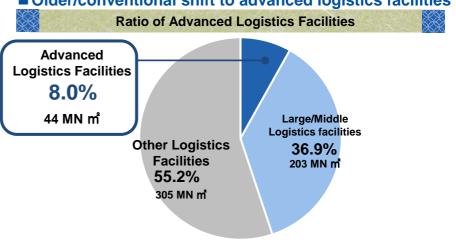
#### ■ 3PL expansion boosts advanced facilities demand





Source: Compiled by our company based on the 2022 "Market Survey on Electronic Commerce" (Ministry of Economy, Trade and Industry) and the "IT Navigator 2021 Edition" by Nomura Research Institute, Ltd.

#### ■ Older/conventional shift to advanced logistics facilities



Source: Statistics on Construction Starts (Ministry of Land, Infrastructure, Transport and Tourism), Summary Record of Fixed Asset Prices, etc.(Ministry of Internal Affairs and Communications), prepared by Ichigo Real Estate Information Service Co.

## **Appendix**



## **ITOCHU Group Functions**

### Utilization of two platforms of the ITOCHU Group, a general trading company

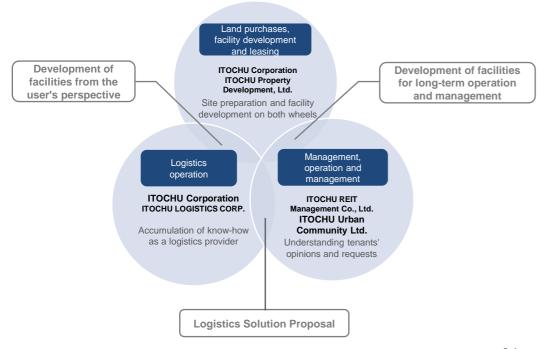
## Group Strengths in Real Estate and Logistics Business

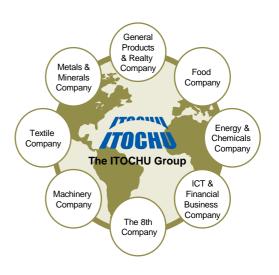
- Site procurement, facility development, and leasing capabilities for logistics real estate cultivated over 18 years since 2004.
- 2. Experience as a logistics operator
- 3. Experience in J-REIT and logistics real estate operation & management



#### **Group Strength as a General Trading Company**

- 1 Extensive client network of 100,000 companies
- 2. Covers Wide business domain of upstream to downstream of commercial channel
- 3. High presence in consumer-related businesses





# ITOCHU Group Initiatives - Collaborative Growth Relationships

Provide proposals and added value, leveraging group network of a general trading company



**Ownership / Management** 

ADL's growth utilizing the ITOCHU Group's business platforms

**ADL's Portfolio** 

13 Properties / 133.2 bn yen



27



**ITOCHU Corporation/ITOCHU Property Development** 

**Development / Leasing** 

ITOCHU Group's business platforms strengthened through ADL

**Sponsor's owned/developed properties** 

8 Properties/ about 304,792m<sup>2</sup>

(excluding TBU properties)

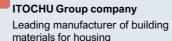
#### ► ITOCHU related companies provide diverse solutions





Capital and business alliance partners with ITCHU Corporation construct logistics facilities







ITOCHU Group company

VPP Japan, its subsidiary company, supplies Solar Panels to IMP Ichikawa-Shiohama and IMP Kuwana



#### **ITOCHU Group Company**

Promote opening convenient store in logistics facilities IMP Chibakita is the distribution base for their stores.



#### ITOCHU Corporation's Investment Partners

Provides matching services for part-time workers. Support tenant's employment.

workers. Support teriant's employe



Supply Solar Panels to IMP Kazo and IMP Kasugai. Propose renewable diesel fuel to tenant companies in cooperation with ITOCHU Corporation.



Soucc

Investee of ITOCHU's strategic investment fund

Matching transient vacant floor space for tenant companies

# ESG Initiatives Sustainability Policy and Promotion Structure of Asset Manager



#### **Sustainability Policy**



#### 1. Efforts toward achievement of Net Zero by 2050

We will contribute to achieving Net Zero by 2050 and to mitigating climate change by reducing greenhouse gas emissions from the operation of our property by installing energy efficient equipment and adopting renewable energy.

#### 2. Consideration and conservation of the global environment

We will contribute to the preservation of the global environment by analyzing data on environmental impacts, understanding the impact of our business activities on the environment, and giving due consideration to ecosystems and biodiversity

#### 3. Resource conservation and waste reduction

Through collaboration with stakeholders, We will contribute to the achievement of a society that conserves and recycles resources by encouraging tenants to conserve electricity and water and to recycle waste.

#### 4. Creating a Great Place to Work

We will promote the creation of a work environment that is healthy and comfortable so that individual executives and employees can fully demonstrate their abilities. We will also promote initiatives that take DEI and human rights into consideration and foster an organizational culture that recognizes and respects diversity.

#### 5. Contribution to tenants and local communities

We will strive to offer high quality properties to tenants and contribute to local communities through collaboration with our employees and other stakeholders including property management companies.

**6. Legal compliance and the establishment of an organizational structure** We will establish an appropriate organizational structure to ensure compliance with ESG-

related laws and regulations to prevent risks.

#### 7. Transparent disclosure

When disclosing our ESG-related policies and initiatives, we will take the perspective of unitholders and make disclosures easy to understand.

#### **Sustainability Promotion System**

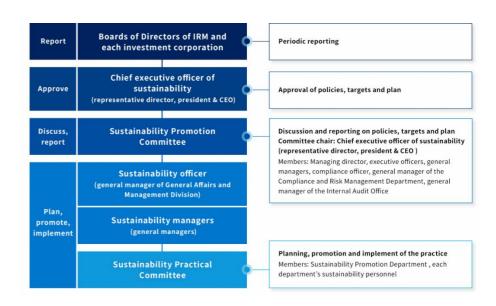






#### **Organizational Structure for Sustainability Promotion**







## **ESG** initiatives Materiality, Targets and KPIs -

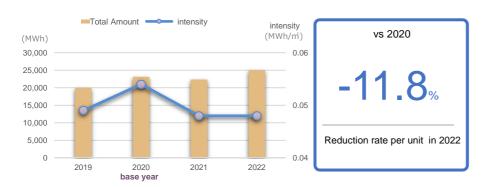
ADL and its asset manager have identified materiality as a key sustainability issue. Established targets and KPIs for these issues to achieve medium- to long-term growth.

	Materiality	Related SDGs	Targets and KPIs
Environment	Management and reduction of energy and water consumption, CO2 emissions, and waste generation	7	[Energy consumption] By 2030(vs2020)10%(basic unit) reduction [Water] No increase per unit  [CO2 emission (GHG)] Scope1-3 By 2030(vs2020)10%(basic unit) reduction [Waste] No increase per unit  Scope3 Identify corresponding categories, determine scope, and calculate
Envir	Acquisition of environmental and energy-saving certifications	11 and 12 and 13 and 14 and 15	By FY2030 Ratio of environmental and energy-saving certifications acquisition to be 90% or more (based on total floor area)
	Cooperation with Stakeholders to Promote Environment Friendly Operations	11 ::	Conduct periodic training and monitoring of suppliers Conclusion of contracts with green lease clauses for new tenants Conducted periodic training for employees of asset management companies
	Improving Tenant's Satisfaction through Engagement	3 :::::: 13 :::::	Conduct periodic tenant satisfaction surveys     Install disaster prevention maps in all properties and expand emergency supplies and conduct disaster drills and lifesaving drills     Distributed Sustainability Guide to all tenants     Conduct education on sustainability at all properties and promote new amenity services
	Contribution to Local Communities	3 22/2005 —W	<ul> <li>Promote agreements with municipalities for disasters</li> <li>Install AED equipment in multiple properties and promote installation of donation-type vending machines</li> <li>Support employees' volunteer activities / make donations to charitable organizations, etc.</li> <li>Consider holding events to promote local employment</li> </ul>
Social	Pursuit of Unitholders' Profit through Customer-Oriented Business Conduct	8 ************************************	Establish system to manage conflicts of interest of multiple funds.     Implement honest and transparent information disclosure     Pursuit unitholders' interests by management fee linked to investment performance
	Promoting Diversity and Talent Development	4 ********   5 *********   8 ************	Average years of service: 5 years or more of female employees: 30% or more of female managers: over 15% Training programs & support acquire qualifications for employees.
	Creating a rewarding work environment	3 sections	Paid leave utilization rate: over 70%  Zero turnover due to life events, childcare and nursing care.  of employees using child nursing care leave: 50% or more  Frequency of occupational accidents: Zero  Implementation of employee satisfaction survey
Governance	Creating a rewarding work environment	16 ********  ***************************	Improvement of governance structure Increase number of fund directors / female directors: 25% female directors Implement internal compliance training and achieved 100% participation rate Maintain / improve the effectiveness of the Board of Directors & Board of Corporate Officers.
Gover	Strengthening Resilience	13 :::::::::	Response to severe disasters (earthquakes, floods, etc.) Respond to TCFD (climate change risk/opportunity assessment) Conduct BCP training once a year

# ESG Initiatives (E) Environmental Initiatives (1)

#### **Energy consumption**

Target / KPI: 10% reduction of basic unit by 2030 (vs 2020)



## Purchase of non-fossil certificates and installation of renewable energy at IMP Ichikawa-Shiohama

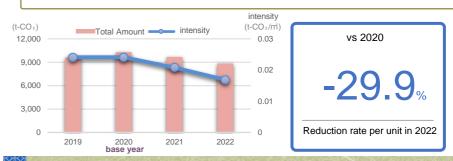
Through the following initiatives, 100% of energy consumption in common areas and a part of tenant areas will be converted to renewable energy, achieving 100% offset of GHG Scope 2 and 14% of Scope 3 category 13 in FY2022.

- Installation of renewable energy at IMP Ichikawa –Shiohama
   At IMP Ichikawa-Shiohama, electricity is supplied from solar panels provided by VPP Japan Corporation, a group company of ITOCHU Corporation at the site, in addition to the purchase of electricity with non-fossil value from ITOCHU Corporation. As a result, 100% of the property's electricity consumption in FY2022 was generated from renewable energy sources.
- Purchase of non-fossil certificates (equivalent to electricity consumption in IMP Noda, Moriya, Moriya 2 common areas and some tenant areas)



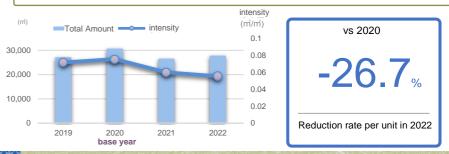
#### CO2 emissions (GHG) Scope1-3 Category 13

#### Target / KPI: 10% reduction (basic unit) by 2030 (vs 2020)



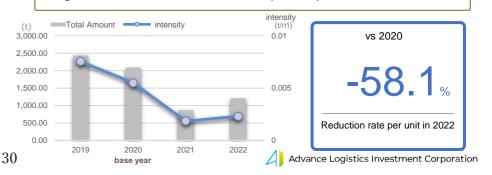
#### Water consumption

#### Target / KPI: No increase in basic unit (vs 2020)



#### **Amount of waste**

#### Target / KPI: No increase in basic unit (vs 2020)



## **ESG Initiatives (E) Environmental Initiatives (2)**

#### Acquisition of external environmental certifications



Based on total floor area

## **CASBEE** 2 properties

**DBJ** Green Building

S Rank ★★★★

IMP Ichikawa-Shiohama IMP Kashiwa 2

#### \*\*\*\*

**IMP** Moriya

IMP Misato

IMP Inzai

IMP Inzai2

IMP Tokyo Adachi IMP Miyoshi

#### \*\*\*

IMP Kashiwa

IMP Noda

properties

#### \*\*\*\*

IMP Moriya

IMP Chiba-Kita

IMP Inzai

IMP Kashiwa 2

IMP Inzai 2

IMP Tokyo Adachi

IMP Miyoshi

\*\*\*\* IMP Misato



#### **Environmentally Conscious Asset Management**

**Demand Control** 

Reduced power consumption by installing

system that automatically adjusts the

operation according to power demand.

Demand control (centralized controller)

Promote LED lighting to reduce energy



#### Creation of renewable energy

Solar panels are installed on the roof of IMP Ichikawa-Shiohama to generate renewable energy, which is consumed at the site



IMP Ichikawa-Shiohama



Promote CO2 emissions reduction in cooperation among tenants based on applicable law at IMP Chibakita



IMP Chiba-Kita



**LED lighting** 

consumption.

Promote greening in the parking lot as part of efforts related to climate change adaptation.



IMP Misato

### Water-saving toilet and sink

Installing water-saving products in the toilets and sinks of the properties for saving water.



### **Climate Change Initiatives**





- Identified climate change risks opportunities and developed strategies
- Promote quantitative analysis of scenario





# ESG Initiatives (S) Initiatives for Tenant Companies and Local Communities



#### Collaboration with tenant companies





#### Coexistence with local communities



#### **Conduct tenant satisfaction surveys**

Conduct biannual surveys on facilities and operations so that tenant companies can use the facilities more comfortably.



#### Installation of AEDs

AEDs have been installed in some of the properties to ensure that tenant companies can use the facilities with peace of mind.



#### **Ensure employee safety**

IMP Inzai has adopted a distinctive specification where employees approach the second floor by escalator directly from the parking lot to enter the building, ensuring safety by separating pedestrian and truck traffic lines.



#### Coexistence with local communities



stockpile warehouse



emergency power generation equipment

#### **Maintain logistics functions during emergencies**

At IMP Atsugi 2, the following initiatives were implemented for tenant companies to maintain logistics functions even in the event of an emergency.

#### Stockpile Warehouse

Water, food, and simple toilets are stockpiled for tenant companies.

#### Installation of emergency power supply facilities

Power supply can be maintained for a certain period of time even in an emergency so that business continuity is secured.



Signing ceremony (May 2022)



Disaster drill (February 2023)





Participation in cleanup activities



#### **Signing of Disaster Prevention Agreement**

Signed "Agreement on Acceptance of Evacuees and Relief Supplies in the Event of Disaster" with Noda City, Chiba Prefecture in May 2022.

Providing IMP Noda as a storage and management facility for relief supplies and a temporary evacuation site for disaster victims in the event of a disaster

Disaster drill was held at IMP Noda in February 2023 jointly with the city and tenants.

#### Participation in "Family Mart Food Drive"

Asset manager and its employees donated in uneaten food to welfare organizations and facilities through "FamilyMart Food Drive" of FamilyMart, an ITOCHU Group company.

#### Regular cleanups around the office

As a member of the community, employees actively and continuously participate in a simultaneous cleanup of Chiyoda Ward, where asset manager's office is located.





## ESG Initiatives (G) Governance



#### **Management Fees**



- •Fee structure that is linked to unitholders' profit
- •Review the management fee structure to enhance unitholder value linked with strengthened revenue base through asset size expansion and by rationalization effect of account closing operations, etc, reducing total fee by nearly 10% (from 9th FP)

Management fee I	Total assets × <u>0.1%</u> (upper limit)  ⇒(From 9th FP) <u>0.05%</u> (upper limit)
Management fee II	NOI of rental business × 5.0% (upper limit)
Management fee III	Income before income taxes $\times$ Adjusted EPU $\times$ 0.005% (upper limit) $\Rightarrow$ (From 9th FP) 0.004% (upper limit)
Asset acquisition fee	Interested parties : Acquisition price × 0.5% (upper limit) Others : Acquisition price × 1.0% (upper limit)
Asset disposition fee	Disposition price × 0.5% (upper limit) (0% when loss on asset disposition incurred)
M&A fee	Appraisal Value of succeeded assets × 1.0% (upper limit)



#### **Publication of ESG Report**





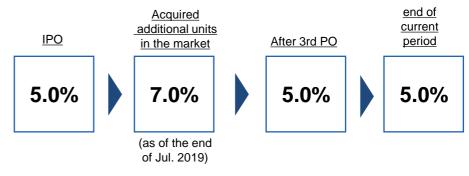
ESG Report 2023.3 issued by Asset Manager. Discloses the overall sustainability initiatives of ADL and Asset Manager. For details, please refer to the following URL.

URL https://www.itc-rm.co.jp/files/uploads/ESG%20Report%20202303.pdf

#### **ITOCHU Corporation's same-boat investment**



## ITOCHU Corporation continues "same-boat investment" since IPO of ADL





#### Align interests with unitholders



- · Introduced "Investment System" for board members.
- Introduced "Investment System" for employees

Facilitate the alignment of interests of unitholders with directors and employees of Asset Manager

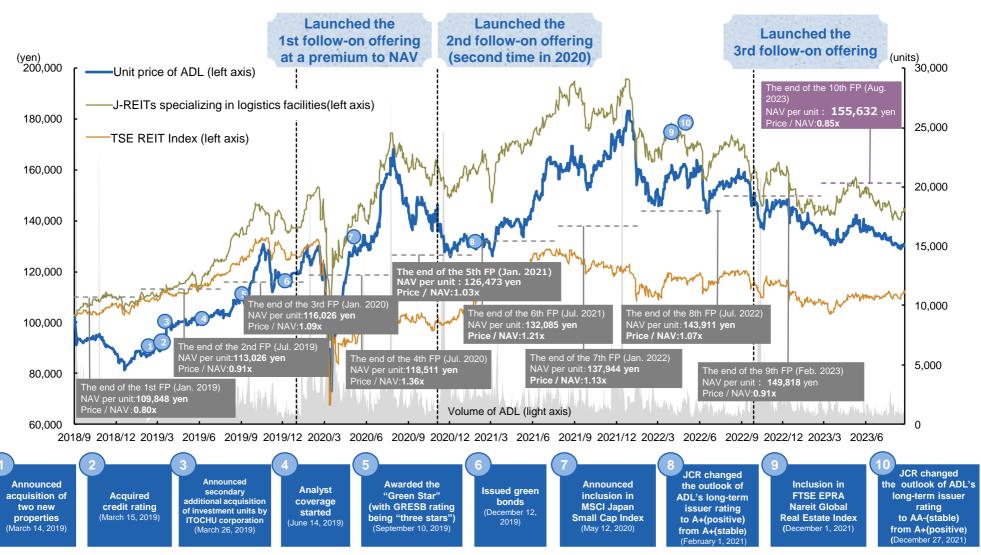


#### **Expansion of compliance rules**



- Raise awareness of compliance among employees, focusing on in-house training and comprehension tests
- Regular meetings with corporate auditors and the internal audit department to exchange opinions and share awareness of compliance issues

## Implemented Initiatives and Unit Price Trend



Changes in TSE REIT Index and J-REITs specializing in logistics facilities are indexed based on ADL's initial public offering price, 103,000 yen, with ADL's listing day as the start date. J-REITs specializing in logistics facilities are weighted for market capitalization. Advance Logistics Investment Corporation

## **Income Statement and Balance Sheet**

## 10th Fiscal Period (Aug. 2023)

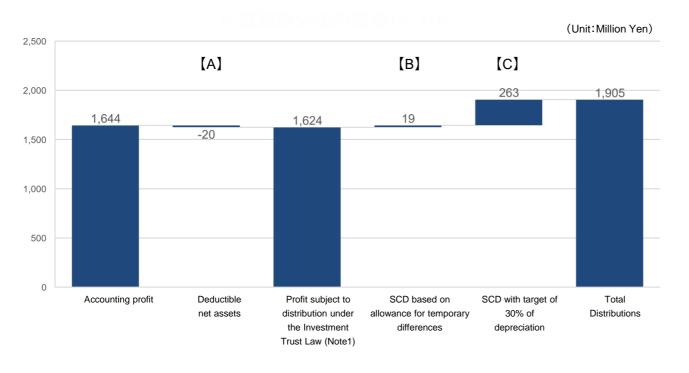
Income Statemer	(Thousands of Yen) 10th Fiscal Period From March 1, 2023 to August 31, 2023
Operating revenues Rental revenues Other rental revenues	3.624.144 65.440
Total operating revenue Operating expenses Property related expenses Asset management fees Asset custody fees / Administrative service fees Directors' compensation	3.689,585 1,355,287 410,342 14,126 2,640
Other operating expenses	58,791
Total operating expenses	1,841,188
Operating income  Non-operating income	1,848,396
Interest income	34
Reversal of distributions payable	372
Interest on refund	756
Other	117
Total non-operating income	1,280
Non-operating expenses	,
Interest expenses on loans payable	164,116
Interest expenses on investment corporation bonds Amortization of investment	7,026
corporation bond issuance	2,127
Borrowing related expenses Other	30,381 
Total non-operating expenses	205,259
Ordinary income	1.644.417
Income before income taxes	1,644,417
Income taxes-current	1,109
Income taxes-deferred	
Total income taxes	1101
Net income	1,643,316
Accumulated earnings brought forward	222
Unappropriated retained earnings	1,643,538

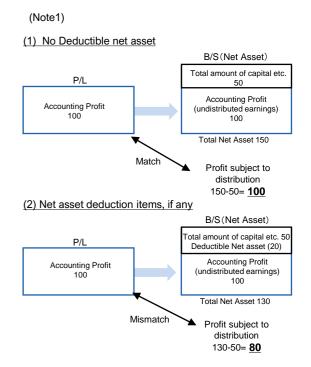
<b>Balance Sheet</b>	(Thousands of Yen)
	10th Fiscal Period
	As of August 31, 2023
Assets	
Current assets	
Cash and deposits	2,731,448
Cash and deposits in trust	4,598,946
Operating accounts receivable	31,714
Prepaid expenses	77,507
Total current assets	7,439,618
Non-current assets	
Property, plant and equipment	
Buildings in trust	66,537,977
Accumulated depreciation	-6,044,782
Buildings in trust, net	60,493,194
Structures in trust	2,365,053
Accumulated depreciation	-505,896
Structures in trust, net	1,859,157
Machinery and equipment in trust	1,857,632
Accumulated depreciation	-277,377
Machinery and equipment	
in trust, net	1,580,254
Tools, furniture and fixtures	5,543
in trust	
Accumulated depreciation Tools, furniture and fixtures	<u>-2,457</u> 3,085
in trust, net	
Land in trust	63,677,308
Total property, plant and	127,613,001
equipment	,,
Intangible assets	225
Software	225
Total intangible assets Investments and other assets	
Investments and other assets	44 000
	11,233
Lease and guarantee	10,000
Long-term prepaid expenses	195.171
Deferred tax asset Total investments and other	<u>25</u>
assets	216,429
Total noncurrent assets	127,829,656
Deferred assets	
Investment corporation bond	17,523
issuance costs	<u> </u>
Total deferred assets	17,523
Total assets	135,286,798

	(Thousands of Yen) 10th Fiscal Period As of August 31, 2023
iabilities	
Current Liabilities	
Accounts payable	51,815
Short-term loans payable	0
Accounts payable-other	13,412
Accrued expenses	521,091
Income taxes payable Consumption taxes payable	1080 107,204
Advances received	675,868
Other	3,878
Total current liabilities	1,374,351
loncurrent liabilities	0.500.000
Investment Corporation Bonds Long-term loans payable	3.500.000 53,920,000
Tenant leasehold and security	
deposits in trust	1,923,191
Derivative liabilities	20.048
Other	3,552
Total noncurrent liabilities	<u>59.366.792</u>
otal liabilities	60,741,143
let assets	
Jnitholders' equity	
Unitholders' capital	74,666,554
Deductions from unitholder's	-1,744,389
capital Unitholders' capital, net	72,922,165
Surplus	72,922,105
Unappropriated retained	4 040 500
earnings (undisposed loss)	1,643,538
Total surplus	1,643,538
Total unitholders' equity	74,565,703
Deferred gains (losses) on	-20,048
hedges Total valuation and translation	
adjustments	-20,048
otal net assets	74,545,654
otal liabilities and net assets	135,286,798

## **Surplus Cash Distribution**

### **Details of Surplus Cash Distribution**





#### A. Deductible net assets

Deferred gains or losses on hedges arise in net assets on the balance sheet due to changes in the market value of certain interest rate swaps for which special treatment cannot be applied, and profits subject to distribution under the Investment Trust Law are less than unappropriated retained earnings (accounting profits) for the period. (Accounting Profit > Profit subject to Distribution)

#### B. SCD based on allowance for temporary differences

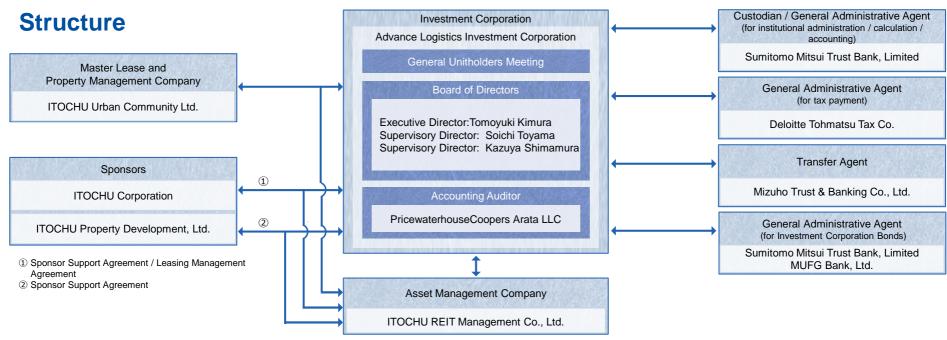
Eliminate the tax burden by allocating the net asset deduction item attributable to deferred gains or losses on hedges to the appropriation of earnings as an allowance for temporary differences.

#### C. SCD based on depreciation

Continuously make SCD each fiscal period, targeting 30% of depreciation expenses for the relevant fiscal period, in accordance with the investment guideline.

SCD based on the allowance for temporary differences are treated as dividends rather than a return of capital for tax purposes and are subject to withholding at source.

## **Investment Corporation and the Asset Management Company**



Overview of the Ass	et Management Company (As of August 31, 2023)						
Company namea	ITOCHU REIT Management Co., Ltd.						
Established	February 2, 2005 %AD Investment Management Co., Ltd. changed its trade name due to the merger in June 2022.						
Capital	300 million yen						
Shareholders	ITOCHU Corporation 80%						
Shareholders	ITOCHU Property Development, Ltd. 20%						
Main business	Investment management						
	Financial Instruments Business Registration: Director of Kanto Local Finance Bureau (Kinsho) No. 309						
Licenses and	Building Lots and Building Transactions Business License, Governor of Tokyo (4) No. 84325						
registrations	Discretionary Transaction Agent License, Minister of Land, Infrastructure, Transport and Tourism, Registration No. 37						

the Governor of Tokyo, No. 58856

First-class Registered Architect Office: Registered with



## **Portfolio**

## Further strengthen the portfolio by incorporating superior properties

## Continue to build a long-term stable portfolio

(As of August 31, 2023)

												` •	
Category	Property No.	Property name	Location	Acquisition price (MN Yen)	Book value (MN Yen)	Appraisal value (MN Yen)	Unrealized gains (MN Yen)	Appraisal NOI yield (%)	Direct cap Rate (%)	Total floor area (m2)	Property age (years)	Occupancy Rate (%)	PML (%)
	L-1	IMP Atsugi	Atsugi City, Kanagawa	5,300	5,084	6,830	1,745	5.0%	3.8%	A:3,909.97 B:15,387.63	11.0	100.0	A:8.9% B:8.2%
	L-2	IMP Kashiwa	Kashiwa City, Chiba	6,140	5,734	8,190	2,455	5.5%	4.0%	31,976.44	8.5	100.0	5.4%
	L-3	IMP Noda	Noda City, Chiba	12,600	11,801	15,700	3,898	4.8%	3.8%	62,750.90	7.6	100.0	1.8%
	L-4	IMP Moriya	Tsukuba Mirai City, Ibaraki	3,200	2,931	3,970	1,038	5.3%	4.2%	18,680.16	6.4	100.0	5.4%
Acquired Properties	L-5	IMP Misato	Misato City, Saitama	6,100	5,755	7,640	1,884	5.0%	3.9%	22,506.53	6.1	100.0	4.4%
	L-6	IMP Chiba-Kita	Chiba City, Chiba	2,600	2,463	3,270	806	5.3%	4.1%	9,841.24	5.8	100.0	4.9%
	L-7	IMP Inzai	Inzai City, Chiba	27,810	25,728	33,500	7,771	5.1%	4.1%	110,022.51	5.5	100.0	1.5%
	L-8	IMP Moriya 2	Tsukuba Mirai City, Ibaraki	750	732	952	219	6.7%	4.4%	6,779.95	28.7	100.0	7.3%
	L-9	IMP Kashiwa 2	Kashiwa City, Chiba	28,320	27,224	34,200	6,975	4.6%	3.7%	117,435.21	5.0	100.0	2.9%
	L-10	IMP Inzai 2	Inzai City, Chiba	5,367	5,218	6,280	1,061	5.1%	4.2%	26,938.75	4.5	100.0	2.7%
	L-11	IMP Tokyo- Adachi	Adachi ward, Tokyo	10,915	10,832	12,200	1,367	4.1%	3.7%	27,872.43	5.3	100.0	5.0%
	L-12	IMP Miyoshi	Miyoshi Town, Iruma County, Saitama	2,320	2,280	2,800	519	5.0%	4.0%	10,300.66	3.9	100.0	5.6%
	L-13	IMP Ichikawa- Shiohama	Chidoricho, Ichikawa City, Chiba Prefecture	21,800	21,825	24,400	2,574	4.0%	3.5%	57,724.00	4.1	100.0	3.4%
Total / Average			133,222	127,613	159,932	32,318	4.7%	3.8%	522,126.38	5.8	100.0	2.6%	

## **Individual Property Income and Expenses**

## 10th Fiscal Period (Aug. 2023)

(As of August 31, 2023)

Property No.	L-1	L-2	L-3	L-4	L-5	L-6	L-7	L-8	L-9	L-10	L-11	L-12	L-13	
Property name	IMP Atsugi	IMP Kashiwa	IMP Noda	IMP Moriya	IMP Misato	IMP Chiba- Kita	IMP Inzai	IMP Moriya 2	IMP Kashiwa 2	IMP Inzai 2	IMP Tokyo- Adachi	IMP Miyoshi	IMP Ichikawa- Shiohama	Total
Number of operating days in the 10th fiscal period	184days	184days	184days	184days	184days	184days	184days	184days	184days	184days	184days	184days	184days	-
(A)Total revenues from property leasing			418,316											3,689,58
Rental revenues			396,726											3,624,14
Other rental revenues			21,589											65,44
(B)Total property-related expenses			183,673											1,355,28
Taxes and public dues			39,749											336,61
Property management fees	-	-	20,220	-	-	-	-	-	-	-	-	-	-	63,67
Utility expenses			21,021											62,42
Repair expenses			798											2,67
Insurance expenses			1,052											8,66
Trust fees			250											3,00
Others			5											6
Depreciation	28,673	45,461	100,577	29,895	39,064	16,554	249,282	8,200	202,794	32,507	36,039	13,615	75,500	878,16
C)Income from property easing(=(A) - (B))	104,040	107,939	234,642	64,167	113,954	52,581	463,221	18,666	478,010	105,074	192,410	44,251	355,337	2,334,29
(D)NOI(=(C)+depreciation)	132,713	153,400	335,219	94,063	153,018	69,136	712,504	26,866	680,804	137,582	228,450	57,866	430,837	3,212,46

<sup>1</sup> Depreciation, rental income (loss) and NOI are not disclosed for each property except for IMP Noda, because the tenants have not given their consent for disclosure.

<sup>2</sup> IMP Ichikawa-Shiohama 30% was acquired on April 3, 2023, so the figures do not include the full-year contribution.

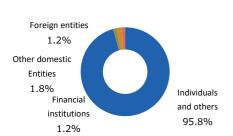
## **Status of Unitholders**

### 10th Fiscal Period (Aug. 2023)

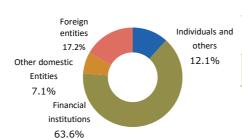
#### Number of unitholders and units by type of unitholders

	Unit holders	Ratio	Investment units (unit)	Ratio
Individuals and others	12,699	95.8%	81,641	12.1%
Financial institutions (including securities companies)	156	1.2%	429,184	63.6%
Other domestic entities	244	1.8%	47,601	7.1%
Foreign entities	155	1.2%	115,974	17.2%
Total	13,254	100.0%	674,400	100.0%

#### Breakdown by number of unitholders



#### Breakdown by number of units



#### **Major unitholders (Top 10 unitholders)**

	• • • • • • • • • • • • • • • • • • • •		
	Name	No. of units held	Percentage of units issued and outstanding
1	Custody Bank of Japan, Ltd. (Trust Account)	139,744	20.72%
2	The Master Trust Bank of Japan, Ltd. (Trust Account)	109,610	16.25%
3	ITOCHU Corporation	33,635	4.98%
4	The Nomura Trust and Banking Co., Ltd. (Investment Trust)	32,896	4.87%
5	JP MORGAN CHASE BANK 385771	13,237	1.96%
6	The Shinkumi Federation Bank	12,999	1.92%
7	AICHI BANK, LTD.	10,606	1.57%
8	The Hachijuni Bank, Ltd.	10,568	1.56%
9	STATE STREET BANK WEST CLIENT - TREATY 505234	10,102	1.49%
1	SSBTC CLIENT OMNIBUS ACCOUNT	8,784	1.30%
	Total (Top 10 unitholders)	382,181	56.66%

<sup>※</sup> Percentages are rounded down to the second decimal place.

## **Notes to the Statement**

- \* Unless otherwise noted, figures expressed in whole numbers are rounded down to the nearest unit, and figures expressed in decimal numbers are rounded off to the nearest digit.
- \*The "IMP" in the property name is an abbreviation for "IMP," a logistics facility developed by the ITOCHU Group.
- \*Page 3
- "NAV per unit" means the amount obtained by dividing the Net Asset Value (Net Asset Value), which takes into account the appraisal value of assets held by the Investment Corporation, by the number of investment units issued and outstanding. The same applies hereafter.

#### \*Page 4

- "DPU" stands for Distribution per unit.
- •"EPU" stands for Earnings per unit.
- •"Occupancy rate" is the ratio of leased area to leasable area. The same applies hereafter.
- "Kanto Area" refers to Tokyo, Kanagawa, Chiba, Saitama and Ibaraki prefectures, and "Kansai Area" refers to Osaka, Kyoto, Hyogo, Nara and Shiga prefectures.

  The same applies hereafter.
- "Percentage of rent increase" is a weighted average of the increase in actual rents before and after the contract renewal, taking into account free rent, etc., for the lease contracts that have expired or are scheduled to expire in each fiscal period and for which contract renewal has been completed or a new contract has been agreed to be concluded.
- •"Lease contract period" refers to the lease period in the lease contract with the tenant company, and includes the lease period prior to the acquisition of the property by ADL.
- •"FFO Payout Ratio" is calculated as (Total distributions on earnings + Total distributions in excess of earnings). The same applies hereafter.
- "FFO" is calculated as Net income (excluding gain (loss) on sales of real estate, etc.) + Depreciation and amortization. The same applies hereafter. The calculation method has been changed from the 10th fiscal year (abolition of addition of profit/loss carried forward from the previous fiscal year).

#### \*Page 6

- "Actual NOI yield" is the ratio of the total actual NOI of each owned asset to the total acquisition price of each owned asset as of the end of the fiscal year ending August 31, 2023 (the end of the 10<sup>th</sup> fiscal period). The acquisition price of the property is calculated by prorating the holding period during the current fiscal year.
- •"Appraisal value" as of February 2023 (end of the 9th fiscal period) is the appraisal value stated in the real estate appraisal report with the date of value as of the end of February 2023, otherwise the "Appraisal value" is the appraisal value stated in the real estate appraisal report with the date of value as of the end of August 2023.

## **Notes to the Statement**

- \*Pages 8 and 9
- ·"AFFO" is calculated as FFO Capital Expenditures.
- ·"AFFO Payout Ratio" is calculated as (Total distributions on earnings + Total distributions in excess of earnings) / AFFO
- \*Page 12
- •"Multi" refers to multi-tenant properties. "BTS" is an abbreviation for "Build To Suit" and refers to properties that are custom built and leased according to specific tenant requests.
- \*Page 18
- •The "property age" on this page indicates the age of the property from the date of new construction in the real estate or real estate in trust registry to August 31, 2023.
- •"3PL" stands for Third Party Logistics, and refers to a form of logistics in which a third party, an outside specialist, proposes comprehensive logistics reforms to the shipper, from product ordering and inventory management to computerization, and undertakes the entire logistics operation on a lump-sum basis.
- ·"Major 3PL" refers to a 3PL operator whose consolidated group sales, including such operator, exceed 100 billion yen.
- •"E-commerce" is an abbreviation of "Electric Commerce" and refers to electronic commerce (e.g., online shopping).
- \*Page 20
- "Depreciation" is based on the total of depreciation expense for the 11th fiscal period (ending February 2024) and the 12th fiscal period (ending August 2024).
- \*Page 24

Calculated based on the following criteria (as of December 2022)

- ·Logistics facilities: All logistics warehouses located in Japan (including those not leased)
- Medium to large logistics facilities: Logistics facilities with a total floor area of 5,000 m2 or more but less than 10,000 m2.
- ·Advanced logistics facilities: Leased logistics facilities with a total floor area of 10,000m2 or more and less than 20 years old.

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For convenience of preparation of charts and data by the Asset Management Company, dates indicated in this document may not be business days.

Ticker Symbol: 3493

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