

Investor Presentation for Financial Results

Fiscal Period Ended August 2024 (45th Fiscal Period)

Security Code：8961

Asset Management Company

MORI TRUST Asset Management Co., Ltd.

MORI TRUST REIT, Inc.

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01

Financial Highlights for 45th FP Ended August 2024



Settlement Highlights for 45th FP Ended August 2024

Distribution per Unit for 45th (Aug. 2024) FP

1,757 yen (-78yen (-4.3%) vs. previous FP (actual), +78 yen (+4.6%) vs. forecast)

Distribution per Unit (excluding temporary factors)

1,730 yen (+68 yen (+4.1%) vs. previous FP (actual), +74 yen (+4.5%) vs. forecast)

* Temporary factors: factors related to gain on sale of real estate properties, change in balance of internal reserves etc.

Key Figures in Results for 45th (Aug. 2024) FP

Operating revenues	11,746 mn yen (+194 mn yen vs. forecast)
Real estate rental income	7,460 mn yen (+206 mn yen vs. forecast)
NOI	8,457 mn yen (+198 mn yen vs. forecast)
Net income	6,785 mn yen (+357 mn yen vs. forecast)

As of August 31, 2024 (change from the previous fiscal period in parentheses)

Asset

Number of Property : 21 properties (-)

Asset Size *1**: 465.6 billion yen** (-3.7 billion yen)

Occupancy Rate : 95.9% (+3.5 pt)

*** Sublease basis : 94.8%** (+4.0 pt) (Note)

Appraisal Values of Portfolio Properties at the Fiscal Period End : 490.7 billion yen (-1.3 billion yen)

Unrealized Profit *2 **: 45.3 billion yen** (+2.7 billion yen)

NOI Yield *3 **: 3.6%** (+0.1 pt)

Yield after Depreciation *4 **: 3.2%** (+0.1 pt)

Investment Ratio :

[by area] **Tokyo Metropolitan Area 78.3%** (+0.6 pt)

[by use] **Office 58.2%** (+0.5 pt)

Hotel 30.5% (+0.2 pt)

Debt

Balance of Interest-Bearing Debt : 225.5 billion yen (-1.0 billion yen)

LTV : 47.4% (-0.1 pt)

Average Interest Rate at End of the Period : 0.67% (+0.06 pt)

Average Duration at End of the Period : 2.9 years (-0.0 year)

Long-Term Rating of Issuers : AA (stable) / Japan Credit Rating Agency, Ltd.

Equity

Number of Units Issued : 3,560,000 units (-)

NAV per Unit *5 **: 76,618 yen** (+1.2%)

Investment Unit Price : 66,300 yen / closing price on August 30, 2024

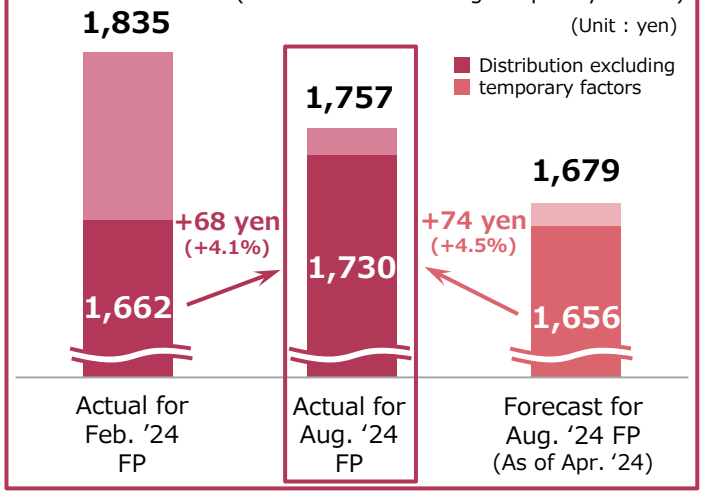
*1 Total acquisition price *2 Total appraisal value – Total book value (at the end of FP) *3 NOI (annualized) / Total acquisition price *4 Real estate rental income (annualized) / Total acquisition price
*5 (Net asset value + Unrealized profit and loss – Total distribution) / No. of investment units issued

Financial Highlights for 45th FP Ended August 2024

1. Steady Increase in Distribution on an Earnings Basis

Due to steady increase in office and hotel rents and property replacement, distributions for the 45th FP ended Aug. '24 reached the 1,700 yen level on an earnings basis.

(*Distribution excluding temporary factors)



2. Stable Operation of the Office

Average occupancy rate of 10 Office Properties*1 is stable at a high level.

Total of Ten Office Properties *1

	Feb. '24 FP	Aug. '24 FP	(Forecast) Feb. '25 FP
Average occupancy rate during the period	97.3%	97.9%	97.1%

Osaki MT Building

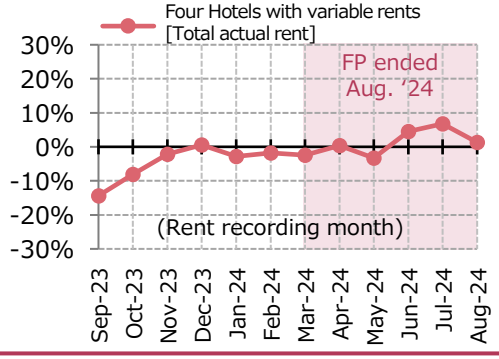
Promote leasing activities for vacant units.
The occupancy rate of Osaki MT Building is expected to reach normal operation levels in February 2025 FP.

	Feb. '24 FP	Aug. '24 FP	(Forecast) Feb. '25 FP
Occupancy rate	82.3%	84.0%	94.8%

3. Growth in Hotel Performance

The total rent for the Four Hotels with Variable Rents* has grown beyond the actual for 2019 (Note). (Vs. 2019(Note): 102%)

Trends in Actual Rents of Four Hotels with Variable Rents (Percent Change Vs. 2019)



Actual Rent (Unit : million yen)	Feb. '24 FP	(Vs. '19)	Aug. '24 FP	(Vs. '19)
Shangri-La	900	(102%)	975	(102%)
Hilton Odawara	189	(94%)	205	(102%)
CY Tokyo	338	(83%)	370	(98%)
CY Shin-Osaka	362	(94%)	385	(105%)
Total	**1,790**	**(95%)**	**1,937**	**(102%)**

*Four Hotels with Variable Rents:
Shangri-La, Hilton Odawara, CY Tokyo and CY Shin-Osaka

4. Response to the Moving out of Tenants

Completion of Transfer of Hashimoto MTR Building*2, Where Commercial Tenant has Moved out.

- Transferred one-half of interest in Aug. '24 FP. The other half was also transferred at the beginning of Feb. '25 FP.
- A gain on sale of real estate was recorded in the 45th and 46th fiscal periods, and a part of it was retained internally.
  → Balance of internal reserves (as of Feb. '25 (estimated)): 1,184 yen / unit

Policy on Use of Internal Reserves

Plan to use internal reserves to stabilize distributions in response to a temporary decrease in distribution

(Example of utilization)
- Temporary decrease in revenues due to tenants moving out
- Dilution due to issuance of new investment units, etc.

Name of the Asset to be Transferred	Hashimoto MTR Building (1) One-half of co-ownership (1st transfer) (2) One-half of co-ownership (2nd transfer)
Anticipated Transfer Price	(1) 4,250 million yen (2) 4,250 million yen Total 8,500 million yen
Appraisal Value	6,620 million yen (As of February 29, 2024)
Book Value	7,026 million yen (As of February 29, 2024)
Gain on Sale	(1) About 0.6 bn yen (45th FP) (2) About 0.6 bn yen (46th FP) Total 1.3 bn yen
Anticipated Transfer Date	(1) Apr. 23, 2024 (45th FP) (2) Sep. 2, 2024 (46th FP)

Announcement of the Scheduled Relocation of Tenants in ON Building.

- Kobe Steel, Ltd., a tenant of ON Building, announced plans to relocate its Tokyo head office, which is located in the property.
- Relocation is "planned within the fiscal 2026".

Details including the timing of move-out, are not clear at this point in time, and MTR will consider various possibilities.

*1 Shiodome (incl. hotel area), Kamiyacho, ON, Kioicho (incl. residence area), Sendai, Osaki, Midosuji, Hiroo, Tenjin, Shin-Yokohama *2 Former name: Kohnan Sagamihara-Nishihashimoto

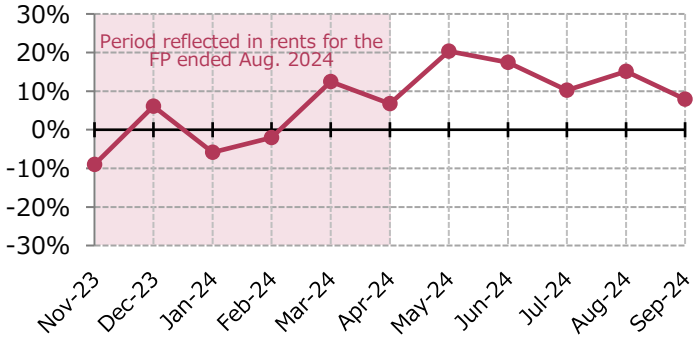
Summary of Actual Results for Four Hotels with Variable Rents

Reflecting the strong hotel market, the actual performance of the four hotels with variable rents has grown beyond the actual performance of 2019.

Shangri-La

- Rents calculated based on hotel sales was on an upward trend, reaching a level surpassing that in 2019.

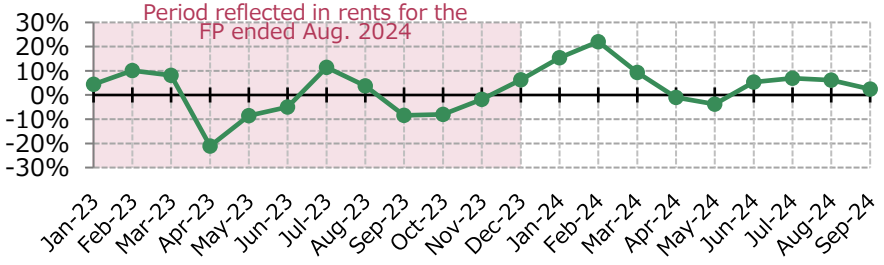
Rents vs. 2019 (Percent Change)



Hilton Odawara

- By continuing a high-unit-price sales strategy and focusing on domestic leisure visitors on holidays, as well as attracting domestic and overseas business travelers and inbound leisure visitors on weekdays, hotel performance was improved.
- The leisure section (e.g., swimming pool) is strong due to an increase in fitness club members and day visitors.

Total Sales vs. 2019 (Percent Change)



Courtyard Tokyo

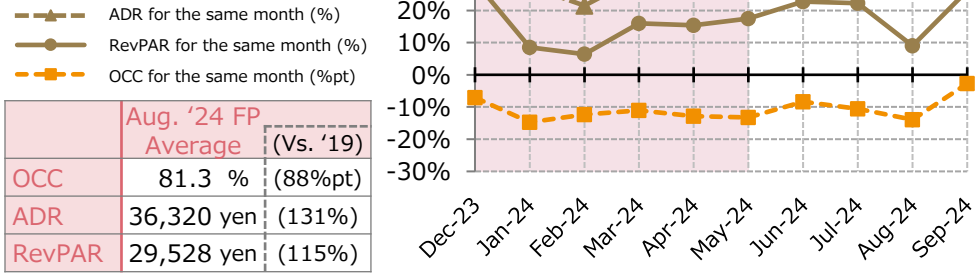
- While keeping a high occupancy rate by attracting domestic visitors, maximizing RevPAR by attracting high-unit-price inbound visitors through Marriott.com.

(Reference) Share of foreign guests in the total number of guests

Average from Mar. to Aug. 2024	Average from Mar. to Aug. 2019
69.0%	85.3%

- In the restaurant sector, monthly sales have recovered to the level as in 2019, thanks to revised sales prices, the introduction of high-unit-price meals, and the use of terrace seating.

Hotel Indicators vs. 2019 (Percent Change)



	Aug. '24 FP Average	(Vs. '19)
OCC	81.3 %	(88%pt)
ADR	36,320 yen	(131%)
RevPAR	29,528 yen	(115%)

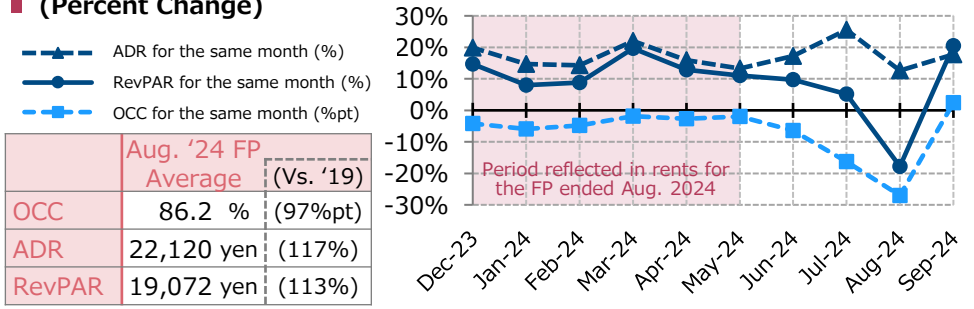
Courtyard Shin-Osaka

- By operating efficiently through a high-unit-price sales strategy, increases in costs such as labor costs are offset, and a high GOP level is secured. The decline in actual results for August is thought to have been temporarily impacted by natural disasters.
- Although both group and individual travelers from the U.S. continue to be the mainstay of hotel guests, there is also an increasing trend in the number of guests from mainland China, particularly individual travelers.

(Reference) Share of foreign guests in the total number of guests

Average from Mar. to Aug. 2024	Average from Mar. to Aug. 2019
58.5%	65.8%

Hotel Indicators vs. 2019 (Percent Change)



	Aug. '24 FP Average	(Vs. '19)
OCC	86.2 %	(97%pt)
ADR	22,120 yen	(117%)
RevPAR	19,072 yen	(113%)

* ADR: Average Daily Rate / RevPAR: Revenue Per Available Room / Both include service charge.

02

Overview of the Settlement for 45th FP Ended August 2024







Overview of the Settlement for the 45th FP Ended August 2024

Distribution per Unit for 45th (Aug. 2024) FP

1,757 yen (-78 yen (-4.3%) vs. previous FP (actual), +78 yen (+4.6%) vs. forecast)

Distribution per Unit (excluding temporary factors)

1,730 yen (+68 yen (+4.1%) vs. previous FP (actual), +74 yen (+4.5%) vs. forecast)

- **Operating revenues increased by 194 million yen compared with the forecast due to upward revisions in office rents and hotel rents boosted by strong hotel performance.**
- **Operating income increased by 305 million yen compared to the forecast due to downward revisions in repair costs, utility costs, etc.**
- **Distribution excluding temporary factors was 1,730 yen, above the forecast by 74 yen, at a level above 1,700 yen.**

Items (million yen)		44th FP (Ended Feb.2024) Actual (A)	45th FP (Ended Aug.2024) Forecast (B)	45th FP (Ended Aug.2024) Actual (C)	Change from Previous FP (C-A)	Change from Forecast (C-B)
Operating revenues		12,080	11,552	11,746	- 334	194
Rental revenues	(a)	10,700	10,987	11,095	395	108
Gain on sale of real estate		1,380	565	650	- 729	85
Operating expenses		4,143	4,354	4,243	99	- 111
Property-related expenses	(b)	3,507	3,732	3,634	127	- 98
Property and other taxes		1,253	1,257	1,255	2	- 2
Overhead expenses		1,245	1,470	1,383	137	- 87
Depreciation	(c)	1,009	1,004	996	- 12	- 8
Selling, general and administrative expenses		636	621	608	- 27	- 13
Profits and losses from real estate rental business	(d)=(a)-(b)	7,192	7,254	7,460	267	206
Earnings before depreciation and amortization (NOI)	(d)+(c)	8,202	8,259	8,457	255	198
Operating income		7,937	7,198	7,503	- 433	305
Non-operating revenues		1	0	52	50	52
Non-operating expenses (interest expense etc.)		681	759	760	78	0
Ordinary income		7,257	6,438	6,795	- 461	357
Income taxes - current		9	10	9	0	- 0
Profit		7,247	6,427	6,785	- 461	357
Change in balance of internal reserves		714	448	530	- 183	81
Distribution per unit (yen)		1,835	1,679	1,757	- 78	78
Distribution per unit excluding temporary factors (yen) (*)		1,662	1,656	1,730	68	74
Total number of outstanding investment units		3,560,000	3,560,000	3,560,000	–	–

* Temporary factors: factors related to gain on sale of real estate properties, change in balance of internal reserves etc.

Main Factors in Change (million yen)

Vs. Previous FP (C-A)

・Operating revenues

Increase in rent, etc. due to additional acquisition of Sendai	+224
Increase in hotel rent (Four Hotels with Variable Rents)	+147
Increase in office rent (Shiodome, Kioicho, Tenjin etc.)	+79
Decrease in rent due to move out of Hashimoto (Kohnan)	- 47
Absence of gain on sale (Shinbashi) and recording of gain on sale (Hashimoto)	- 729

・Operating expenses

Increase in expenses related to the additional acquisition of Sendai	+130
Increase in repair and utilities expenses, fixed property tax and city planning tax etc.	+104
Absence of fixed property tax, city planning tax for past years for Kamiyacho (one-time factor)	- 49
Decrease in expenses due to gain on sale of Shinbashi and Hashimoto	- 38

・Non-Operating revenues (increase due to one-time factor) +50

・Non-Operating expenses

Increase in interest expense	+67

Vs. Forecast (C-B)

・Operating revenues

Increase in hotel rent (Four Hotels with Variable Rents)	+78
Increase in office rent (Shiodome, Kioicho, Hiroo, Sendai etc.)	+29

・Operating expenses

Decrease in repair and utilities expenses and brokerage fee etc.	- 83

・Non-Operating revenues (increase due to one-time factor) +52

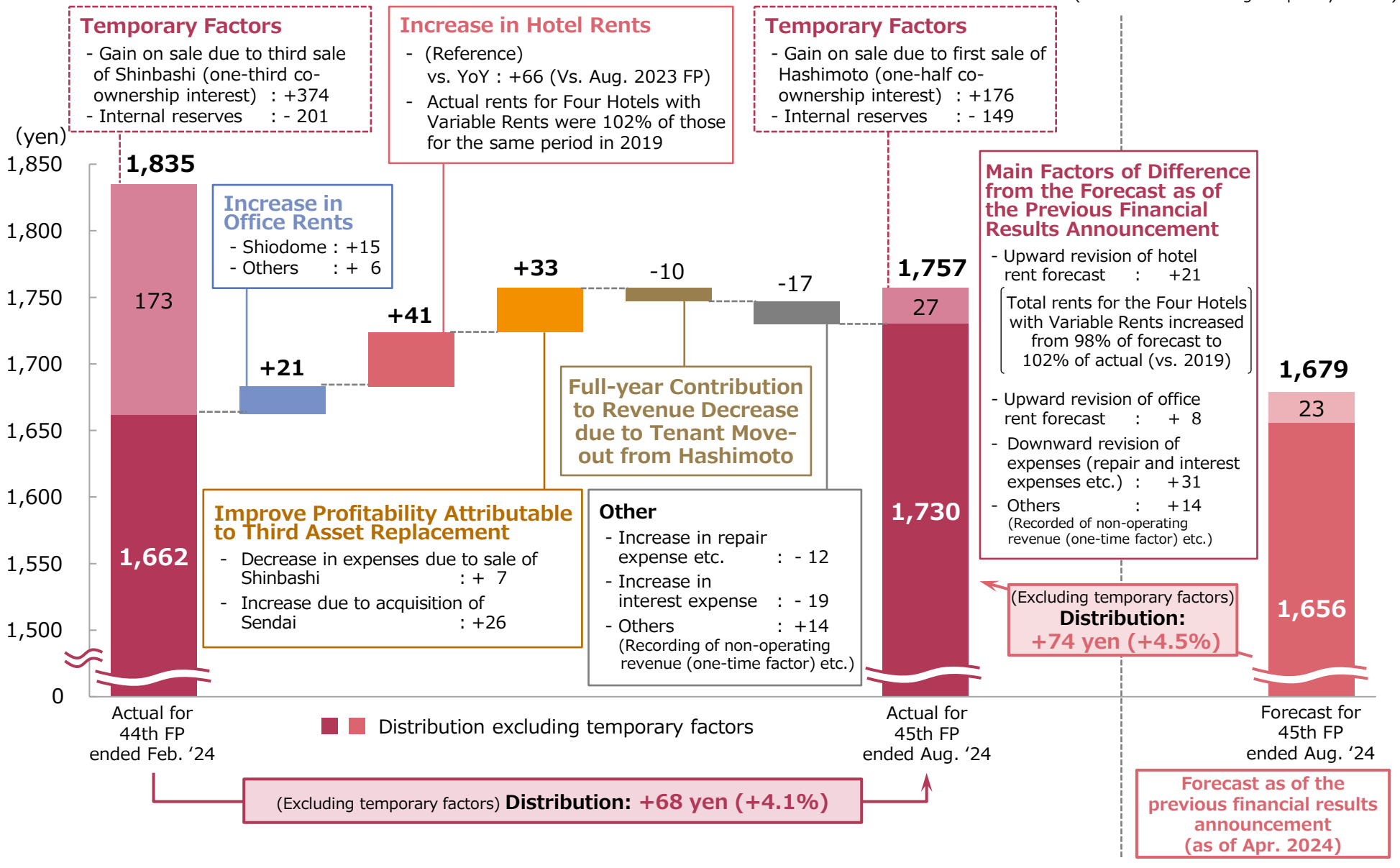
・Non-Operating expenses

Increase in interest expense	- 10

Factors of Change in Distributions per Unit
(Actual for FP Ended February 2024 vs. Actual for FP Ended August 2024)

- **Profitability improved due to increase in office rents centered on Shiodome, increase in rent accompanying recovery in hotel performance, and the property replacement of Shinbashi and Sendai. The actual distribution for the 45th FP ended Aug. 2024 reached the 1,700 yen level on an earnings basis*, offsetting the factors that decreased revenues due to tenant move-out and rising interest rates.**
- **Gain on sale due to first sale of Hashimoto, achieved increase in distribution and accumulation of internal reserves.**

(*Distribution excluding temporary factors)



03

Forecasts for the 46th FP Ending February 2025 and 47th FP Ending August 2025







Assumptions Underlying the Forecasts (1)

The office occupancy rate is stable at a high level, and the occupancy rate at Osaki is expected to reach normal operation levels. Further growth is expected for the four hotels with variable rents.

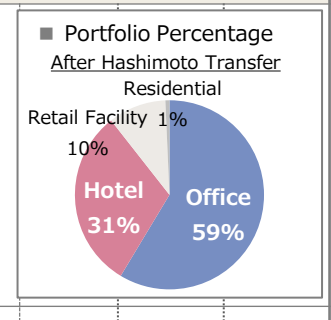
		Actual		Forecast	
FP		Feb. '24 (44th)	Aug. '24 (45th)	Feb. '25 (46th)	Aug. '25 (47th)
Year/ Month		2023 Sep. – 2024 Feb.	Mar. – Aug.	Sep. – Feb. (2025 Jan.)	Mar. – Aug.
Rental revenue		10,700 mn yen	11,095 mn yen	11,154mn yen	11,168mn yen
	(Office)	(6,236 mn yen)	(6,529 mn yen)	(6,518 mn yen)	(6,443 mn yen)
	(Hotel)	(3,079 mn yen)	(3,220 mn yen)	(3,305 mn yen)	(3,382 mn yen)
Average Occupancy Rate of Ten Office Properties *2 During the Period		97.3%	97.9%	97.1%	97.0%
Occupancy Rates for Osaki MT Building		85.2% → 82.3% → 82.3% → 84.0% → 94.8% → 94.8% (The contracted occupancy rate is expected to reach the normal operation level. (Rent occupancy rate*3 to be reached in May 2025))			
Four hotels with variable rents	Total Rents (Compared to 2019)		102% (Actual)	108% (Partly actual・partly forecast)	110% (Forecast)
	Shangri-La		Period for which the rents are fixed		Period for which the rents are projected
	Rents		102% (Actual)	114% (Partly actual・partly forecast)	113% (Forecast)
	Hilton Odawara		Period for which the rents are fixed		Period for which the rents are projected
	Rents		102% (Actual)	114% (Actual)	105% (Forecast)
	CY Tokyo		Period for which the rents are fixed		Period for which the rents are projected
	Rents (RevPAR)		98% (Actual) (RevPAR: 115%)	97% (Partly actual・partly forecast) (RevPAR: 124%)	105% (Forecast) (RevPAR: 123%)
	CY Shin-Osaka		Period for which the rents are fixed		Period for which the rents are projected
	Rents (RevPAR)		105% (Actual) (RevPAR: 113%)	101% (Partly actual・partly forecast) (RevPAR: 113%)	111% (Forecast) (RevPAR: 118%)

*1 Occupancy rates (office) in this page are on end tenant (sublease) basis.
*2 Shiodome (incl. hotel area), Kamiyacho, ON, Kioicho (incl. residential area), Sendai, Osaki, Midosuji, Hiroo, Tenjin and Shin-Yokohama *3 Occupancy rate excluding free rent

Assumptions Underlying the Forecasts (2)

Profitability is expected to improve due to the replacement of properties (Shinbashi and Sendai) and the transfer of a property (Hashimoto (former Kohnan)), and gain on sales is expected to be recorded.

	Actual								Forecast							
FP	**Feb. '24** (44th)		**Aug. '24** (45th)						**Feb. '25** (46th)						**Aug. '25** (47th)	
Year/ Month	2023 Sep.	2024 Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2025 Jan.	Feb.	Mar.	Aug.
No. of Properties at the End of FP	**21 properties**		**21 properties**						**20 properties**						**20 properties**	
Replacing Shinbashi (Retail facility) with Sendai (Office)	Sale of Shinbashi (Retail Facility) One-third co-ownership interest → 3 Sale Completed '24/2/29 Third sale of Shinbashi (sale of one-third co-ownership interest) Gain on sale occurs (partly for internal reserves)															
	Acquisition of Sendai (Office) Two-third co-ownership interest → 3 Acquisition complete '24/2/29 Third acquisition of Sendai (acquisition of one-third co-ownership interest)		Three-third co-ownership interest (90.845%)													
Transfer of Hashimoto (Former Kohnan)	'23/9/27 Tenant moved out of the building due to expiration of the fixed-term lease agreement. Two-half co-ownership interest (100%)		1 Gain on sale occurs (partly for internal reserves) One-half co-ownership interest '24/4/23 First sale of Hashimoto (sale of one-half co-ownership interest)						2 Gain on sale occurs (partly for internal reserves) Sale Completed '24/9/2 Second sale of Hashimoto (sale of one-half co-ownership interest)							
Balance of Internal Reserves	**Feb. '24 FP** 3,196 mn yen (898 yen/unit)						**Aug. '24 FP** 3,727 mn yen (1,047 yen/unit)						**Feb. '25 FP** 4,216 mn yen (1,184 yen/unit)			
Interest Expense	Average interest rate during the period		0.64%						0.72%						0.81%	



Summary of Forecasts for the 46th FP Ending February 2025 and 47th FP Ending August 2025

Forecast Distribution per Unit for the FP Ending Feb. 2025

1,740 yen [-17 yen (-1.0%) from actual for Aug. 2024 FP] [+40 yen (+2.4%) from previous forecast]

Forecast Distribution per Unit Excluding Temporary Factors

1,702 yen [-28 yen (-1.6%) from actual for Aug. 2024 FP] [+44 yen (+2.7%) from previous forecast]

Forecast Distribution per Unit for the FP Ending Aug. 2025

1,669 yen [-71 yen (-4.1%) from forecast for Feb. 2025 FP]

Forecast Distribution per Unit Excluding Temporary Factors

1,669 yen [-33 yen (-1.9%) from forecast for Feb. 2025 FP]

- **Profitability is expected to improve further due to internal growth through an increase in office and hotel rents, and a decrease in holding costs with the transfer of Hashimoto. Although anticipating rising interest rates and some vacancies, distributions are expected to exceed 1,700 yen, continuing on from the actual results for the 45th FP ended Aug. 2024.**
- **Recorded gain on sale of second sale of Hashimoto**

- **Although anticipating rising interest rates and some vacancies, hotel rents are expected to increase with the strong hotel market.**
- **Absence of gain on sale of Hashimoto.**

Item (million yen)	45th FP (Ended Aug. 2024) Actual A	46th FP (Ending Feb. 2025) Revised Forecast (as of Oct. 2024) B	Change from 45th FP Actual B-A	47th FP (Ending Aug. 2025) Forecast (as of Oct. 2024) C	Change from 46th FP Revised Forecast C-B
Operating revenues	11,746	11,808	62	11,168	- 640
Rental revenues (a)	11,095	11,154	58	11,168	13
Gain on sale of real estate	650	654	3	–	- 654
Operating expenses	4,243	4,285	42	4,278	- 6
Property-related expenses (b)	3,634	3,663	28	3,674	10
Property and other taxes	1,255	1,229	- 25	1,260	30
Overhead expenses	1,383	1,427	44	1,383	- 44
Depreciation (c)	996	1,006	10	1,030	24
Selling, general and administrative expenses	608	621	13	604	- 17
Profits and losses from real estate rental business (d)=(a)-(b)	7,460	7,490	30	7,493	2
Earnings before depreciation and amortization (NOI) (d)+(c)	8,457	8,497	40	8,524	26
Operating income	7,503	7,523	19	6,889	- 633
Non-operating revenue	52	0	- 52	0	–
Non-operating expenses (interest expense etc.)	760	827	67	942	114
Ordinary income	6,795	6,695	- 100	5,947	- 748
Profit	6,785	6,684	- 100	5,936	- 748
Change in balance of internal reserves	530	488	- 42	- 3	- 491
Distribution per unit (yen)	1,757	**1,740**	- 17	**1,669**	- 71
Distribution per unit excluding temporary factors (yen)	1,730	**1,702**	- 28	**1,669**	- 33
Total number of outstanding investment units	3,560,000	3,560,000	–	3,560,000	–

* Temporary factors: factors related to gain on sale of real estate properties, change in balance of internal reserves, etc.

Main Factors in Change (million yen)

Forecast for 46th FP Ending Feb. 2025 (Change from 45th FP Actual : B-A)

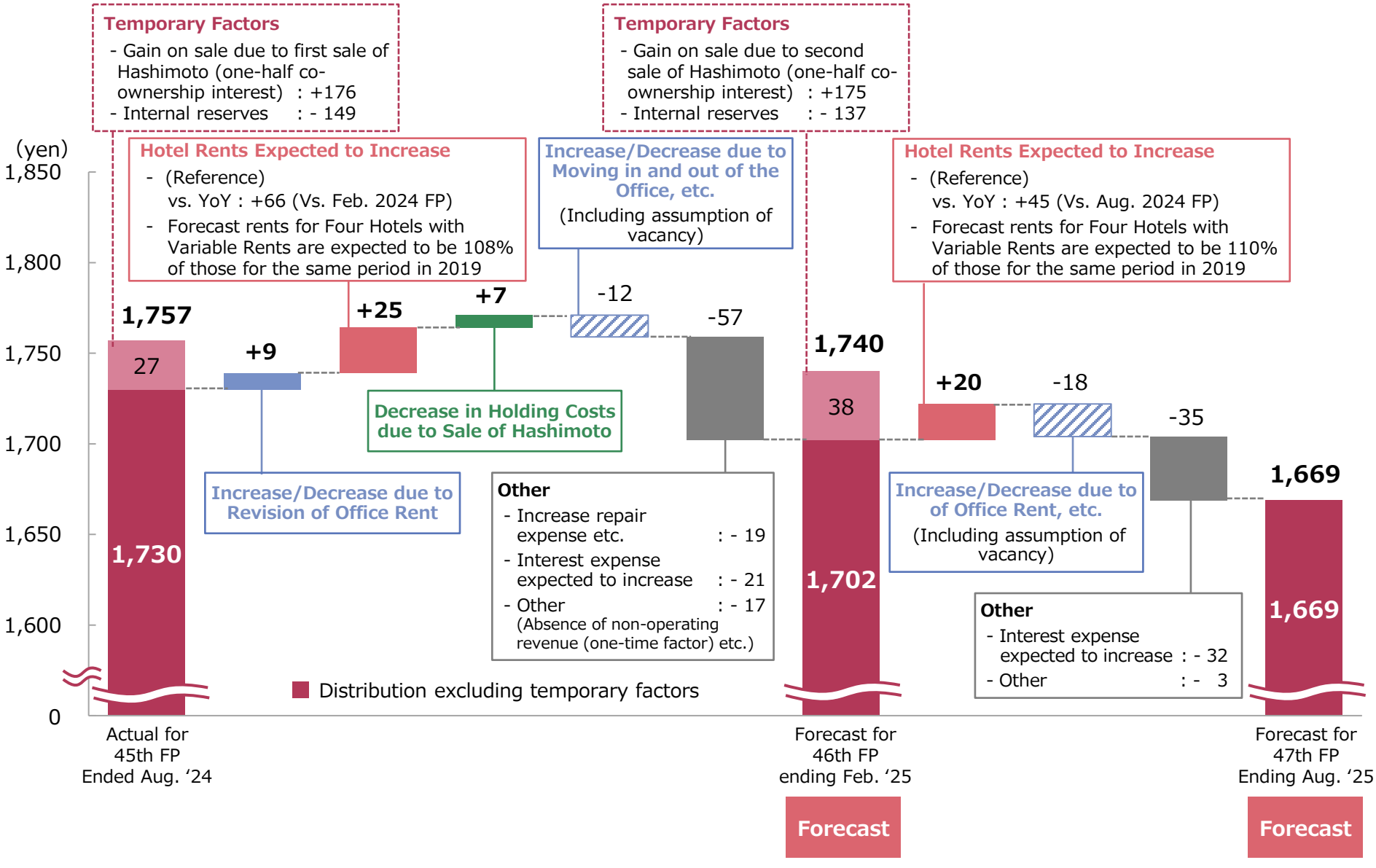
- Operating revenues
  - Increase in hotel rents (Four Hotels with Variable Rents) +90
  - Increase/decrease due to revision of office rent (Shiodome etc.) +34
  - Increase/decrease due to moving in and out of the office, etc. (Including assumption of vacancy) - 44
- Operating expenses
  - Increase in repair and utility expenses, depreciation etc. +55
  - Decrease in expenses due to sale of Hashimoto - 26
- Non-operating revenue (Absence of one-time factor) - 52
- Non-operating expenses
  - Increase in interest expense +78

Forecast for 47th FP Ending Aug. 2025 (Change from 46th FP forecast: C-B)

- Operating revenues
  - Increase in hotel rents (Four Hotels with Variable Rents) +73
  - Increase/decrease due to moving in and out of the office, etc. (Including assumption of vacancy) - 63
  - Absence of gain on sale (Hashimoto) - 654
- Operating expenses
  - Increase in fixed property tax and city planning tax +30
  - Decrease in repair expenses, etc. - 44
  - Increase in depreciation +24
- Non-operating expenses (Increase in interest expense) +114

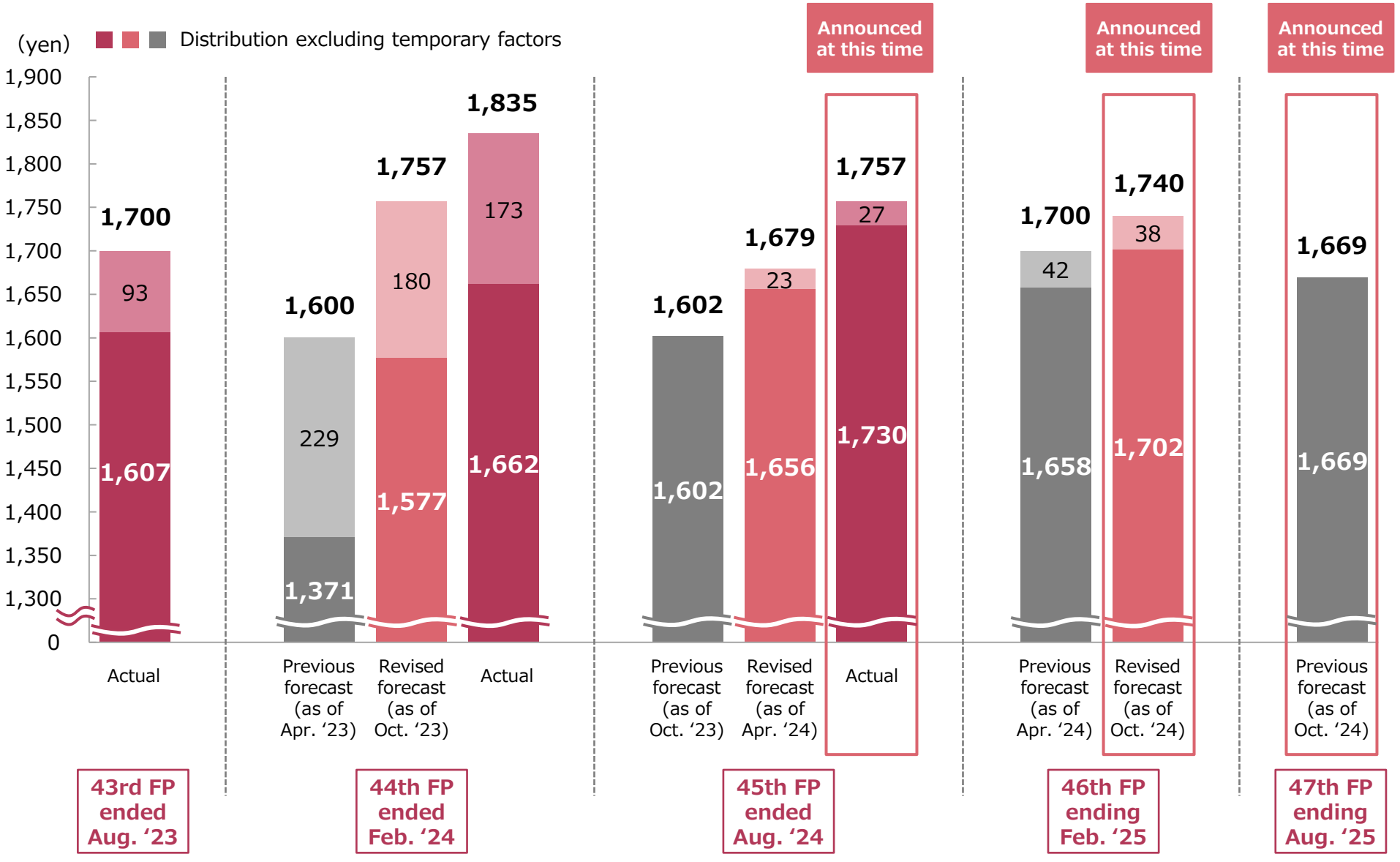
Factors of Change in Distributions per Unit
(Actual for FP Ended August 2024 vs. Forecast for FP Ending February 2025 and August 2025)

- **While profitability is expected to improve due to internal growth through an increase in office and hotel rents and the transfer of Hashimoto, revenue is expected to decrease due to assumed partial vacancy and costs are expected to increase due to rising interest rates, etc.**
- **It is expected that the distribution will exceed 1,700 yen for the 46th FP ending Feb. 2025, following the actual results for the 45th FP ended Aug. 2024 and stable distributions are expected thereafter.**



Changes in Previous/Revised Forecasts and Actual Distributions for Each Fiscal Period

- **Due to the recovery and growth of the office and hotel markets, actual distributions (excluding temporary factors) have grown to the 1,700 yen level.**
- **Due to continued internal growth exceeding the forecasts, actual results are on an upward trend compared with the previous and revised forecasts.**



04

External and Internal Growth Strategy







Summary of External Growth Strategy

Recognition of External Environment

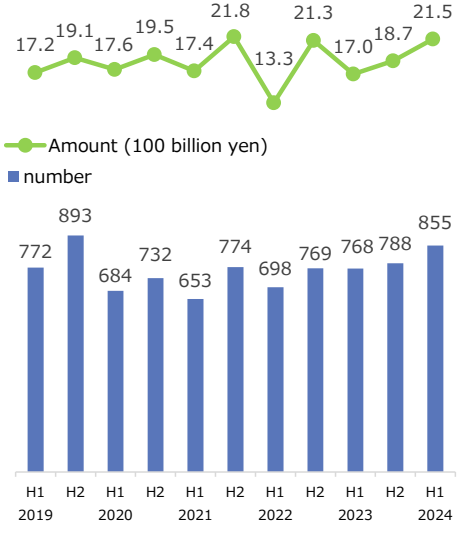
Office • In addition to the continued high demand for property acquisition from domestic and foreign investors, U.S. investors are also shifting to a more active investment stance, resulting in active office transactions.

Hotel • Active hotel transactions by domestic and foreign investors who expect further growth in the hotel market continue.

Future Policy

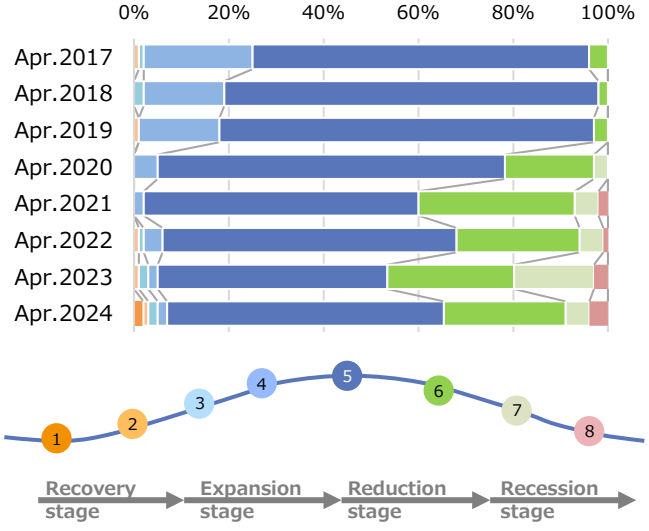
- Aim to improve portfolio quality and expand the asset size through the acquisition of new properties and asset replacement, while leveraging sponsor support (including joint investment, etc., not limited to property provision)
- Future growth may be expected, and we are actively considering hotels that can be expected to have reasonable yields.
  We are also considering a wide range of acquisition cases with which improved revenue can be expected based on a change of operator or the like through leveraging the sponsor's hotel operation and management capabilities.
- With regard to offices, in addition to regional properties that can be expected to have a reasonable yield and whose occupancy is relatively stable, in central Tokyo, where the impact of the large supply of new office buildings has made the differences between properties more apparent, we carefully select and consider well-located, high-grade and highly competitive properties.

Changes in Number and Amount of Real Estate Transactions



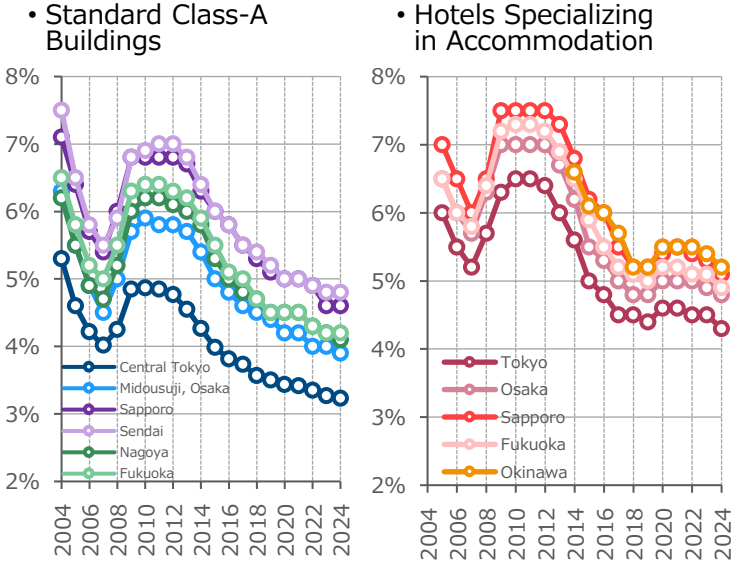
Source : Prepared by MTAM based on Nikkei BP "NIKKEI REAL ESTATE MARKET REPORT May 2019, Aug. 2019, Nov. 2019, Feb. 2020, May 2020, Aug. 2020, Nov. 2020, Feb. 2021, May 2021, Aug. 2021, Nov. 2021, Feb. 2022, May 2022, Aug. 2022, Nov. 2022, Feb. 2023, May 2023, Aug. 2023, Nov. 2023, Feb. 2024, Aug. 2024".

Situations of Recognition of the Market Cycle among Real Estate Investors



Source: Prepared by MTAM based on Japan Real Estate Institute: The Japanese Real Estate Investor Survey
* Recognition of the market cycle (market trends) in relation to Tokyo (Marunouchi/Otemachi districts)

Trend in Transaction Yield



Source: Prepared by MTAM based on Japan Real Estate Institute:
The Japanese Real Estate Investor Survey
The figure for Central Tokyo represents the simple mean value of the data obtained in the survey in Marunouchi-Otemachi, Nihonbashi, Toranomon, Nishi-Shinjuku, Shibuya and Osaki.
*The data were current as of October of each year.
The data of 2024 was current as of April.

Summary of Internal Growth Strategy (Office)

Office

Recognition of External Conditions

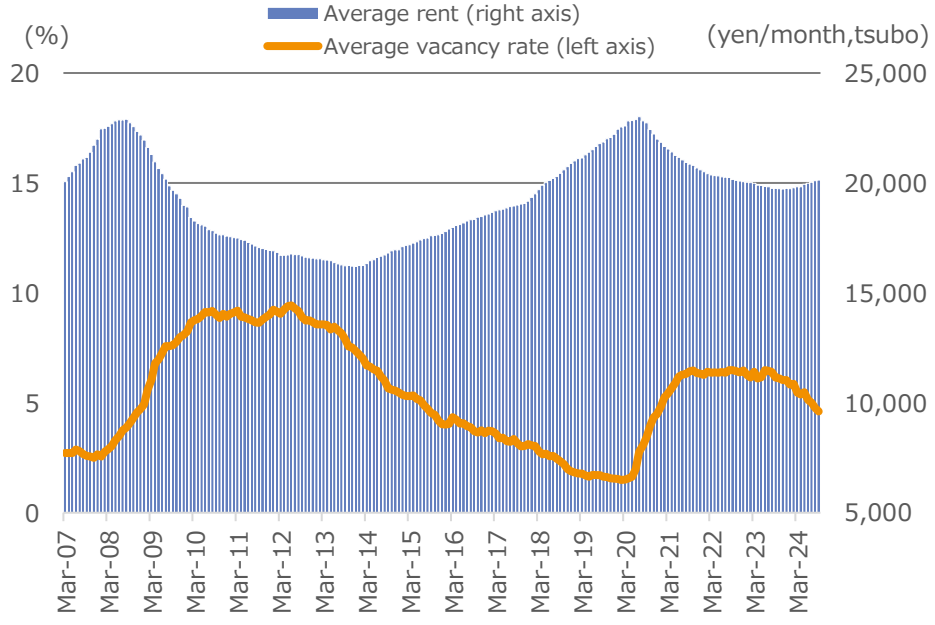
- As the domestic economy gradually recovered and corporate performance improved, the recovery trend in the office market intensified, particularly in Tokyo.
- The advantages and disadvantages of each area and property are becoming clearer, and there is strong demand for highly competitive properties, and rents are rising.

Future Policy

- In terms of leasing to new tenants, we aim to conclude contracts at high unit prices by capturing the needs of tenants for improving locations and expanding floor space, and by promoting the advantages of the locations and specifications of our properties.
- In terms of rent revisions for existing tenants, we actively aim for rent increase, particularly for tenants with rent gaps, based on the improved occupancy rate of our properties.
- Keep in mind that the market environment will change with the large supply of new office buildings in 2025.

Condition of Office Market

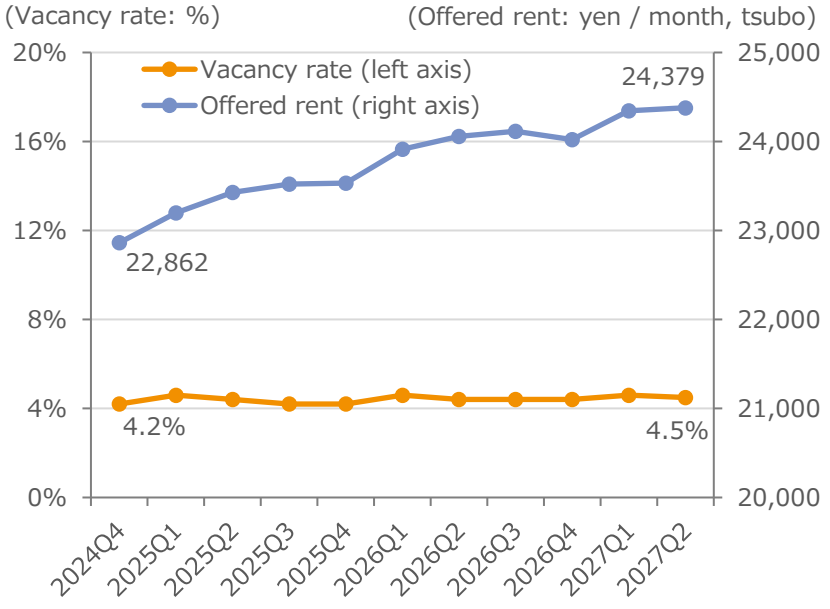
Changes in Vacancy Rate and Rent per Unit in Tokyo Business Districts



Source: Prepared by MTAM based on data published by Miki Shoji Co., Ltd.
Tokyo business districts: Chiyoda-ku, Chuo-ku, Minato-ku, Shinjuku-ku, and Shibuya-ku

Forecast for Office Rental Market

Forecasted Trends in Office Vacancy Rates and Asking Rents (5 Wards of Central Tokyo)

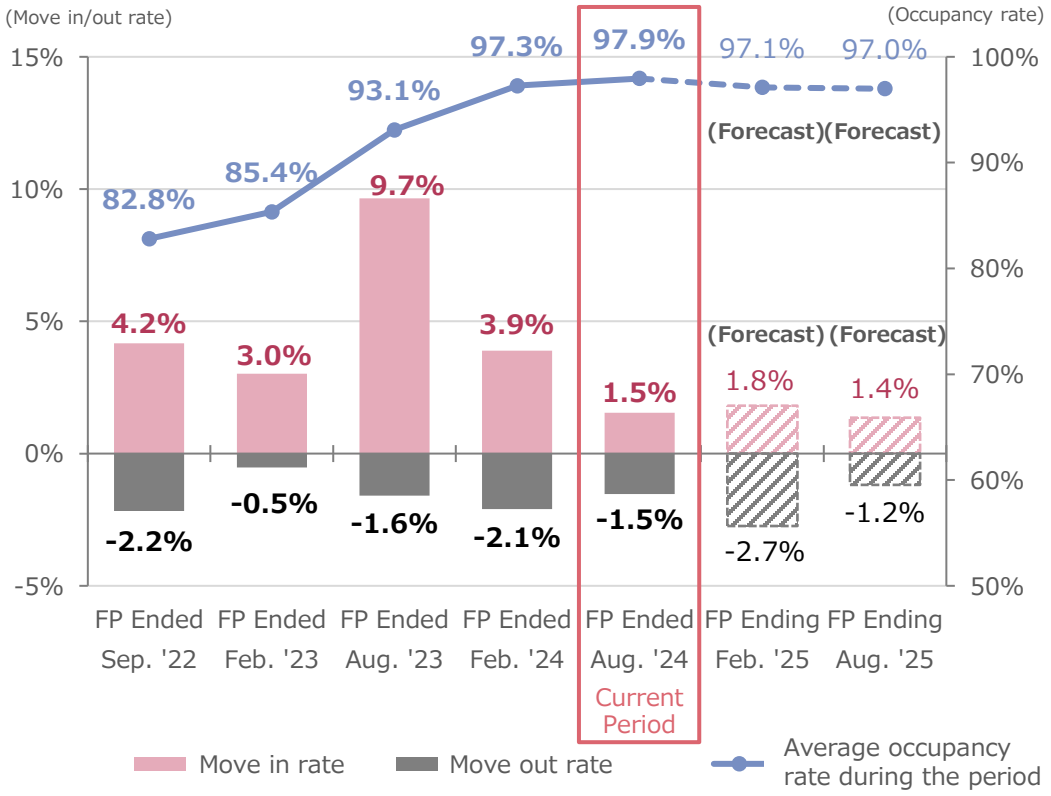


Source: Commercial Property Research Institute, inc. (SANKO ESTATE Group)

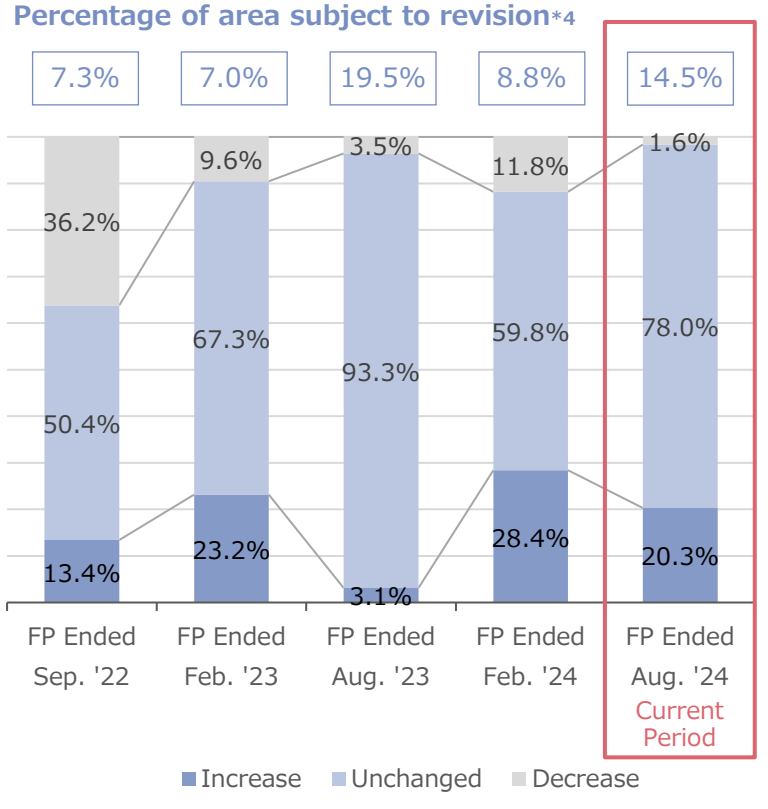
Changes in Move in/out Rate and Average Occupancy Rate during the Period and Rent Revision Status for Ten Office Properties

- **Due to the completion of leasing up at Shiodome and Shin-Yokohama and the progress of leasing at Osaki, the occupancy rate is expected to remain stable at high levels.**
- **With the recovery of the office market, opportunities for rent increases are increasing.**

Changes in Move in/out Rate*1 and Average Occupancy Rate*2 during the Period for Ten Office Properties*3



Changes in Rent Revision Status for Ten Office Properties



*1 Move in/out rate = total leased area of the space moved in (moved out) during the fiscal period / average leasable area during the fiscal period (average as of the end of each month, the same applies hereinafter)
*2 Average Occupancy Rate = Average Leased Area during the fiscal period / Average Leasable Area during the fiscal period
*3 Ten Office Properties: Shiodome (including Hotel area), Kamiyacho, ON, Kioicho (including residencial area), Sendai, Osaki, Midosuji, Hiroo, Tenjin and Shin-Yokohama
*4 Total leased area of parcels whose contracts are up for renewal / Average leasable area during the fiscal period

Summary of Internal Growth Strategy (Hotel)

Hotel

Recognition of External Conditions

- Inbound demand continues to grow steadily even after recovering to the level before the COVID-19 pandemic, and RevPAR at each hotel continues to rise due to the increase in occupancy rates and ADR.
- Demand for restaurants, banquets, MICE, etc., other than accommodation, is continuing to recover gradually.
- We need to continue to pay attention to the increase in operating costs due to rising labor costs, energy costs, and other factors.

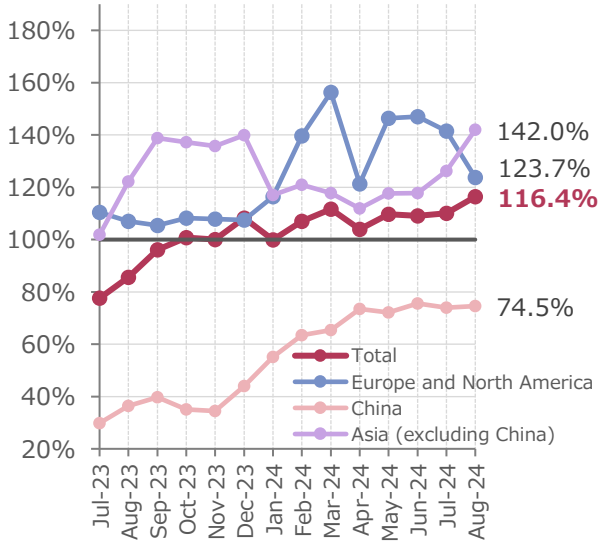
Future Policy

- We will actively capture inbound demand with high room rates via international brand sales channels, etc.
- We aim to capture further demand for restaurants, banquets, MICE, etc. by strengthening sales to corporations, agencies, etc.
- With the aim of maximizing GOP, we will respond to rising operation costs by continuing to raise ADR and achieving operational efficiency (control of staff organization).

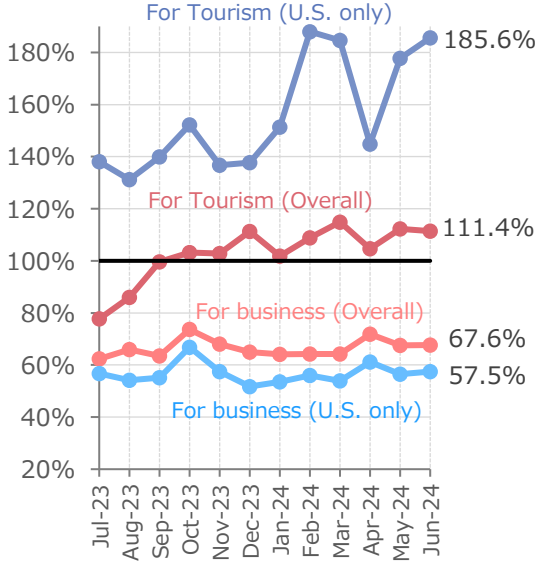
Condition of Hotel Market

Change in Number of Inbound (vs. 2019)

• By Region/Country (Note 1, 2)



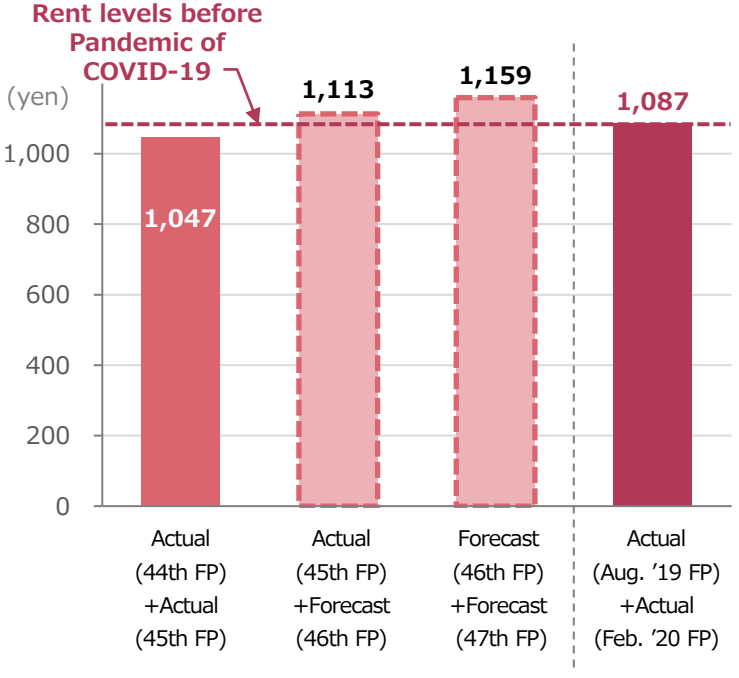
• By Purpose (for Tourism/Business)



(Source) Japan National Tourism Organization (JNTO)
* The figures for July and August 2024 are estimates.

Condition of Hotel Operating

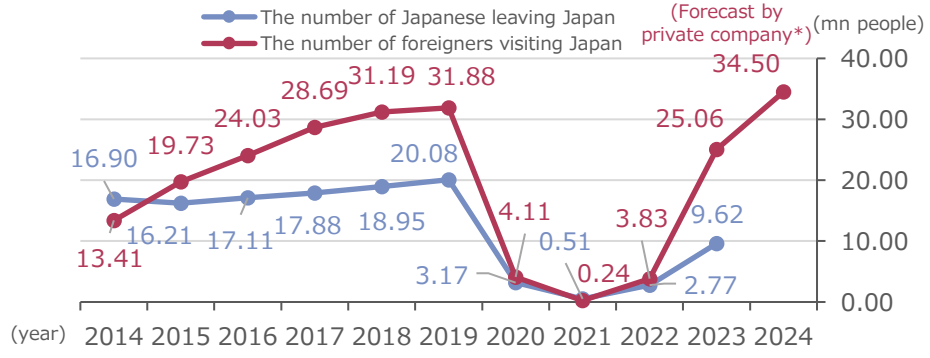
Scope for Rent Increases at Four Hotel Properties with Variable Rent (Per Investment Unit/Year) (Note 3)



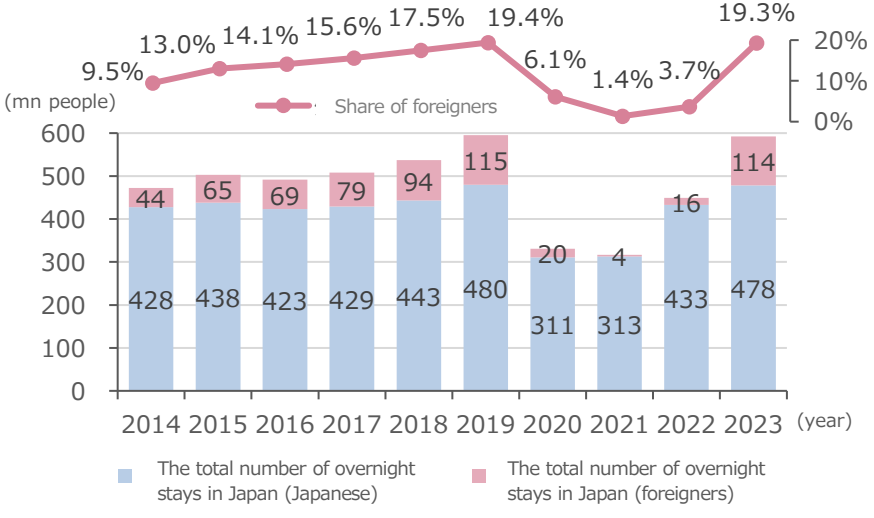
Overall Status of Hotel Market

- **The number of foreign visitors to Japan has been steadily increasing, with actual figures for a single month exceeding 3 million, and is expected to exceed the 2019 actual figures. The number of foreign visitors to Japan is expected to continue to expand gradually, supported by strong demand for tourism to Japan, and it is predicted that the number will exceed 30 million again in 2024, exceeding the annual actual results for 2019, which was the highest on record.**
- **The total number of domestic overnight stays by Japanese people is continuing to remain at the same level as the actual results for 2019.**

Number of Foreigner Visitors Visiting Japan, Number of Japanese Leaving Japan

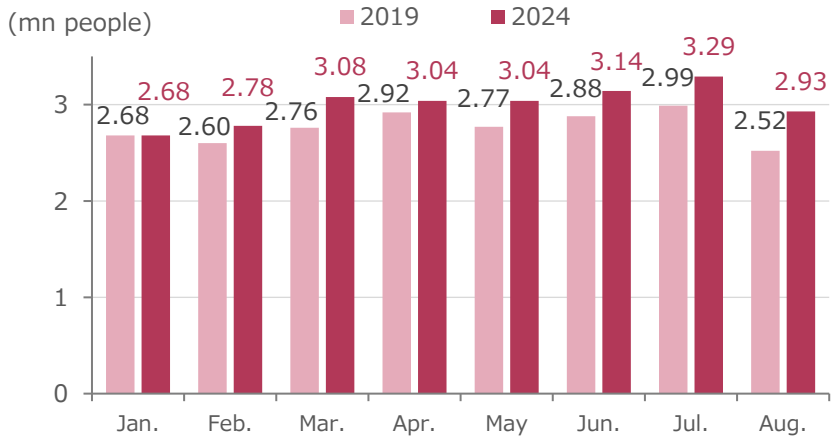


Total Number of Overnight Stays in Japan (foreigner visitors and Japanese)



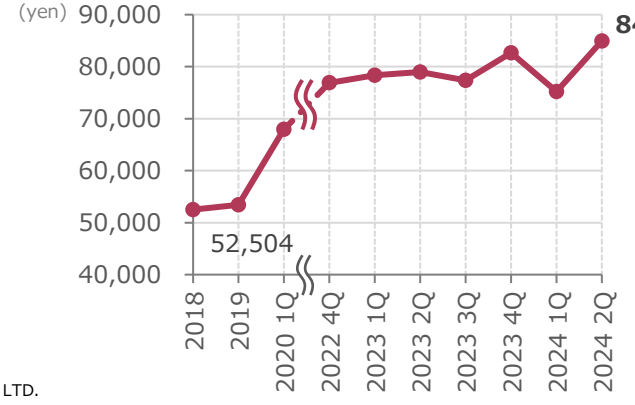
(Source) Japan National Tourism Organization (JNTO) and Japan Tourism Agency
* Private company forecast for the number of foreign visitors visiting Japan in 2024 is estimated by MORI TRUST CO., LTD.

Changes in the Number of Foreign Visitors to Japan in a Single Month



(Source) Japan National Tourism Organization (JNTO)
* The figures for July and August 2024 are estimates.

Accommodation Consumption Unit Price by International Visitors (per Person per Visit to Japan)



(Source) Prepared by MTR based on International Visitor Survey published by Japan Tourism Agency

* Data for 2020 Q2 to 2022 Q3 are missing due to suspension of the survey during the pandemic

05

Financial Status







Financial Status
(Financial Strategy, Financial Highlights for 45th FP Ended August 2024 and Interest Rate Status)

Financial Strategy

Recognition of External Environment

- Although the Bank of Japan raised interest rates at the Monetary Policy Meeting held in July 2024, due to the correction of the course for financial market stabilization, interest rates did not rise sharply.
- Although further interest rate hikes are expected to continue, given the trends in financial markets and U.S. interest rates, a gradual rise in interest rates is expected to continue.

Future Policy

- To control the rise in the overall interest expense costs, a certain percentage of short-term loans (variable interest rate) is maintained.
- As a response to rising interest rates, we consider shortening the maturity of long-term loans in order to control rising costs, while taking into account the diversification of repayment dates.

Financial Highlights (FP Ended Aug. 2024)

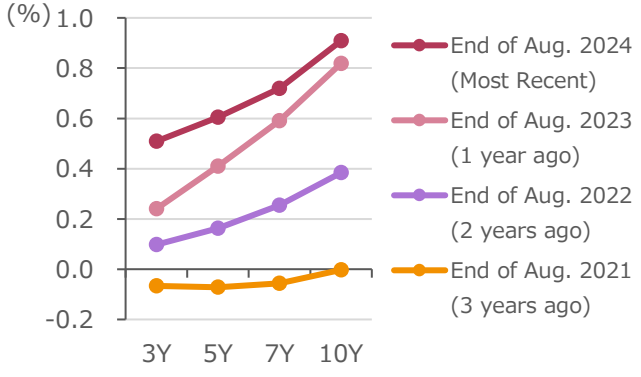
Borrowing Refinancing Summary

- Shortening of the average loan term to limit the impact of an increase in the base interest rate
- Shortening the term of long-term loans and transferring from long-term loans to short-term loans

Actual Repayment and Borrowing of Loans (45th FP Ended August 2024)

Item	Repayment Record	Borrowing Record	Diff.
Average Loan Term	3.89 year	3.05 year	-0.84 year
Average Interest Rate	0.42%	0.78%	+0.36 pt
Total (mn yen)	33,000	32,000	-1,000
(Short-term Loans)	7,000	8,500	+1,500
(Long-term Loans)	26,000	23,500	-2,500

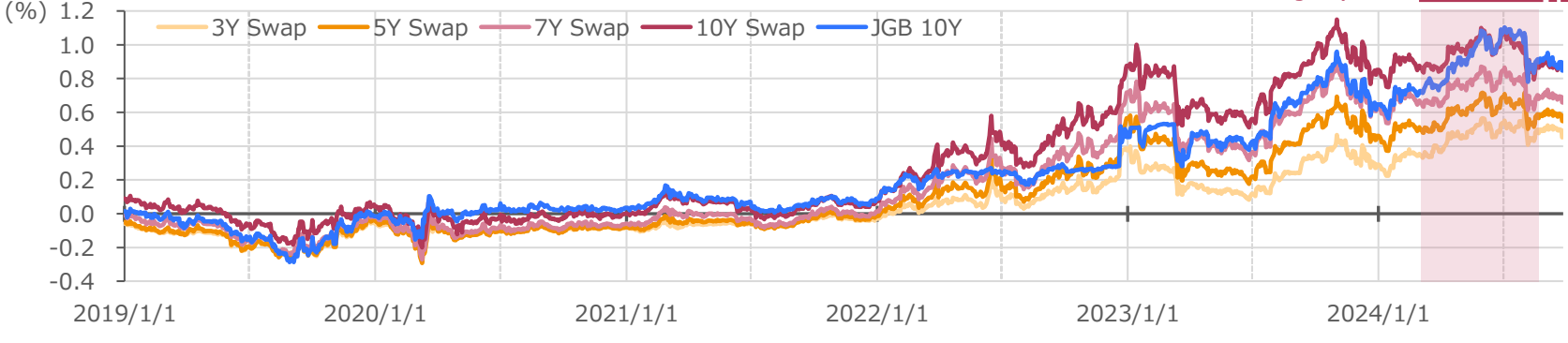
Changes in Long-term Base Interest Rate



Interest Rate Status

Changes in Swap Rates (TONA) and 10-year JGB Yields

	Actual for Aug. '24 FP	Forecast for Feb. '25 FP	Forecast for Aug. '25 FP
Average interest rate during the period	0.64%	0.72%	0.81%



Financial Status (Status of Interest-Bearing Liabilities)

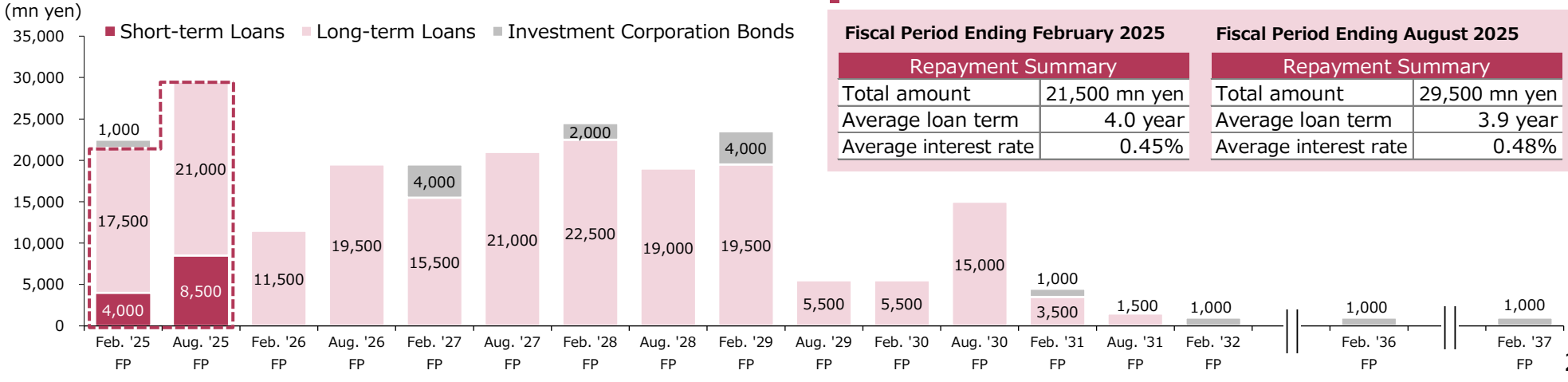
Interest-Bearing Liabilities

	As of Feb. 29, 2024	As of Aug. 31, 2024	Change
Total interest-bearing liabilities (mn yen)	226,500	225,500	-1,000
Short-term loans	11,000	12,500	1,500
Long-term loans	200,500	198,000	-2,500
Investment corporation bonds	15,000	15,000	–
Of which green finance	1,000	1,000	–
LTV (Loan To Value ratio)	47.5%	47.4%	-0.1pt
Short-term interest-bearing liabilities ratio	4.9%	5.5%	0.7pt
Long-term interest-bearing liabilities ratio	95.1%	94.5%	-0.7pt
Fixed interest-bearing liabilities ratio	95.1%	94.5%	-0.7pt
Average interest rate at end of period	0.61%	0.67%	0.06pt
Short-term loans	0.20%	0.48%	0.28pt
Long-term loans and investment corporation bonds	0.63%	0.69%	0.05pt
Average duration	3.0 year	2.9 year	-0.0year
Rating (JCR)	AA (stable)	AA (stable)	–

Breakdown of Interest-Bearing Liabilities (As of Aug. 31, 2024)

Classi-fication	Lender	Balance of borrowings	(%)
Loans	Mizuho Bank, Ltd.	48,000	21.3%
	Sumitomo Mitsui Banking Corporation	42,500	18.8%
	Sumitomo Mitsui Trust Bank, Limited	28,500	12.6%
	MUFG Bank, Ltd.	23,500	10.4%
	Development Bank of Japan Inc.	17,500	7.8%
	Resona Bank, Limited.	8,500	3.8%
	Aozora Bank, Ltd.	6,500	2.9%
	The Bank of Fukuoka, Ltd.	5,500	2.4%
	The Norinchukin Bank	4,500	2.0%
	Mizuho Trust & Banking co., Ltd.	4,500	2.0%
	Shinkin Central Bank	4,000	1.8%
	The Nishi-Nippon City Bank, Ltd.	3,500	1.6%
	SBI Shinsei Bank, Limited	2,000	0.9%
	The Ashikaga Bank, Ltd.	2,000	0.9%
	The 77 Bank, Ltd.	2,000	0.9%
	Nippon Life Insurance Company	2,000	0.9%
	Mitsui Sumitomo Insurance Company, Limited	2,000	0.9%
	SUMITOMO LIFE INSURANCE COMPANY	1,000	0.4%
	The Hachijuni Bank, Ltd.	1,000	0.4%
	The Dai-ichi Life Insurance Company,Limited	500	0.2%
	The Chiba Bank, Ltd	500	0.2%
	The Yamanashi Chuo Bank,Ltd	500	0.2%
	Subtotal	210,500	93.3%
Investment corporation bonds		15,000	6.7%
Total		225,500	100.0%

Loan Repayment Schedule Diversification (As of Aug. 31, 2024)



Schedule for Repayment within One Year

Fiscal Period Ending February 2025

Repayment Summary	
Total amount	21,500 mn yen
Average loan term	4.0 year
Average interest rate	0.45%

Fiscal Period Ending August 2025

Repayment Summary	
Total amount	29,500 mn yen
Average loan term	3.9 year
Average interest rate	0.48%

06

Initiatives Related to ESG







Initiatives Related to ESG

Environmental Certification and Evaluation

■ **Acquisition of Environmental Certification and Evaluation (July 2024)**

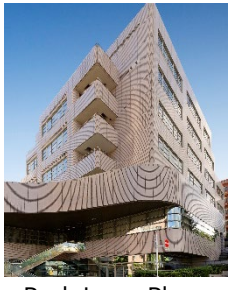
- Certification for CASBEE for Real Estate (Sendai MT Building, Park Lane Plaza)



Sendai MT Building



Rank S



Park Lane Plaza



Rank A

■ **Acquisition of 2024 GRESB Real Estate Assessment (October 2024)**

- GRESB Rating

「4 Stars」

GRESB ★★★★☆ 2024

■ **Acquisition status of environmental certification and evaluation**

MTR has acquired Environmental Certification and Evaluation for fifteen properties it owns (**Red text** indicates properties that have been evaluated for this fiscal period.).

	Number of evaluations obtained		Name
DBJ Green Building Certfication	★★★★	2	Kamiyacho Trust Tower Kioicho Building(Residential)
	★★★	2	Tokyo Shiodome Building Kioicho Building (Office)
	★★	4	ON Building Osaki MT Building Midosuji MTR Building SHIBUYA FLAG (Office/Retail)
	★	3	Shin-Yokohama TECH Building Hiroo MTR Building Tenjin Prime
Certification for CASBEE for Real Estate	S (Highest rank)	2	**Sendai MT Building** Ito-Yokado Shonandai
	A	1	**Park Lane Plaza**
BELS (Building-housing Energy-efficiency Labeling System) Certification	★★★	1	Hotel Sunroute Plaza Shinjuku
Tokyo Metropolitan Government Building Energy-Saving Performance Evaluation System	AAA (Highest rank)	2	Kamiyacho Trust Tower Kyobashi Trust Tower (Courtyard Tokyo)

Initiatives Related to ESG

Initiatives for Owned Office Properties

■ Introduction of Energy-saving Equipment

From the perspective of energy conservation and greenhouse gas emissions reduction, MTR is working to reduce the environmental load of its portfolio, and in the current fiscal period, MTR has promoted the introduction of LED lighting fixtures at ON Building, Kioicho Building, Osaki MT Building, and Midosuji MTR Building.

Initiatives for Owned Hotel Properties

■ Environmental and Social Initiatives

We have implemented the following initiatives with a view to limiting waste

・Replacing with a water-saving shower head. (Hilton Odawara, CY Tokyo)
・Switching to plastic-free or reduced-plastic products for amenities. (Hilton Odawara, CY Tokyo, CY Shin-Osaka)
・Participation in a program to turn coffee grounds into compost. (Hilton Odawara)

We are also engaging in activities such as the following to contribute to local communities.

・Participation in the “Tokyo Rainbow Pride 2024” event, which celebrates diversity. (Hilton Odawara)
・Participation in the “Sanno Festival”, which is one of Japan's three great festivals. (CY Tokyo)
・Participation in “EARTH HOUR2024” (Hilton Odawara, CY Shin-Osaka)
・Support for the donation of hotel vouchers to victims of the 2024 Noto Peninsula Earthquake, and the implementation of donations to the affected areas. (CY Shin-Osaka)
・Carrying out cleaning activities in the areas near properties. (Hilton Odawara, CY Tokyo, CY Shin-Osaka)



Replacing with a water-saving shower head. (CY Tokyo)



Participation in “EARTH HOUR 2024” (CY Shin-Osaka)

Renewal of the Website (Initiatives Related to ESG Page)

From the perspective of improving usability for users, we have renewed the initiatives related to ESG page. By creating a new top page about ESG and reorganizing the content, we have made it easier to find the information you are looking for.

https://www.mt-reit.jp/en/esg/index.html

(Reference) Employee Initiatives by Mori Trust Group

■ Employee Initiatives (MORI TRUST CO., LTD.) (Note 1)

Promotion of work-life balance and women’s participation

- ✓ MORI TRUST considers the work-life balance of its employees to help maximize each employee’s abilities and strives to create a comfortable environment for them to work.
- ✓ MORI TRUST was awarded “Platinum Kurumin Certification” from the Ministry of Health, Labor and Welfare as of August 1, 2022, in recognition of its high level of initiatives as a “Childcare Support Company.”
- ✓ MORI TRUST is recognized as a company promoting women’s activities and has acquired “Eruboshi” certification.

（1）Female employment rate		28.8%
（2）Female employee rate		27.2%
（3）Female management position rate		8.0%
（4）Rate of taking children leave	Male	66.7%
	Female	100.0%
（5）Rate of paid leave taken		81.3%

((1)(4)(5): FY2023, (2)(3): as of March 31, 2024) (Note 2)

2024 健康経営優良法人 Health and productivity

プラチナくるみん 子育てサポートしています

女性が活躍しています！

Acquired special certification as a company that supports employees with childcare (Platinum Kurumin certification) and certification as a company that promotes women's participation and advancement in the workplace (Eruboshi certification) (Minister of Health, Labour and Welfare certification) and certification as a company that implement health and productivity management (Health & Productivity Management Outstanding Organizations)

(Note 1) The employees of the Asset Management Company of MORI TRUST REIT are comprised of personnel seconded from MORI TRUST CO., LTD.
(Note 2) Figures shown in (1), (2), (3) and (4) are calculated for employees employed by MORI TRUST CO., LTD. and a figure shown in (5) is calculated for employees assigned to MORI TRUST CO., LTD.)

07

Characteristics of MORI TRUST REIT, Inc.







MORI TRUST REIT, Inc. (MTR)

MORI TRUST REIT

A comprehensive REIT with offices and hotels as its core assets, which is truly equipped with asset potential, stability and growth potential

MTR will be operated guided by the principles of stability, growth, continuity, trust, social responsibility and sharing rewards shared among the Mori Trust Group companies.

Stability / Growth	Build a portfolio that has both qualities.
Continuity / Trust	Earn the trust of investors through continuous investment.
Social responsibility / Sharing rewards	Maximize unitholder value associated with governance.

Double sponsor support

MORI TRUST

MORI TRUST CO., LTD.

MORI TRUST HOTELS & RESORTS

Mori Trust Hotels & Resorts Co., Ltd.

Investment Policy, Portfolio Summary

Pursue Asset Potential, Stability and Growth Potential with Offices and Hotels as Core Assets
Promoting stable investment over the medium and long term with focus on office buildings in the Central Tokyo and on hotels located in "major cities in Japan" and "famous tourist areas" as an area where the stable attraction of customers can be expected in the future.

Investment Policy

Use of Investment		
Core Assets	Office	40 - 80%
	Hotel	20 - 55%
Other (Retail facility, Residential)		Up to 30%

Area of Investment		
Office	Central Tokyo *1	60% or more
	Other (metropolitan area, ordinance-designated cities, etc.) *2	Up to 40%
Hotel		Major cities across Japan *3
		Famous tourist sites *4

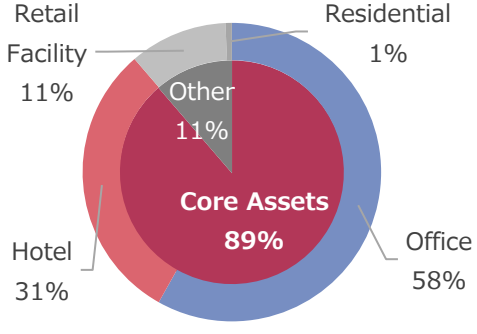
Minimum Amount of Investment per Unit of Investment Property (In Principle)		
Office	Central Tokyo	5 billion yen
	Other (metropolitan area, ordinance-designated cities, etc.)	3 billion yen
Hotel		1 billion yen
Retail Facility		3 billion yen

*1 Chiyoda-ku, Chuo-ku, Minato-ku, Shinagawa-ku, Shibuya-ku and Shinjuku-ku
*2 Metropolitan area (Tokyo (excluding central Tokyo) , Kanagawa, Chiba and Saitama) and ordinance-designated cities, etc.
*3 23 wards of Tokyo and government ordinance-designated cities
*4 Areas with appealing culture, tourism resources, etc. that already have the capacity to attract tourists or are expected to have the capacity to attract tourists in the future.

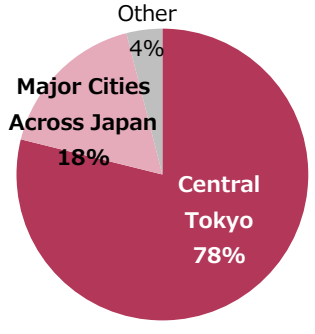
Portfolio Summary

(As of Aug. 31, 2024)

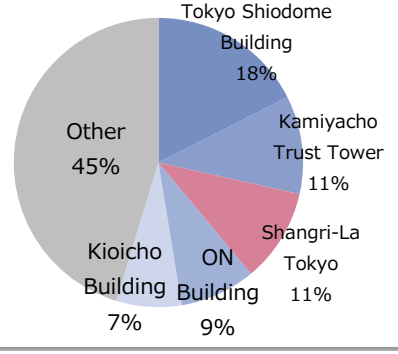
Ratio by Asset Class



Regional Ratios



Ratio of Top 5 Properties



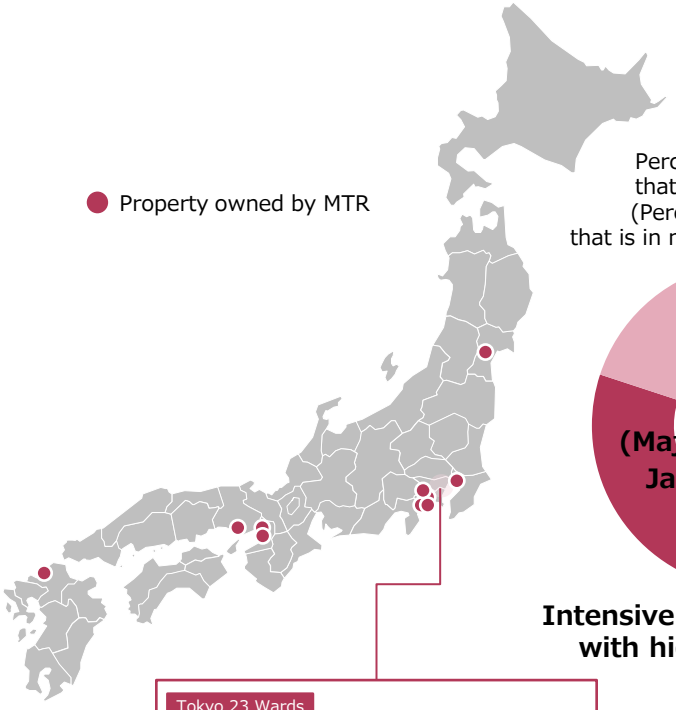
Acquisition Price	465,692 million yen
Number of Properties	21 properties

* The acquisition price, ratio by asset class, regional rations, and ratio of top 5 properties are calculated based on acquisition price.

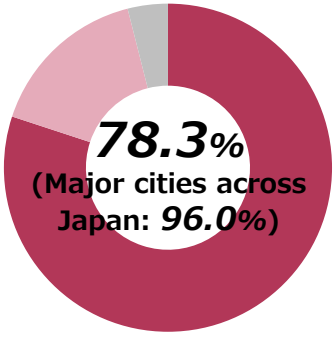
Intensive Investment in High-quality Assets

Building a portfolio with both stability and growth potential based on its core assets, offices and hotels
Intensive investment in high-quality, high-grade assets with asset potential leveraging the support of Mori Trust Group assets

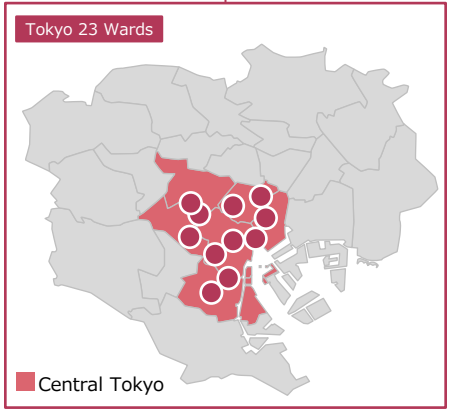
Asset Potential: Located in Major Cities Across Japan, Concentrated in Central Tokyo



Percent of the portfolio that is in central Tokyo
(Percent of the portfolio that is in major cities across Japan)



Intensive investment in areas with high asset potential



Grade: Intensive Investment in High-quality, High-grade Properties

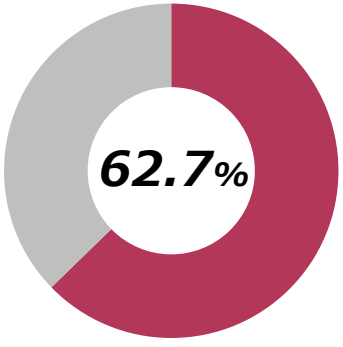
	Office	Hotel
	Total floor space: Large Contracted rent: High	Guestroom area: Large ADR: High
	Central Tokyo **An investment of 5 billion yen or more** Investment in first-class office buildings in Chiyoda, Chuo, Minato, Shinagawa, Shibuya and Shinjuku wards	**Luxury** Guest room floor area: from 40 m² Avg. guest room unit price: from 40,000 yen
		Upper upscale Guest room floor area: from 30 to 40 m² Avg. guest room unit price: 30,000 to 40,000 yen
	Major cities across Japan **An investment of 3 billion yen or more** Investment in high-quality office buildings in the Tokyo metropolitan area (Tokyo, Kanagawa, Chiba and Saitama) and other ordinance-designated cities	**Upscale** Guest room floor area: from 20 to 30 m² Avg. guest room unit price: 20,000 to 30,000 yen
		Upper midscale Guest room floor area: from 15 to 20 m² Avg. guest room unit price: 10,000 to 20,000 yen
	Others	**Midscale** Guest room floor area: from 10 to 15 m² Avg. guest room unit price: up to 10,000 yen
		Economy Guest room floor area: up to 10 m² Avg. guest room unit price: up to 10,000 yen
	Total floor space: Small Contracted rent: Low	Guestroom area: Small ADR: Low

Portfolio Consisting Primarily of High-quality Properties Developed by the Sponsor

Building a portfolio with high asset potential consisting primarily of high-quality properties developed by the sponsors, which can be destinations for people to gathering

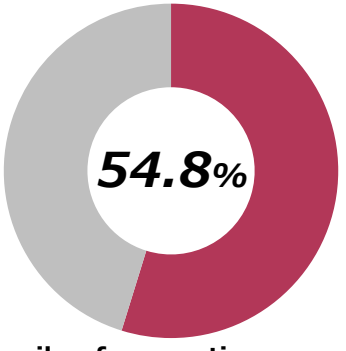
Portfolio with Asset Potential

Percentage of properties developed by sponsors



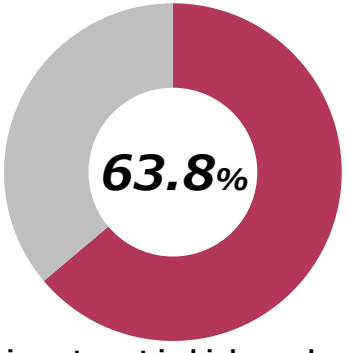
Primarily of high-quality properties developed by the sponsors

Percentage of properties managed and operated by sponsors



Primarily of properties managed and operated by the sponsors

Percentage of properties using an international brand (Hotel)



Intensive investment in high-grade properties consisting mainly of properties using an international brand

(As of Aug. 31, 2024)

Properties for which the development and management capabilities of the Mori Trust Group are used

Office

High-grade office buildings mainly consisting of large, competitive properties



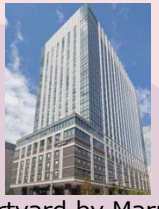
Sendai MT Building



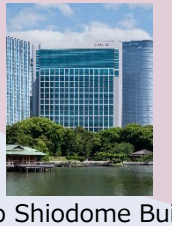
Osaki MT Building



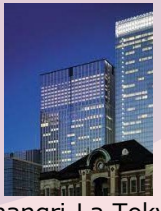
Kamiyacho Trust Tower



Courtyard by Marriott Tokyo Station



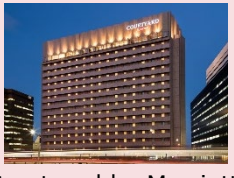
Tokyo Shiodome Building



Shangri-La Tokyo

Hotel

High-quality hotels mostly using an international brand



Courtyard by Marriott Shin-Osaka Station



Hotel Sunroute Plaza Shinjuku



Hilton Odawara Resort & Spa

*1 The above ratios are calculated based on acquisition price.
*2 The usage of a property with more than one use is determined based on the main use of the building.
*3 Shangri-La, Hilton Odawara, CY Tokyo and CY Shin-Osaka are classified as international brand hotels (excluding Conrad Tokyo, which is located in Tokyo Shiodome Building, which is mainly used for office property).

Mori Trust Group

Founding in 1951.
In the prime areas of central Tokyo, Mori Trust Group has been involved in advanced large-scale mixed-use developments that serve as international hubs. It has also entered the hotel and resort business, developing properties in major resort areas across the country. Mori Trust Group achieves growth in each of its businesses by investing ahead of the times.

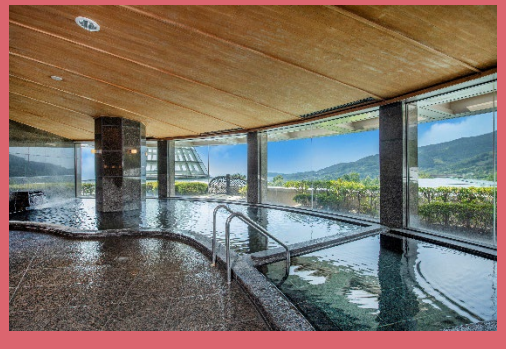
Real Estate

We are focusing on the development of advanced, large urban complexes with the potential to serve as landmarks in the important central Tokyo area.
In one of the world's greatest cities, we create visions for its future and create highly premium elements for cities.



Hotels & Resorts

Through the creation of attractive international tourism bases, we are working to help Japan make a leap forward as an advanced country when it comes to tourism and help with regional revitalization.



Investment

In order to respond quickly to changes in the business environment which may occur in the future, we are actively promoting investment in a broad sense, including capital participation in various companies, business alliances, and other venture investments.す。



Mori Trust Group Recent Topics

(1) Acquisition of Former Residence of Prince Arisugawa (May '24)



"Former Residence of Prince Arisugawa" exterior

(2) Participation in the development of luxury detached housing for sale in Bangkok, Thailand (Jul. '24)



Malton Gates Krungthep Kreetha 2 image

(3) Large-scale renovation and reconstruction work at the Mampei Hotel (Oct. '24)



「Mampei Hotel」exterior

Mori Trust Group's Track Record of Developing a Variety of High-quality Assets

Since its foundation in 1951, the Group has engaged in large urban development projects mostly in central Tokyo and operated a property ownership, leasing, operation and management business. The Group has developed a variety of properties, particularly offices in prime locations and hotel assets using international brands.

Examples of Properties Developed and Operated by Mori Trust Group

GOTENYAMA TRUST CITY | MARUNOUCHI TRUST CITY | SENDAI TRUST CITY | KYOBASHI TRUST TOWER | TOKYO WORLD GATE | TOKYO WORLD GATE AKASAKA


Gotenyama Trust City

Gotenyama Trust Tower
Completed in 1990


Tokyo Shiodome Building

Tokyo Shiodome Building
Completed in 2005


Marunouchi Trust City

Marunouchi Trust Tower North/Main
Completed in 2003/2008


Sendai Trust City

Sendai Trust Tower
Completed in 2010


Kyobashi Trust Tower

Kyobashi Trust Tower
Completed in 2014

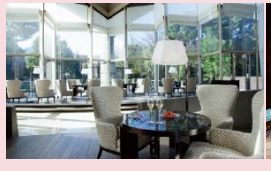

Tokyo World Gate

Kamiyacho Trust Tower
Completed in 2020


Tokyo World Gate Akasaka*

Akasaka Trust Tower
FY2025 (scheduled completion in the second phase)

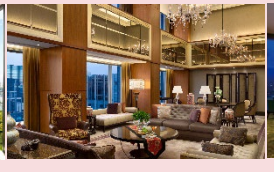
MARRIOTT TOKYO | CONRAD TOKYO | SHANGRI-LA TOKYO | THE WESTIN SENDAI | COURTYARD BY MARRIOTT Tokyo Station | THE TOKYO TORANOMON EDITION


Tokyo Marriott Hotel

Opened in 2013
(Rebranded)


Conrad Tokyo

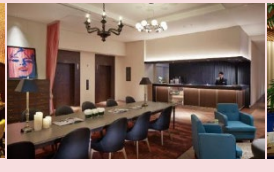
Opened in 2005


Shangri-La Tokyo

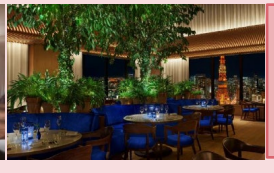
Invited in 2009


The Westin Sendai

Opened in 2010


Courtyard by Marriott Tokyo Station

Opened in 2014


The Tokyo EDITION, Toranomon

Opened in 2020

Hotels to open

Inside Tokyo World Gate Akasaka

Plans for a hotel

* Conceptual drawing at the time completion and may be different from the actual result.

Broad Collaboration with the Mori Trust Group

Maximize sponsor support from Mori Trust Group, including MORI TRUST and Mori Trust Hotels & Resorts, based on the agreement concluded with Mori Trust Group

Examples of Actual Sponsor Support in Property Management etc.

Utilizing the real estate leasing and management know-how and hotel operation and management know-how of the Mori Trust Group.

Property Management



Kamiyacho Trust Tower



Osaki MT Building

Master Lease (Lease Management etc.)

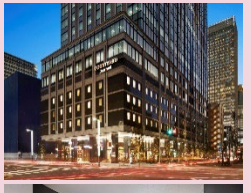


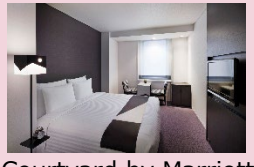
Tokyo Shiodome Building



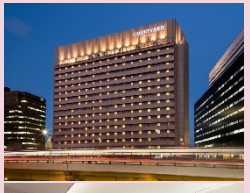
Sendai MT Building

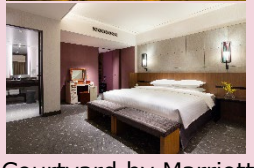
Hotel Management





Courtyard by Marriott Tokyo Station



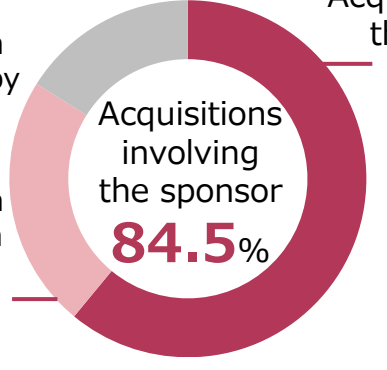


Courtyard by Marriott Shin-Osaka Station

Actual Sponsor Support for Property Acquisition

(As of Aug. 31, 2024)

Acquisitions based on information provided by the sponsor
or
Acquisitions based on Joint investment with the sponsor
23.2%



Acquisitions from the sponsor
61.3%

Same-boat Investment by Sponsor Group

The investment unit holding ratio of the Sponsor Group is 29.2%, and the interests of the Sponsor Group and the unitholders are aligned.

Percentage of the investment units owned by Mori Trust Group
29.2% (as of Aug. 2024)

Major Hotels Developed, Held and/or Operated by Mori Trust Group

Development Capabilities × Operation & Management Capabilities = Strategic Hotel Development

Alliance with a Variety of International Brand Hotels

CONRAD TOKYO / SHANGRI-LA TOKYO / JW MARRIOTT NARA / SHERATON Okinawa Sunmarina Resort / THE TOKYO TORANOMON EDITION / COURTYARD BY MARRIOTT Shin-Osaka Station / THE WESTIN SENDAI / MARRIOTT TOKYO / Hilton OKINAWA SESOKO RESORT

Major Metropolitan Areas

(Properties indicated in **red** are those owned by MORI TRUST REIT)

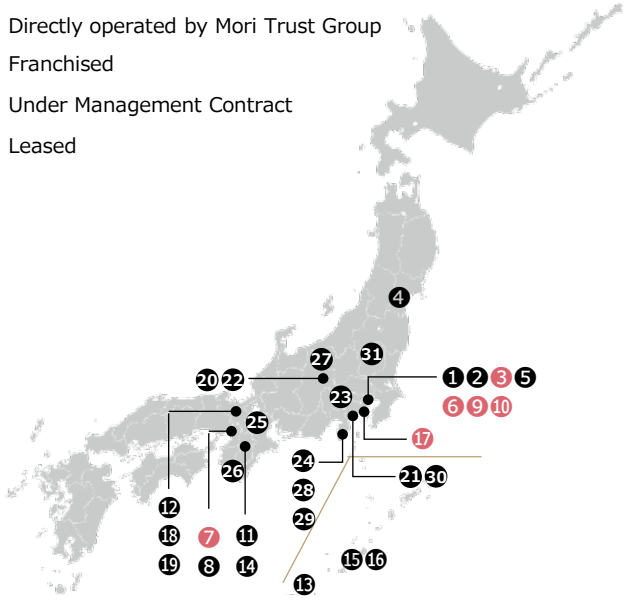
❶	The Tokyo EDITION, Toranomon	206 rooms	M C
❷	The Tokyo EDITION, Ginza	86 rooms	M C
❸	CONRAD TOKYO	291 rooms	M C
❹	The Westin Sendai	292 rooms	F C
❺	Tokyo Marriott Hotel	249 rooms	F C
❻	Courtyard by Marriott Tokyo Station	150 rooms	F C
❼	Courtyard by Marriott Shin-Osaka Station	332 rooms	F C
❽	Fairfield by Marriott Osaka Namba	300 rooms	L E
❾	Shangri-La Tokyo	200 rooms	L E
❿	Hotel Sunroute Plaza Shinjuku	624 rooms	L E

Resort Areas

(Properties indicated in **red** are those owned by MORI TRUST REIT)

⓫	JW Marriott Hotel Nara	158 rooms	M C
⓬	Suiran, a Luxury Collection Hotel, Kyoto	39 rooms	F C
⓭	IRAPH SUI, a Luxury Collection Hotel, Miyako Okinawa	58 rooms	F C
⓮	SHISUI, a Luxury Collection Hotel, Nara	43 rooms	F C
⓯	Sheraton Okinawa Sunmarina Resort	246 rooms	F C
⓰	Hilton Okinawa Sesoko Resort	298 rooms	M C
⓱	Hilton Odawara Resort & Spa	163 rooms	M C
⓲	RIHGA Royal Hotel Kyoto	489 rooms	M C
⓳	Ryouri Ryokan Karaku	19 rooms	Direct
⓴	Mampei Hotel	86 rooms	Direct
㉑	Gora-Kansuiro	14 rooms	Direct
㉒	Karuizawa Marriott Hotel	142 rooms	F C
㉓	Fuji Marriott Hotel Lake Yamanaka	105 rooms	F C
㉔	Izu Marriott Hotel Shuzenji	128 rooms	F C
㉕	Lake Biwa Marriott Hotel	274 rooms	F C
㉖	Nanki-Shirahama Marriott Hotel	182 rooms	F C
㉗	Courtyard by Marriott Hakuba	72 rooms	F C
㉘	Hotel Laforet Shuzenji	212 rooms	Direct
㉙	Laforet Club Ito Onsen Yunoniwa	84 rooms	Direct
㉚	Laforet Club Hakone Gora Yunosumika	66 rooms	Direct
㉛	Resort Hotel Laforet Nasu	118 rooms	Direct

Direct — Directly operated by Mori Trust Group
F C — Franchised
M C — Under Management Contract
L E — Leased



(Source) Prepared by the Asset Management Company based on the information of Mori Trust Group available as of August 31, 2024
(Note) Except for the assets owned as of August 31, 2024, there is no fact that MORI TRUST REIT has decided to acquire the properties listed above, or there is no guarantee that it can acquire them in the future.

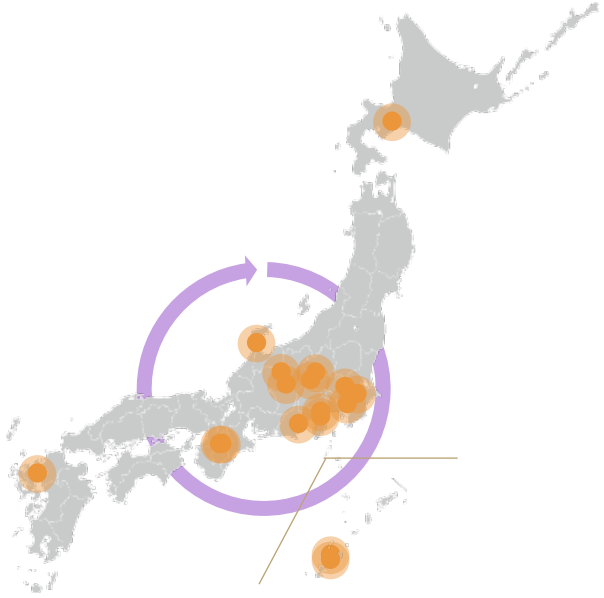
Major Hotel Development Projects Underway by Mori Trust Group

Development Capabilities × Operation & Management Capabilities = Strategic Investment

Multiple new hotel development projects

Resort Areas
Sapporo Odori Park
Karuizawa Shiozawa
Karuizawa Nagakura
Karuizawa Shinonome
Nakakaruizawa
Kanazawa Hirooka
Hida Takayama
Hakuba Sakka
Hakone Nakagora
Hakone Gora
Hakone Gora Kita
Hakone Gora Minami
Atami Kinomiya
Kyoto Gion
Kyoto Shijo
Hotel Indigo Nagasaki Glover Street
Okinawa Fuchaku
Okinawa Sesoko

Major Metropolitan Areas
Hotel development plan in Tokyo World Gate AKASAKA
Motoakasaka 1-chome
Shinagawa Mita



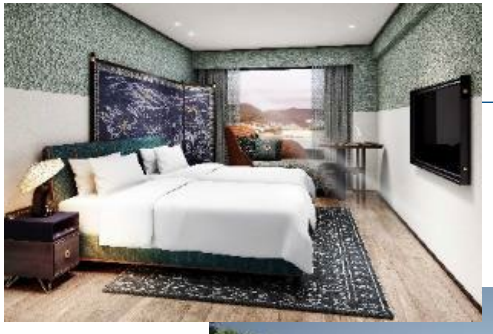
Luxury Destination Network

Major Metropolitan Areas



Hotel development plan in Tokyo World Gate Akasaka

Resort Areas



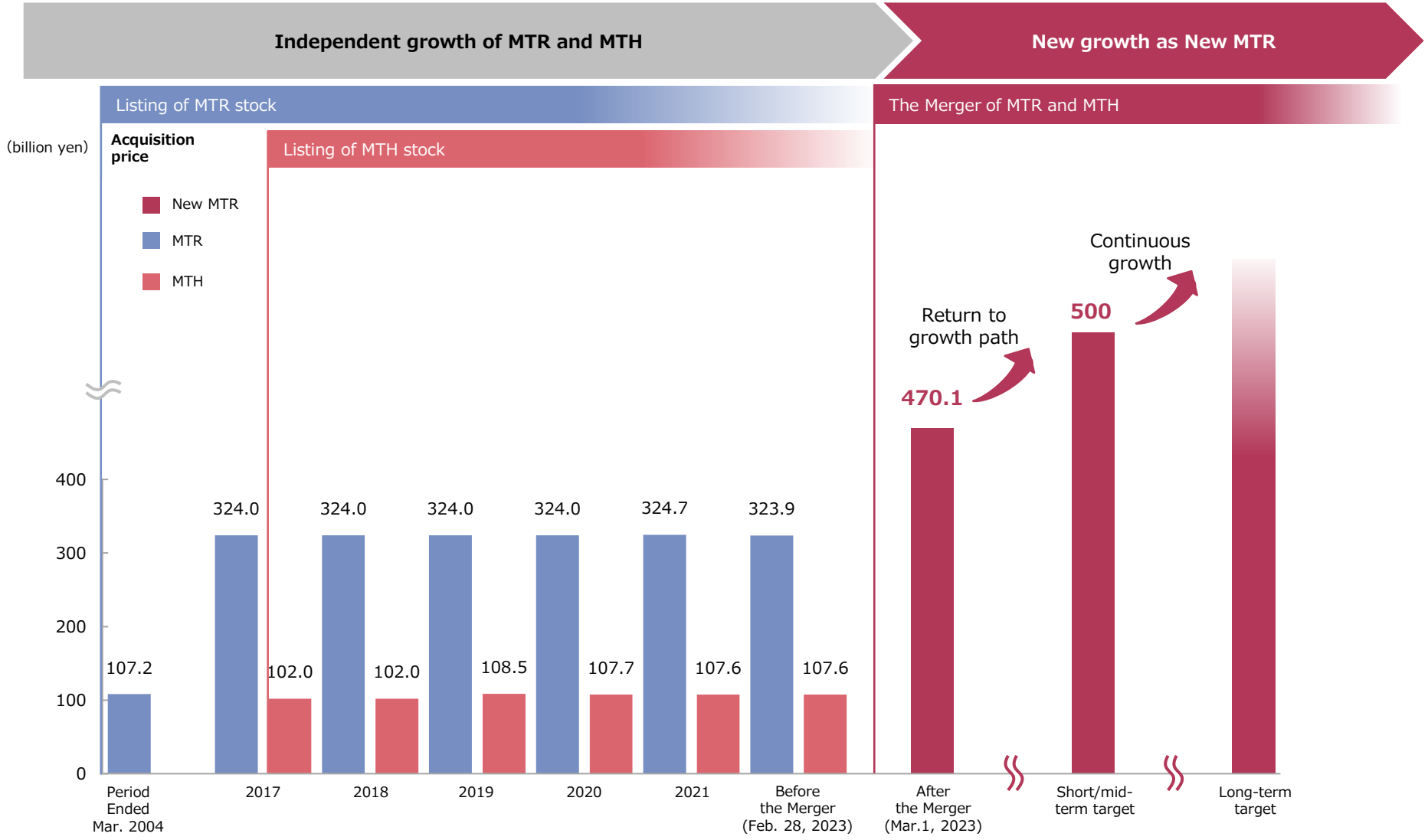
Hotel Indigo Nagasaki Glover Street



(Source) Prepared by MTAM based on the information of Mori Trust Group available as of August 31, 2024
(Note) Except for the assets owned as of August 31, 2024, there is no fact that MORI TRUST REIT has decided to acquire the properties listed above, or there is no guarantee that it can acquire them in the future.

Track of Asset Size Growth and External Growth

MTR will aim for growth through the Merger and an increase in asset size (about 500 billion yen) by acquiring mostly properties developed by the sponsors.



* Asset size of each year refers to that as of the end of the fiscal period ended in March for MTR and that as of the end of the fiscal period ended in February for MTH.

08

Appendix

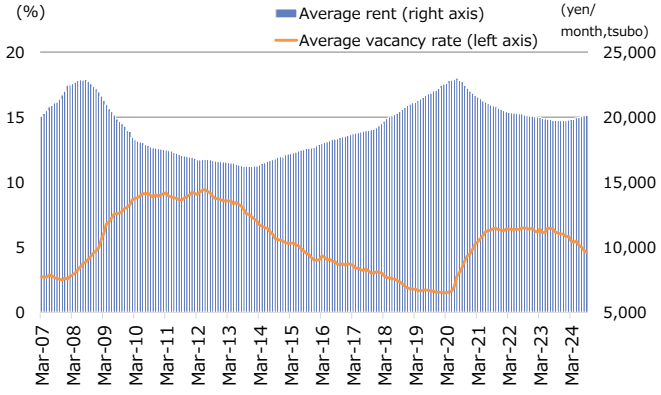






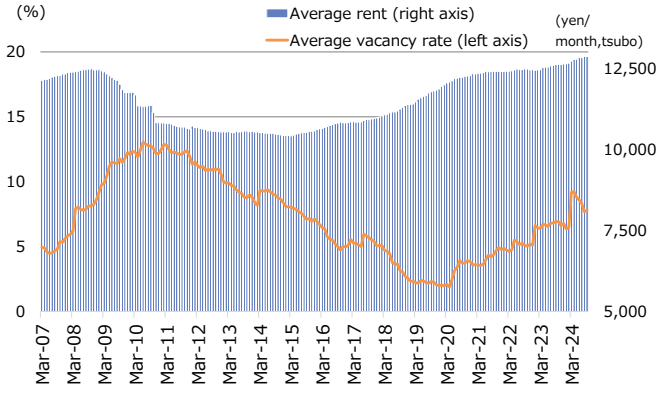
Overall Status of Office Market (Changes in Vacancy Rate and Rent per Unit in Major Cities)

Tokyo Business Districts



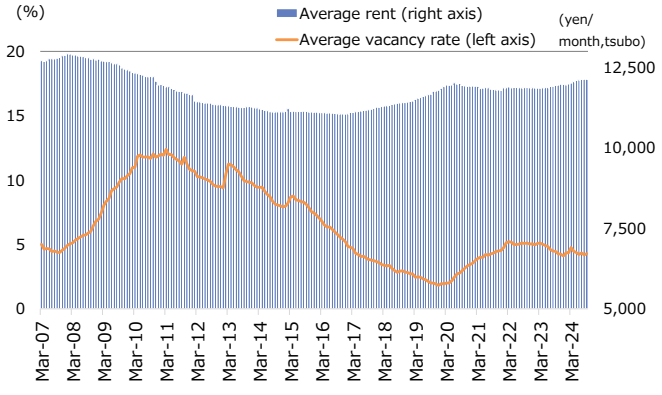
Tokyo business districts : Chiyoda-ku, Chuo-ku, Minato-ku, Shinjuku-ku, and Shibuya-ku

Yokohama Business Districts



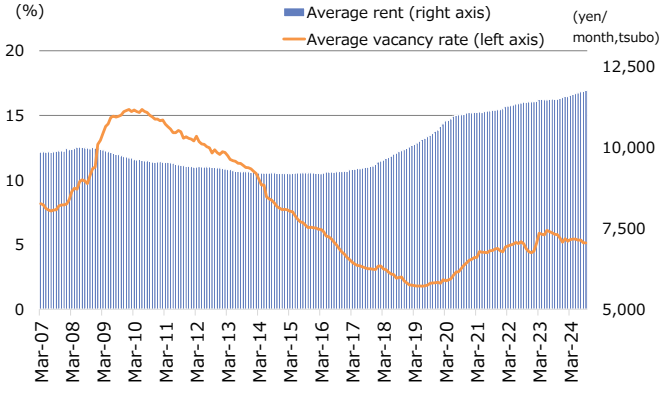
Yokohama business districts : Kannai, Yokohama Station, Shin-Yokohama, and Minato Mirai 21

Osaka Business Districts



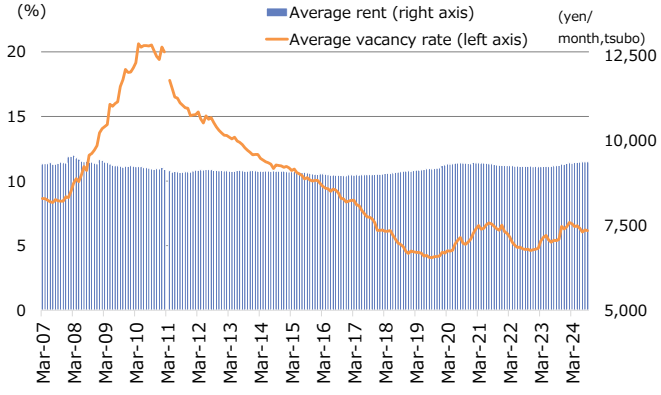
Osaka business districts : Umeda, Minami-Morimachi, Yodoyabashi and Honmachi, Senba, Shinsaibashi and Namba, and Shin-Osaka

Fukuoka Business Districts



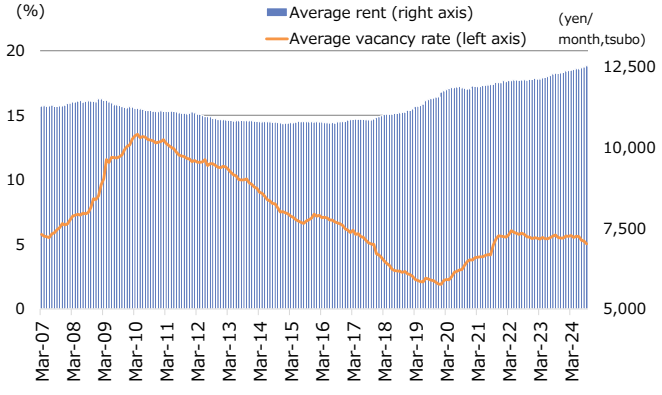
Fukuoka business districts : Akasaka Daimyo, Tenjin, Yakuin and Watanabe Dori, Gion and Gofukumachi, Hakata Station front, Hakata Station East and South

Sendai Business Districts



Sendai business districts : Station front area, area around Ichibancho, area around prefectural government and city hall, area east of the station, and neighboring office

Nagoya Business Districts



Nagoya business districts : Meieki, Fushimi, Sakae, and Marunouchi

Source: Prepared MTAM based on data published by Miki Shoji Co., Ltd.

45th FP Operating Results by Four Hotels with Variable Rents (Year-on-Year Comparison)

Shangri-La Tokyo (SL)

43rd FP (Operating period: Mar. 1, 2023 to Aug. 31, 2023)

Base month for rent	2022		2023				43rd FP total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
Rent recording month	2023						
	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Rent (million yen)	135	185	125	110	175	203	**935**

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

2023		2024				45th FP total
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
2024						
Mar.	Apr.	May	Jun.	Jul.	Aug.	
161	189	121	132	184	187	**975**

Hilton Odawara Resort & Spa (HO)

43rd FP (Operating period: Mar. 1, 2023 to Aug. 31, 2023)

Base period for calculation of rent	Jan. 2022 to Dec. 2022						43rd FP total
Rent recording month	2023						
	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Rent (million yen)	31	31	31	31	31	31	**189**

*Total doesn't include other revenues.

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

Jan. 2023 to Dec. 2023						45th FP total
2024						
Mar.	Apr.	May	Jun.	Jul.	Aug.	
34	34	34	34	34	34	**205**

*Total doesn't include other revenues.

Courtyard by Marriott Tokyo Station (CYT)

43rd FP (Operating period: Mar. 1, 2023 to Aug. 31, 2023)

Base month for rent	2022	2023					43rd FP avg.
	Dec.	Jan.	Feb.	Mar.	Apr.	May	
Occupancy rate (%)	76.8%	74.3%	79.1%	80.8%	77.3%	69.2%	**76.2%**
Average daily rate (ADR) (yen)	27,681	28,366	29,023	33,843	34,426	32,170	**30,938**
RevPAR (yen)	21,252	21,070	22,963	27,358	26,608	22,276	**23,588**
Rent recording month	2023						43rd FP total
	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Rent (million yen)	39	39	39	63	56	39	**278**

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

2023	2024					45th FP avg.
Dec.	Jan.	Feb.	Mar.	Apr.	May	
83.5%	76.4%	82.0%	81.8%	83.5%	80.7%	**81.3%**
35,461	33,693	34,012	38,297	40,361	35,820	**36,320**
29,627	25,730	27,882	31,330	33,697	28,911	**29,528**
2024						45th FP total
Mar.	Apr.	May	Jun.	Jul.	Aug.	
60	49	51	71	77	58	**370**

Courtyard by Marriott Shin-Osaka Station (CYO)

43rd FP (Operating period: Mar. 1, 2023 to Aug. 31, 2023)

Base month for rent	2022	2023					43rd FP avg.
	Dec.	Jan.	Feb.	Mar.	Apr.	May	
Occupancy rate (%)	90.6%	65.2%	73.9%	82.8%	91.4%	81.8%	**81.1%**
Average daily rate (ADR) (yen)	20,118	18,016	19,205	21,073	22,207	20,656	**20,359**
RevPAR (yen)	18,230	11,749	14,197	17,450	20,303	16,892	**16,510**
Rent recording month	2023						43rd FP total
	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Rent (million yen)	59	27	19	58	72	59	**296**

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

2023	2024					45th FP avg.
Dec.	Jan.	Feb.	Mar.	Apr.	May	
91.7%	70.1%	83.9%	88.7%	94.4%	88.0%	**86.2%**
22,115	19,364	20,559	22,953	25,186	21,617	**22,120**
20,291	13,573	17,248	20,363	23,778	19,034	**19,072**
2024						45th FP total
Mar.	Apr.	May	Jun.	Jul.	Aug.	
70	34	48	76	87	67	**385**

*1 Base month for rent and base period for calculation of rent represent the month (period) used as the base for calculating rent. Indicators for respective hotels (Occupancy rate, ADR and RevPAR) show the relevant values of respective hotels for each base month for rent. The indicators of SL and HO are not disclosed, however, as no consent to disclosure has been obtained from the end tenant. The base month for rent is the month four months prior to the rent recording month for SL, and the month three months prior to the rent recording month for CYT and CYO, respectively. The same applies thereafter.

*2 Rent recording month represents the month for which MTR records rent revenues. Rent indicates the rent for each rent recording month. Rent shows the actual value for each property, rounded down to the nearest million yen. The rent of HO and CYT recorded on the amount equivalent to quasi-co-ownership interest in the trust beneficiary interest owned by MTR (HO: 50%, CYT: 93.5%). The same applies thereafter.

45th FP Operating Results by Four Hotels with Variable Rents (Period-on-Period Comparison)

Shangri-La Tokyo (SL)

44th FP (Operating period: Sep. 1, 2023 to Feb. 29, 2024)

Base month for rent	2023						44th FP total
	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Rent recording month	2023				2024		
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Rent (million yen)	131	144	177	131	137	178	**900**

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

2023		2024				45th FP total
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
2024						
Mar.	Apr.	May	Jun.	Jul.	Aug.	
161	189	121	132	184	187	**975**

Hilton Odawara Resort & Spa (HO)

44th FP (Operating period: Sep. 1, 2023 to Feb. 29, 2024)

Base period for calculation of rent	Jul. 2022 to Jun. 2023						44th FP total
Rent recording month	2023				2024		
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Rent (million yen)	31	31	31	31	31	31	**189**

*Total doesn't include other revenues.

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

Jan. 2023 to Dec. 2023						45th FP total
2024						
Mar.	Apr.	May	Jun.	Jul.	Aug.	
34	34	34	34	34	34	**205**

*Total doesn't include other revenues.

Courtyard by Marriott Tokyo Station (CYT)

44th FP (Operating period: Sep. 1, 2023 to Feb. 29, 2024)

Base month for rent	2023						44th FP avg.
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Occupancy rate (%)	72.0%	76.8%	70.9%	77.3%	85.1%	88.6%	**78.5%**
Average daily rate (ADR) (yen)	33,795	32,964	32,768	34,043	33,980	34,964	**33,790**
RevPAR (yen)	24,340	25,315	23,248	26,319	28,930	30,971	**26,509**
Rent recording month	2023				2024		44th FP total
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Rent (million yen)	46	54	47	52	70	67	**338**

45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

2023	2024					45th FP avg.
Dec.	Jan.	Feb.	Mar.	Apr.	May	
83.5%	76.4%	82.0%	81.8%	83.5%	80.7%	**81.3%**
35,461	33,693	34,012	38,297	40,361	35,820	**36,320**
29,627	25,730	27,882	31,330	33,697	28,911	**29,528**
2024						45th FP total
Mar.	Apr.	May	Jun.	Jul.	Aug.	
60	49	51	71	77	58	**370**

Courtyard by Marriott Shin-Osaka Station (CYO)

44th FP (Operating period: Sep. 1, 2023 to Feb. 29, 2024)

Base month for rent	2023						44th FP avg.
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Occupancy rate (%)	83.2%	75.5%	76.1%	86.1%	95.5%	93.4%	**84.9%**
Average daily rate (ADR) (yen)	20,205	21,230	20,572	19,803	21,437	21,618	**20,837**
RevPAR (yen)	16,819	16,025	15,655	17,045	20,469	20,185	**17,694**
Rent recording month	2023				2024		44th FP total
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Rent (million yen)	52	51	49	53	81	72	**362**

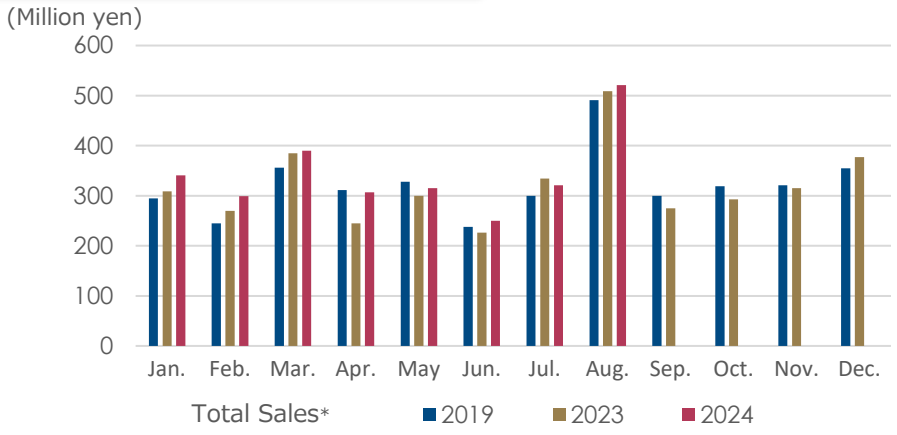
45th FP (Operating period: Mar. 1, 2024 to Aug. 31, 2024)

2023	2024					45th FP avg.
Dec.	Jan.	Feb.	Mar.	Apr.	May	
91.7%	70.1%	83.9%	88.7%	94.4%	88.0%	**86.2%**
22,115	19,364	20,559	22,953	25,186	21,617	**22,120**
20,291	13,573	17,248	20,363	23,778	19,034	**19,072**
2024						45th FP total
Mar.	Apr.	May	Jun.	Jul.	Aug.	
70	34	48	76	87	67	**385**

Change in Major Indicators of Each Hotel Assets
(Hilton Odawara / Courtyard Tokyo / Courtyard Shin-Osaka)

Hilton Odawara

Change in Major Indicators



* Total sales: for the entire hotel (including the interest of the quasi-co-owner MORI TRUST)

[Reference] Base period for calculation of rent

- Odd fiscal periods (fiscal periods ended/ending in Aug.):
  12 months from January to December in the previous year
- Even fiscal periods (fiscal periods ended/ending in Feb.):
  12 months from July in the previous year to June in the relevant year

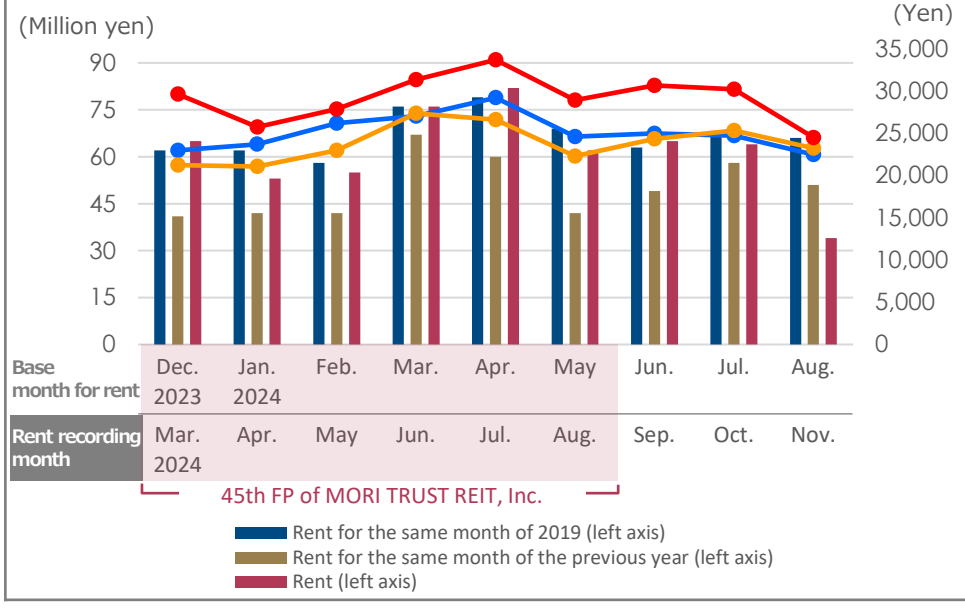
Year	2023												2024												2025	
Month	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2
	MTH		MORI TRUST REIT, Inc.																							
Fiscal Period	14th FP		43rd FP						44th FP				45th FP								46th FP					
Base period for calculation of rent	45th FP profits (12-month average)																									
													46th FP profits (12-month average)													
Rent															Rent for 45th FP						Rent for 46th FP					

* MTH : MORI TRUST Hotel Reit Inc.

Courtyard Tokyo

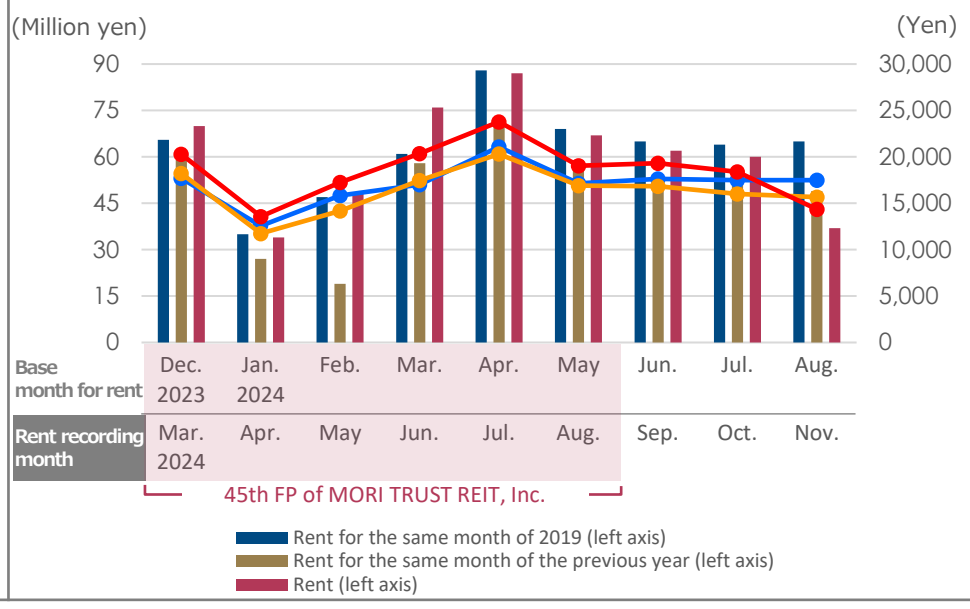
Change in Major Indicators

* Rent: for the entire hotel (including the interest of the quasi-co-owner MORI TRUST)

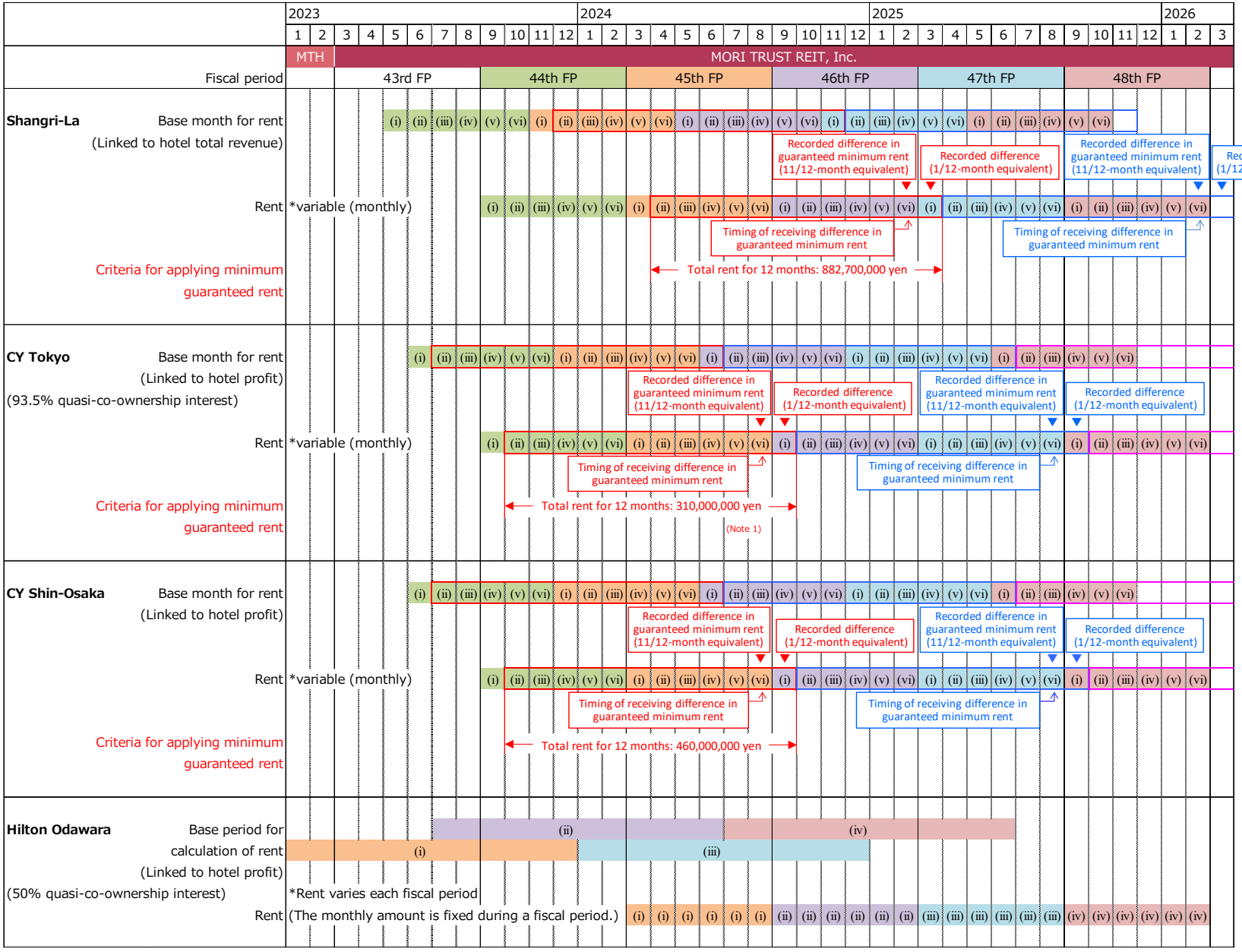


Courtyard Shin-Osaka

Change in Major Indicators



[Reference] The Timing of Recording Rents for the Four Hotels with Variable Rents
(Including the Timing of Compensating for the Difference from the Minimum Guaranteed Rent)

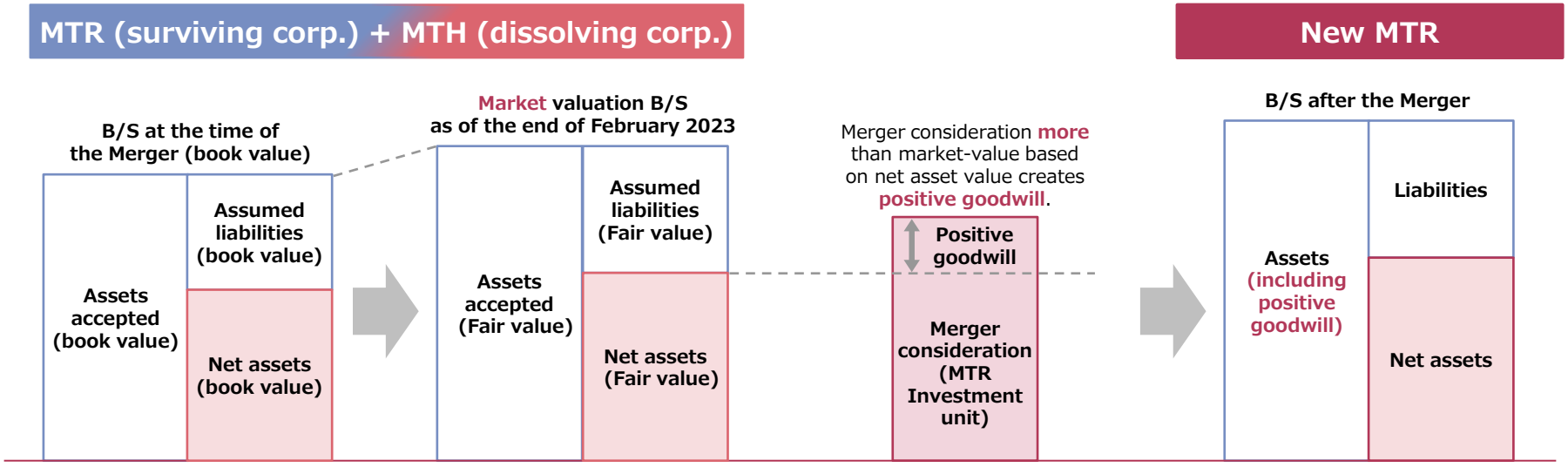


* MTH = MORI TRUST Hotel Reit Inc.

(Note 1) The amount of compensation under the minimum rent guarantee scheme is calculated by subtracting the sum of the rent for the period of 12 months from October each year to September the following year (including the potion attributable to the quasi-co-owner MORI TRUST) from the minimum guaranteed rent of 310,000,000 yen for such period in accordance with the provisions of the lease agreement (the difference calculated by such a calculation method is referred to as the “Difference from the minimum guaranteed rent”), and the Difference from the minimum guaranteed rent includes the portion attributable to the quasi-co-owner MORI TRUST. Only 93.5%, which is the quasi co-ownership interest in the property, of the entire Difference from the minimum guaranteed rent is recorded as operating income of MORI TRUST REIT.

Accounting of Goodwill

- **(Positive) goodwill of around 0.6 billion yen occurred through the Merger.**
- **Our policy is to record goodwill on the balance sheets as intangible assets and amortize it equally over 20 years (40 fiscal periods) as operating expenses on the statements of income and retained earnings.**
- **Given that the goodwill amortization amount is relatively small, for the purpose of stabilizing the distribution level in the future, we do not currently plan to record an allowance for temporary difference adjustments (ATA) for resolving tax accounting inconsistencies in order to keep voluntary retained earnings as internal reserves.**



	Treatment policy of goodwill
Treatment on B/S	Posted as intangible assets
Treatment on P/L	Amortized in equal amounts over a period of within 20 years (40 fiscal periods) as operating expenses

Portfolio List (As of August 31, 2024)

Use etc.		Property Name	Location	Hotel grade	Construction completion	Asset size (million yen) *2	Appraisal value (million yen)	Leasable area*2
Core Assets	Office	Tokyo Shiodome Building (Hotel: Conrad Tokyo)	Minato Ward, Tokyo	(Luxury)	Jan. 2005	82,539	81,700	71,806.84 ㎡
		Kamiyacho Trust Tower	Minato Ward, Tokyo	-	Mar. 2020	51,660	56,700	13,479.44 ㎡
		ON Building	Shinagawa Ward, Tokyo	-	Nov. 1990	39,900	35,500	20,654.60 ㎡
		Kioicho Building	Chiyoda Ward, Tokyo	-	Nov. 1989	34,300	38,800	24,748.48 ㎡
		Sendai MT Building	Miyagino Ward, Sendai	-	Mar. 1999	15,800	15,800	39,010.23 ㎡
		Osaki MT Building	Shinagawa Ward, Tokyo	-	Jul. 1994	14,386	16,700	24,495.21 ㎡
		Midosuji MTR Building	Chuo Ward, Osaka	-	Mar. 1999	10,170	10,700	15,129.16 ㎡
		Hiroo MTR Building	Shibuya Ward, Tokyo	-	Nov. 1992	8,100	8,440	4,946.36 ㎡
		Tenjin Prime	Chuo Ward, Fukuoka	-	Mar. 2008	7,050	9,840	5,909.40 ㎡
		Shin-Yokohama TECH Building	Kohoku Ward, Yokohama	-	Feb. 1986	6,900	8,820	18,117.03 ㎡
		Sub total	**-**	**-**	**-**	**270,805**	**283,000**	**238,296.75 ㎡**
	Hotel	Shangri-La Tokyo	Chiyoda Ward, Tokyo	Luxury	Nov. 2008	49,200	50,800	22,755.55 ㎡
		Hilton Odawara Resort & Spa	Odawara City, Kanagawa	Upper upscale	Oct. 1997*3	7,100	7,200	25,302.83 ㎡
		Hotel Okura Kobe	Chuo Ward, Kobe	Upper upscale	Mar. 1989	19,000	17,600	72,246.86 ㎡
		Courtyard by Marriott Tokyo Station	Chuo Ward, Tokyo	Upscale	Feb. 2014	17,017	17,578	5,255.05 ㎡
		Courtyard by Marriott Shin-Osaka Station	Yodogawa Ward, Osaka	Upscale	Mar. 1997	17,400	18,300	13,881.47 ㎡
		Hotel Sunroute Plaza Shinjuku	Shibuya Ward, Tokyo	Upper midscale	Aug. 2007	32,500	33,500	21,248.23 ㎡
		Sub total	**-**	**-**	**-**	**142,217**	**144,978**	**160,689.99 ㎡**
Others	Retail facility	SHIBUYA FLAG	Shibuya Ward, Tokyo	-	Aug. 2009	32,040	41,800	5,983.86 ㎡
		Ito-Yokado Shonandai	Fujisawa City, Kanagawa	-	Nov. 2002	11,600	10,800	53,393.66 ㎡
		Hashismoto MTR Buildng	Midori Ward, Sagamihara	-	Aug. 2005	3,730	3,240	20,141.88 ㎡
		Frespo Inage	Inage Ward, Chiba	-	-*4	2,100	2,600	39,556.71 ㎡
	Residential	Park Lane Plaza	Shibuya Ward, Tokyo	-	Jun. 1988	3,200	4,360	4,443.03 ㎡
	Sub total		**-**	**-**	**-**	**52,670**	**62,800**	**123,519.14 ㎡**
Total			**-**	**-**	**-**	**465,692**	**490,778**	**522,505.88 ㎡**

*1 The usage of a property with more than one use is determined based on the main use of the building *2 Equivalent to (quasi) co-ownership interests owned by MTR
*3 Main facility, Bade facility, Sports facility (Chapel in October 2004) *4 Land held only

Appraisal Values of Portfolio Properties at the Fiscal Period-End
(As of August 31, 2024)

(Million yen)

Use		Name	Acquisition price	End-of-period book value		End-of-period appraisal value			Direct reduction method			Discounted cash flow (DCF) method		Appraiser *3
									Cap rate		Comparison with the previous fiscal period			
				Period ended Feb. 2024	Period ended Aug. 2024	Period ended Feb. 2024	Period ended Aug. 2024	Difference	Period ended Feb. 2024	Period ended Aug. 2024		Discount rate	Terminal cap rate	
Core Assets	Office	Tokyo Shiodome Building	82,539	74,516	74,447	81,600	81,700	100	3.1%	3.1%	–	3.0%	3.1%	Richi Appraisal
		Kamiyacho Trust Tower	51,660	51,394	51,238	56,700	56,700	–	2.4%	2.4%	–	2.3%	2.5%	Daiwa Real Estate
		ON Building	39,900	38,648	38,710	35,300	35,500	200	3.3%	3.3%	–	3.0%	3.4%	Japan Real Estate
		Kioicho Building	34,300	32,843	32,784	38,600	38,800	200	3.0%	3.0%	–	2.8%	3.2%	Daiwa Real Estate
		Sendai MT Building	15,800	15,885	15,895	15,800	15,800	–	4.4%	4.4%	–	4.2%	4.6%	Daiwa Real Estate
		Osaki MT Building	14,386	12,843	12,816	17,500	16,700	-800	3.2%	3.2%	–	2.9%	3.3%	Japan Real Estate
		Midosuji MTR Building	10,170	9,836	9,863	10,900	10,700	-200	3.4%	3.4%	–	3.2%	3.6%	Daiwa Real Estate
		Hiroo MTR Building	8,100	8,300	8,292	8,440	8,440	–	3.5%	3.5%	–	3.3%	3.7%	Daiwa Real Estate
		Tenjin Prime	7,050	6,590	6,586	9,820	9,840	20	3.4%	3.4%	–	3.2%	3.5%	Japan Real Estate
		Shin-Yokohama TECH Building	6,900	6,499	6,456	8,720	8,820	100	4.2%	4.2%	–	4.0%	4.5%	Chuo-Nittochi
		Subtotal	**270,805**	**257,360**	**257,091**	**283,380**	**283,000**	**-380**	**–**	**–**	**–**	**–**	**–**	**–**
	Hotel	Shangri-La Tokyo	49,200	49,073	49,007	50,300	50,800	500	3.2%	3.2%	–	2.9%	3.3%	Japan Real Estate
		Hilton Odawara Resort & Spa	7,100	7,163	7,159	7,150	7,200	50	4.7%	4.6%	-0.1%	4.4%	4.7%	Richi Appraisal
		Hotel Okura Kobe	19,000	15,098	15,060	17,300	17,600	300	4.8%	4.7%	-0.1%	4.5%	4.8%	Richi Appraisal
		Courtyard by Marriott Tokyo Station	17,017	16,946	16,909	16,736	17,578	841	3.8%	3.7%	-0.1%	3.4%	3.8%	Japan Real Estate
		Courtyard by Marriott Shin-Osaka Station	17,400	17,322	17,270	17,800	18,300	500	4.2%	4.1%	-0.1%	3.8%	4.2%	Japan Real Estate
		Hotel Sunroute Plaza Shinjuku	32,500	32,395	32,343	32,700	33,500	800	3.5%	3.4%	-0.1%	3.2%	3.5%	Japan Real Estate
		Subtotal	**142,217**	**138,000**	**137,751**	**141,986**	**144,978**	**2,991**	**–**	**–**	**–**	**–**	**–**	**–**
Others	Retail Facility	SHIBUYA FLAG	32,040	32,338	32,324	41,700	41,800	100	3.1%	3.1%	–	2.9%	3.2%	Japan Real Estate
		Ito-Yokado Shonandai	11,600	9,557	9,527	11,500	10,800	-700	5.4%	5.4%	–	5.1%	5.6%	Japan Real Estate
		Hashimoto MTR Building *1	3,730	7,026	3,508	6,620	3,240	-3,380	4.6%	4.6%	–	4.0%	4.5%	Japan Real Estate
		(Before the transfer of ownership on April 23, 2024.)					(6,480)	(-140)						
		Frespo Inage *2	2,100	2,193	2,193	2,600	2,600	–	- *2	- *2	–	7.9%	- *2	Japan Real Estate
	Residential	Park Lane Plaza	3,200	3,078	3,073	4,350	4,360	10	3.3%	3.3%	–	3.9%	3.0%	Chuo-Nittochi
		Subtotal	**52,670**	**54,193**	**50,627**	**66,770**	**62,800**	**-3,970**	**–**	**–**	**–**	**–**	**–**	**–**
Total			**465,692**	**449,554**	**445,470**	**492,136**	**490,778**	**-1,358**	**–**	**–**	**–**	**–**	**–**	**–**

	Unrealized gain or loss		
	Period ended Feb. 2024	Period ended Aug. 2024	Difference
Total	**42,582**	**45,307**	**2,725**

*1 MTR has transferred one-half of its co-ownership interest in the Hashimoto MTR Building on April 23, 2024. After this transfer, MTR's co-ownership interest in the building is one-half.
*2 For Frespo Inage, the direct reduction method is not adopted, and the terminal cap rate have not been established.
*3 Richi Appraisal: Richi Appraisal Institute, Japan Real Estate: Japan Real Estate Institute, Daiwa Real Estate: Daiwa Real Estate Appraisal Co., Ltd., Chuo-Nittochi: Chuo-Nittochi Solutions Co., Ltd.

Changes in Occupancy Rate

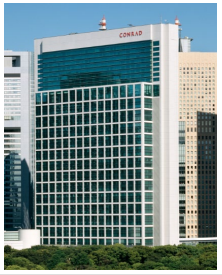
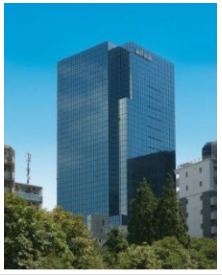
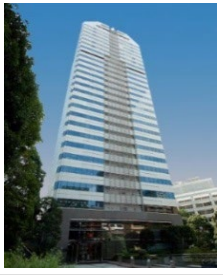
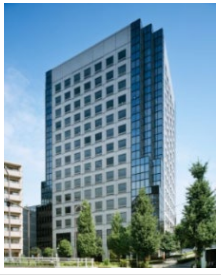
Monthly Occupancy Rates for Each Use Category (from End of Previous Period to End of Current Period)

Use			(Period ended Feb. 2024) Feb. 29, 2024	Mar. 31, 2024	Apr. 30, 2024	May 31, 2024	Jun. 30, 2024	Jul. 31, 2024	(Period ended Aug. 2024) Aug. 31, 2024
Core Assets	Office	Master lease basis (Sublease basis)	99.6% (97.6%)	99.8% (97.9%)	99.8% (97.9%)	99.9% (98.2%)	99.9% (98.3%)	99.5% (97.7%)	99.5% (97.7%)
	Hotel		100%	100%	100%	100%	100%	100%	100%
Other	Retail Facility and Residential		71.8%	72.0%	83.7%	83.7%	83.7%	83.7%	83.7%
Total		Master lease basis (Sublease basis)	**92.4% (90.8%)**	**92.5% (90.9%)**	**96.1% (94.9%)**	**96.1% (95.0%)**	**96.1% (95.0%)**	**95.9% (94.8%)**	**95.9% (94.8%)**

Property-Related Occupancy Rate (Most Recent 5 Fiscal Periods)

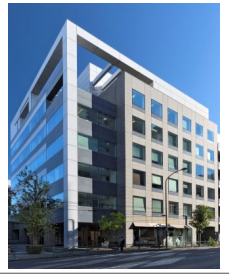
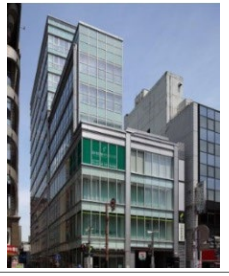
Use	Name	September 30, 2022 (End of 41st fiscal period)	February 28, 2023 (End of 42nd fiscal period)	August 31, 2023 (End of 43rd fiscal period)	February 29, 2024 (End of 44th fiscal period)	August 31, 2024 (End of 45th fiscal period)
Office	Tokyo Shiodome Building	100% (66.5%)	100% (70.8%)	100% (95.8%)	100% (99.2%)	100% (99.6%)
	Kamiyacho Trust Tower (Note 2)	100% (99.3%)	100% (99.3%)	100% (99.3%)	100% (99.3%)	100% (99.3%)
	ON Building	100%	100%	100%	100%	100%
	Kioicho Building	94.5% (92.6%)	97.8% (95.6%)	97.9% (97.4%)	99.9% (98.2%)	99.5% (98.9%)
	Sendai MT Building	–	100% (99.9%)	100% (99.1%)	100% (99.3%)	100% (99.6%)
	Osaki MT Building	100% (95.6%)	100% (88.3%)	100% (85.2%)	100% (82.3%)	100% (84.0%)
	Midosuji MTR Building	100% (96.4%)	100% (100%)	100% (100%)	100% (100%)	100% (97.2%)
	Hiroo MTR Building	100%	92.4%	92.4%	96.4%	97.2%
	Tenjin Prime	100%	100%	100%	89.1%	100%
	Shin-Yokohama TECH Building	71.7%	78.0%	89.1%	100%	94.6%
	Subtotal (Note 3)	**96.6% (84.6%)**	**97.6% (87.1%)**	**98.7% (95.8%)**	**99.6% (97.6%)**	**99.5% (97.7%)**
Hotel	**Subtotal**	**100%**	**100%**	**100%**	**100%**	**100%**
Retail Facility Residential	SHIBUYA FLAG	100%	100%	100%	100%	100%
	Ito-Yokado Shonandai	100%	100%	100%	100%	100%
	Hashimoto MTR Building	100%	100%	100%	0%	0%
	Frespo Inage	100%	100%	100%	100%	100%
	Park Lane Plaza	96.8%	96.7%	96.7%	96.0%	100%
	Subtotal	**94.6%**	**96.3%**	**98.1%**	**71.8%**	**83.7%**
Total (Note 3)		**96.5% (91.6%)**	**97.6% (93.1%)**	**98.9% (97.9%)**	**92.4% (90.8%)**	**95.9% (94.8%)**

Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (Office 1)

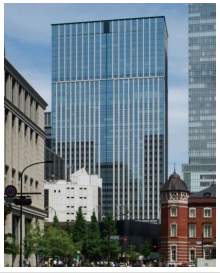
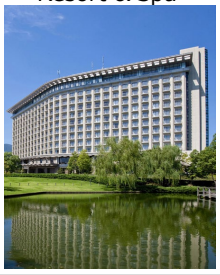
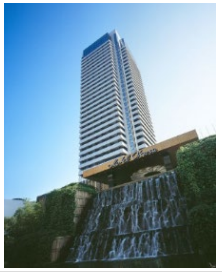
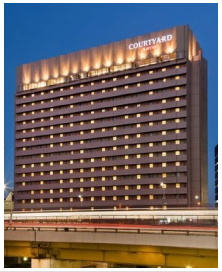
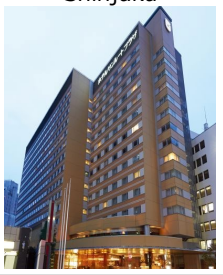
	Office					
	Tokyo Shiodome Building	Kamiyacho Trust Tower	ON Building	Kioicho Building	Sendai MT Building	Osaki MT Building
						
Location	Minato Ward, Tokyo	Minato Ward, Tokyo	Shinagawa Ward, Tokyo	Chiyoda Ward, Tokyo	Miyagino Ward, Sendai	Shinagawa Ward, Tokyo
Construction completion	January, 2005	March, 2020	November 1990	November 1989	March 1999	July 1994 (Renovated in 2008)
Acquisition date	April 2010	July 2021, and other	August 2008	October 2014	February 2023, and other	March 2005, and other
Acquisition price	82,539 million yen	51,660 million yen	39,900 million yen	34,300 million yen	15,800 million yen	14,386 million yen
Book value	74,447 million yen	51,238 million yen	38,710 million yen	32,784 million yen	15,895 million yen	12,816 million yen
Appraisal value	81,700 million yen	56,700 million yen	35,500 million yen	38,800 million yen	15,800 million yen	16,700 million yen
Total floor space	191,394.06㎡(Note 1)	196,037.12㎡(Note 2)	32,812.27㎡	63,535.55㎡(Note 3)	42,941.53 ㎡(Note 4)	26,980.68㎡(Note 5)
PML (Note 6)	6.0%	6.5%	8.0%	11.3%	4.9%	11.5%

Rental revenues and property-related expenses (thousand yen)	Period ended Feb. 2024	Period ended Aug. 2024	Period ended Feb. 2024	Period ended Aug. 2024	Period ended Feb. 2024	Period ended Aug. 2024	Period ended Feb. 2024	Period ended Aug. 2024	Period ended Feb. 2024	Period ended Aug. 2024	Period ended Feb. 2024	Period ended Aug. 2024
Rental revenues	1,640,594	1,694,354	948,963	948,281			1,048,653	1,068,758	435,161	659,789	303,053	299,648
Rent	1,640,594	1,694,354	924,452	924,452			950,135	967,094	386,903	585,005	302,644	299,240
Common charges	–	–	–	–			6,324	6,324	–	–	–	–
Land leasing revenues	–	–	–	–			–	–	–	–	–	–
Other rental revenues	–	–	24,511	23,829			92,194	95,339	48,258	74,784	408	408
Property-related expenses	667,111	674,982	344,438	335,507			482,107	488,428	158,355	288,759	98,619	93,922
Property and other taxes	366,252	368,072	75,655	46,367			92,762	91,379	–	36,360	40,843	41,637
Property taxes	366,252	368,072	75,655	46,367	Undisclosed (Note 7)	Undisclosed (Note 7)	91,437	90,054	–	36,360	40,843	41,637
Other taxes	–	–	–	–			1,325	1,325	–	–	–	–
Overhead expenses	223,866	236,678	112,548	132,905			324,336	332,401	117,544	194,885	16,268	14,926
Property management fees	210,986	210,986	78,003	93,497			239,822	243,521	50,378	75,330	6,885	2,007
Utilities	–	–	32,431	36,632			63,135	70,310	59,829	91,333	–	–
Casualty insurance	3,658	4,612	543	553			1,655	2,040	902	1,511	915	1,163
Trust fees	–	–	1,250	1,250			800	800	450	450	–	–
Other expenses	9,220	21,078	319	971			18,922	15,729	5,984	26,259	8,467	11,755
Depreciation and amortization	76,993	70,231	156,235	156,235			65,007	64,647	40,811	57,514	41,506	37,358
Profits and losses from real estate rental business	973,482	1,019,372	604,524	612,774	535,164	518,492	566,546	580,329	276,806	371,029	204,433	205,725
Earnings before depreciation and amortization (NOI)	1,050,475	1,089,603	760,760	769,009	598,671	582,439	631,554	644,977	317,617	428,544	245,940	243,084
NOI yield	2.6%		3.0%		2.9%		3.8%		5.4%		3.4%	

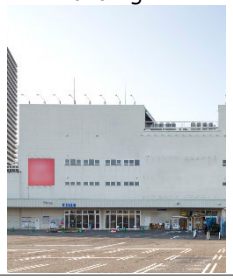
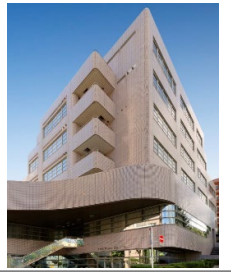
Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (Office 2)

	Office							
	Midosuji MTR Building		Hiroo MTR Building		Tenjin Prime		Shin-Yokohama TECH Building	
								
Location	Chuo Ward, Osaka		Shibuya Ward, Tokyo		Chuo Ward, Fukuoka		Kohoku Ward, Yokohama	
Construction completion	March 1999		November 1992		March 2008		Building A: February 1986 Building B: February 1988	
Acquisition date	April 2015		January 2018		July 2012, and other		November 2003	
Acquisition price	10,170 million yen		8,100 million yen		7,050 million yen		6,900 million yen	
Book value	9,863 million yen		8,292 million yen		6,586 million yen		6,456 million yen	
Appraisal value	10,700 million yen		8,440 million yen		9,840 million yen		8,820 million yen	
Total floor space	15,129.16㎡		6,709.80㎡		7,722.04㎡		25,187.22㎡	
PML	2.1%		7.3%		6.4%		8.7%	
Rental revenues and property-related expenses (thousand yen)	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**
Rental revenues	309,906	308,823	169,645	161,165	230,482	242,307	359,588	355,286
Rent	285,961	285,426	136,440	138,239	194,798	202,754	332,996	335,758
Common charges	6,745	6,745	18,408	17,587	20,061	23,353	–	–
Land leasing revenues	–	–	–	–	–	–	–	–
Other rental revenues	17,198	16,651	14,795	5,339	15,622	16,199	26,591	19,528
Property-related expenses	120,588	125,370	38,879	40,537	86,275	84,293	173,999	172,038
Property and other taxes	45,205	47,899	12,409	12,473	31,084	33,414	31,006	31,470
Property taxes	45,205	47,899	12,286	12,350	31,084	33,414	31,006	31,470
Other taxes	–	–	122	122	–	–	–	–
Overhead expenses	54,633	55,063	13,906	15,525	30,725	34,842	88,236	86,065
Property management fees	28,306	31,588	7,161	6,036	9,884	8,373	54,917	47,402
Utilities	15,078	16,636	3,119	4,839	14,364	17,033	26,348	27,412
Casualty insurance	643	819	265	338	235	295	928	1,180
Trust fees	500	500	400	400	750	750	–	–
Other expenses	10,105	5,519	2,959	3,910	5,490	8,390	6,042	10,068
Depreciation and amortization	20,748	22,407	12,564	12,538	24,466	16,037	54,756	54,503
Profits and losses from real estate rental business	189,318	183,453	130,765	120,627	144,206	158,013	185,588	183,247
Earnings before depreciation and amortization (NOI)	210,067	205,860	143,329	133,166	168,673	174,051	240,345	237,751
NOI yield	4.0%		3.3%		4.9%		6.9%	

Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (Hotel)

	Hotel					
	Shangri-La Tokyo	Hilton Odawara Resort & Spa	Hotel Okura Kobe	Courtyard by Marriott Tokyo Station	Courtyard by Marriott Shin-Osaka Station	Hotel Sunroute Plaza Shinjuku
						
Location	Chiyoda Ward, Tokyo	Odawara City, Kanagawa	Chuo Ward, Kobe	Chuo Ward, Tokyo	Yodogawa Ward, Osaka	Shibuya Ward, Tokyo
Construction completion	November 2008	October 1997 (Renovated in 2004)	March 1989 (Expanded March 1995)	February 2014	March 1997 (Renovated in 2015)	August 2007
Acquisition date	March 2023	March 2023	September 2006	March 2023	March 2023	March 2023
Acquisition price	49,200 million yen	7,100 million yen	19,000 million yen	17,017 million yen	17,400 million yen	32,500 million yen
Book value	49,007 million yen	7,159 million yen	15,060 million yen	16,909 million yen	17,270 million yen	32,343 million yen
Appraisal value	50,800 million yen	7,200 million yen	17,600 million yen	17,578 million yen	18,300 million yen	33,500 million yen
Total floor space	180,335.11㎡(Note 8)	50,605.67㎡(Note 9)	72,246.86㎡	51,242.93㎡(Note 10)	17,002.28㎡(Note 11)	20,451.25㎡
PML	9.0%	12.6%	17.8%	7.1%	4.4%	5.1%
Rental revenues and property-related expenses (thousand yen)	Period ended Feb. 2024 / Period ended Aug. 2024	Period ended Feb. 2024 / Period ended Aug. 2024	Period ended Feb. 2024 / Period ended Aug. 2024	Period ended Feb. 2024 / Period ended Aug. 2024	Period ended Feb. 2024 / Period ended Aug. 2024	Period ended Feb. 2024 / Period ended Aug. 2024
Rental revenues	900,557 / 975,977	191,508 / 208,102	632,797 / 627,144	338,124 / 370,276	362,422 / 385,682	653,716 / 653,716
Rent	900,557 / 975,977	189,441 / 205,853	632,797 / 627,144	338,124 / 370,171	362,422 / 385,682	652,336 / 652,336
Common charges	– / –	– / –	– / –	– / –	– / –	– / –
Land leasing revenues	– / –	– / –	– / –	– / –	– / –	– / –
Other rental revenues	– / –	2,067 / 2,248	– / –	– / 104	– / –	1,380 / 1,380
Property-related expenses	206,051 / 223,651	130,368 / 118,420	183,511 / 183,751	62,645 / 62,425	84,491 / 78,622	127,743 / 130,119
Property and other taxes	135,579 / 138,432	41,065 / 39,926	73,593 / 68,158	23,072 / 23,021	14,560 / 14,207	72,784 / 76,565
Property taxes	135,579 / 138,432	41,065 / 39,926	73,593 / 68,158	23,072 / 23,021	14,560 / 14,207	72,784 / 76,565
Other taxes	– / –	– / –	– / –	– / –	– / –	– / –
Overhead expenses	3,392 / 18,038	31,256 / 16,876	18,812 / 27,707	2,245 / 2,064	10,349 / 4,225	2,799 / 1,394
Property management fees	– / –	– / –	– / –	– / –	– / –	– / –
Utilities	– / –	– / –	– / –	– / –	– / –	– / –
Casualty insurance	1,726 / 1,720	1,989 / 1,964	7,918 / 8,005	418 / 416	818 / 817	1,185 / 1,185
Trust fees	200 / 200	150 / 150	2,000 / 2,000	238 / 238	200 / 200	200 / 200
Other expenses	1,466 / 16,117	29,116 / 14,761	8,893 / 17,701	1,589 / 1,409	9,331 / 3,207	1,414 / 9
Depreciation and amortization	67,079 / 67,181	58,046 / 61,618	91,105 / 87,884	37,326 / 37,339	59,580 / 60,190	52,159 / 52,159
Profits and losses from real estate rental business	694,506 / 752,326	61,140 / 89,681	449,286 / 443,393	275,479 / 307,851	277,930 / 307,060	525,972 / 523,596
Earnings before depreciation and amortization (NOI)	761,585 / 819,507	119,187 / 151,299	540,392 / 531,278	312,806 / 345,190	337,511 / 367,250	578,132 / 575,755
NOI yield	3.3%	4.3%	5.6%	4.1%	4.2%	3.5%

Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (Other)

	Retail Facility								Residential		Total *2	
	SHIBUYA FLAG		Ito-Yokado Shonandai		Hashimoto MTR Building *1		Frespo Inage		Park Lane Plaza			
												
Location	Shibuya Ward, Tokyo		Fujisawa City, Kanagawa		Midori Ward, Sagamihara		Inage Ward, Chiba		Shibuya Ward, Tokyo		–	
Construction completion	August 2009		November 2002		August 2005		–		June 1988		–	
Acquisition date	April 2013		March 2003		October 2012		March 2002		December 2004		–	
Acquisition price	32,040 million yen		11,600 million yen		3,730 million yen		2,100 million yen		3,200 million yen		**465,692 million yen**	
Book value	32,324 million yen		9,527 million yen		3,508 million yen		2,193 million yen		3,073 million yen		**445,470 million yen**	
Appraisal value	41,800 million yen		10,800 million yen		3,240 million yen		2,600 million yen		4,360 million yen		**490,778 million yen**	
Total floor space	7,766.49㎡		53,393.66㎡		40,283.77㎡(Note 12)		(39,556.71㎡) (Note 13)		5,246.78㎡		–	
PML	11.9%		14.0%		13.5%		–		14.9%		**4.9% (Note 14)**	
Rental revenues and property-related expenses (thousand yen)	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**	**Period ended Feb. 2024**	**Period ended Aug. 2024**
Rental revenues			375,045	375,045		6	123,609	123,609	105,819	113,954	**10,700,521**	**11,095,699**
Rent			375,000	375,000		–	–	–	96,295	102,201	**10,052,824**	**10,429,464**
Common charges			–	–		–	–	–	9,043	9,043	**234,082**	**236,552**
Land leasing revenues			–	–		–	123,609	123,609	–	–	**123,609**	**123,609**
Other rental revenues			45	45		6	–	–	480	2,708	**290,006**	**306,073**
Property-related expenses			87,831	88,203		32,672	8,019	8,019	34,965	35,363	**3,507,523**	**3,634,960**
Property and other taxes			38,982	38,333		23,044	7,269	7,269	8,094	8,479	**1,253,169**	**1,255,320**
Property taxes	Undisclosed (Note 7)	Undisclosed (Note 7)	38,982	38,333	Undisclosed (Note 7)	23,044	7,269	7,269	8,094	8,479	**1,251,718**	**1,251,920**
Other taxes			–	–		–	–	–	–	–	**1,451**	**3,399**
Overhead expenses			11,486	12,332		2,474	750	750	19,663	19,863	**1,245,328**	**1,383,262**
Property management fees			780	780		647	–	–	10,648	11,259	**768,761**	**804,889**
Utilities			–	–		1,427	–	–	1,315	1,185	**267,145**	**318,545**
Casualty insurance			1,109	1,366		298	–	–	184	232	**27,308**	**30,686**
Trust fees			–	–		–	750	750	–	–	**9,538**	**9,538**
Other expenses			9,597	10,185		101	–	–	7,514	7,186	**172,575**	**219,602**
Depreciation and amortization			37,362	37,537		7,153	–	–	7,208	7,020	**1,009,026**	**996,377**
Profits and losses from real estate rental business	651,627	639,665	287,213	286,842	5,093	-32,666	115,589	115,589	70,853	78,590	**7,192,998**	**7,460,738**
Earnings before depreciation and amortization (NOI)	673,884	662,536	324,576	324,380	15,823	-25,512	115,589	115,589	78,061	85,611	**8,202,024**	**8,457,115**
NOI yield	4.1%		5.6%		-1.1%		11.0%		5.4%		**3.6%**	

*1 MTR has transferred one-half of its co-ownership interest in the Hashimoto MTR Building on April 23, 2024. After this transfer, MTR's co-ownership interest in the building is one-half.
*2 The total rental revenues and property-related expenses partly include rental revenues and property-related expenses related properties that have already been transferred.

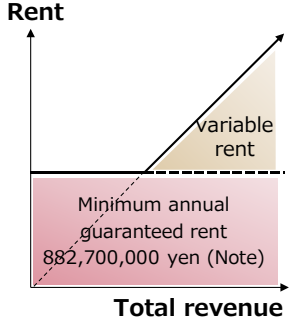
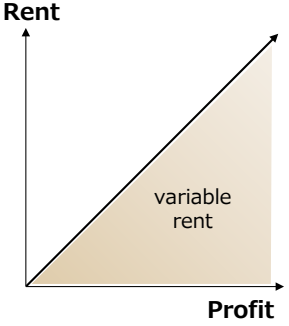
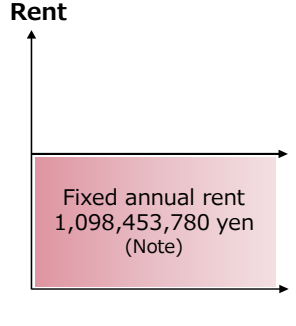
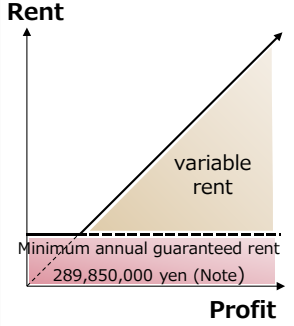
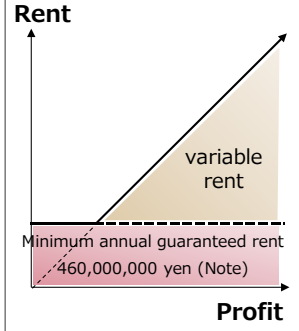
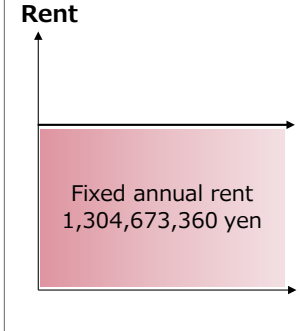
Overview of Lease Contracts

Use etc.		Property Name	Occupancy Rate	Total number of tenants	Type of Lease Contracts		Lessee
Core Assets	Office	Tokyo Shiodome Building (office/retail part)	100% (99.6%)	1 (25)	Master lease contract	Linked to sublease rent	MORI TRUST CO., LTD.
		Tokyo Shiodome Building (hotel part : Conrad Tokyo)			Master lease contract	Fixed rent	MORI TRUST CO., LTD.
		Kamiyacho Trust Tower	100% (99.3%)	1 (7)	Master lease contract	Linked to rents for joint management units	MORI TRUST CO., LTD.
		ON Building	100%	1	Leasing directly to tenants	-	Kobe Steel, Ltd.
		Kioicho Building (office part)	99.5% (98.9%)	42 (77)	Leasing directly to tenants	-	-
		Kioicho Building (residencial part)			Master lease contract	pass-through	Mitsui Fudosan Residential Lease Co.,Ltd.
		Sendai MT Building	100% (99.6%)	1 (43)	Master lease contract	Linked to sublease rent	MORI TRUST CO., LTD.
		Osaki MT Building	100% (84.0%)	1 (18)	Master lease contract	Linked to sublease rent	MORI TRUST CO., LTD.
		Midosuji MTR Building	100% (97.2%)	1 (30)	Master lease contract	pass-through	Tokyo Capital Management Co.,Ltd.
		Hiroo MTR Building	97.2%	9	Leasing directly to tenants	-	-
		Tenjin Prime	100%	13	Leasing directly to tenants	-	-
		Shin-Yokohama TECH Building	94.6%	20	Leasing directly to tenants	-	-
	Hotel	Shangri-La Tokyo	100%	1	Master lease contract	Linked to hotel total revenue	MORI TRUST CO., LTD.
		Hilton Odawara Resort & Spa	100%	1	Leasing directly to tenants	Linked to hotel profit	Mt & Hilton Hotel Co.,Ltd.
		Hotel Okura Kobe	100%	1	Leasing directly to tenants	Fixed rent (Note2)	Hotel Okura Kobe
		Courtyard by Marriott Tokyo Station	100%	1	Master lease contract	Linked to hotel profit	MORI TRUST CO., LTD.
		Courtyard by Marriott Shin-Osaka Station	100%	1	Master lease contract	Linked to hotel profit	MORI TRUST CO., LTD.
		Hotel Sunroute Plaza Shinjuku	100%	1	Leasing directly to tenants	Fixed rent	Sotetsu Hotel Management CO., LTD.
Others	Retail facility	SHIBUYA FLAG	100%	4	Leasing directly to tenants	-	H&M etc.
		Ito-Yokado Shonandai	100%	1	Master lease contract	Fixed rent	Ito-Yokado Co., Ltd.
		Hashimoto MTR Building	0%	0	-	-	-
		Frespo Inage (only land)	100%	1	Leasing directly to tenants	-	Daiwa Lease Co., Ltd.
	Residential	Park Lane Plaza	100%	18	Leasing directly to tenants	-	-

Classification of lease contract type

Office /other	Master lease contract	Linked to sublease rent	A master lease form in which MTR receive an amount calculated by multiplying sublease rent (Note 3) by a certain rate
		Linked to rents for joint management units	A master lease form in which MTR receive an amount calculated by multiplying rent (Note 4) generated from joint management units (Note 5) by a certain rate
		pass-through	A master lease form in which MTR receive an amount equal to sublease rent
		Fixed rent	A master lease form in which MTR receive fixed rent from a lessee regardless of sublease rent
Hotel	Master lease contract/ Leasing directly to tenants	Linked to hotel total revenue (profit)	A form of contract in which MTR receive an amount calculated by multiplying total revenue etc. of hotel (or profit etc. of hotel) which MTR manages by a certain rate
		Fixed rent	A form of contract in which MTR receive fixed rent regardless of total revenue etc. of hotel (or profit etc. of hotel) which MTR manages

Details of Hotel Property Lease Contracts

Property name		Shangri-La Tokyo	Hilton Odawara Resort & Spa	Hotel Okura Kobe	Courtyard by Marriott Tokyo Station	Courtyard by Marriott Shin-Osaka Station	Hotel Sunroute Plaza Shinjuku
Hotel grade		Luxury	Upper Upscale	Upper Upscale	Upscale	Upscale	Upper midscale
No. of guestrooms (Note 1)		200	163	468	150	332	624
Developer		Mori Trust	-	-	Mori Trust	Mori Trust	Mori Trust
Hotel operation format		Leased	MC (Note 2)	Leased	FC (Note 3)	FC (Note 3)	Leased
Hotel operator		Shangri-La Hotels Japan	Hilton Worldwide Manage	Hotel Okura Kobe	MORI TRUST HOTELS & RESORTS CO., LTD.	MORI TRUST HOTELS & RESORTS CO., LTD.	Sotetsu Hotel Management
Lease agreements	Contract period	From Sep. 1, 2016 to Nov. 30, 2033	From Sep. 2, 2019 to Dec. 31, 2049	From Apr. 1, 2022 to Mar. 31, 2032	From Sep.16, 2016 to Apr. 1, 2039	From Sep. 16, 2016 to Nov. 1, 2040	From Aug. 20, 2007 to Aug. 31, 2027
	[Termination during the contracted period]	Not allowed	Not allowed for the first 5 years	Not allowed	Not allowed for the first 10 years	Not allowed for the first 10 years	Not allowed
	[Revision of rent]	Possible by consultation every 5 years	Possible by consultation every 5 years	None	Possible by consultation every 5 years	Possible by consultation every 5 years	None
	Tenant	Mori Trust (Master Lessee)	MT & Hilton Hotel	Hotel Okura Kobe	Mori Trust (Master Lessee)	Mori Trust (Master Lessee)	Sotetsu Hotel Management
	[Subtenant]	Shangri-La Hotels Japan	-	-	MORI TRUST HOTELS & RESORTS CO., LTD.	MORI TRUST HOTELS & RESORTS CO., LTD.	-
	Rent type	Variable (monthly) With minimum annual guaranteed rent	Rent varies each fiscal period (The monthly amount is fixed during a fiscal period.)	Fixed (Note)	Variable (monthly) With minimum annual guaranteed rent	Variable (monthly) With minimum annual guaranteed rent	Fixed
	Calculation base for varliable rent	Total revenue	Profit	-	Profit	Profit	-
	Rent scheme						
		(Note) If the total rent for the period from April each year to March next year falls short of the minimum annual guaranteed rent, the difference shall be paid by the end of February next year, together with the rent for March next year.	–	(Note) Along with fixed annual rent, the total amount of property tax and city planning tax equivalent amount and casualty insurance equivalent amount is paid as variable rent.	(Note) If the total rent for the period from October each year to September next year falls short of the minimum annual guaranteed rent, the difference shall be paid by the end of August next year, together with the rent for September next year. Minimum annual guaranteed rent shows the figures equivalent to 93.5% quasi-co-ownership interest in the trust beneficiary interest owned by MTR.	(Note) If the total rent for the period from October each year to September next year falls short of the minimum annual guaranteed rent, the difference shall be paid by the end of August next year, together with the rent for September next year.	–

(Note1) The number of guestrooms for Shangri-La Tokyo indicates guestrooms available for sale, while for other properties, it indicates the total number of guestrooms at each hotel (in some cases, this includes the share of other co-owners or quasi-co-owners).
(Note2) This signifies a management contract, indicating a format whereby hotel operation is outsourced by Mori Trust Group to a brand operator.
(Note3) This signifies a franchise, indicating a format whereby Mori Trust Group operates a hotel by itself by being lent brand usage rights from a given brand.

Balance Sheets (45th FP Ended August 2024)

Thousands of yen

	As of February 29, 2024	As of August 31, 2024
Assets		
Current assets		
Cash and deposits	20,918,767	23,948,867
Cash and deposits in trust	4,811,163	5,178,504
Operating accounts receivable	136,518	153,337
Accounts receivable - other	76	52,851
Prepaid expenses	98,920	88,746
Other	22,495	16,923
Total current assets	25,987,942	29,439,230
Non-current assets		
Property, plant and equipment		
Buildings	15,620,736	14,929,379
Structures	28,507	25,976
Machinery and equipment	31,005	31,661
Vehicles	136	106
Tools, furniture and fixtures	68,962	67,349
Land	97,833,511	94,835,259
Buildings in trust	45,303,673	44,877,690
Structures in trust	132,448	123,578
Machinery and equipment in trust	111,097	147,259
Tools, furniture and fixtures in trust	49,092	48,494
Land in trust	290,375,206	290,383,563
Total property, plant and equipment	449,554,378	445,470,320
Intangible assets		
Goodwill	597,793	582,061
Software	1,969	1,706
Other	240	240
Total intangible assets	600,003	584,008
Investments and other assets		
Guarantee deposits	20,000	10,000
Deferred tax assets	795	803
Long-term prepaid expenses	124,676	102,996
Other	2,815	2,815
Total investments and other assets	148,286	116,614
Total non-current assets	450,302,668	446,170,943
Deferred assets		
Investment corporation bond issuance costs	73,876	65,330
Total deferred assets	73,876	65,330
Total assets	476,364,487	475,675,504

	As of February 29, 2024	As of August 31, 2024
Liabilities		
Current liabilities		
Operating accounts payable	348,569	982,753
Short-term loans payable	11,000,000	12,500,000
Current portion of investment corporation bonds	1,000,000	1,000,000
Current portion of long-term loans payable	43,500,000	38,500,000
Accounts payable – other	184,276	244,503
Accrued expenses	595,317	545,430
Dividends payable	9,100	10,986
Income taxes payable	9,694	9,425
Accrued consumption taxes	583,213	434,072
Advances received	1,381,704	1,406,018
Deposits received	31,337	29,756
Total current liabilities	58,643,214	55,662,946
Non-current liabilities		
Investment corporation bonds	14,000,000	14,000,000
Long-term loans payable	157,000,000	159,500,000
Tenant leasehold and security deposits	12,317,200	11,828,114
Tenant leasehold and security deposits in trust	948,440	975,556
Other	1	-
Total non-current liabilities	184,265,641	186,303,670
Total liabilities	242,908,856	241,966,617
Net assets		
Unitholders' equity		
Unitholders' capital	153,990,040	153,990,040
Surplus		
Capital surplus	69,736,000	69,736,000
Voluntary retained earnings		
Reserve for reduction entry	2,482,076	3,196,991
Total voluntary retained earnings	2,482,076	3,196,991
Unappropriated retained earnings	7,247,514	6,785,855
Total surplus	79,465,591	79,718,846
Total unitholders' equity	233,455,631	233,708,886
Total net assets	233,455,631	233,708,886
Total liabilities and net assets	476,364,487	475,675,504

Statements of Income and Retained Earnings (45th FP Ended August 2024)

Statements of Income

Thousands of yen

	For the period from September 1, 2023 to February 29, 2024	For the period from March 1, 2024 to August 31, 2024
Operating revenue		
Lease business revenue	10,410,515	10,789,625
Other lease business revenue	290,006	306,073
Gain on sale of investment property	1,380,285	650,895
Total operating revenue	12,080,807	11,746,594
Operating expenses		
Expenses related to rent business	3,507,523	3,634,960
Asset management fee	460,707	448,683
Asset custody fee	16,907	16,939
Administrative service fees	48,195	48,561
Directors' compensations	3,600	3,600
Amortization of goodwill	15,731	15,731
Other operating expenses	90,902	74,625
Total operating expenses	4,143,568	4,243,101
Operating income	7,937,239	7,503,492
Non-operating income		
Interest income	110	2,461
Reversal of dividends payable	1,112	801
Interest on tax refund	562	-
Insurance claim income	-	6,428
Subsidy income	-	510
Gain on receipt of donated non-current assets	-	22,628
Compensation income for damage	-	19,602
Total non-operating income	1,786	52,431
Non-operating expenses		
Interest expenses	615,798	677,364
Interest expenses on investment corporation bonds	42,944	47,934
Amortization of investment corporation bond issuance costs	8,866	8,546
other	14,108	26,430
Total non-operating expenses	681,719	760,276
Ordinary income	7,257,306	6,795,647
Profit before income taxes	7,257,306	6,795,647
Income taxes - current	9,711	9,799
Income taxes - deferred	80	(8)
Total income taxes	9,791	9,791
Profit	7,247,514	6,785,855
Unappropriated retained earnings	7,247,514	6,785,855

(Breakdown of Real Estate Leasing Business Income)

Thousands of yen

	For the period from September 1, 2023 to February 29, 2024	For the period from March 1, 2024 to August 31, 2024
A. Rental revenues		
Lease business revenue		
Rent	10,052,824	10,429,464
Common charges	234,082	236,552
Land leasing revenues	123,609	123,609
Other lease business revenue	290,006	306,073
Total rental revenues	10,700,521	11,095,699
B. Property-related expenses		
Property management expenses		
Property management fees	768,761	804,889
Utilities	267,145	318,545
Property and other taxes	1,253,169	1,255,320
Casualty insurance	27,308	30,686
Repair expenses	149,606	196,354
Depreciation and amortization	1,009,026	996,377
Other expenses	32,506	32,786
Total property-related expenses	3,507,523	3,634,960
C. Profit and losses from real estate rental business (A-B)	7,192,998	7,460,738

Statement of Cash Distributions / Statements of Cash Flows (45th FP Ended August 2024)

Statement of Cash Distribution

(Yen)

	For the period from September 1, 2023 to February 29, 2024	For the period from March 1, 2024 to August 31, 2024
Ⅰ. Unappropriated retained earnings	7,247,514,738	6,785,855,605
Ⅱ. Distribution amount	6,532,600,000	6,254,920,000
(Distribution amount per unit)	(1,835)	(1,757)
Ⅲ. Voluntary retained earnings		
Provision of reserve for reduction entry	714,914,738	530,935,605
Ⅳ. Retained earnings carried forward	–	–

Statements of Cash Flows

Thousands of yen

	For the period from September 1, 2023 to February 29, 2024	For the period from March 1, 2024 to August 31, 2024
Cash flows from operating activities		
Profit before income taxes	7,257,306	6,795,647
Depreciation	1,009,026	996,377
Amortization of goodwill	15,731	15,731
Amortization of investment corporation bond issuance costs	8,866	8,546
Interest income	(110)	(2,461)
Interest expenses	658,743	725,299
Loss on retirement of non-current assets	-	10,678
Gain on receipt of donated non-current assets	-	(22,628)
Decrease (Increase) in operating accounts receivable	(5,601)	(17,417)
Increase (Decrease) in operating accounts payable	(458,598)	641,769
Decrease (Increase) in consumption taxes refund receivable	130,928	-
Increase (Decrease) in accrued consumption taxes	583,213	(149,140)
Increase (Decrease) in advances received	130,271	24,312
Decrease due to sale of investment property	5,879,224	3,511,660
Other, net	(26,151)	(59,916)
Subtotal	15,182,849	12,478,457
Interest income received	110	2,461
Interest expenses paid	(643,067)	(734,068)
Income taxes paid	(10,592)	(10,068)
Net cash provided by operating activities	14,529,300	11,736,781
Cash flows from investing activities		
Purchase of property, plant and equipment	(94,700)	(35,374)
Purchase of property, plant and equipment in trust	(5,490,125)	(314,295)
Repayments of tenant leasehold and security deposits	(667,106)	(709,807)
Proceeds from tenant leasehold and security deposits	260,682	199,432
Repayments of tenant leasehold and security deposits in trust	(24,894)	(8,984)
Proceeds from tenant leasehold and security deposits in trust	19,460	50,403
Proceeds from refund of leasehold and guarantee deposits	-	10,000
Net cash used in investing activities	(5,996,684)	(808,625)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	1,000,000	1,500,000
Proceeds from long-term loans payable	16,500,000	23,500,000
Repayments of long-term loans payable	(16,500,000)	(26,000,000)
Proceeds from issuance of investment corporation bonds	4,000,000	-
Redemption of investment corporation bonds	(3,000,000)	-
Payments for investment corporation bond issuance costs	(21,587)	-
Dividends paid	(6,052,287)	(6,530,714)
Net cash provided by (used in) financing activities	(4,073,874)	(7,530,714)
Net increase (decrease) in cash and cash equivalents	4,458,741	3,397,441
Cash and cash equivalents at beginning of period	21,271,188	25,729,930
Cash and cash equivalents at end of period	25,729,930	29,127,371

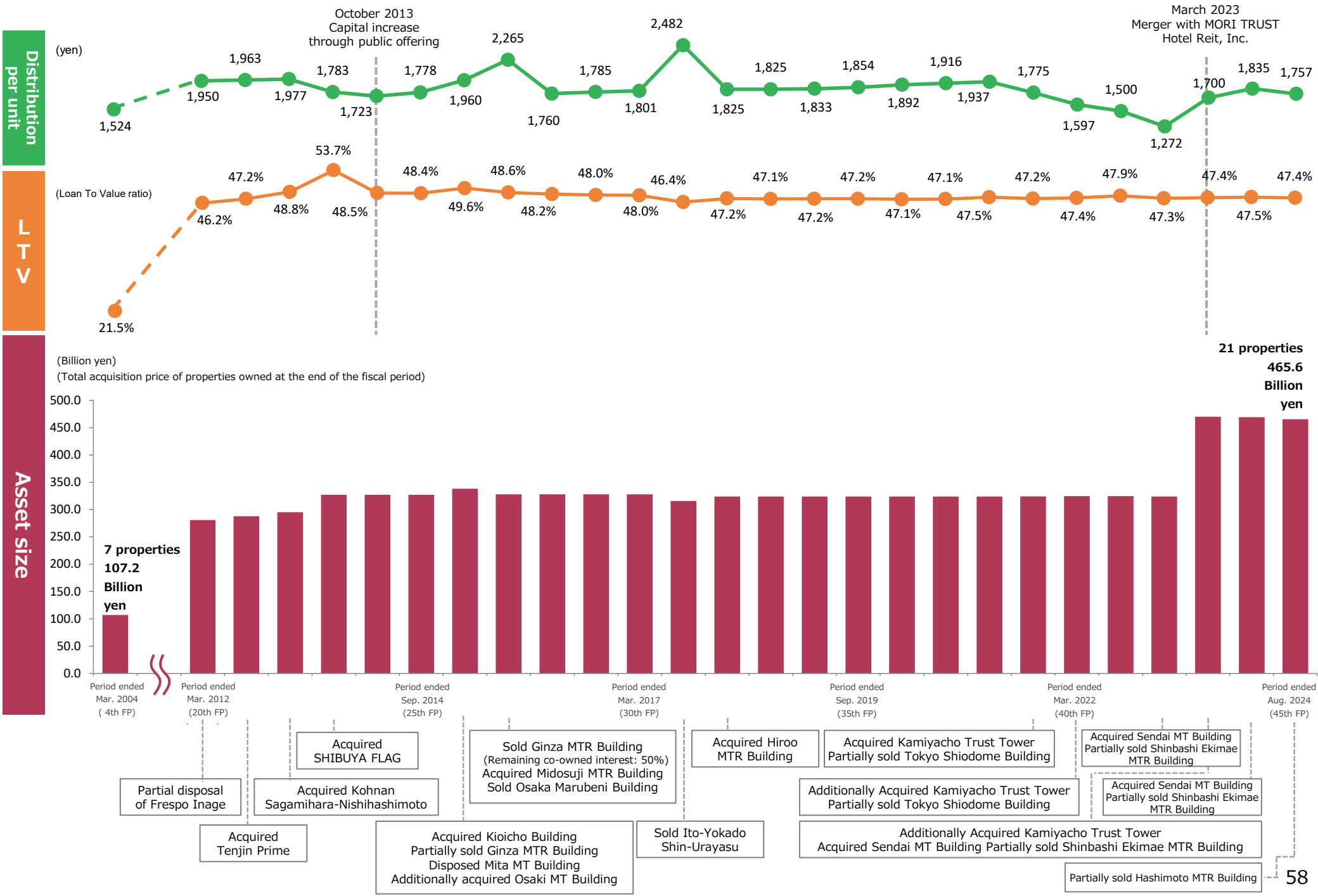
Changes in Indicators

(Unit : million yen)

	Period ended September 2022 (41st fiscal period)	Period ended February 2023 (42nd fiscal period)	Period ended August 2023 (43rd fiscal period)	Period ended February 2024 (44th fiscal period)	Period ended August 2024 (45th fiscal period)	Formula
Operating revenues	6,902	7,258	11,812	12,080	11,746	
Gain on sale of real estate	–	1,430	1,437	1,380	650	
Operating expenses	3,474	3,200	4,623	4,143	4,243	
Operating income	3,428	4,057	7,188	7,937	7,503	
Ordinary income	3,043	3,731	6,535	7,257	6,795	
Profit	3,331	3,614	7,157	7,247	6,785	
Total distribution	3,960	3,359	6,052	6,532	6,254	
Total assets	325,909	322,398	473,191	476,364	475,675	
Interest-bearing liabilities	156,000	152,500	224,500	226,500	225,500	
Total net assets	159,071	158,725	232,260	233,455	233,708	
Unrealized gain/loss	44,033	43,922	41,648	42,582	45,307	
NAV	199,144	199,288	267,856	269,505	272,761	NAV = Total net assets + Unrealized gain/loss - Total distribution
Profits from real estate rental business	3,844	3,117	6,992	7,192	7,460	
Depreciation and amortization	1,116	914	996	1,009	996	
NOI	4,960	4,032	7,988	8,202	8,457	NOI = Profits from real estate rental business + Depreciation and amortization
FFO	4,447	3,097	6,717	6,876	7,131	FFO = Profit + Depreciation and amortization – Gain/loss on sale of real estate
Capital improvements	96	373	320	336	380	
Net cash flows	4,864	3,658	7,668	7,865	8,076	NCF = NOI – Capital improvements
ROA (annualized)	1.9%	2.8%	2.8%	3.0%	2.9%	ROA = (Ordinary income / Total assets) / 6 × 12 * Annualized
ROE (annualized)	4.2%	5.5%	6.2%	6.2%	5.8%	ROE = (Profit / Total net assets) / 6 × 12 * Annualized
LTV ratio	47.9%	47.3%	47.4%	47.5%	47.4%	LTV = Interest-bearing liabilities / Total assets
Total number of outstanding investment units	2,640,000 units	2,640,000 units	3,560,000 units	3,560,000 units	3,560,000 units	
Distribution per unit	1,500 yen	1,272 yen	1,700 yen	1,835 yen	1,757 yen	
Total net assets per unit	60,254 yen	60,123 yen	65,241 yen	65,577 yen	65,648 yen	
NAV per unit	75,433 yen	75,488 yen	75,240 yen	75,703 yen	76,618 yen	
FFO per unit	1,684 yen	1,173 yen	1,886 yen	1,931 yen	2,003 yen	

*Various Indicators per unit and total number of outstanding investment units take into account the split of investment units (at the ratio of 1 to 2 units) on March 1, 2023, and figures prior to March 1, 2023 are revised accordingly.

Changes in Asset Size, LTV and Distribution Per Unit



Interest-Bearing Liabilities (As of August 31, 2024)

Short-Term Loans

classification	Lender	Outstanding balance at end of period		Average interest rate	Draw down date	Repayment date
Short-Term	Sumitomo Mitsui Banking Corpo	2,500	Floating	0.33%	Oct. 6,2023	Sep. 30,2024
	Resona Bank, Limited.	1,000		0.32%	Nov. 30,2023	Sep. 30,2024
	Resona Bank, Limited.	500		0.32%	Oct. 13,2023	Sep. 30,2024
	Mizuho Bank, Ltd.	2,000		0.34%	Mar. 29,2024	Mar. 31,2025
	Mizuho Bank, Ltd.	1,000		0.34%	Apr. 11,2024	Mar. 31,2025
	Sumitomo Mitsui Trust Bank, Limited	2,000		0.49%	Aug. 30,2024	Aug. 29,2025
	Sumitomo Mitsui Banking Corporation	1,500		0.49%	Aug. 30,2024	Aug. 29,2025
	Mizuho Bank, Ltd.	1,000		0.48%	Aug. 30,2024	Aug. 29,2025
	Resona Bank, Limited.	1,000		0.49%	Aug. 30,2024	Aug. 29,2025
Total		12,500				

Long-Term Loans

Classification	Lender	Outstanding balance at end of period		Average interest rate	Draw down date	Repayment date
Long-Term	Sumitomo Mitsui Banking Corporation	3,000	Fixed	0.29%	Oct. 9,2020	Oct. 9,2024
	Sumitomo Mitsui Banking Corporation	1,000		0.30%	Apr. 9,2021	Oct. 9,2024
	Sumitomo Mitsui Trust Bank, Limited	3,000		0.53%	Nov. 30,2021	Nov. 29,2024
	Development Bank of Japan Inc.	1,500		0.53%	Nov. 30,2021	Nov. 29,2024
	The Nishi-Nippon City Bank, Ltd.	500		0.43%	Dec. 26,2019	Dec. 26,2024
	Mizuho Bank, Ltd.	1,500		0.56%	Jan. 19,2018	Jan. 17,2025
	MUFG Bank, Ltd.	500		0.56%	Jan. 19,2018	Jan. 17,2025
	Sumitomo Mitsui Trust Bank, Limited	3,000		0.32%	Feb. 28,2020	Feb. 28,2025
	Mizuho Bank, Ltd.	1,000		0.65%	Feb. 28,2018	Feb. 28,2025
	Sumitomo Mitsui Banking Corporation	1,000		0.65%	Feb. 28,2018	Feb. 28,2025
	The Hachijuni Bank, Ltd.	1,000		0.34%	Feb. 28,2020	Feb. 28,2025
	MUFG Bank, Ltd.	500		0.65%	Feb. 28,2018	Feb. 28,2025
	Development Bank of Japan Inc.	1,000		0.64%	Mar. 19,2018	Mar. 19,2025
	Sumitomo Mitsui Banking Corporation	2,500		0.33%	Apr. 9,2021	Apr. 9,2025
	Sumitomo Mitsui Trust Bank, Limited	4,000		0.37%	Apr. 13,2020	Apr. 11,2025
	MUFG Bank, Ltd.	1,000		0.32%	Apr. 13,2021	Apr. 11,2025
	Sumitomo Mitsui Banking Corporation	3,000		0.46%	Apr. 24,2019	Apr. 24,2025
	MUFG Bank, Ltd.	3,000		0.68%	Aug. 31,2018	Aug. 29,2025
	Mizuho Trust & Banking co., Ltd.	2,000		0.68%	Aug. 31,2022	Aug. 29,2025
	Mizuho Trust & Banking co., Ltd.	500		0.30%	Sep. 2,2019	Aug. 29,2025
	Shinkin Central Bank	1,000		0.30%	Sep. 2,2019	Aug. 29,2025
	Shinkin Central Bank	1,000		0.68%	Aug. 31,2022	Aug. 29,2025
	Sumitomo Mitsui Banking Corporation	500		0.44%	Aug. 31,2023	Aug. 29,2025
	Development Bank of Japan Inc.	500		0.30%	Sep. 2,2019	Aug. 29,2025
	Resona Bank, Limited.	500		0.30%	Sep. 2,2019	Aug. 29,2025
	The 77 Bank, Ltd.	500		0.68%	Aug. 31,2022	Aug. 29,2025
	Sumitomo Mitsui Trust Bank, Limited	500		0.83%	Nov. 30,2022	Nov. 28,2025
	MUFG Bank, Ltd.	500		0.83%	Nov. 30,2022	Nov. 28,2025
	Sumitomo Mitsui Banking Corporation	1,000		0.43%	Jan. 19,2022	Jan. 19,2026
	The Bank of Fukuoka, Ltd.	1,000		0.42%	Jan. 31,2020	Jan. 30,2026
	Sumitomo Mitsui Banking Corporation	1,500		0.47%	Feb. 28,2022	Feb. 27,2026
	Sumitomo Mitsui Banking Corporation	1,500		0.50%	Mar. 1,2023	Feb. 27,2026
	Sumitomo Mitsui Banking Corporation	1,000		0.52%	Feb. 28,2019	Feb. 27,2026
	Sumitomo Mitsui Trust Bank, Limited	1,500		0.41%	Feb. 26,2021	Feb. 27,2026
	Sumitomo Mitsui Trust Bank, Limited	1,000		0.50%	Aug. 31,2022	Feb. 27,2026
	SBI Shinsei Bank, Limited	1,000		0.63%	Mar. 1,2023	Feb. 27,2026
	The Chiba Bank, Ltd	500		0.62%	Mar. 1,2023	Feb. 27,2026
	The Yamanashi Chuo Bank,Ltd	500		0.62%	Mar. 1,2023	Feb. 27,2026
	Development Bank of Japan Inc.	1,000		0.41%	Mar. 12,2021	Mar. 12,2026
	The Bank of Fukuoka, Ltd.	1,000		0.53%	Apr. 21,2023	Mar. 31,2026
	The Nishi-Nippon City Bank, Ltd.	500		0.52%	Apr. 24,2023	Mar. 31,2026
	Nippon Life Insurance Company	500		0.36%	Sep. 30,2020	Mar. 31,2026
	Resona Bank, Limited.	1,000		0.39%	Apr. 22,2021	Apr. 22,2026
	Aozora Bank, Ltd.	500		0.72%	Apr. 24,2018	Apr. 24,2026
	Sumitomo Mitsui Banking Corporation	2,000		0.75%	Aug. 31,2022	May. 29,2026
	Mizuho Bank, Ltd.	1,000		0.75%	Aug. 31,2022	May. 29,2026
	Sumitomo Mitsui Trust Bank, Limited	1,000		0.75%	Aug. 31,2022	May. 29,2026
	Resona Bank, Limited.	500		0.39%	May. 31,2021	May. 29,2026
	Sumitomo Mitsui Trust Bank, Limited	2,000		0.55%	Aug. 31,2022	Aug. 31,2026
	Sumitomo Mitsui Trust Bank, Limited	2,000		0.75%	Aug. 30,2024	Aug. 31,2026
	MUFG Bank, Ltd.	3,000		0.70%	Mar. 1,2023	Aug. 31,2026
	Mizuho Bank, Ltd.	1,000		0.36%	Sep. 2,2019	Aug. 31,2026
	Development Bank of Japan Inc.	1,000		0.33%	Aug. 30,2019	Aug. 31,2026
	The Nishi-Nippon City Bank, Ltd.	1,000		0.41%	Aug. 31,2020	Aug. 31,2026
	The 77 Bank, Ltd.	500		0.31%	Aug. 30,2019	Aug. 31,2026
	Nippon Life Insurance Company	500		0.40%	Apr. 23,2021	Sep. 18,2026
	Mitsui Sumitomo Insurance Company, Limited	500		0.39%	Sep. 30,2020	Sep. 30,2026
	Sumitomo Mitsui Banking Corporation	5,500		0.50%	Feb. 28,2023	Nov. 30,2026
	Sumitomo Mitsui Trust Bank, Limited	1,000		0.42%	Dec. 24,2021	Dec. 24,2026
	MUFG Bank, Ltd.	1,000		0.40%	Dec. 25,2020	Dec. 25,2026
	Resona Bank, Limited.	500		0.56%	Dec. 26,2019	Dec. 25,2026
	The Bank of Fukuoka, Ltd.	500		0.56%	Dec. 26,2019	Dec. 25,2026
	Mizuho Bank, Ltd.	500		0.50%	Jan. 19,2022	Jan. 19,2027
	The Bank of Fukuoka, Ltd.	1,000		0.51%	Jan. 31,2022	Jan. 29,2027
	The Norinchukin Bank	3,000		0.38%	Feb. 28,2020	Feb. 26,2027
	Sumitomo Mitsui Trust Bank, Limited	1,500		0.59%	Aug. 31,2022	Feb. 26,2027
	The Ashikaga Bank, Ltd.	1,000		0.63%	Apr. 22,2022	Apr. 22,2027
	Sumitomo Mitsui Banking Corporation	3,000		0.79%	Nov. 30,2023	May. 31,2027
	The Bank of Fukuoka, Ltd.	1,000		0.92%	May. 31,2024	May. 31,2027
	Aozora Bank, Ltd.	500		0.45%	Dec. 24,2021	Jun. 24,2027
	SUMITOMO LIFE INSURANCE COMPANY	500		0.59%	Dec. 26,2019	Jun. 25,2027
	The Bank of Fukuoka, Ltd.	1,000		0.55%	Jan. 31,2022	Jul. 30,2027
	MUFG Bank, Ltd.	3,000		0.84%	Mar. 1,2023	Aug. 31,2027
	MUFG Bank, Ltd.	3,000		0.86%	Aug. 30,2024	Aug. 31,2027
	Sumitomo Mitsui Trust Bank, Limited	1,500		0.63%	Aug. 31,2022	Aug. 31,2027
	Sumitomo Mitsui Trust Bank, Limited	1,000		0.84%	Feb. 28,2023	Aug. 31,2027
	Resona Bank, Limited.	1,000		0.74%	Aug. 31,2023	Aug. 31,2027
	Resona Bank, Limited.	500		0.48%	Aug. 31,2020	Aug. 31,2027
	The Norinchukin Bank	1,500		0.38%	Aug. 30,2019	Aug. 31,2027
	The Nishi-Nippon City Bank, Ltd.	1,500		0.48%	Aug. 31,2020	Aug. 31,2027
	SUMITOMO LIFE INSURANCE COMPANY	500		0.38%	Aug. 30,2019	Aug. 31,2027
	The Dai-ichi Life Insurance Company,Limited	500		0.56%	Feb. 28,2022	Aug. 31,2027
	Development Bank of Japan Inc.	1,000		0.43%	Mar. 12,2020	Sep. 10,2027
	Sumitomo Mitsui Banking Corporation	2,500		0.80%	Apr. 9,2024	Sep. 30,2027
	Sumitomo Mitsui Trust Bank, Limited	1,000		0.74%	Sep. 30,2022	Sep. 30,2027
	Resona Bank, Limited.	1,000		0.83%	Oct. 18,2023	Sep. 30,2027
	MUFG Bank, Ltd.	1,500		0.50%	Apr. 13,2021	Oct. 13,2027
	Development Bank of Japan Inc.	1,500		0.87%	Nov. 30,2023	Nov. 30,2027
	Mizuho Bank, Ltd.	1,000		0.63%	Dec. 26,2019	Dec. 24,2027
	Mizuho Bank, Ltd.	1,000		0.47%	Jan. 19,2021	Jan. 19,2028
	Mizuho Bank, Ltd.	1,000		0.55%	Feb. 26,2021	Jan. 19,2028
	Mizuho Bank, Ltd.	500		0.99%	Jan. 19,2023	Jan. 19,2028
	Sumitomo Mitsui Trust Bank, Limited	1,500		0.99%	Jan. 19,2023	Jan. 19,2028
	Development Bank of Japan Inc.	500		0.47%	Jan. 19,2021	Jan. 19,2028
	Development Bank of Japan Inc.	2,000		0.86%	Apr. 11,2024	Feb. 29,2028
	Development Bank of Japan Inc.	1,500		0.84%	Feb. 29,2024	Feb. 29,2028
	Shinkin Central Bank	2,000		0.83%	Mar. 19,2024	Feb. 29,2028
	Sumitomo Mitsui Banking Corporation	1,000		0.91%	Aug. 30,2024	Feb. 29,2028
	Resona Bank, Limited.	1,000		0.91%	Mar. 1,2023	Feb. 29,2028
	The Ashikaga Bank, Ltd.	1,000		0.91%	Mar. 1,2023	Feb. 29,2028
	Development Bank of Japan Inc.	1,500		0.91%	Mar. 1,2023	Mar. 1,2028
	MUFG Bank, Ltd.	1,500		0.53%	Mar. 31,2021	Mar. 31,2028
	Sumitomo Mitsui Banking Corporation	1,500		0.54%	Apr. 9,2021	Apr. 7,2028
	Sumitomo Mitsui Banking Corporation	1,500		0.51%	Oct. 11,2019	Apr. 11,2028
	Aozora Bank, Ltd.	1,000		0.71%	Apr. 11,2022	Apr. 11,2028
	Mizuho Bank, Ltd.	1,500		0.51%	Oct. 17,2019	Apr. 17,2028
	Sumitomo Mitsui Trust Bank, Limited	1,000		0.84%	Aug. 31,2023	May. 31,2028
	Mizuho Bank, Ltd.	5,500		0.96%	Aug. 30,2024	Aug. 31,2028
	MUFG Bank, Ltd.	1,000		0.99%	Mar. 1,2023	Aug. 31,2028
	SBI Shinsei Bank, Limited	1,000		0.53%	Aug. 31,2020	Aug. 31,2028
	The 77 Bank, Ltd.	1,000		0.54%	Aug. 31,2020	Aug. 31,2028
	Nippon Life Insurance Company	1,000		0.76%	May. 31,2023	Aug. 31,2028
	Development Bank of Japan Inc.	1,500		0.98%	Sep. 29,2023	Sep. 29,2028
	Mitsui Sumitomo Insurance Company, Limited	1,500		0.59%	Oct. 29,2021	Oct. 31,2028
	Mizuho Bank, Ltd.	1,500		1.02%	Nov. 30,2023	Nov. 30,2028
	Mizuho Bank, Ltd.	5,000		0.97%	Feb. 29,2024	Feb. 28,2029
	Mizuho Bank, Ltd.	2,000		1.07%	Feb. 28,2023	Feb. 28,2029
	Mizuho Bank, Ltd.	1,000		1.07%	Mar. 1,2023	Feb. 28,2029
	Development Bank of Japan Inc.	3,000		0.71%	Feb. 28,2022	Feb. 28,2029
	Aozora Bank, Ltd.	1,000		1.07%	Mar. 1,2023	Feb. 28,2029
	Aozora Bank, Ltd.	1,000		0.94%	Mar. 11,2024	Feb. 28,2029
	Mizuho Trust & Banking co., Ltd.	1,000		1.07%	Feb. 28,2023	Feb. 28,2029
	Mizuho Trust & Banking co., Ltd.	1,000		1.07%	Mar. 1,2023	Feb. 28,2029
	Mizuho Bank, Ltd.	2,500		1.06%	Apr. 24,2024	Mar. 30,2029
	Mizuho Bank, Ltd.	1,000		0.82%	Apr. 11,2022	Apr. 11,2029
	Aozora Bank, Ltd.	1,500		0.59%	Apr. 23,2021	Apr. 23,2029
	Mizuho Bank, Ltd.	500		1.02%	Aug. 31,2023	Aug. 31,2029
	Mizuho Bank, Ltd.	1,500		1.17%	Nov. 30,2023	Nov. 30,2029
	Mizuho Bank, Ltd.	1,500		1.23%	Mar. 1,2023	Feb. 28,2030
	Sumitomo Mitsui Banking Corporation	1,000		1.23%	Mar. 1,2023	Feb. 28,2030
	Aozora Bank, Ltd.	1,000		1.08%	Mar. 11,2024	Feb. 28,2030
	MUFG Bank, Ltd.	500		0.79%	Feb. 28,2022	Feb. 28,2030
	Mizuho Bank, Ltd.	3,500		1.07%	Apr. 12,2023	Mar. 29,2030
	Mizuho Bank, Ltd.	1,500		0.90%	Apr. 11,2022	Apr. 11,2030
	MUFG Bank, Ltd.	2,000		0.92%	Apr. 13,2022	Apr. 12,2030
	Sumitomo Mitsui Banking Corporation	1,000		0.65%	Dec. 24,2021	Jun. 24,2030
	Sumitomo Mitsui Banking Corporation	1,500		0.76%	Jan. 19,2022	Jul. 19,2030
	Mizuho Bank, Ltd.	2,500		1.18%	Aug. 31,2023	Aug. 30,2030
	Mizuho Bank, Ltd.	1,000		0.62%	Aug. 31,2021	Aug. 30,2030
	Mizuho Bank, Ltd.	500		0.63%	Aug. 30,2021	Aug. 30,2030
	MUFG Bank, Ltd.	1,500		1.18%	Aug. 31,2023	Aug. 30,2030
	Sumitomo Mitsui Banking Corporation	2,000		0.98%	Apr. 28,2022	Oct. 28,2030
	Mizuho Bank, Ltd.	1,500		0.66%	Aug. 31,2021	Feb. 28,2031
	Mizuho Bank, Ltd.	1,500		0.98%	Apr. 11,2022	Apr. 11,2031
Total		198,000				

Classification	Issue	Balance at end of period	Interest rate	Issue date	Maturity date
Investment corporation bonds	16th unsecured investment corporation bonds	1,000	0.11%	Feb. 21,2022	Feb. 28,2025
	20th unsecured investment corporation bonds	3,000	0.49%	Dec. 18,2023	Dec. 18,2026
	6th unsecured investment corporation bonds	1,000	1.07%	Feb. 26,2015	Feb. 26,2027
	18th unsecured investment corporation bonds	2,000	0.42%	Jun. 20,2022	Feb. 29,2028
	21th unsecured investment corporation bonds (GB)	1,000	0.83%	Dec. 18,2023	Dec. 18,2028
	19th unsecured investment corporation bonds	3,000	0.79%	Feb. 17,2023	Feb. 28,2029
	14th unsecured investment corporation bonds	1,000	0.50%	Feb. 25,2021	Feb. 25,2031
	17th unsecured investment corporation bonds	1,000	0.50%	Feb. 21,2022	Feb. 27,2032
	15th unsecured investment corporation bonds	1,000	0.75%	Feb. 25,2021	Feb. 25,2036
	9th unsecured investment corporation bonds	1,000	1.08%	Feb. 23,2017	Feb. 23,2037
Total		15,000			

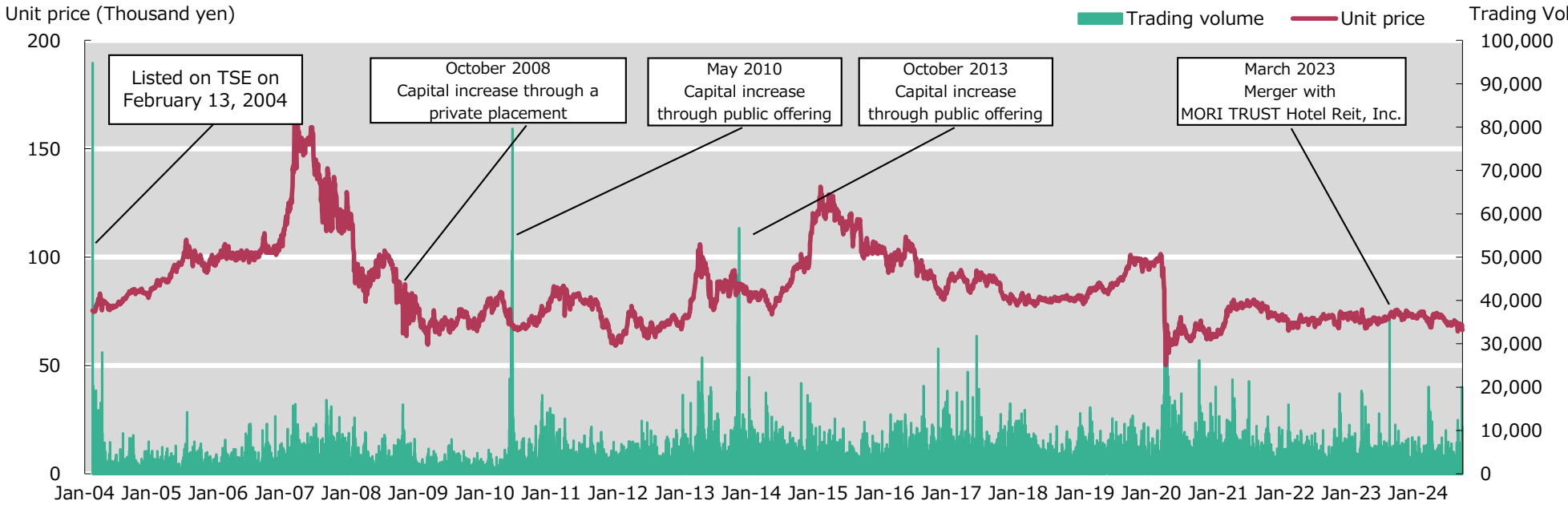
(Note) The short-term loans, long-term loans, and investment corporation bonds are all unsecured and unguaranteed.

Total interest-bearing liabilities at the end of the period : 225,500 million yen

Borrowed during the 45th period ended August 2024.

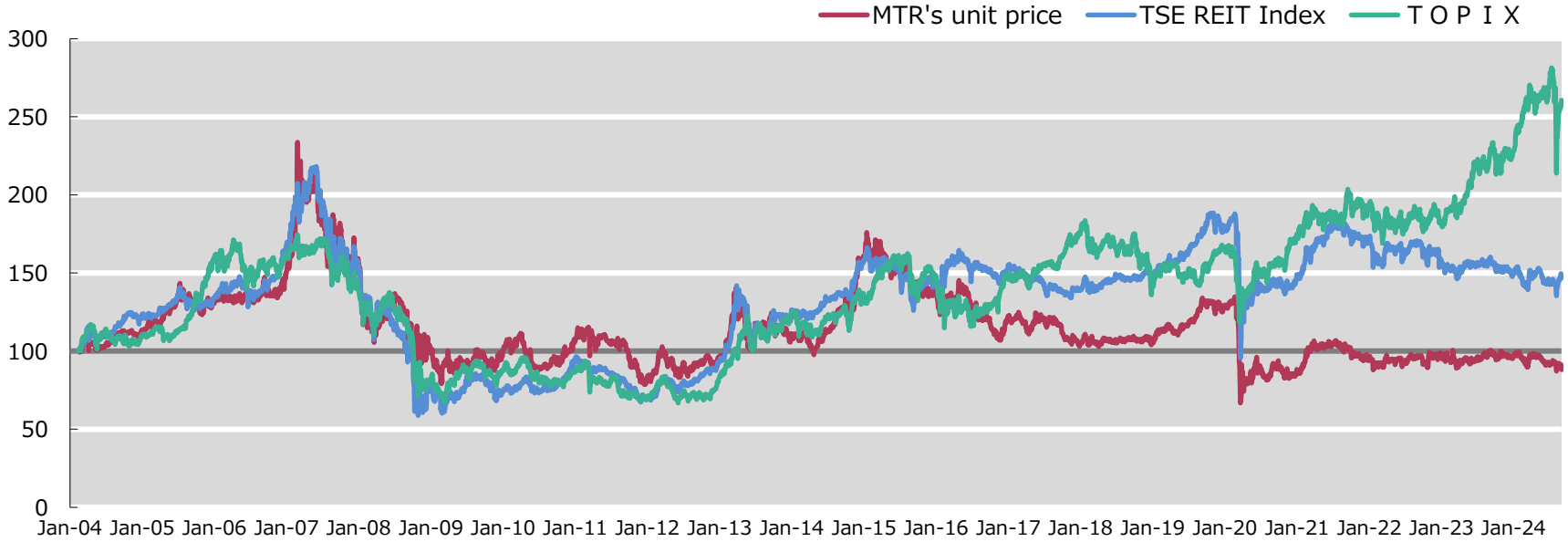
Changes in Unit Prices

Closing Unit Price and Trading Volume (February 13, 2004 to August 31, 2024)



*Unit price and trading volume take into account the split of investment units (at the ratio of 1 to 5 units) on April 1, 2014, and of investment units (at the ratio of 1 to 2 units) on March 1, 2023, and figures prior to March 1, 2023 are revised accordingly.

Comparative Performance of Closing Unit Price (February 13, 2004 to August 31, 2024)

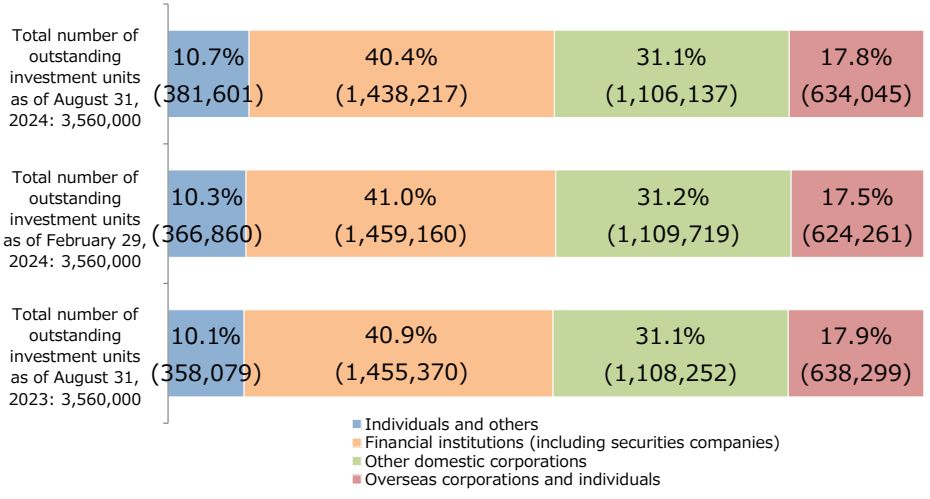


Top 10 Unitholders (Total Number of Outstanding Investment Units: 3,560,000)

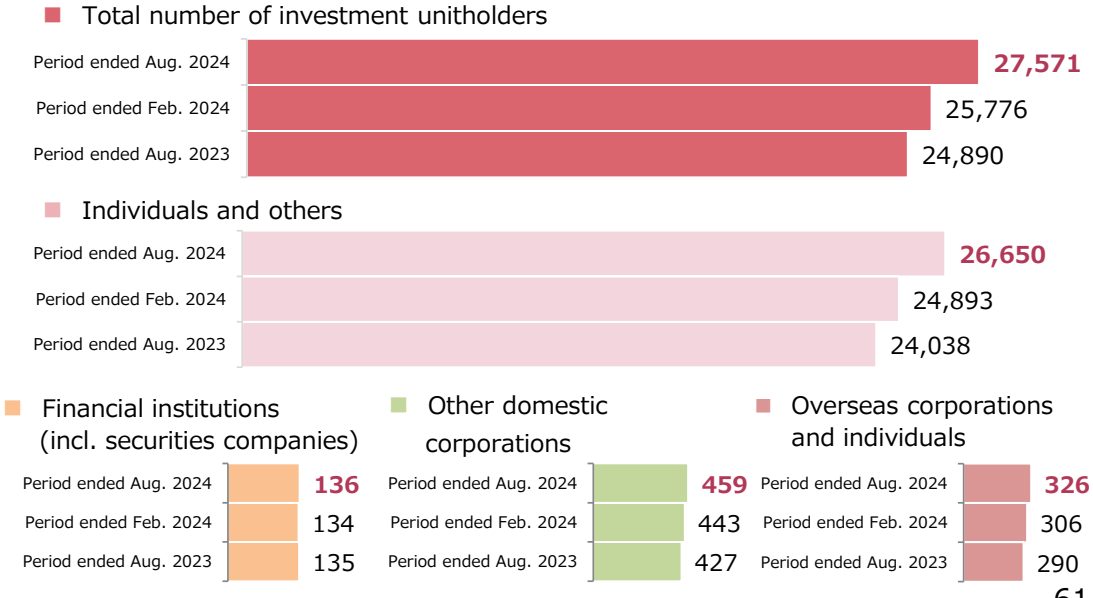
(As of Aug. 31, 2024)

Unitholders	Number of units held	Ownership ratio
MORI TRUST Holdings, Inc.	1,038,700	29.2%
Custody Bank of Japan, Ltd.(Trust accounts)	642,527	18.0%
The Master Trust Bank of Japan, Ltd. (trust account)	408,289	11.5%
The Nomura Trust and Banking Co., Ltd. (investment trust)	133,150	3.7%
STATE STREET BANK AND TRUST COMPANY 505001	47,825	1.3%
STATE STREET BANK WEST CLIENT - TREATY 505234	43,843	1.2%
LEGAL + GENERAL ASSURANCE PENSIONS MANAGEMENT LIMITED	42,877	1.2%
JP MORGAN CHASE BANK 385771	39,261	1.1%
JP MORGAN CHASE BANK 385781	34,976	1.0%
STATE STREET BANK AND TRUST COMPANY 505103	28,534	0.8%
Total of top 10 unitholders	2,459,982	69.1%

Changes in Investment Unitholder Ratio by Owner (End of Each Fiscal Period)



Changes in Number of Investment Unitholders by Owner (End of Each Fiscal Period)

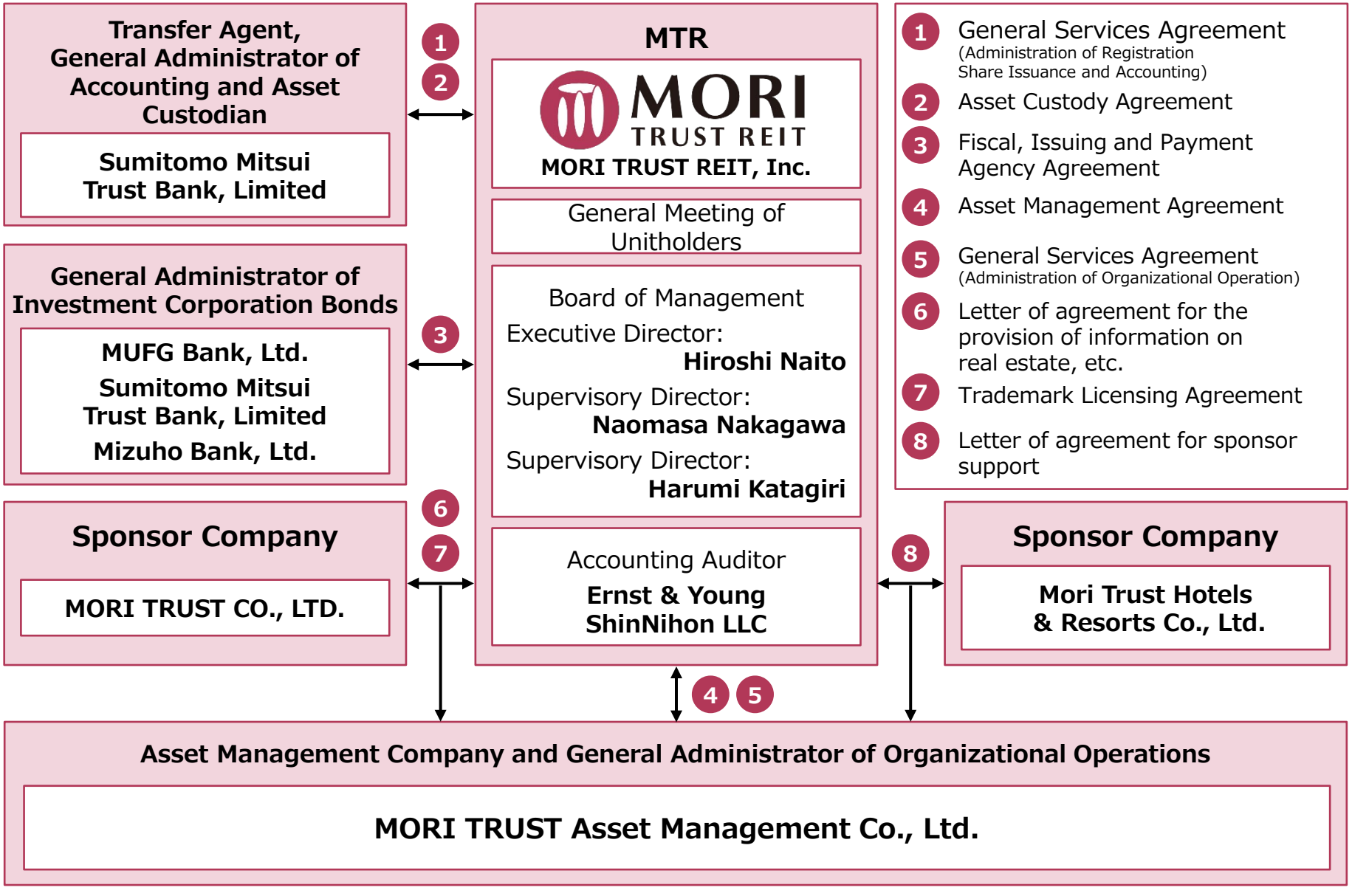


Asset Management Company Remuneration Methods

Agreement		Calculation rate for remuneration	Calculation method	Actual (Thousand yen)	
				Period Ended Feb. 2024 (44th FP)	Period Ended Aug. 2024 (45th FP)
Remuneration Method 1	For each operation period, the average amount of the total appraisal value of assets at the end of the settlement period under review and the total appraisal value of assets at the end of the previous settlement period shall be multiplied by up to 0.2%, being the percentage determined by the Board of Management meeting, multiplied by one half.	0.15% *1	(Total appraisal value of assets at relevant fiscal period-end + Total appraisal value of assets at prior fiscal period-end) ÷ 2 x 0.15% x 1/2	369,203	368,592
Remuneration Method 2	The amount shall be derived by multiplying the result of dividing profit before deducting Management fee 2 in each business period by the total number of investment units outstanding in each Accounting Period (rounded off to the nearest yen) by the rate of up to 0.0012% determined by the Board of Directors. Profit before Management fee 2 is the amount derived by adding amortization of goodwill to and subtracting gains on negative goodwill incurred from profit before income taxes calculated pursuant to corporate accounting standards generally deemed fair and appropriate in Japan (before subtracting Management fee 2 and non-deductible consumption tax and other dues applicable to Management fee 2), after adding the total amount of any loss carried forward.	0.0006% *2	Profit per unit x Profit x 0.0006%	91,503	80,090
Remuneration Method 3	In the event MTR acquires specified assets stipulated in the agreement, the rate of remuneration shall be a set percentage of the acquisition price of each property (excluding consumption tax, local consumption tax and transaction-related expenses), as listed below. In the event MTR acquires the specified assets stipulated in the agreement from the counterparty of the merger due to the merger, the total amount shall be, in principle, the amount obtained by multiplying the following rates, depending on the appraisal value of each specified asset to be acquired due to the merger as of the date of acceptance of the merger. However, depending on the circumstances, the following rates may be lower. - For acquisitions up to ¥15 billion, remuneration is 0.4% of the amount - For acquisitions from ¥15 billion to ¥30 billion, remuneration is 0.1% of the amount - For acquisitions above ¥30 billion, remuneration is 0.05% of the amount	Refer to left column	Total amount of the acquisition price percentage listed in the left column	21,066	-
Remuneration Method 4	In the event MTR transfers specified assets stipulated in its agreement, the rate of remuneration shall be 0.05% of the transfer amount of each asset transferred (excluding consumption tax, local consumption tax and transaction-related expenses).	Refer to left column	Transfer amount x 0.05%	3,633	2,125
Total				485,407	450,808

*1 At a Board of Management meeting held on September 29, 2003, it was decided that the calculation rate for remuneration in the rate stated above will be reduced.
*2 At a Board of Management meeting held on January 26, 2023, it was decided that the calculation rate for remuneration in the rate stated above will be reduced.

Organization Chart



Notes (1)

Figures are rounded down to the nearest unit unless otherwise specified in this information package. However, percentages (%) are rounded off.
Company and property names are sometimes indicated using the following abbreviations.

- MORI TRUST REIT, Inc.: MTR
- MORI TRUST Asset Management Co., Ltd.: the Asset Management Company or MTAM
- Tokyo Shiodome Building: Shiodome
- Kamiyacho Trust Tower: Kamiyacho
- Sendai MT Building: Sendai
- Shin-Yokohama TECH Building: Shin-Yokohama
- Shangri-La Tokyo: Shangri-La or SL
- Hilton Odawara Resort & Spa: Hilton Odawara or HO
- Courtyard by Marriott Tokyo Station: Courtyard Tokyo, CY Tokyo or CYT
- Courtyard by Marriott Shin-Osaka Station: Courtyard Shin-Osaka, CY Shin-Osaka or CYO
- Hotel Sunroute Plaza Shinjuku: Sunroute
- Shinbashi Ekimae MTR Building: Shinbashi

P.3

(1) For the properties that adopt the master lease contract with the system of linking rental revenue with rents under the sublease contract or the master lease contract of the pass-through type, the occupancy rate calculated based on the occupancy rate under the sublease contract is stated. The same applies thereafter.

P.4

(1) The "vs. 2019" for the various hotel indicators in the four hotels with variable rents refers to the comparison of each hotel's actual results for each month in 2019 to revised figures, excluding special factors, etc. The same applies hereinafter.

P.19, P.20

(1) In the “Changes in number of inbound (vs.2019), By Region/Country” chart, For the July and August 2024 values for the West, since the U.S., Canada, Mexico, U.K., France, Germany, Italy, Spain, Russia, and Scandinavia have only disclosed estimates as of October 10, 2024, the comparisons with July and August 2024 are calculated based on the total of these estimates and the total of the results for the same countries and regions in July and August 2019.

(2) In the “Changes in number of inbound (vs.2019), By Region/Country” chart, For the July and August 2024 values for Asia (excluding China), since South Korea, Taiwan, Hong Kong, Thailand, Singapore, Malaysia, Indonesia, the Philippines, Vietnam, and India have only disclosed estimates as of October 10, 2024, the comparisons with July and August 2024 are calculated based on the total of these estimates and the total of the results for the same countries in July and August 2019. In the Middle East regions, since the aggregation criteria differ in 2019 and 2024, calculation of the comparisons with July and August 2024 has been omitted.

(3) In the “Scope for Rent Increases at Four Hotel Properties with Variable Rent” chart, the performance for the fiscal period ended February 2020 for the four hotel properties with variable rent indicates the total obtained by adding the actual rent for the three hotel properties with variable rent other than the Hilton Odawara for the fiscal period ended February 2020 and the assumed rent if the Hilton Odawara, which was acquired on September 2, 2019, had been owned from the beginning of the fiscal period ended February 2020 (September 1, 2019) (hereinafter referred to as the “Hilton Odawara assumed rent for the fiscal period ended February 2020”). The performance for the fiscal period ended August 2019 indicates the total obtained by adding the actual rent for the three hotel properties with variable rent other than the Hilton Odawara for the fiscal period ended August 2019 and the Hilton Odawara assumed rent for the fiscal period ended February 2020.

P.47

(1) If the result of rounding is 100.0%, the rate is indicated as 99.9% by rounding down the second decimal place to the nearest first decimal place.

(2) A master lease agreement, under which rent income is linked to the rents for joint management units, is used for Kamiyacho Trust Tower, and the number in parentheses of the occupancy rate of the property is the occupancy rate of the entire joint management units.

(3) The numbers in parentheses of subtotal and total occupancy rates represent occupancy rates based on sublease agreements for Kioicho Building, Osaki MT Building, Sendai MT Building and Midosuji MTR Building and the occupancy rate calculated based on the occupancy rate of the entire joint management units for Kamiyacho Trust Tower.

Notes (2)

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(1) The Tokyo Shiodome Building is a co-owned building and the floor area of 71,806.84 m² is calculated by multiplying MTR's co-owned interest (ratio of 375,178/1,000,000) with the total floor space.
(2) The building of Kamiyacho Trust Tower is sectionally owned and the building area indicated is the total floor area of one building. The floor area for exclusive use owned by the trust fiduciary having MTR as the only trust beneficiary is 13,292.02 m².
(3) MTR has acquired sectional ownership of the Kioicho Building. The total floor space stated is the total floor space for the portion of one building that represents the sectional ownership. The exclusive portion of the floor space owned by a fiduciary of the trust in which MTR is the sole beneficiary is 24,598.85 m².
(4) The Sendai MT Building is a co-owned building, and the floor area of 39,010.23 m² is calculated by multiplying MTR's co-owned interest (ratio of 90,845/100,000) with the total floor space.
(5) The Osaki MT Building is a co-owned building, and the floor area of 24,495.21 m² is calculated by multiplying MTR's co-owned interest (ratio of 907,880/1,000,000) with the total floor space.
(6) Probable Maximum Loss (PML) refers to the expected maximum loss ratio caused by an earthquake based on a loss confidence value of 90%. The expected maximum-level earthquake refers to an earthquake that occurs once every 50 years with a 10% excess-probability. This means that an earthquake of this magnitude statistically occurs once every 475 years.
(7) The rental revenues and property-related expenses of ON Building ,SHIBUYA FLAG and Hashimoto MTR Building are not disclosed because tenants' consent to disclosure has not been obtained.
(8) Shangri-La Tokyo is a unit ownership building, but the area of the entire building of MARUNOUCHI TRUST TOWER MAIN and MARUNOUCHI TRUST TOWER NORTH is stated. The floor area of the exclusive element owned by the trustee with MTR as the sole beneficiary is 22,300.31 ㎡ (area written in the registration book).
(9) The grand total of total floor area for the entire buildings of the Hilton Odawara Resort & Spa is stated. The floor area of the exclusive element owned by the trustee with MTR as the sole beneficiary (50/100) is 25,302.83 ㎡
(10) Courtyard by Marriott Tokyo Station is a unit ownership building, and the total floor area of the entire building of KYOBASHI TRUST TOWER is stated. The floor area of the exclusive element owned by the trustee with MTR is 5,502.63 ㎡ (area written in the registration book). The quasi-co-ownership interest in the Courtyard by Marriott Tokyo Station owned by MTR is 93.5%.
(11) Courtyard by Marriott Shin-Osaka Station is a co-owned building. The interest in the Courtyard by Marriott Shin-Osaka Station owned by MTR is 74%.
(12) The Hashimoto MTR Building is a co-owned building, and the floor area of 20,141.88 m² is calculated by multiplying MTR's co-owned interest (ratio of 1/2) with the total floor space.
(13) The floor area of Frespo Inage is the area of the real estate trust associated with the real estate trust's beneficiary rights.
(14) Portfolio PML is calculated by assuming an earthquake with an epicenter close to Tokyo's Minato Ward out of multiple earthquake scenarios.

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(1) In properties with trust beneficiary rights, it is classified as a "Leasing directly to tenants" if MTR conclude sublease contracts directly with tenants after an owner, which is the fiduciary trust company and lessor, and MTR, which is the trust beneficiary and lessee, conclude a master lease contract.
(2) Along with fixed annual rent, the total amount of property tax and city planning tax equivalent amount and casualty insurance equivalent amount is paid as variable rent.
(3) The rent received from subtenant by tenant etc.
(4) The amount calculated by multiplying the total income generated from these joint management units by the ownership shares based on the exclusively owned area owned by MTR.
(5) The system in which 25 floors from the 6th to the 30th floors of Kamiyacho Trust Tower are designated as joint management units. Each unit owner signs a lease agreement with MORI TRUST CO., LTD., designating the unit owner as the lessor and MORI TRUST CO., LTD. as the lessee, and the lessee subleases each floor as a joint management unit.

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