





Financial Results Presentation 10<sup>th</sup> Fiscal Period February 1<sup>st</sup>, 2008 – July 31<sup>st</sup>, 2008



TSE: 8957

http://www.tokyu-reit.co.jp/eng/

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**Investment Policy and Investment Management Fee** 

## **Product Profile and Investment Policy**



Focus on maintaining a unique positioning among REITs
with a medium risk/medium return profile

**REITs** 

TECHNOLIS T

Asset Management for

Lower Risk / More

Consistent Return

BOND

High

Investment

Management Company's

Commitment and Capability

Return

## **Investment in Highly Competitive Properties in Areas with Strong Growth Potential**

## 1. Targeted Product Characteristics

- (1) Yield product with the attractiveness of equity
  - EPS growth (higher earnings quality) and enhancement of asset value

#### (2) Risk-Return Profile

- Establish a low risk, steady return portfolio with promising future growth potential
  - → "Low Cap Portfolio Strategy"
- Improve investment return while controlling risk through active management
   (Focus on risk management emphasizing risk vs return)

### (3) Global Product

 High quality product that meets the investment criteria of a wide variety of investors worldwide, including those investing globally for diversification purposes

## 2. Investment Policy

- (1) Target Areas Limited to Tokyo Metropolitan Areas (over 85% represented by central Tokyo and
  - Tokyu areas)
- (2) Sector Allocation Office: Retail =  $60:40 \pm 10$  points)
- (3) Size of Properties In principal, invest in properties over 4 billion yen (for all properties), and over 5,000 m<sup>2</sup> of floor space (for office properties)

## \* Strive to further improve portfolio quality

\*Comments by Tokyu REIM

"Low Cap Portfolio Strategy"

Risk

Hiah

# **Investment Stance of Tokyu REIM**



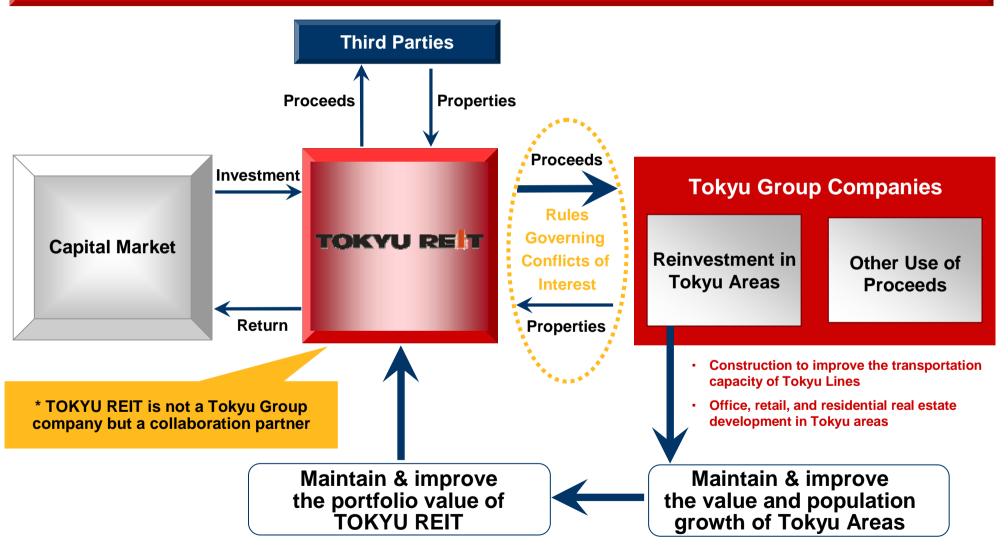
# **Investment Stance of Tokyu REIM**

Fiduciary Duties of TREIM as REIT Management Company	Employ an investment stance that enables the fulfillment of the "Fiduciary Duties" that are fundamental to the fiduciary Investment Manager and one that provides significant added value
Fund Structure with High Transparency and Accountability	Improvement of disclosure, including IR and the achievement of accountable management through the addition of an independent third-party in the decision making process
Collaboration	Growth and value enhancement of the Tokyu Areas through the synergies from the collaboration with the Tokyu Group companies (Capital Reinvestment Model)
Brand Strategy	Leverage the "Tokyu Brand" name in leasing operations based on brand license agreement
Enhanced Measures Against Conflicts of Interest	Development of self-imposed rules to secure collaboration and governance to maximize the advantages of such cooperation
Diversified Portfolio	Diversification strategy employed to control downside risk associated with major properties and tenants
Conservative Financial Strategy	Strategy focused on managing the required debt and equity risk premium while also securing additional funding availability
Investment Management Fee	Management fee structure linked to three performance indices to balance the conflict of "being in the same boat as unitholders"  Adoption of a structure to expense and not capitalize the management fee
Resource Allocation Seeking Stability and Growth	Restrain the number of properties covered per investment manager (23 properties/5 managers), IR cost paid by Investment Management Company (Tokyu REIM) Use of experiences and expertise of employees assigned from Tokyu Group companies

# **Capitalize on Synergies with Tokyu Group Companies in Tokyu Areas**



## Reinvestment of Capital Generated through TOKYU REIT



# **Overview of Investment Management Fee**



	Objective (Aim)	Formula	Note	
Base 1 (Linked to asset valuation)		Asset value at end of previous period × 0.150% (0.125% for the portion exceeding 200 billion yen)		
Base 2 (Linked to cash flow)	Increase Growth	Operating cash flow in current period × 6.0% (5.0% for the portion exceeding 5 billion yen)	Operating cash flow is the amount equal to ordinary income plus depreciation and amortization of deferred assets minus profit or loss from valuation	
Incentive Fee (Linked to investment unit price)	Reduce risk premium related to investment unit	(Average price in current period — Highest average price over all previous periods) × number of units × 0.4%	Change from 1.0% to 0.4%, approved by unitholders at general meeting on April 17, 2007	

<sup>\*</sup> Apart from the above fees, Tokyu REIT pays service charges to an asset custodian firm, general administration firm, property management firm and accounting auditor among others.

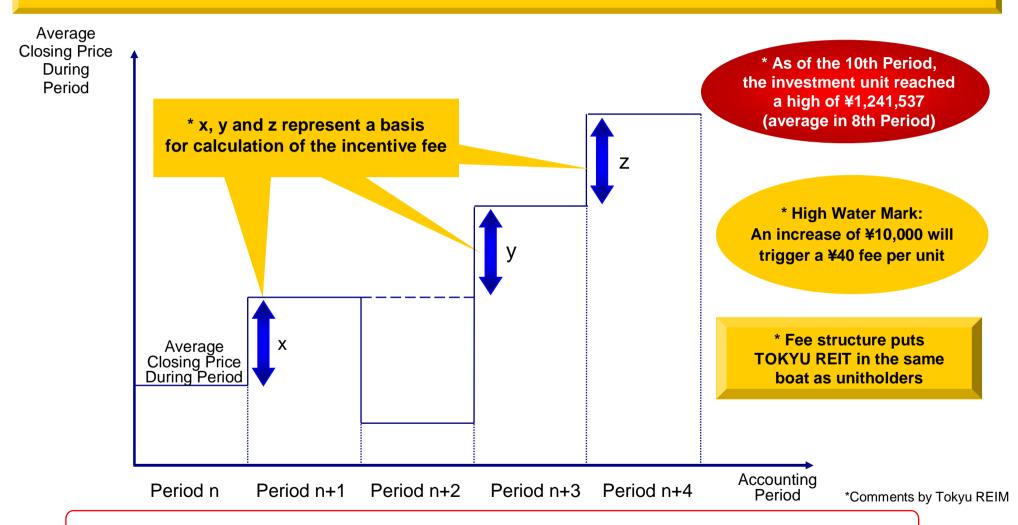
\* Investment management fee structure linked to three performance indices to balance the conflict of "being in the same boat as unitholders"

\* The above fees are all booked as expenses. TOKYU REIT does not have a fee structure that leaves the income statement unaffected, such as the acquisition incentive fee, which is capitalized as acquisition cost

### **Incentive Fee Structure**



\* Incentive Fee arises only when the average investment unit price during the period exceeds the past high (high water mark)



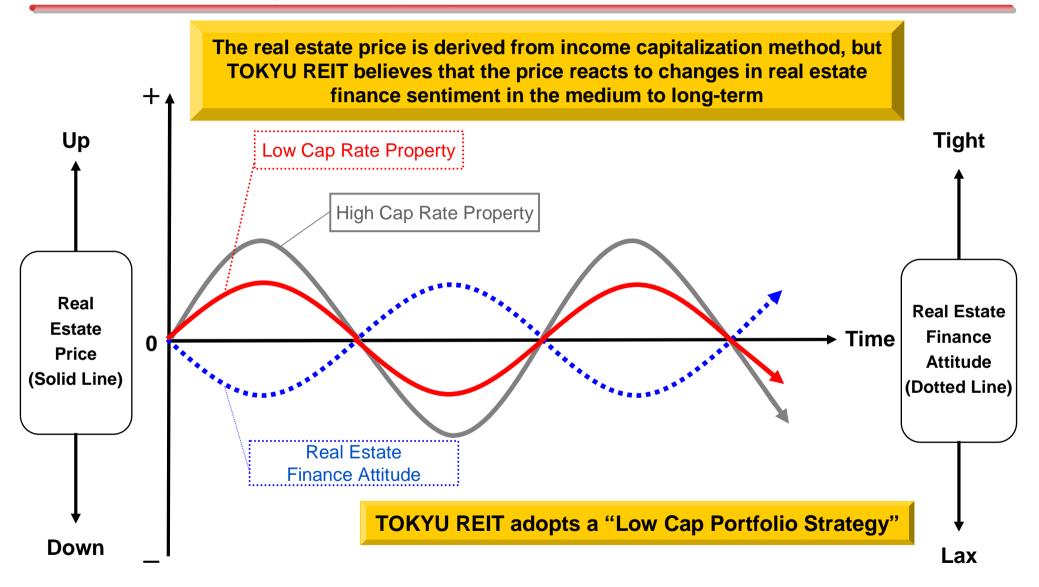
Incentive Fee = Number of Units Outstanding at End of Previous Period x  $(x, y \text{ or } z) \times 0.4\%$ 

# TOKYU REIT

# **Topics**

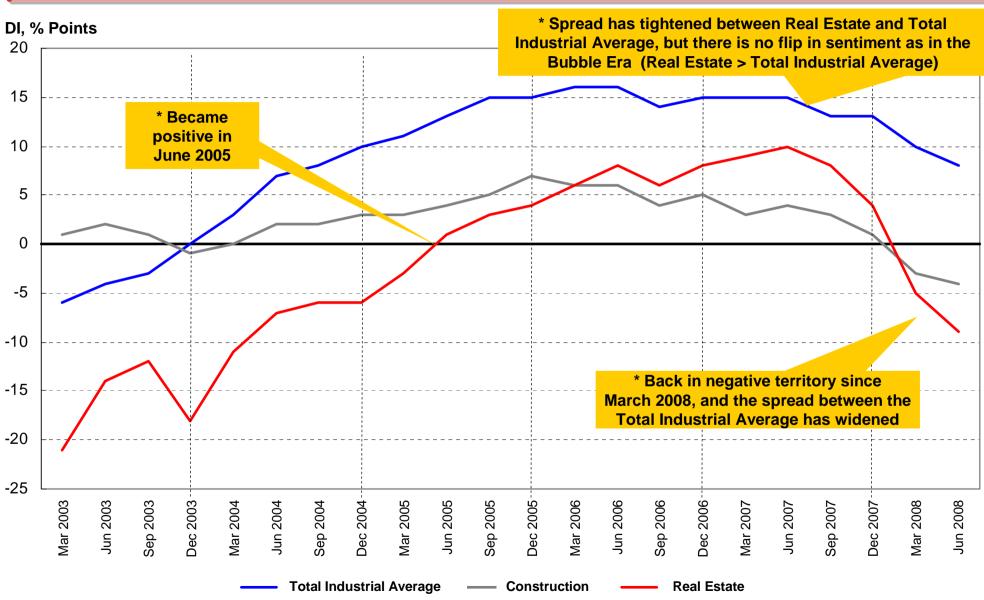
# **Tightness in Real Estate Finance and Changes in Property Prices**





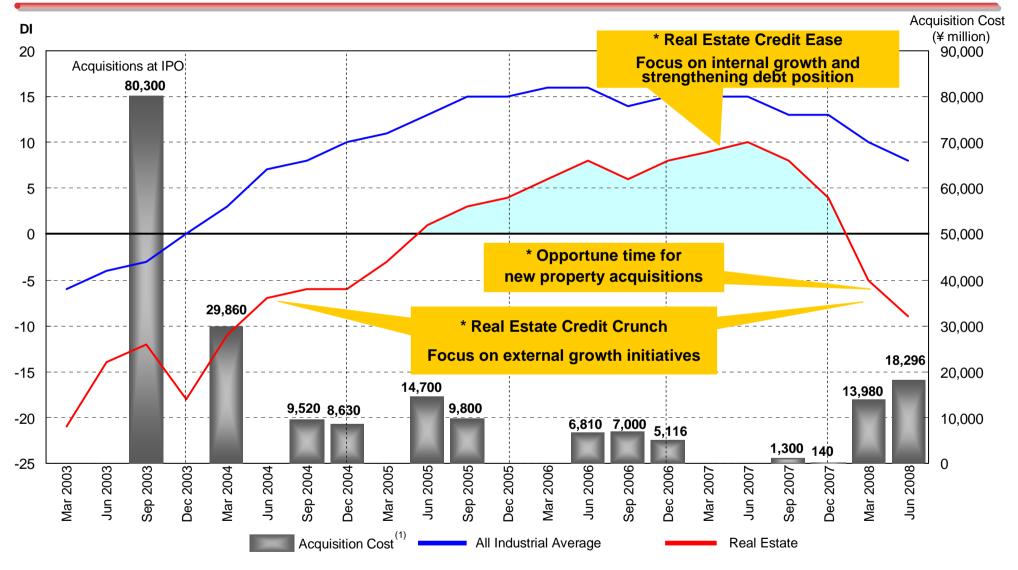
# Lending Attitude of Financial Institutions (Diffusion index of "Accommodative" minus "Severe") (Figures by Industry)





# Lending Attitude of Financial Institutions & TOKYU REIT's Acquisition Timing of Properties (excluding sold property)





<sup>(1)</sup> Acquisition cost on secondary y-axis, each bar represents the total acquisitions cost in respective month and 3 months prior to it (i.e., June 2008 includes April – June 2008)

Source: Bank of Japan website, chart made by Tokyu REIM

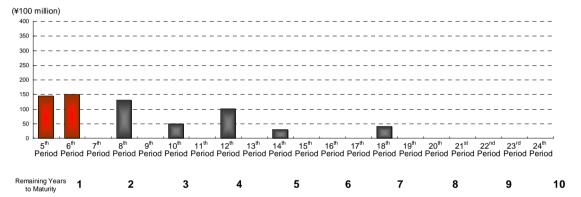
Not included above is the August 3<sup>rd</sup>, 2004 acquisition of Yokohama Yamashita Building (Barneys New York Yokohama Store) for ¥5.05 billion. The property was sold in April 26<sup>th</sup>, 2006

# Debt Position Improvement in Preparation for Acquisition Opportunities









Total : ¥64.5bn

Average Maturity : 2.09 yrs

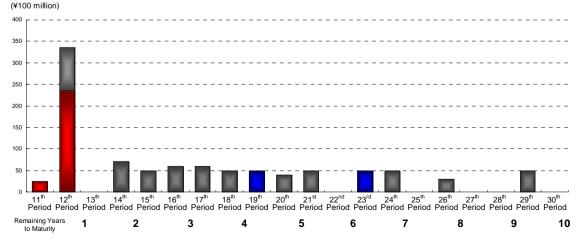
Long-Term Fixed Rate Ratio : 54.3%

Number of Ladders : 7

Average Ladder Value : ¥9.21bn

\* Debt maturity dispersion has occurred

#### As of 10th Period (July 2008)



Total : ¥97.0bn (¥ +32.5bn)

Average Maturity : 3.26 yrs (+1.17 yrs)

Long-Term Fixed Rate Ratio : 73.2% (+18.9 pts)

Number of Ladders : 14 (+7 Ladders)

Average Ladder Value : ¥6.92bn (¥ -2.29bn)

(Change from 4th Period)

\*Comments by Tokyu REIM



**Financial Results and Forecast** 

## Fiscal Results of the July 2008 Period



		10th Period Actual July 2008 (182 days)	9th Period Actual January 2008 (184 days)	Change	(%)	10th Period Forecast as of March 14, 2008	Change	(%)
Distribution per Unit	(¥)	16,560	15,364	1,196	7.8	16,000	560	3.5
Average LTV	(%)	35.3	31.7	3.6	1	32.7	2.6	
LTV at End of Period	(%)	38.5	32.7	5.8	_	32.7	5.8	_
Acquisition Capacity through Debt	(¥ million)	61,722	84,011	-22,289	-26.5	84,011	-22,289	-26.5
Average Acquisition Price	(¥ million)	190,488	172,797	17,691	10.2	181,676	8,812	4.9
NOI Yield	(%)	5.52	5.54	-0.02	_	5.59	-0.07	_
Unrealized Profit/Loss	(¥ million)	67,152	64,584	2,568	4.0			
Adjusted Net Asset Value (NAV)	(¥)	975,158	959,997	15,161	1.6			
Average Unit Price during the Period	(¥)	835,903	1,000,664	-164,761	-16.5			

- Average LTV = (Average Balance of Interest Bearing Debt + Average Balance of Securities Deposit without Reserved Cash) / Appraisal Value at End of Previous Period or Weighted Average Appraisal Value at Acquisition
- LTV at End of Period = (Balance of Interest Bearing Debt at End of Period+ Balance of Securities Deposit without Reserved Cash at End of Period) / Appraisal Value at End of Period or Average Appraisal Value at Acquisition
- Acquisition Capacity through Debt indicates the potential acquisition by debt assuming a maximum LTV at end of period of 50%
- NOI Yield = Leasing NOI / Average Appraisal Value of Properties during the Period
- Unrealized Profit/Loss is the balance after deducting book value from appraisal value of properties at the end of period
- Adjusted Net Asset Value per Share reflecting Unrealized Profit/Loss does not include Retained Earnings

### Forecast for the 11th & 12th Periods



## 11th Period (Ending January 2009) Estimates

- Projected EPS:¥15,800 (change from 10<sup>th</sup> period ¥ -760)
  - ▶ Net Income: ¥2,676 million change from 10<sup>th</sup> period ¥ -128 million (profit decrease)
    - □ Leasing Operations Profit change from 10<sup>th</sup> period ¥ 126 million (profit increase)
      - ✓ Contribution of Acquisitions in the 10<sup>th</sup> Period ¥248 million
      - ✓ Rent from Existing Properties
        9 million (of which -26 is due to notice of cancellations)
      - ✓ Increase in Existing Property Expenses
         60 million (of which -25 is due to electricity expenses)
      - ✓ Decrease in Misc. Income (Cancellation penalties, etc.) 50 million
    - □ Investment Management Fee ¥ -27 million (cost increase)
    - Non-Operating Expense ¥ -203 million (cost increase, etc.)

Increase in the Long-Term Fixed Loan Ratio, Increase in the Duration Period

■ Average LTV: 38.5% LTV/Total Assets: 44.4% LT Fixed Loan Ratio: 88.7% Period End Occupancy Estimate: 98.4%

### 12th Period (Ending July 2009) Estimates

- Projected EPS:¥15,000
  - Operating Income ¥7,495 million Recurring Profit: ¥2,541 million Net Income ¥2,540 million

Average LTV: 38.5% LTV/Total Assets: 44.7% Long-Term Fixed Loan Ratio: 88.7% Period End Occupancy Estimate: 97.6%

- \* Tenants submitting their notice of cancellation are expected to leave vacancies up until and past the 12th period
- \* Average LTV = (Expected Average Balance of Interest Bearing Debt + Expected Average Balance of Securities Deposit without Reserved Cash) / Expected Appraisal Value at End of Previous Period or Weighted Average Appraisal Value at Acquisition
- \* LTV/Total Assets (Period End) = Expected Period End Interest Bearing Debt / Expected Period End Total Assets

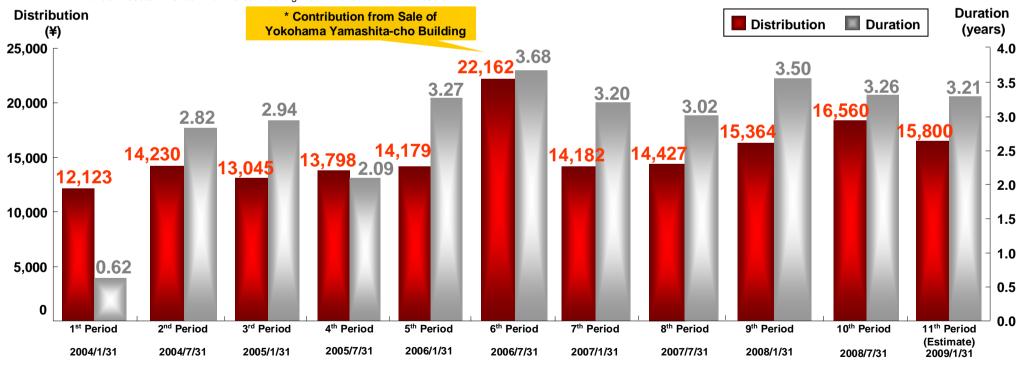
## **Improvement of Profit Quality**



### Lower LTV and Extended Duration (Higher Long-term Fixed Interest Ratio) Will Steadily Improve Profit Quality



- \* Average LTV = (Average Balance of Interest Bearing Debt + Average Balance of Securities Deposit without Reserved Cash) / Appraisal Value at End of Previous Period or Weighted Average Appraisal Value at Acquisition
- \* LTV/Total Assets = Period End Interest-Bearing Debt / Period End Total Assets

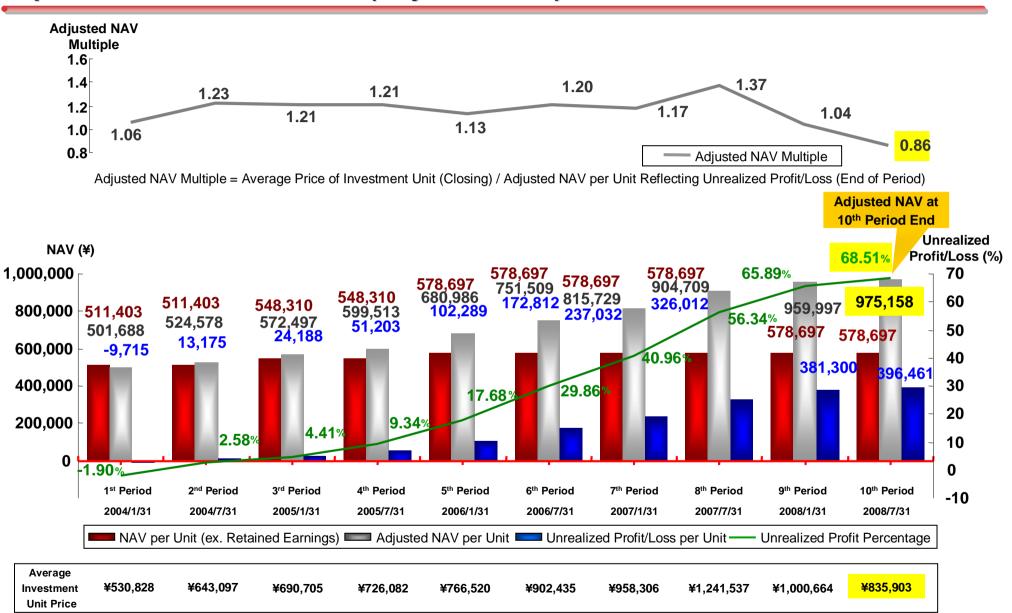


<sup>\*</sup> Official distribution in 1st Period was ¥9,488 based on the actual operating days of 144 days, but the recalculated distribution of ¥12,123 based on 184 operating days is used in the above graph for the sake of comparison with figures from 2nd Period onwards

\*Comments by Tokyu REIM

## Improvement of Asset Value (Adjusted NAV)



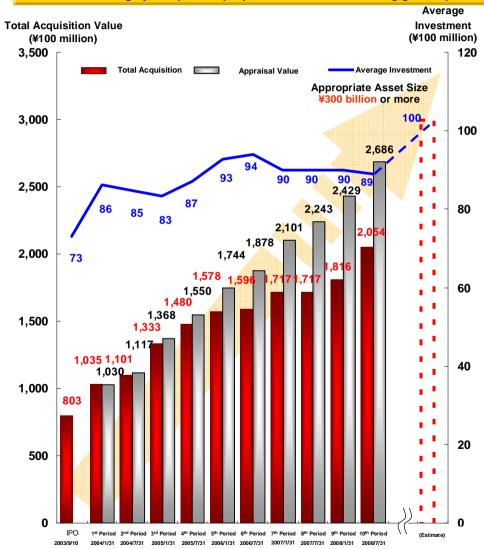


# External Growth – Identifying Timing of Additional Acquisitions



#### **External Growth (Steady Acquisition of Quality Properties)**

\* Investment in highly competitive properties in areas with strong growth potential



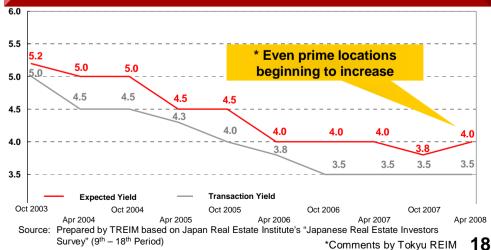
# Expected Rent Level by Region (Rent Level at Survey Date = 100)

\* Rent still expected to increase, though not as much

17th Survey (Oct. 2007)				
Region	Next Year	2 Years	5 Years	10 Years
nouchi, Otemachi region	105	107	110	110
a and near Shibuya station	102	104	105	105
a, near stations	102	102	103	103
a, along Midosuji Line	102	103	103	103

Source: Prepared by TREIM based on Japan Real Estate Institute's "Japanese Real Estate Investors Survey" (17th – 18th Period)

# Expected Yield and Transaction Yield of Benchmark Buildings (Marunouchi / Otemachi)



Prepared on 10/1/2008

## Acquisition of Tokyu Ikejiri-ohashi Building



#### Overview

Type of Acquisition : Trust beneficiary interest in real estate

Use Office

: Tokvu Bus Corporation. **Tenants** 

**Top Tour Corporation, etc.** 

Location Higashiyama, Meguro-ku, Tokyo

**Ground-floor Area** : 2.382.67 m<sup>2</sup> **Total Floor Area** : 7.619.56 m<sup>2</sup>

Type of Ownership Land & Building both proprietary ownership

**Acquisition Cost** : ¥5.480 million

**Appraisal Value** : ¥5,500 million (as of Feb. 15, 2008)

Appraisal NCF Cap Rate : 5.0% (Direct Capitalization Method)

**Acquisition Date** : March 28, 2008

**Acquired from** : KI Realty

(Established as a special purpose company for Tokyu Corporation) Characteristics

: Standard Floor Area greater than 300 tsubo **Strengths** 

Stable demand due to the neighboring Shibuya station area

Weaknesses : Not facing an main road

**Opportunities** Neighborhood improvements being made by the Ohashi District

**Redevelopment Project** 

Finishing construction on outside area to reduce total lot area in order to comply with the maximum allowed floor-area ratio **Special Considerations:** 

(expected completion: Sept. 2008)

## **Acquisition of Daikanyama Forum**



#### Overview

**Type of Acquisition Real Estate (Compartmentalized ownership)** 

Use Retail

Hiramatsu Inc., Jun Ashida Co., Ltd., etc. Tenant

Sarugakucho, Shibuya-ku, Tokyo Location

**Ground-floor Area** Building 1(East) 942.30m<sup>2</sup>

Ownership: 100%

**Building 2 (West) 1,108.01m<sup>2</sup>** 

**Ownership: 64.13%** 

Bldg 1 (East) 1,441.57m<sup>2</sup> **Total Floor Area** 

> Exclusive Area: 1.242.06m<sup>2</sup> Bldq 2 (West) 2,388.70m<sup>2</sup> Exclusive Area: 1,182,62m<sup>2</sup>

Type of Ownership (Land)

Bldg 1 (East) Proprietary Ownership Bldg 2 (West) Proprietary Ownership

(Bldg)

Bldg 1 (East) Compartmentalized ownership Bldg 2 (West) Compartmentalized ownership

**Acquisition Cost** : ¥4,136 million

: ¥4,160 million (as of Feb. 1, 2008) **Appraisal Value Appraisal NCF Cap Rate** 4.0% (Direct Capitalization Method)

**Acquisition Date** April 22, 2008 **Acquired from** 5 individuals

Characteristics

Facing a street lined with trees, near the embassy, in a luxurious residential area with a high Strengths

class area with tenant's strong branding power, and is on the classy former Yamate-dori

Weaknesses Management of a partially owned building

**Opportunities** Construction nearby adding many new retail properties

**Special Considerations** Tent-type roof of parking (car and bicycle) with no specific plans of improvement (Currently being attended to)





## **Acquisition of Ryoshin Harajuku Building**



#### Overview

> Type of Acquisition : Trust beneficiary interest in real estate

(Compartmentalized ownership)

Use : Office

> Tenants : Peach John Co., Ltd.

**Toyota Motor Corporation, etc.** 

Location : Jingu-mae, Shibuya-ku, Tokyo

Ground-floor Area: 1,205.07m<sup>2</sup>

Co-ownership ratio 200,000 : 191,540

> Total Floor Area : 6,466.94m<sup>2</sup> Ownership ~95.74%

Type of Ownership : (Land) Proprietary ownership

(Co-ownership)

(Bldg) Compartmentalized ownership

Acquisition Cost : ¥14,160 million

Appraisal Value : ¥13,400 million (as of May 31, 2008)

Appraisal NCF Cap Rate: 4.10% (Direct Capitalization Method)

Acquisition Date : June 27, 2008

Acquired From : Plaza Jingu-mae Corporation

#### Characteristics

Strengths : Tall and eye-catching building on Meiji-dori

Weaknesses : Management of a partially owned building

Opportunities : Increase stake and make it wholly owned

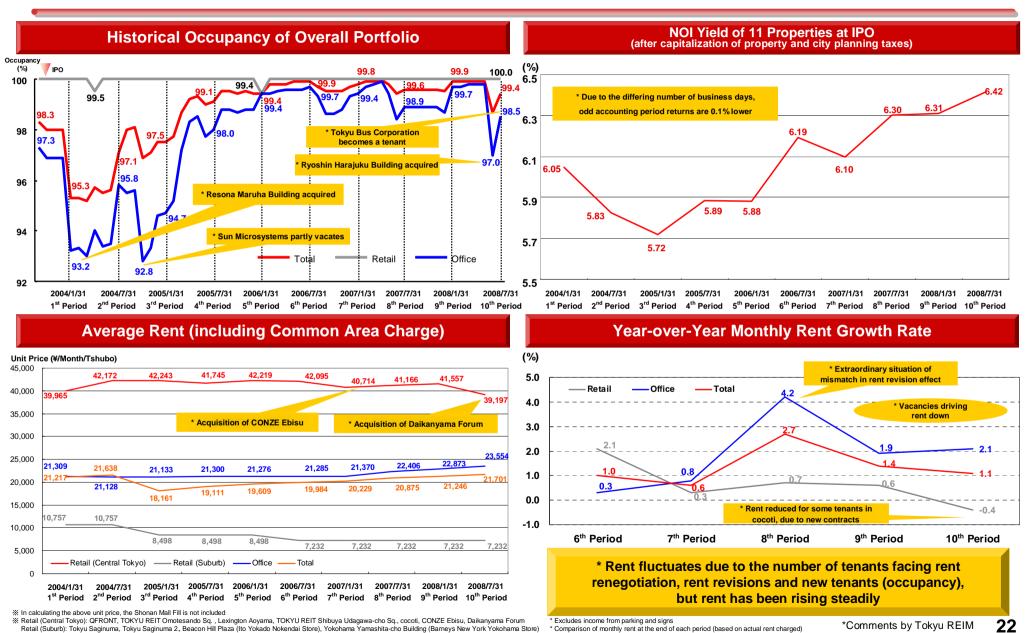
> Special Considerations: Appropriation of road may disqualify land from maximum admissible floor-area

ratio. 1st floor tenant has completed construction addressing the issue

### **Internal Growth**

Prepared on 10/1/2008





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## **Divergence from Market Rent**



**Divergence from Market Rent** 

Asset Class	6th Period (16 Properties)	7th Period (17 Properties)	8th Period (19 Properties)	9th Period (19 Properties)	10th Period (20 Properties)	11th Period Beginning (23 Properties)
Retail	9.3%	9.4%	11.1%	10.6%	9.0%	9.2%
Urban <sup>(1)</sup>	13.3%	14.5%	16.7%	15.9%	13.5%	13.4%
Suburban <sup>(2)</sup>	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%
Office	4.2%	12.5%	14.1%	16.0%	15.6%	11.5%
Total		11.1%	12.8%	13.7%	12.9%	10.6%

\* TOKYU REIT's Central
Tokyo retail properties have
higher capacity for rent
increase than office
properties

< Reference > Percentage of Tenants Facing Rent Renegotiation

As	set Class	10th Period	11th Period	12th Period	13th Period	14th Period	15th Period
	Retail	18.5%	18.3%	15.7%	29.3%	5.3%	2.0%
	Urban <sup>(1)</sup>	9.4%	24.4%	13.1%	25.5%	7.9%	2.9%
	Suburban <sup>(2)</sup>	36.2%	5.4%	21.0%	37.4%	0.0%	0.0%
Office		28.0%	17.1%	22.1%	19.9%	27.4%	18.3%
Total		24.1%	17.5%	19.6%	23.5%	18.9%	12.0%

<sup>\*</sup> Percentage calculated by dividing rent for tenants facing rent renegotiation by total rent by asset class

#### (1) Retail (Central Tokyo):

QFRONT, TOKYU REIT Omotesando Square, Lexington Aoyama, TOKYU REIT Shibuya Udagawa-cho Square, cocoti, CONZE Ebisu, Daikanyama Forum

#### (2) Retail (Suburban):

Tokyu Saginuma Building,
Tokyu Saginuma 2 Building, Beacon Building Plaza
(Ito Yokado Nokendai Store),
Shonan Mall Fill (sokochi)

<sup>\*</sup> Divergence = (New market rent - Rent at Beginning of Period) / Rent at Beginning of Period

<sup>\*</sup> Market rent is calculated by Tokyu REIM based on market reports of third party

<sup>\*</sup> Monthly rent at the beginning of each period includes common service charge (except revenue from parking/sign charge)

<sup>\*</sup> Yokohama Yamashita-cho Bldg. (Barneys New York Yokohama Store) excluded from the 6th period

<sup>\*</sup> Rent including common service charge (except revenue from parking/sign charge)

<sup>\*</sup> As of Beginning of 11th Period (10th Period figures are as of Beginning of 10th Period)

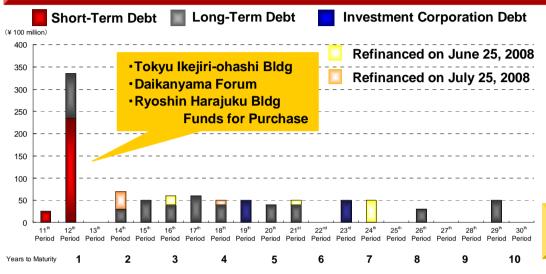
# TOKYU REIT

**Debt Management** 

## **Debt Structure (1)**



## 10th Period Debt Balance by Repayment Date (Maturity Ladder)



(Difference from 9th Period in brackets)

¥97.0 bn (¥ +23.5 bn) **Total** 

Avg. remaining yrs 3.26 yrs (-0.24 yrs)

LT Fixed Ratio (-8.4 pts.) 73.2%

14 (+1 Ladder) **Number of Ladders** 

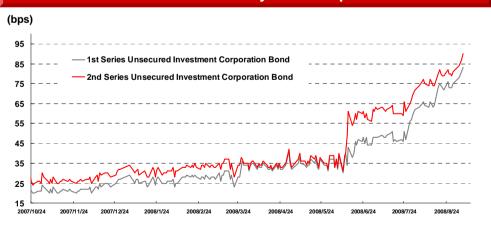
¥6.92 bn (¥ +1.27 bn) Avg. Ladder Amount:

> \* Debt maturity dispersion through long-term debt refinancing

#### Rating (as of end of 10th period)



#### **Historical Secondary Market Spread**



<sup>\*</sup> High credit ratings help to respond to changing monetary situations

<sup>\*</sup> Spread has been rapidly widening since June 2008

# **Debt Structure (2)**





#### **Interest Bearing Debt**

AS	OI	me	TUth	period

Category	Lender	Amount	Coupon	Debt Origination Date	Maturit	,	Note
Category	Lender	(¥ million)	(%)	Debt origination bate	Due Date	Period	14010
	Sumitomo Trust Bank	500					
	Chuo Mitsui Trust Bank	500	0.95417				
	Bank of Tokyo- Mitsubishi UFJ	500		1/31/2008	1/31/2009	11th	
	Mizuho Bank	500					
	Mitsubishi UFJ Trust Bank	500					
	Sumitomo Trust Bank	1,100					
	Chuo Mitsui Trust Bank	1,100					
	Bank of Tokyo- Mitsubishi UFJ	1,100	0.95417	3/28/2008	3/28/2009	12th	
	Mizuho Bank	1,100					
hort-te m	Mitsubishi UFJ Trust Bank Sumitomo Trust Bank	1,100 400					Unsecure
Floating	Chuo Mitsui Trust Bank	400					Unguarante
Rate)	Bank of Tokyo- Mitsubishi UFJ	400	1.15500	4/22/2008	4/22/2009	12th	
	Mizuho Bank	400	1.15500	4/22/2006	4/22/2009	12th	
	Mitsubishi UFJ Trust Bank	2,400					
	Sumitomo Trust Bank	1,400				+	t
	Chuo Mitsui Trust Bank	1,400					l
	Mizuho Bank	1,400	1.18000	6/27/2008	6/27/2009	12th	l
	Mitsubishi UFJ Trust Bank	8,400					
	Bank of Tokyo- Mitsubishi UFJ	1,400	1.18000	7/25/2008	7/25/2009	12th	[
	Total Short-Term Borrowings	26,000					-
	Chuo Mits ui Trust Bank (1)	5,000			0.000,000		
	Mitsubishi UFJ Trust Bank (1)	5,000	1.68875		6/25/2009	12th	
	Aioi Insurance Company	1,000	1.92750				
	Daido Life Insurance Company	1,000		6/25/2004	6/25/2010	14th	
	Mitsui Sumitomo Insurance	1,000					
	Development Bank of Japan	4,000	2.03000	-	6/25/2012	18th	Ì
	JA-Kyosai	1,000	1.26250	10/25/2005	10/25/2011	17th	t
	Development Bank of Japan	5,000	1.95000	1/25/2006	1/25/2018	29th	Ì
	Nippon Life Insurance	4,000	1.93000		7/31/2011	16th	İ
	Dai-ichi Life Mutual Life Insurance	4.000	2.21125	7/31/2006	7/31/2013	20th	İ
	Dai-ichi Life Mutual Life Insurance	1,000					Unsecure
ong-term	JA-Kyosai	3,000	1.92000	1/25/2007	1/25/2014	21st	Unquarantee
ixed Rate)	Sumitomo Trust Bank	5,000	1.81062	6/25/2007	12/25/2010	15th	1
	Bank of Tokyo- Mitsubishi UFJ	5,000	1.62625	9/25/2007	9/25/2011	17th	t
	Daido Life Insurance Company	3,000	1.76625	3/10/2008	3/10/2016	26th	t
	Mizuho Bank	2,000	1.81875		6/25/2011	16th	İ
	Mitsubishi UFJ Trust Bank	1,000	2.10187	6/25/2008	12/25/2013	21st	‡
	Development Bank of Japan	5,000	2.21100		6/25/2015	24th	
	Sumitomo Trust Bank	1,000	4.55		7050040		t
	Chuo Mitsui Trust Bank	1,000	1.55500		7/25/2010	14th	
	Norinchukin Bank	1,000	1.80375	7/25/2008	7/25/2012	18th	İ
	Shinkin Central Bank	2,000	1.55500	<del> </del>	7/25/2010	14th	İ
	Total Long-Term Borrowings	61,000	-	-	-		
	Total Borrowings	87.000					
Bonds	#1 Investment Corporation Bond	5,000	1.65000	10/24/2007	10/24/2012	19th Period	Unsecured
ixed Rate)	#2 Investment Corporation Bond	5,000	1.89000	10/24/2007	10/24/2014	23rd Period	Unguarante
	Total Corporate Bonds	10,000	1:03000	10/24/2007	10/24/2014	23101161100	
			*************			88 1088888888888	
	Total Interest-Bearing Debt	97,000	888888 <del>-</del> 8888888				

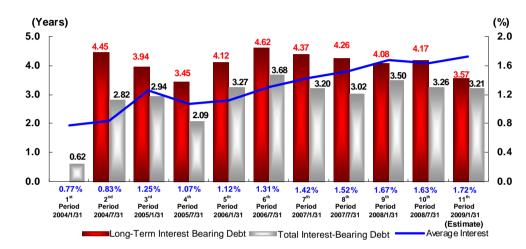
100,000	0.0% 58.5% 69.3% 54.3% 77.4% 77.4% 68.9% 68.9% 81.6% 75.2 %	<b>88.7</b> %
90,000		90
80,000		- 80
70,000	61,000	- 70
60,000	56,700	<b>6,000</b> - 60
50,000	35,000 35,000	- 50
40,000	45,000 45,000	- 40
30,000	35,000 41,00041,000	- 30
20,000	29,500	- 20 0,000
10,000	25,000 20,300 20,300 26,000 12,000 13,500 11	,000 0
	Period End Period End Period End Period End Period End Period End Period End Period End Period End	Period End 2009/1/31
,	* 62.9% if excluding the long-term debt maturing within a year	(Est)

<sup>\*</sup> Increasing long-term debt position in order to strengthen the financial situation

## **Debt Structure (3)**

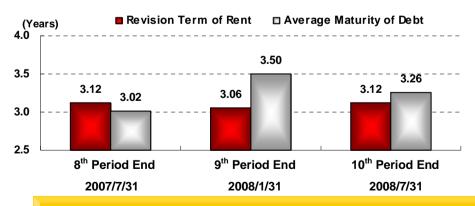


#### **Average Maturity of Interest-Bearing Debt and Average Interest**



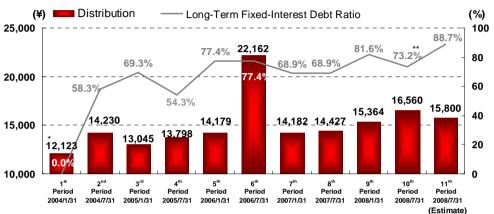
#### \* Control debt cost while managing duration

#### Revision Term of Rent to Average Maturity of Interest-Bearing Debt



\* Striving to achieve a duration longer than the rent revision interval through active debt management

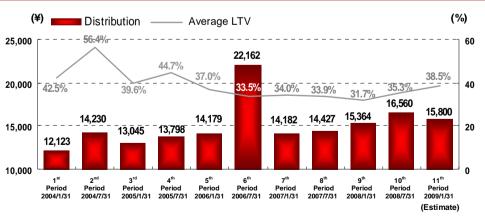
#### Distribution and Ratio of Long-Term and Fixed-Rate Debt



Official distribution in 1st Period was ¥9,488 based on the actual operating days of 144 days, but the recalculated distribution of ¥12,123 based on 184 operating days is used in the above graph for the sake of comparison with figures from 2nd Period onwards 62.9% excluding the long-term debt maturing within a year

\* Focus on balance between EPS growth and earnings quality

#### **Distribution and Average LTV**



\* Average LTV = (Average Balance of Interest Bearing Debt + Average Balance of Securities Deposit without Reserved Cash) / Appraisal Value at End of Previous Period or Weighted Average Appraisal Value on Acquisition Date

\*Comments by Tokyu REIM

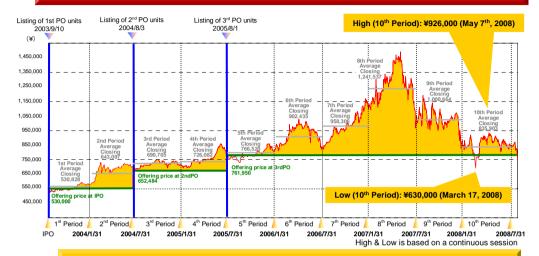


**Investment Unit Price and Ownership Structure** 

## Information on TOKYU REIT Investment Units



#### **TOKYU REIT Public Offering Price and Investment Unit Price**



\* Unit price is higher than public offering price of all 3 add-on offerings

#### TOKYU REIT Investment Unit Price Performance (vs. TSE REIT Index)



\* Striving to further outperform the TSE REIT index

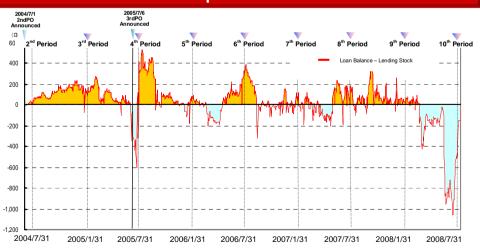
#### **TOKYU REIT – JGB Spread and Adjusted NAV Multiple**



\* TOKYU REIT-JGB spread computed by Tokyu REIM based on Bloomberg data

\* Increase in unrealized gains and declining investment unit price has led to a lower adjusted NAV multiple

#### Loan Balance of Japan Securities Finance Co.



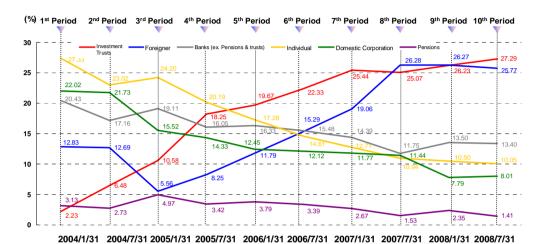
\* Lending stock has increased toward the end of the 10<sup>th</sup> Period

29

## **Unitholder Structure (1)**



#### **Main Segments**

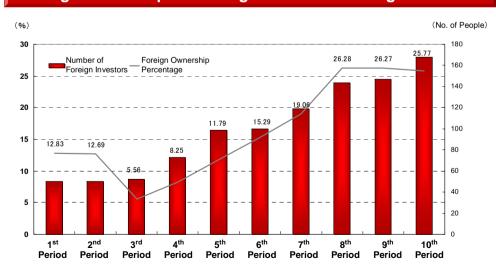


\* Major increase in foreign and trust ownership percentage

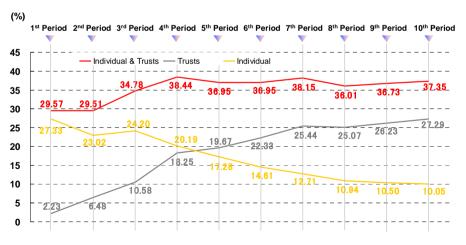
\* While there is little change in the percentage, the number of investors is gradually increasing

\* Individual ownership percentage (individuals & investment trusts) accounts for a little over 1/3 of the holdings and has remained relatively steady

#### Foreign Ownership Percentage/Number of Foreign Investors



#### **Individual Ownership Percentage**

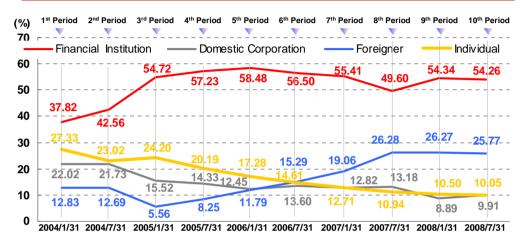


2004/1/31 2004/7/31 2005/1/31 2005/7/31 2006/1/31 2006/7/31 2007/1/31 2007/7/31 2008/1/31 2008/7/31

## **Unitholder Structure (2)**



#### **Ownership by Investor Type**

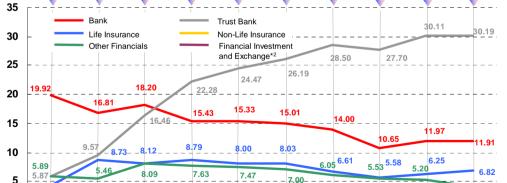


\* Decrease in domestic corporate holdings compensated by increase in financial institutions

\* Within financial institutions, investment trusts have increased their holdings (capital inflow via investment trusts)

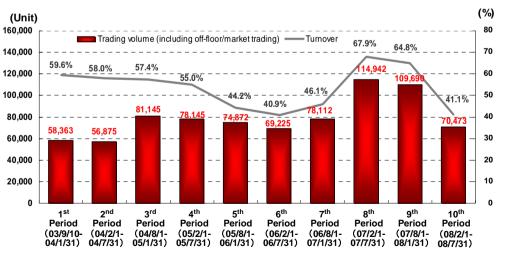
(Note) Fiscal period end totals may not sum up to 100% due to rounding

#### Ownership by Investor (Financial Institutions Breakdown\*1)



2004/1/31 2004/7/31 2005/1/31 2005/7/31 2006/1/31 2006/7/31 2007/1/31 2007/7/31 2008/1/31 2008/7/31

#### **Trading Volume and Turnover of TOKYU REIT Units**



(%)

<sup>\*1</sup> Financial investment and exchange companies included in financial institutions

<sup>\*2 &</sup>quot;Securities Company" distinction changed due to the implementation of the Financial Instruments and Exchange Law

<sup>\*</sup> Turnover = Trading volume during the period (units) / Units outstanding

## **List of Unitholders**



#### 1<sup>st</sup> Period (ended Jan 31, 2004)

	Unit-Holders	No. of Units Held	Share (%)
1	Tokyu Corporation	5,880	6.00
2	Kawasaki Gakuen School Corporation	5,000	5.10
3	Tokyu Land Corporation	3,920	4.00
4	Japan Trustee Services Bank	3,084	3.14
5	Shinwa Bank	2,794	2.85
6	Aozora Bank	2,766	2.82
7	Hiroshima Bank	2,064	2.10
8	Resona Bank	2,043	2.08
9	Morgan Stanley	2,016	2.05
10	Bank of Ikeda	1,917	1.95
11	The Gibraltar Life Insurance Company	1,534	1.56
12	The Chase Manhattan Bank London	1,460	1.48
13	AIG Star Life Insurance Company	1,394	1.42
14	Trust & Custody Services Bank, Ltd	1,201	1.22
15	The Chase Manhattan Bank London (SL Omnibus Acct)	1,090	1.11
16	North Pacific Bank	1,000	1.02
16	Bank of Bermuda	1,000	1.02
18	Hachijuni Bank	960	0.97
19	American Life Insurance Company	959	0.97
20	Pictet and Chez	947	0.96
	Total Units Held by Top 20 Unit-holders	43,029	43.90
	Outstanding Units	98,000	100.00

#### 9<sup>th</sup> Period (ended Jan. 31, 2008)

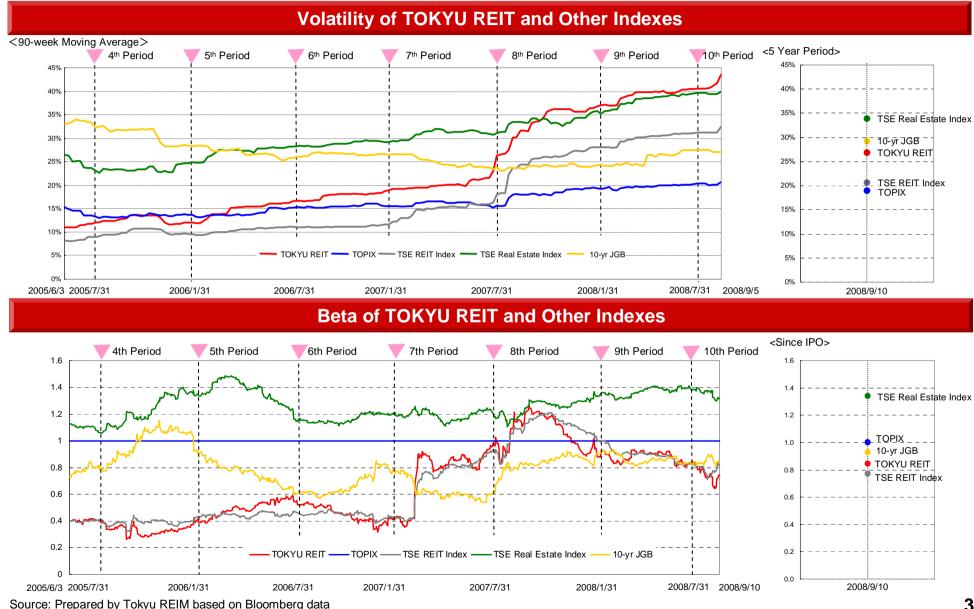
	Unit-Holders	No. of Units Held	Share (%)
1	Japan Trustee Services Bank Ltd.	14,009	8.27
2	NikkoCiti Trust and Banking Corporation	12,783	7.54
3	CB London Standard Assurance, Ltd.	10,329	6.09
4	Trust & Custody Services Bank, Ltd	9,924	5.85
5	The Master Trust Bank of Japan, Ltd.	8,449	4.98
6	Tokyu Corporation	5,880	3.47
7	AIG Star Life Insurance Co., Ltd.	4,871	2.87
8	North Pacific Bank, Ltd.	4,604	2.71
9	The Nomura Trust and Banking Co., Ltd	4,123	2.43
10	Tokyu Land Corporation	3,920	2.31
11	American Life Insurance Company	2,949	1.74
12	Goldman Sachs International	2,756	1.62
13	Bank of New York, Treaty JASDEC Account	2,508	1.48
14	The National Mutual Insurance Federation of Agricultural Cooperatives	2,505	1.47
15	Barclays Bank Plc Barclays Capital Securities	2,011	1.18
16	Bank of New York Europe Limited 131705	1,907	1.12
17	UBS AG London Asia Equities	1,872	1.10
18	Orix Life Insurance Corporation	1,788	1.05
19	Kansai Urban Banking Corporation	1,400	0.82
20	The Gunma Bank Limited	1,352	0.79
	Total Units Held by Top 20 Unit-Holders	99,940	59.00
	Outstanding Units	169,380	100.00

#### 10th Period (ended July 31, 2008)

	Unit-Holders	No. of Units Held	Share (%)
1	NikkoCiti Trust and Banking Corporation	13,243	7.81
2	Japan Trustee Services Bank Ltd.	12,563	7.41
3	Trust & Custody Services Bank, Ltd	10,467	6.17
4	The Master Trust Bank of Japan, Ltd.	9,065	5.35
5	CB London Standard Assurance, Ltd.	6,829	4.03
6	Tokyu Corporation	5,880	3.47
7	AIG Star Life Insurance Co., Ltd.	4,871	2.87
8	North Pacific Bank, Ltd.	4,604	2.71
9	The Nomura Trust and Banking Co., Ltd	4,017	2.37
10	Tokyu Land Corporation	3,920	2.31
11	American Life Insurance Company	2,949	1.74
12	Nomura Securities Company	2,763	1.63
13	AIG Edison Life Insurance Company	2,600	1.53
14	The National Mutual Insurance Federation of Agricultural Cooperatives	2,505	1.47
15	Bank of New York, Treaty JASDEC Account	2,049	1.20
16	Bank of New York US Pension Fund Global Business	2,000	1.18
17	Bank of New York Europe Limited 131705	1,907	1.12
18	Orix Life Insurance Corporation	1,894	1.11
19	The Fuji Fire and Marine Insurance	1,687	0.99
20	UBS AG London Asia Equities	1,681	0.99
	Total Units Held by Top 20 Unit-Holders	97,494	57.55
	Outstanding Units	169,380	100.00

# **Volatility / Beta**





# **Analyst Coverage <Reference>**



#### As of September 26, 2008

Rating	Date	TRE Closing Price	Analyst	Fair Price	Period
Neutral	2008/9/26	715,000	Masahiro Mochizuki (Credit Suisse Securities Limited)	780,000	12 Months
Neutral	2008/9/18	669,000	Masato Nakagawa (Daiwa Institute of Research)	N/A	N/A
Buy	2008/9/16	673,000	Yoshizumi Kimura (Nikko Citigroup Limited)	1,200,000	12 Months
Neutral	2008/9/16	673,000	Tomohiro Araki (Nomura Securities Financial & Economic Research Center)	N/A	N/A
Buy	2008/9/12	735,000	Toshiyuki Anegawa (Merrill Lynch Japan Securities)	940,000	12 Months
Market Perform	2008/4/2	841,000	Toru Esaki (Mitsubishi UFJ Securities)	N/A	N/A
Outperform	2008/3/28	773,000	CHANG HAN JOO (Macquarie Capital Securities Limited)	1,100,000	12 Months

Source: Bloomberg, compiled by Tokyu REIM

<sup>\*</sup> Besides the above analysts, we are currently confirming the analyst report released on April 2, 2008 by Mizuho Securities Corporation's chief real estate analyst Mr. T. Ishizawa

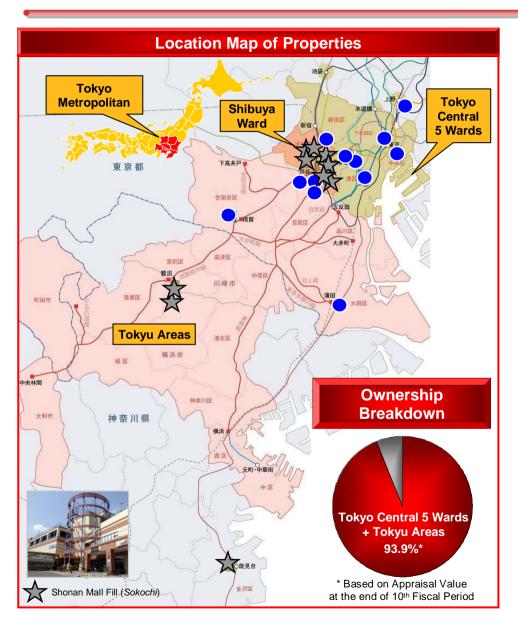
<sup>\*</sup> Ratings may have changed. Please confirm directly.



**Portfolio Overview and Risk Management** 

# **Portfolio Overview**





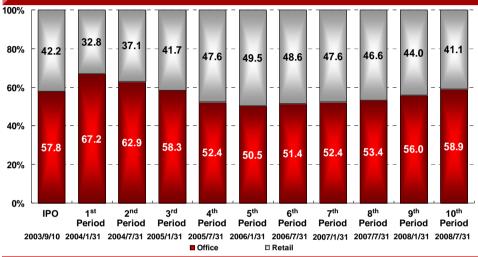




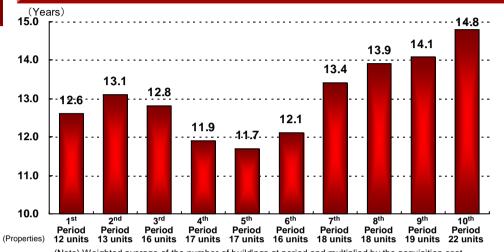
# Portfolio Overview (1)





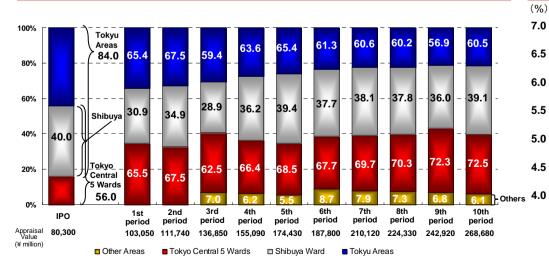


#### Weighted Average Years Built (as of 7/31/2008)

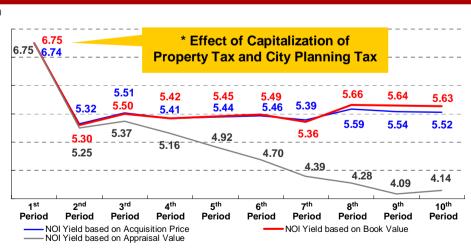


(Note) Weighted average of the number of buildings at period end multiplied by the acquisition cost (\*) Not including Shonan Mall Fill (sokochi)

#### Area (Based on Appraisal Value at End of Period)



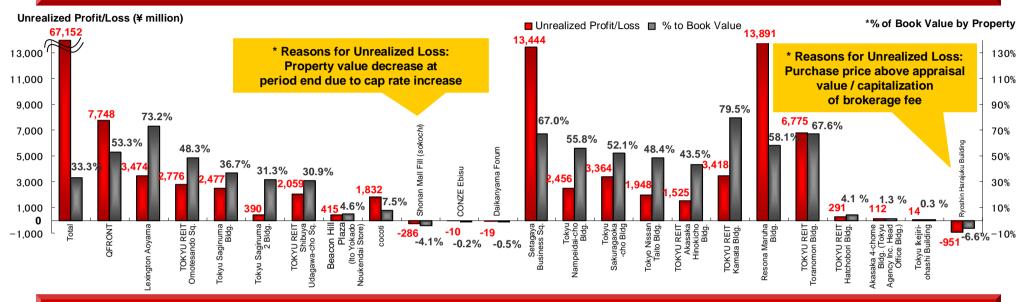
#### **NOI Yield**



# **Portfolio Overview (2)**

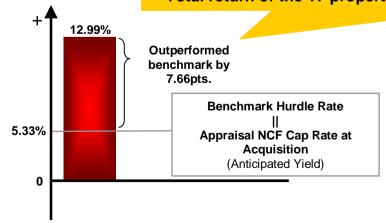


# Unrealized Profit/Loss and Percentage of Book Value by Property



#### **Portfolio Return Performance**

\* Total return of the 17 properties since acquisition has outperformed the benchmark by 7.66 points



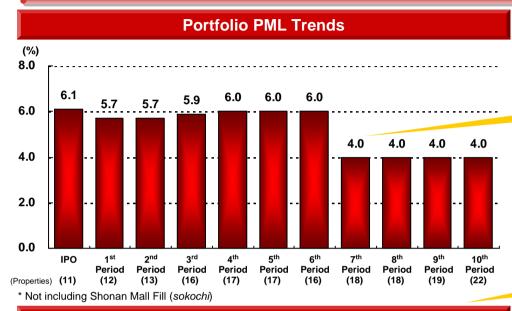
- Based on the 17 properties (acquisition price base: ¥161,060 million) that have been held for more than 4 periods (2 years)
  - (Total value of the TOKYU REIT Toranomon Building, acquired in multiple parts, is utilized for calculation; excluding sale of the Yokohama Yamashita-cho Building in the 6th Period)
- Fiscal period end property values are utilized as the disposal price (sale price) for the calculation of IRR
- Acquisition price does not include capitalized expenses (such as broker's fees, first year's property/city planning tax, compensation for specialist agents)
- Cash flow from leasehold and security deposits are not included
- IRR for the 18 properties (above 17 properties and the Yokohama Yamashita-cho Building (Barneys New York Yokohama Store) Acquisition Price: ¥166,110 million) is 13.11% (outperforming the benchmark return of 5.39% by 7.72 points)

\*Transfer price is utilized for sale of Yokohama Yamashita-cho Building (Barneys New York Yokohama Store)

curities issued by TOKYU REIT \* Comments by Tokyu REIM

# **Risk Management (1)**



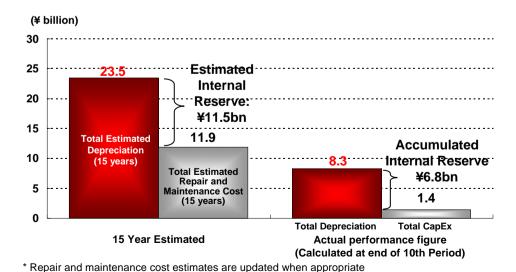


\* PML decreased due to a change in the property value appraisal method utilized by E.R.S. Corporation and Oyo RMS Corporation resulting from the introduction of a new seismic analysis method

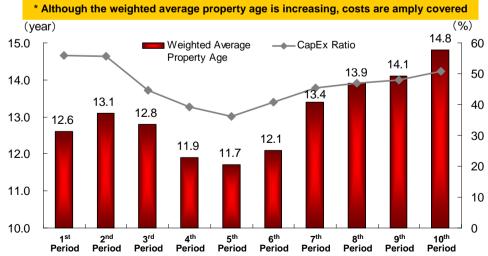
\* The source of funds for CapEx is limited to depreciation for REITs, as 100% of profits are distributed

Therefore, we focus on maintaining the proper balance between long-term repair and maintenance estimates and accumulated depreciation

#### **Balance of Depreciation and Repair and Maintenance Costs**



#### Weighted Average Property Age and CapEx Ratio



\*CapEx Ratio = (Total Estimated Depreciation per Period) / (Total Estimated Repair and

\* Not including Shonan Mall Fill (sokochi)

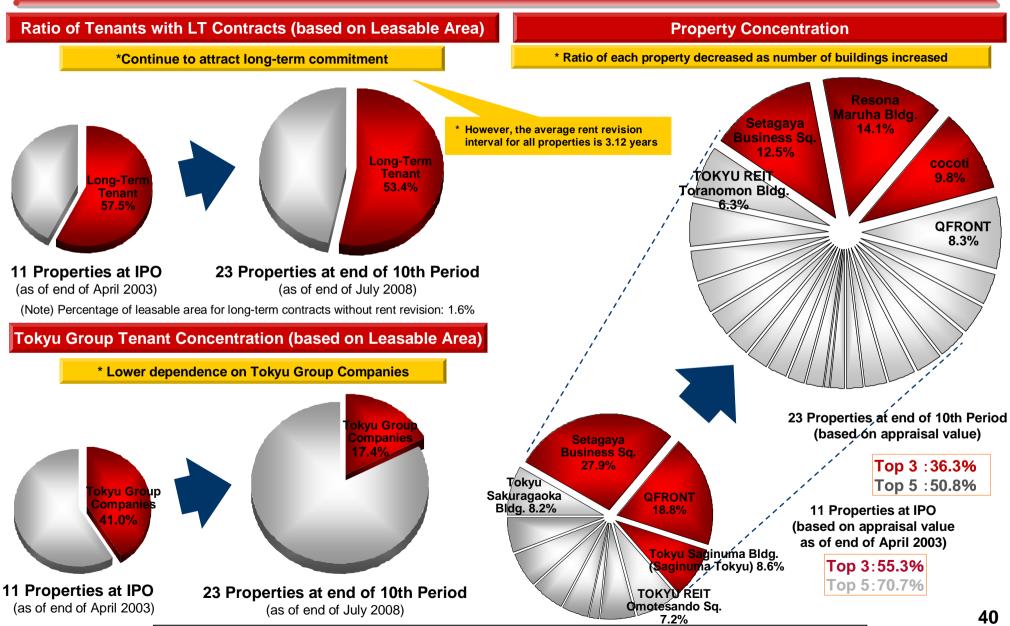
Maintenance Cost per Period)

39

Prepared on 10/1/2008

# **Risk Management (2)**





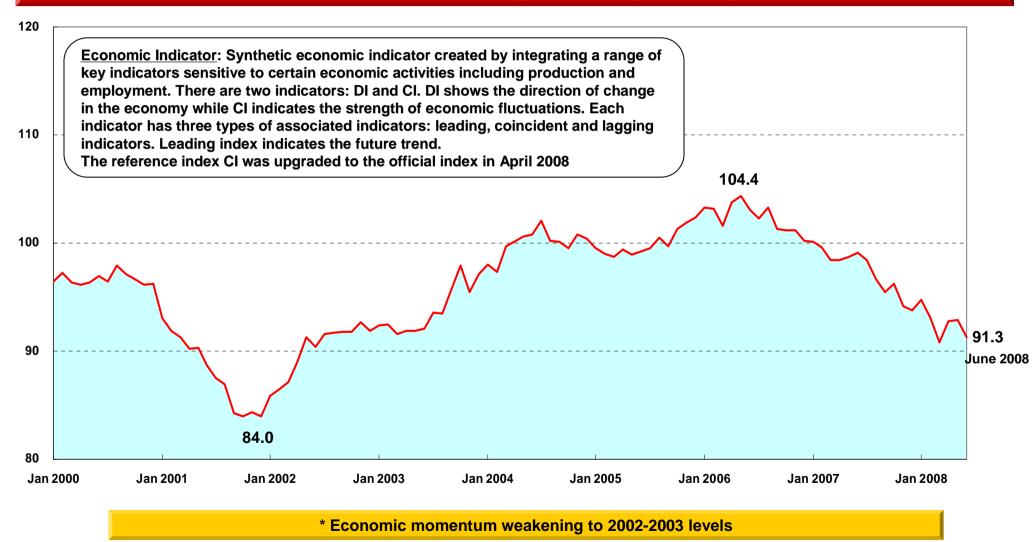
# TOKYU REIT

**Market Review** 

# **Economic Trend in Japan**



# **Economic Indicator: Composite Index (2005 = 100)**

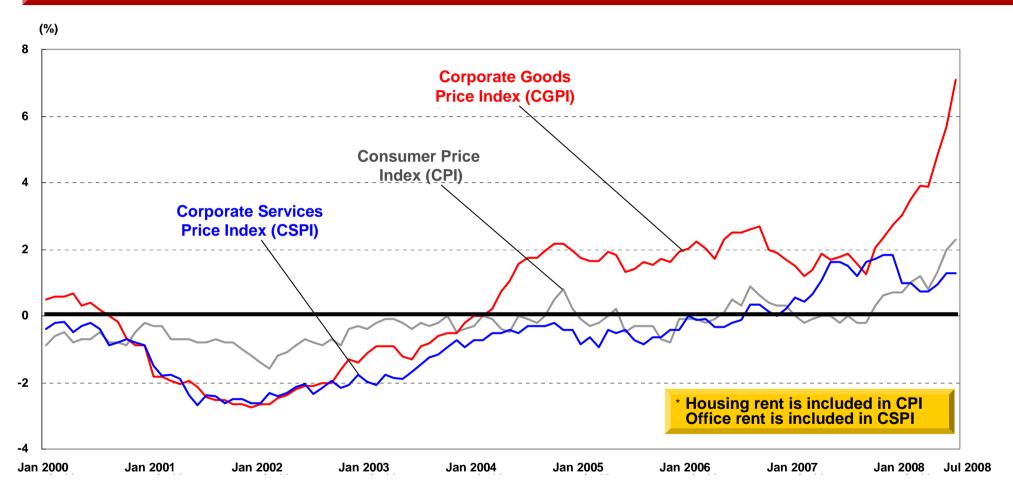


Source: Cabinet Office (released on August 18, 2008)

# **Price Trend in Japan**



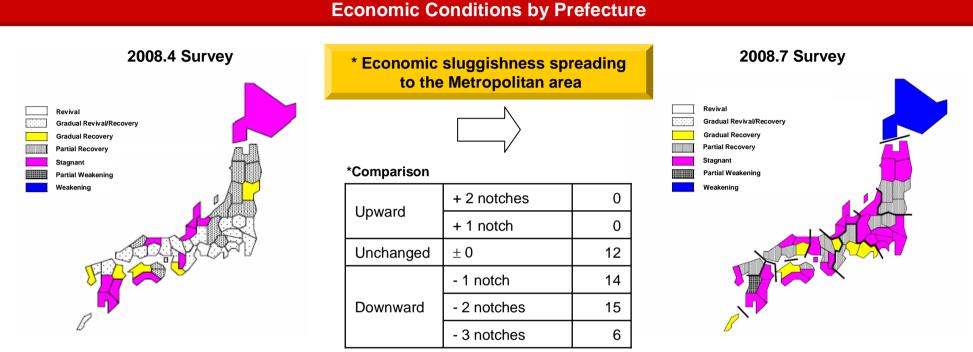




\* Recent run-ups in oil prices have caused a drastic increase in the Corporate Goods Price Index (CGPI)

# Regional Gap in Business Confidence





**Source: Ministry of Finance** 

(Note) Color coding on the map shows the direction of the economy, not the prefecture's current economy status

• "We can conclude that the Japanese economy has been sluggish in many regions and weakness is being observed in certain areas."

(MoF "Economic Report of Ministry of Finance Local Finance Bureaus," July 30, 2008)

• "The growth of the economy as a whole continued to slow recently, mainly due to the effects of high energy and materials prices, although there were some regional differences... Assessments showed that regional differences remained: Tokai's economic activity is continuing to maintain a high growth level, albeit at a slower pace than previous, while Hokkaido described it as weakening."

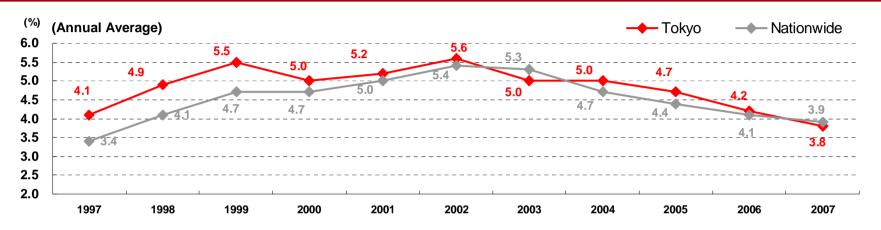
(BOJ "Regional Economic Report" July 7, 2008)

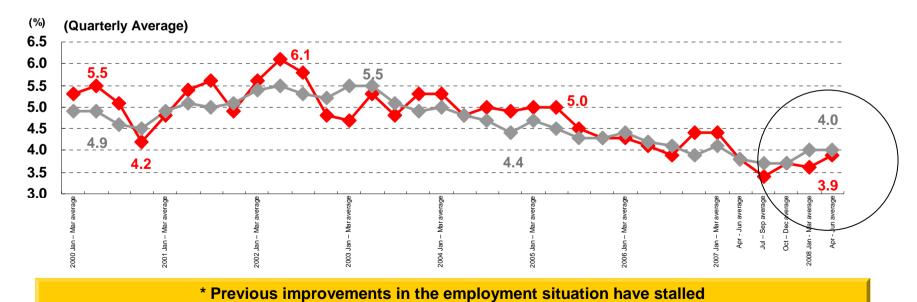
\*Comments and Comparison by Tokyu REIM 44

# **Job Trend in Japan (Unemployment)**



# **Unemployment in Tokyo and Nationwide (Raw Data)**





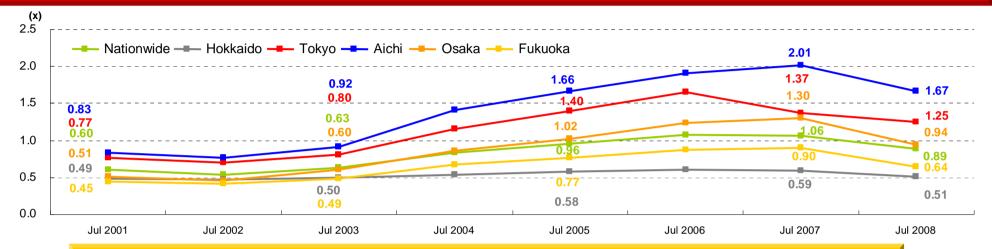
Source: "Labor Force Survey" by the Ministry of Internal Affairs and Communications

\*Comments by Tokyu REIM

# Job Trend in Japan (Job Opening)

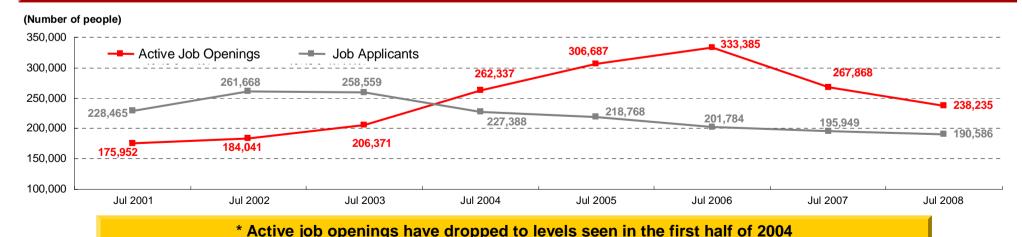






\* Large differences can be observed across regions. Nationwide average has dipped below 1.0x in 2008

#### **Active Job Openings/Job Applicants in Tokyo**

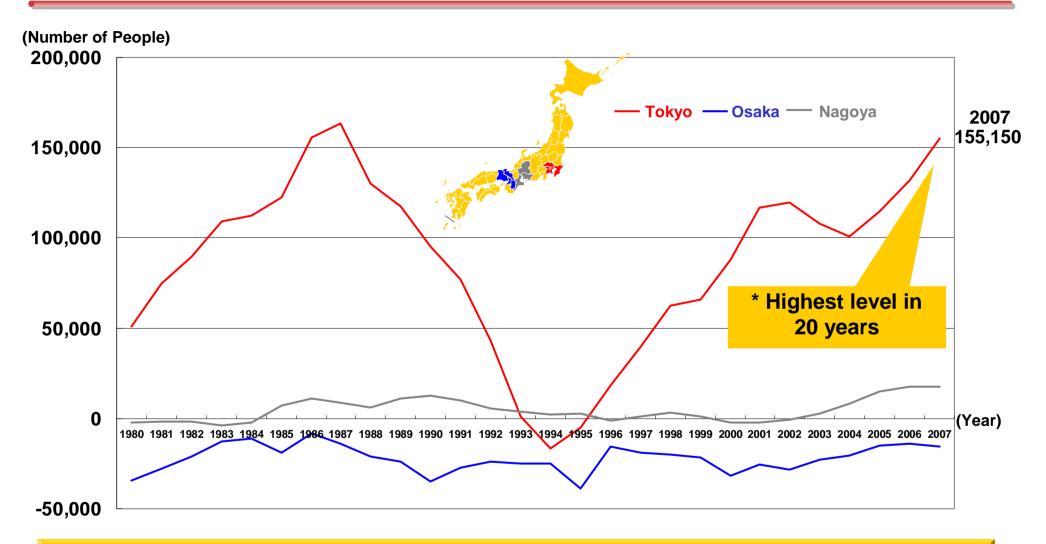


Source: Prepared by TREIM based on information from "Employment Service" by Health, Labor and Welfare Ministry

\*Comments by Tokyu REIM 46

# Excess Population Inflow into 3 Major Metropolitan Areas (1980-2007)



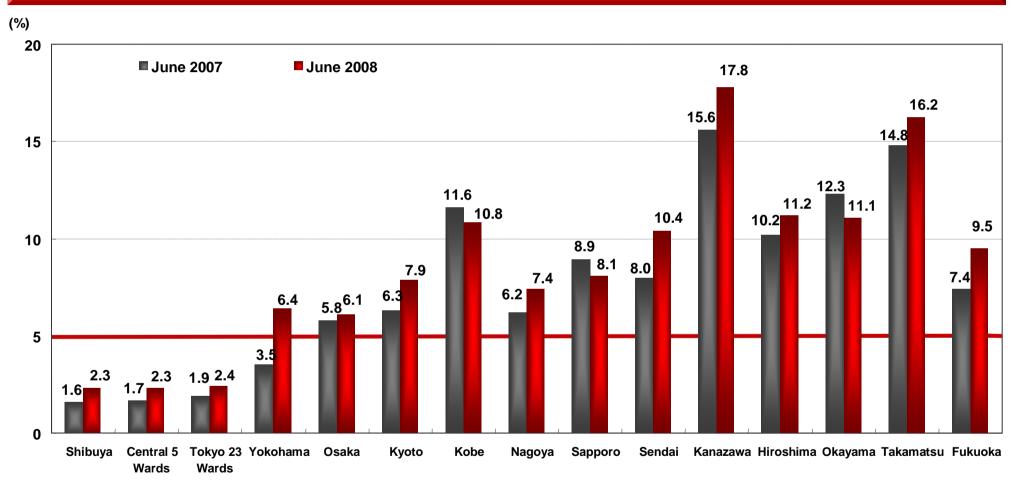


\* Significant population inflow into the Tokyo Metropolitan Area represents structural economic concentration in the area

# Office Leasing Market Overview (1)



# **Vacancy by Market**

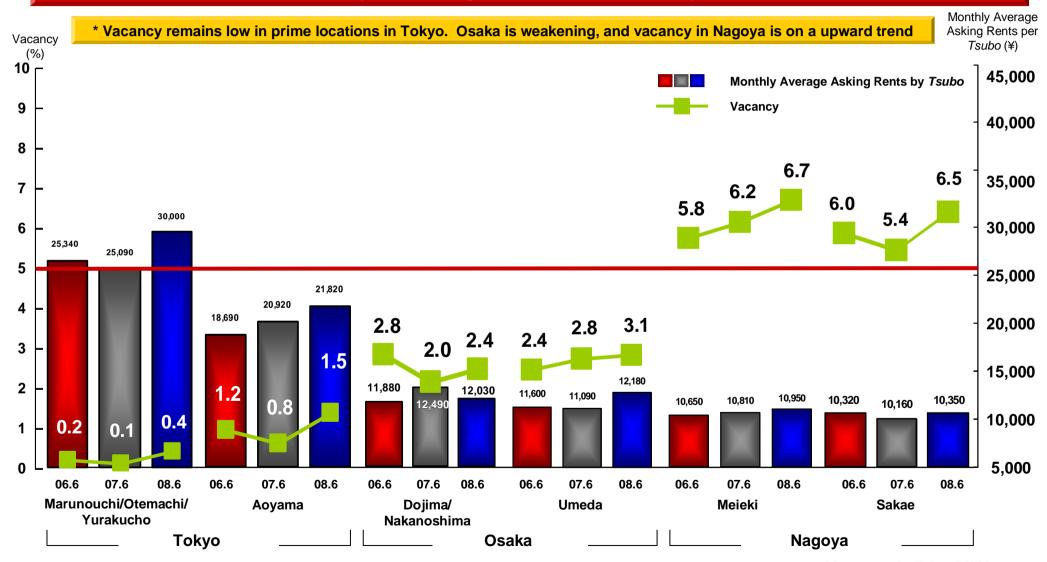


\* While vacancy rates show an upward trend across Japan, the market environment remains stable in Tokyo where the vacancy rate is still below 5%

# Office Leasing Market Overview (2)



# **Vacancy and Asking Rents for New Tenant by Market**



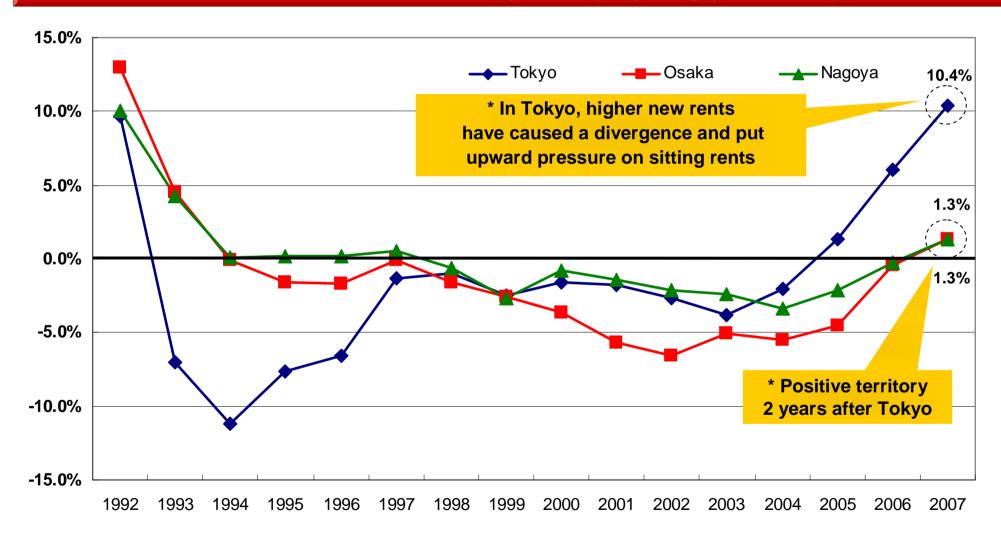
Source: Prepared by TREIM based on information from "Office Market Report" issued by CBRE Research Institutions

\*Comments by Tokyu REIM

# Office Leasing Market Overview (3)



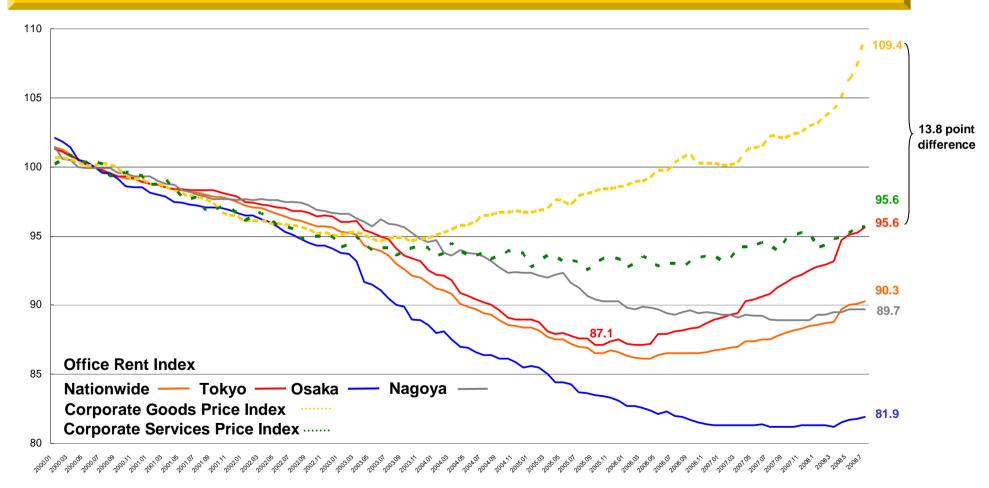
# Office Rent Revision in the Three Major Cities (Tokyo, Nagoya and Osaka)





# Office Rent Index (Corporate Services Price Index) 2000 = 100

\* Contracted rent in Tokyo has been on an upward trend since bottoming out in 2006, but still remains below the level in 2000



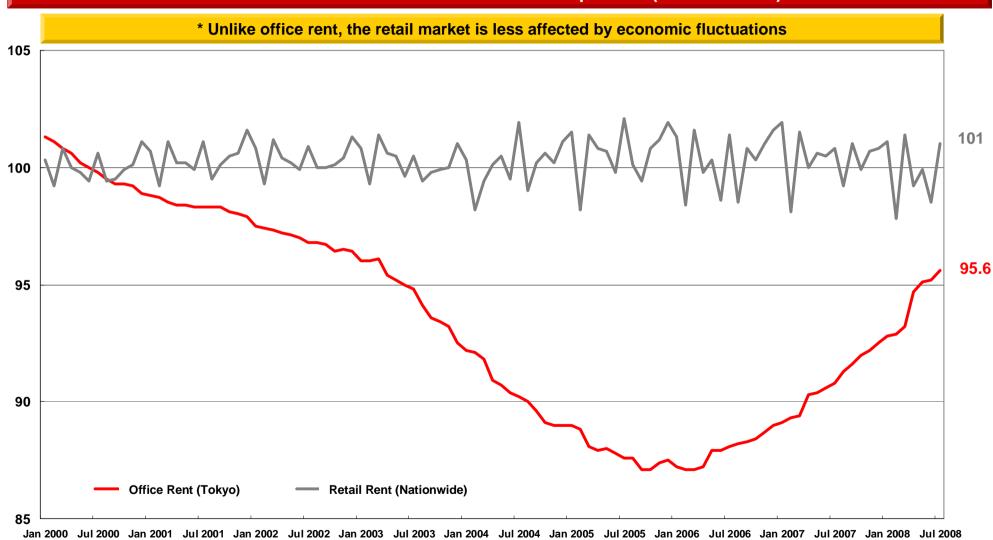
Source: Prepared by TREIM based on information from the BOJ website

See page 84 for information on office rent

# Office Leasing Market Overview (5)



# **Indexed Office Rent and Retail Rent Comparison (Yr 2000 = 100)**

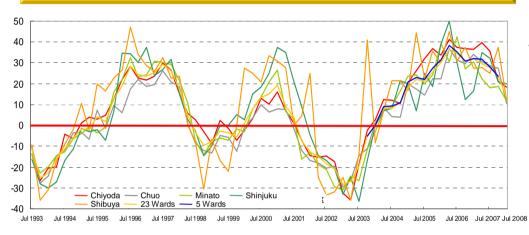


# Office Leasing Market Overview (6)



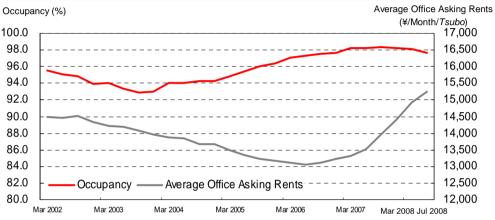
#### **Business Sentiment on Vacancy (Now vs. 3 Months Ago)**

\* Bullishness of building owners is getting slightly weaker



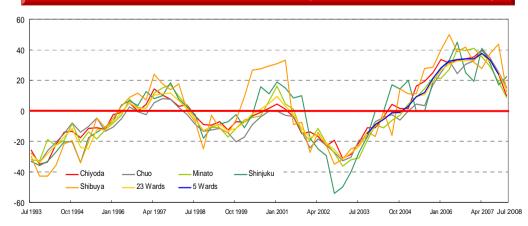
#### Occupancy and Asking Rents in 5 Central Wards of Tokyo

\* Though occupancy is slightly decreasing. average asking rents in Tokyo have been rising



Source: "Office Market Report" by issued by CBRE Research Institutions

#### **Business Sentiment on Rent Level (Now vs. 3 Months Later)**



Source: Japan Building Owners and Managers Association "Building Management Trend Research Report" (Oct 2003 - Jan 2008) Starting Jan 2008, information on the 5 Wards is no longer disclosed

# Rent Estimates by Region (Rent Level at Survey Date = 100)

\* Rent still expected to increase, though not as much

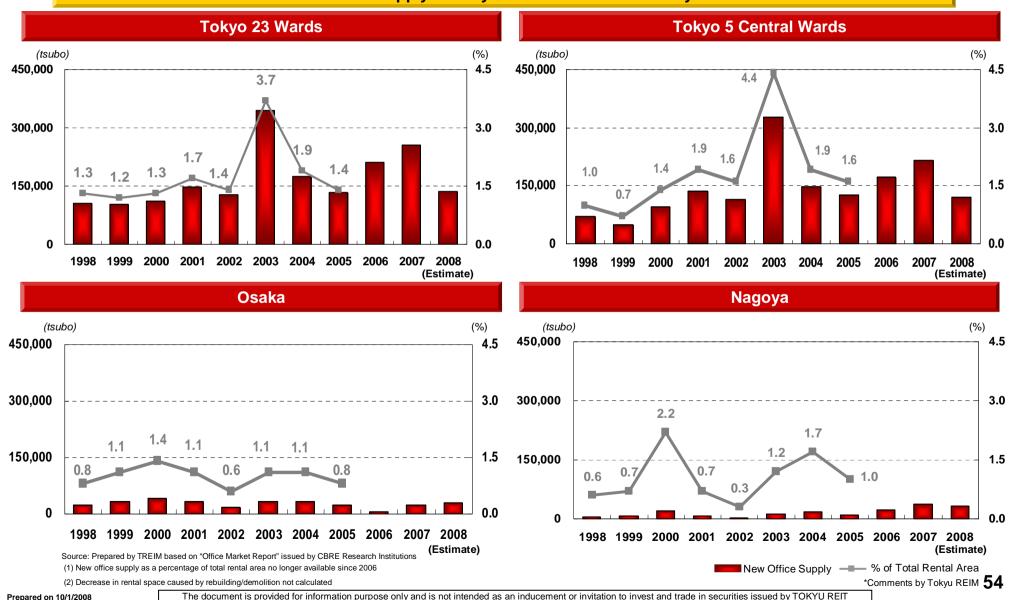
17th Period Surve	y (as of	Octobe	r 2007)		18th Period Surve	y (as c	of April 2	2008)
Region	1 Yr	2 Yrs	5 Yrs	10 Yrs	Region	1 Yr	2 Yr	5 Yr
Marunouchi, Otemachi region	105	107	110	110	Marunouchi, Otemachi region	102	103	105
Shibuya, Shibuya Station region	102	104	105	105	Shibuya, Shibuya Station region	101	102	102
Nagoya and station region	102	102	103	103	Nagoya and station region	100	100	100
Osaka, along Midosuji line	102	103	103	103	Osaka, along Midousuji line	100	101	101

Source: Prepared by TREIM based on Japan Real Estate Institute's "Japan Real Estate Investors Survey" (17th-18th Period) \*Comments by Tokyu REIM 53

# **New Office Supply and Percentage to Total Rental Area**



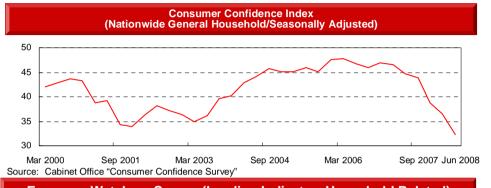




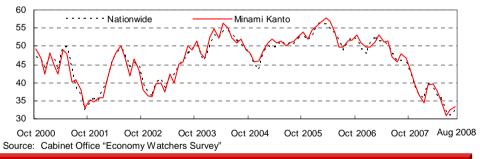
# **Retail Leasing Market Overview**



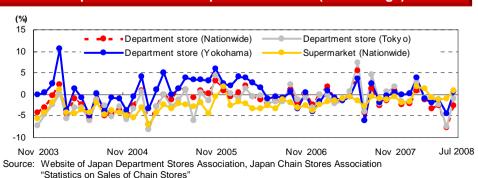
#### \* Consumer sentiment has largely weakened



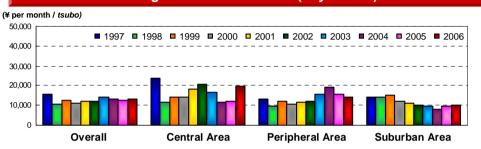
#### **Economy Watchers Survey (Leading Indicator: Household Related)**



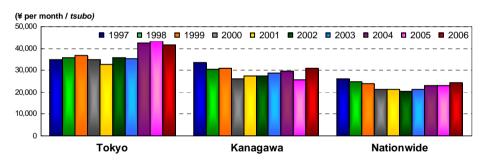
#### Department Store & Super Market Sales (YoY Change)



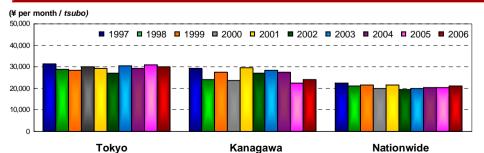
#### **Average Rent of SC Tenants (Key Tenant)**



#### **Average Rent of SC Tenants (Restaurants)**



#### **Average Rent of SC Tenants (Retail Stores)**



Source: Survey on shopping center rent and common service charge by Japan Council of Shopping Centers
\*Comments by Tokyu REIM 55

The document is provided for information purpose only and is not intended as an inducement or invitation to invest and trade in securities issued by TOKYU REIT

# **Real Estate Market Overview (1) (Trading Market)**



# Real Estate Transparency Index (CY2008)

Transparency level	CY 2008 Rank	Country Name	CY 2008 Score	CY2006 Score	CY2004 Score	Transparency change
	1	Australia	1.15	1.15	1.19	
	1	United States	1.15	1.15	1.24	
High Trans-	3	Canada	1.16	1.21	1.37	
	4	New Zealand	1.25	1.20	1.19	
	5	United Kingdom	1.30	1.25	1.24	
parency	6	Holland	1.37	1.37	1.37	
pareries	7	Sweden	1.38	1.38	1.51	
	8	France	1.40	1.40	1.62	
	9	Hong Kong	1.46	1.30	1.50	
	9	Singapore	1.46	1.44	1.55	
Trans-	23	Malaysia	2.21	2.21	2.30	
parent	25	Japan	2.40	2.40	3.08	
	40	Taiwan	3.12	2.86	3.10	
	43	Korea	3.16	2.88	3.36	
Semi- Trans-	46	Thailand	3.21	3.40	3.44	*
parent	48	Philippines	3.32	3.30	3.43	*
parom	49	China	3.34	3.50	3.71	***
	50	India	3.39	3.46	3.90	**
Low	55	Indonesia	3.59	3.90	4.11	
Trans-	60	Macau	3.71	3.65	na	*
parency	77	Vietnam	4.36	4.69	4.60	**

The survey addressed the following five attributes of real estate transparency. 1. Availability of investment performance indices, 2.Availability of market fundamentals data, 3.Listed vehicle financial disclosure and governance, 4.Regulatory and legal factors, 5. Professional and ethical standards

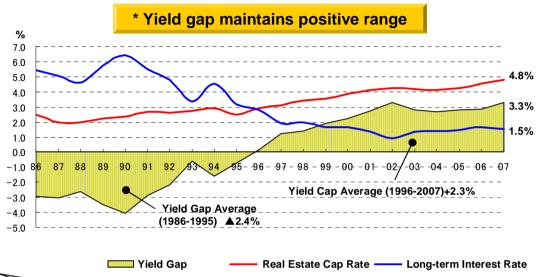
Source: Prepared by TREIM based on Jones Lang LaSalle "2008 World Real Estate Transparency Index" Report For comparison purposes the index based on older standards, not including new attributes, is used

★·····Slight improvement in transparency

★★···Moderate improvement in transparency (2006~2008)

★★★ Significant improvement in transparency (2006~2008)

#### Real Estate Cap Rate, Long-term Interest, Yield Gap



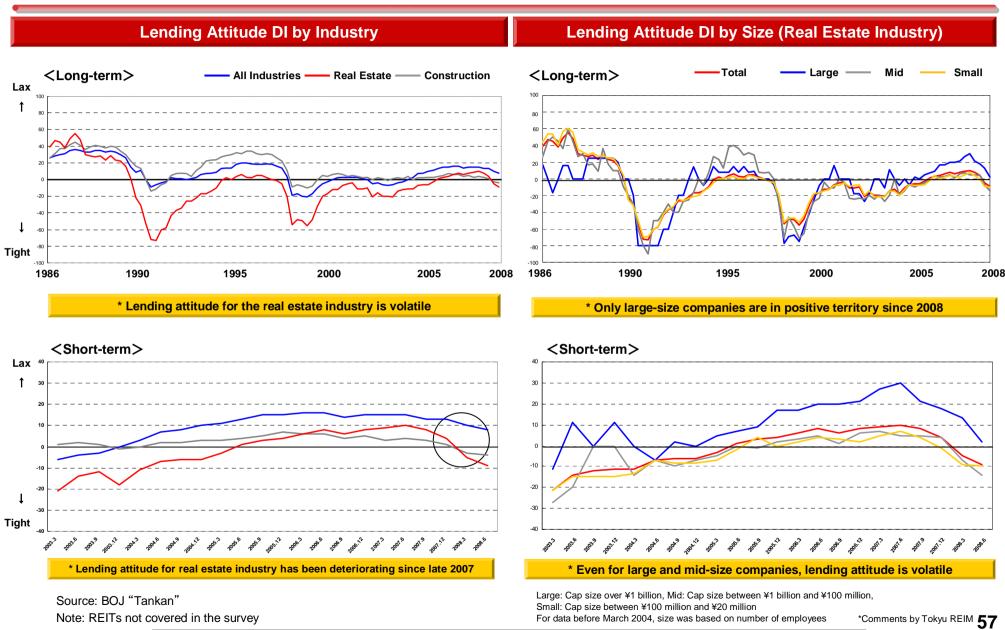
Source: MTB-IKOMA Real Estate Investment Index, Mitsubishi UFJ Trust Bank, CBRE Research Institutions

The market in Japan did not grow as much due to the small number of J-REIT IPO's and decreasing amount of asset acquisitions. This did not help improve disclosure standards or upgrade the investor index which serves as the industry standard. As a result, the transparency in Japan during 2008 only improved fractionally.

Source: Prepared by TREIM based on information from Jones Lang LaSalle's website

# **Real Estate Market Overview (2)**

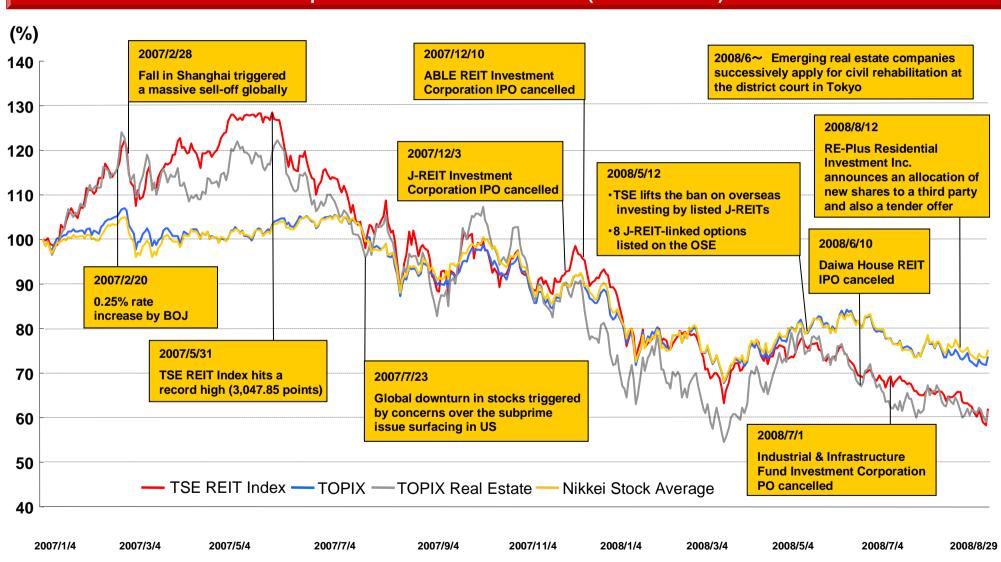




# **REIT Market Overview (1)**

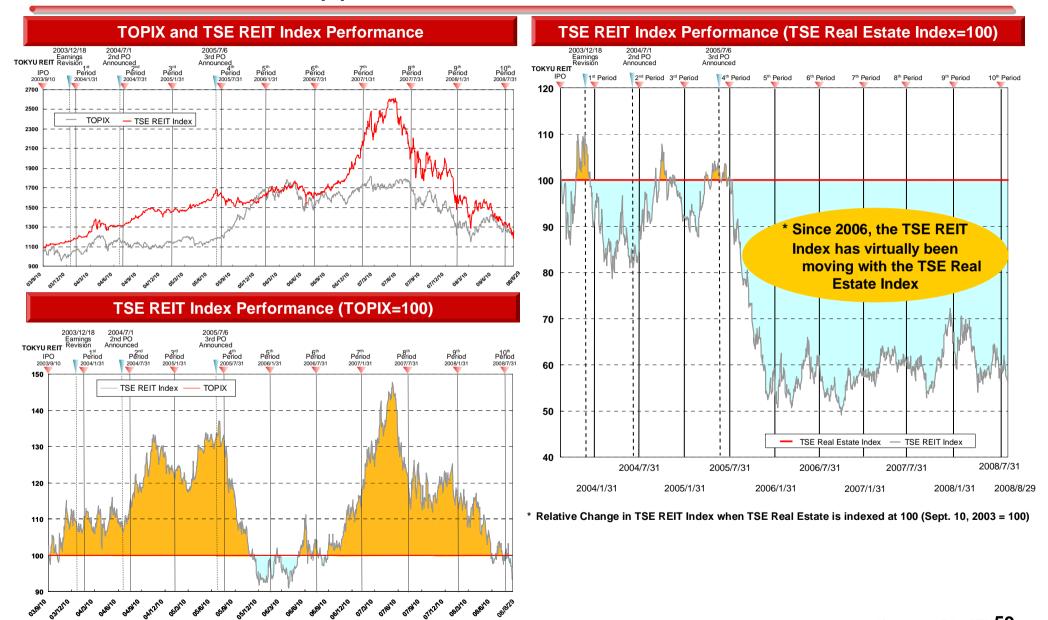


#### **Capital Market Trends Since 2007 (2007/1/4 = 100)**



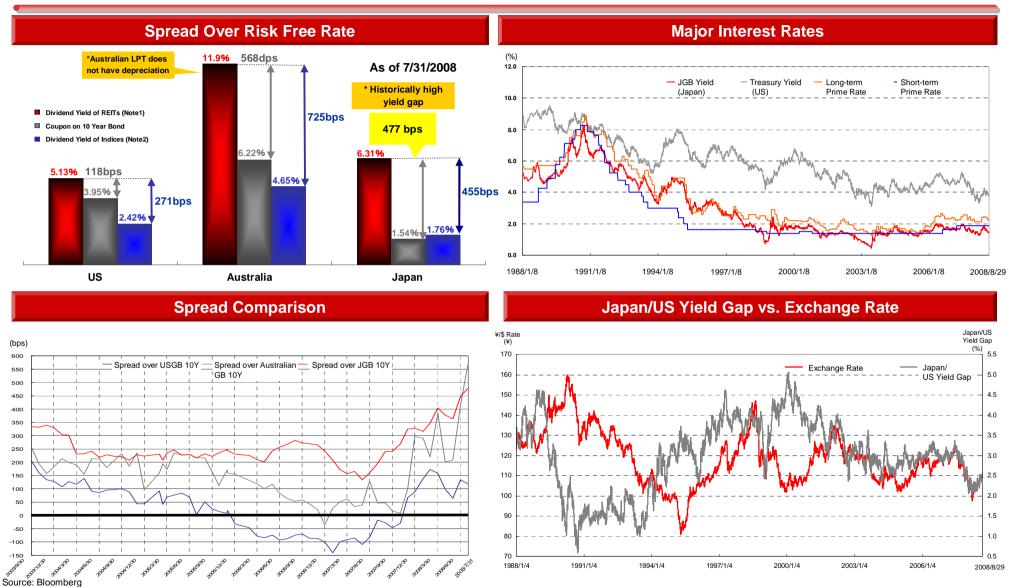
# **REIT Market Overview (2)**





# **REIT Market Overview (3)**





(Note 1) US data based on the Equity REIT of NAREIT, Australia based on the Property Trust GREEN Book issued by

(Note) Japan/US Yield Gap = US Treasury Yield - JGB Yield

Merrill Lynch, Japan based on average expected yield of J-REIT since IPO (Note 2) US based on S&P500, Australia based on ASX All Ordinaries, Japan based on TOPIX

# TOKYU REIT

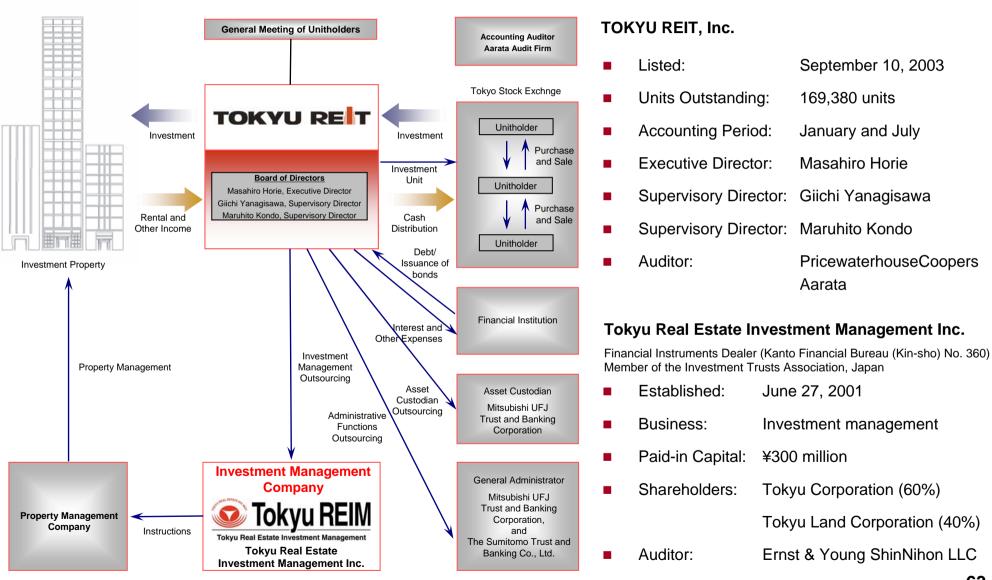
# **Appendix**



Governance

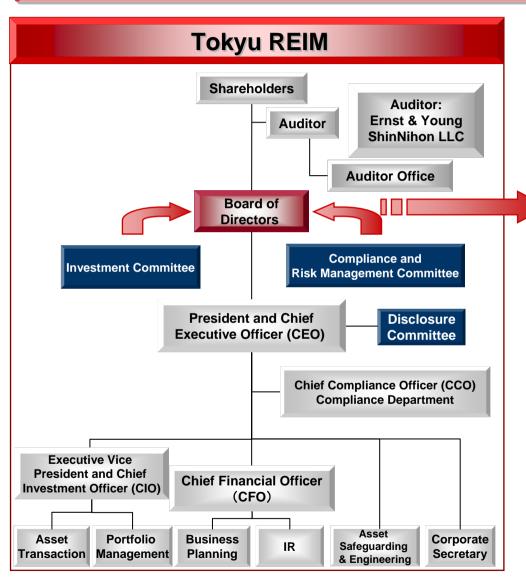
# Structure of TOKYU REIT, Inc.

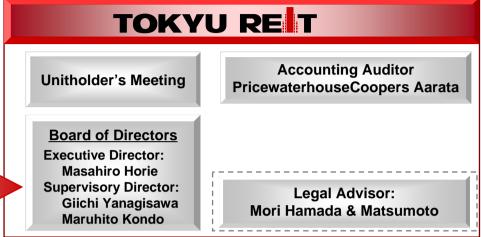




# **Governance Structure**







# Board of Directors Function: Decision making on management strategy Members: CEO, CIO, part-time directors from sponsors (3) Compliance and Risk Management Committee Function: Advisory of compliance and risk management Members: Part-time director (2), External committee member (2) Investment Committee Function: Advisory on investment decision Members: Representative director (chairman), part-time director (3), appraiser (1)

# **Related Party Transactions**



Development of self-imposed rules on transactions with group companies and measures to avoid conflicts of interest through multiple checks

#### **Rules to Avoid Conflicts of Interest**

# **Rules for Transactions with Tokyu Group Companies**

#### **Acquisition / Disposition**

- Acquisition Price ≤ Appraisal by the Third Party ≦ Disposition Price
- Second Opinion for the Appraisal by **Third Party**

# **Property Management**

- Fee Opinion from Third Party
- **Performance Check**

### Leasing

- **Appropriate Rent Level**
- **Disclosure of Leasing Conditions**

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

#### **Investment Management Company Level**

Check by a third party (auditor) submitted to the Board of Directors and to the compliance department

#### **REIT Level**

Prior approval of the Board of Directors only by independent supervisory directors

### **Timely and Proactive Disclosure of Transactions and Rules**

# **Governance:**

# "Excellent Governance as a Source of Competitiveness" (1) TOKYU REIT

#### 1. World-class "stricter" governance structure while paying attention to the pass-through feature

Concept: Maximize supervisory function of the Board of Directors and the Board of Auditors under the governance structure while maintaining a system that takes advantage of the Executive Director who also serves as the CEO of the investment management company

(1) Related-Party Transactions (Rules to ensure higher transparency & market-based pricing of related-party transactions that are linked to close collaboration)

- Pre-approval only by Supervisory Directors and active use of third-party opinions to avoid conflicts of interest
- Improve external monitoring of the Investment Management Company (Appointment of external members & accounting auditor)
- Disclosure of agenda for Board resolutions
- (2) Board Management
- Appointment of Supervisory Directors who actively exercise governance
- Active discussions
- (3) Investor Relations
- Avoid deterioration of governance structure through proactive disclosures and IR efforts
- (4) Management Fee
- Adoption of incentive system that expenses the entire management fee so that the Investment Management Company is in the same boat as investors

"Appraisal value of portfolio assets", "Cash flow of TOKYU REIT", "Fee structure linked to price of investment unit"

#### 2. Meeting Schedule

- (1) Overview of Meeting
- Hold a meeting
- Run by the General Administrator (Mitsubishi UFJ Trust & Banking Corporation)
- Legal counsel (Mori Hamada & Matsumoto) to attend the meeting in principle
- Minutes prepared by the General Administrator
- (2) Meetings Held
- 139 meetings held (1st 10th Period)
- Average 2.3 meetings per month
- Average meeting time: 1 hour and 34 minutes
- 268 resolutions and 702 reports in total (1.9 resolutions and 5.1 reports per meeting)
- Attendance

Name	Role	Attendance		Absence	Rate of
Name	Role	Attendance	by phone	Absence	Attendance
Masahiro Horie	Executive Director	139	-	-	100%
Giichi Yanagisawa	Supervisory Director	138	3	1	99%
Maruhito Kondo	Supervisory Director	139	2	-	100%
Mitsubishi UFJ T&B	General Administrator	139	-	-	100%
Mori Hamada & Matsumoto	Legal Counsel	135	11	4	97%

## **Governance:**

# "Excellent Governance as a Source of Competitiveness" (2) TOKYU REIT

#### 3. Remuneration of Directors

(1) Structure

- Flat remuneration only, bonus linked to performance is not paid to maintain the principle of paying out 100% of distributable profits
- In terms of incentives, it would be difficult to introduce stock option program since stock options are not discussed in the Investment Trust Law, such as in article 82, section 6.

#### (2) Remuneration

Name	Monthly Remuneration	Main Occupation
Masahiro Horie		Serves as CEO of Investment Management Company (approved by FSA)
Giichi Yanagisawa	500,000 yen	Representative of Shinsoh Audit Corporation, CPA, Tax Accountant
Maruhito Kondo	500,000 yen	Head of Maruhito Kondo Law Office, Attorney

<sup>\*</sup> Remuneration of supervisory directors was revised to reflect increased hours of duty and the level of remuneration for a similar position (in May 2007)

- (3) Rules on exemption from liability of Investment Corporation for directors
  - It is stipulated in the Articles of Incorporation that the liability of directors can be exempt by the resolution of the Board to the extent allowed by the law

#### 4. Cooperation between Supervisory Directors and Accounting Auditor

- (1) Accounting Auditor and directors of TOKYU REIT meet at least once each period to exchange information
- (2) Chuo Aoyama served as Accounting Auditor from establishment until July 14, 2006
- (3) PricewaterhouseCoopers Aarata was temporarily appointed as Accounting Auditor on July 14, 2006 upon resignation of Chuo Aoyama
- (4) PricewaterhouseCoopers Aarata was appointed as Accounting Auditor at the 3rd General Meeting of Unitholders held on April 17, 2007
- (5) Financials in 10th Period were audited by:

Company	Name	Audit Experience to Date					
Aarata Audit	Takashi Sasaki	4 periods					
Adiata Audit	Katsushi Matsuki	* 7 periods					

<sup>\*</sup> Includes experience at Chuo Aoyama

#### 5. Other Supervision of Operation by Supervisory Directors (apart from the Board)

- (1) Supervision of execution of duties by executive directors under Article 111 of the Investment Trust Law including inspection of books and site reconnaissance as needed
- (2) In addition to a report by service providers at the Board meeting, exercise the right to inspect key service providers stipulated in the agreement as deemed necessary
- (3) Investment Management Company or General Administrator assists Supervisory Directors since TOKYU REIT is not allowed to hire employees. Board of auditors are always able to consult Legal Counsel whenever legal assistance is needed

<sup>\*</sup> Executive Director receives no remuneration, but submits a letter to the Board stating that best efforts were used to maximize unitholders' value and potential conflicts of interest were dealt with

# **Meeting Operation Situation**



(# of meetings held)

	Organizations		Organizations 1st 2nd 3rd 4th 5th 6th 7th 8th						9th	9th 10th Period							Total	
			Period	Period	Period	Period	Period Period		Period	Period	Feb	Mar	Apr	May	Jun	Jul	Total	Total
TOKYU	Unitholders' Meeting	1			1				1									3
REIT	Board of Directors Meeting	22	16	11	16	10	12	12	13	12	5	3	2	1	2	2	15	139
	Board of Directors Meeting	22	15	7	14	9	13	11	10	9	2	4	1	1	5	3	16	126
	Investment Committee	24	9	7	14	12	12	7	7	5	5	4	2	1	2	3	17	114
Tokyu REIM	Compliance & Risk management Committees	17	12	11	10	12	12	10	10	9	3	3	2	1	2	2	13	116
	Third party evaluation regarding compliance of each related-party transaction to the rules (AUP)	5	5	2	2	0	1	4	4	0	0	4	0	0	1	3	8	31

<sup>\* 1-10</sup> indicates Period of TOKYU REIT

### Related Party Transactions Approved by the Board of Directors (10th Period)

	Meeting	Issue (Approved)	AUP
1	February-08	Signing of Setagaya Business Square lease contract (new section of building): Confirmed	
2	March-08	Payment of investment management fee (Base 2) to the investment management company for the 9th period (Investment Trust 109th Article)	
3	March-08	Signing of Setagaya Business Square lease contract (indoor floor increase)	
4	March-08	Signing of contract relating to the transfer of trust beneficiary interest of Tokyu lkejiri-ohashi Building	0
5	March-08	Signing of PM contract relating to the acquisition of trust beneficiary interest relating to Tokyu lkejiri-ohashi Building	0
6	March-08	Signing of PM contract relating to the acquisition of Daikanyama Forum	0
7	March-08	Re-signing of periodic lease contract and PM contract for Setagaya Business Square	0
8	June-08	Discussion related to the venue of the 4th General Meeting of Unitholders	
9	June-08	Payment of investment management fee (Base 1) to the investment management company for the 10th period (Investment Trust 109th Article)	
10	June-08	Signing of PM contract relating to the acquisition of trust beneficiary interest relating to the Ryoshin Harajuku Building	0
11	July-08	Signing of expense memo for mispayment to investment management company (Translation fee for amendment of 8th Annual Report)	
12	July-08	Re-signing of periodic lease contract and PM contract for Setagaya Business Square	0
13	July-08	Renewal of PM contracts (21 properties)	0
14	July-08	Signing of Setagaya Business Square lease contract (New contract: office, parking, storage)	0

<sup>\*</sup> Supervisory directors vote prior to the Board of Directors Meeting with rules relating to avoid conflicts of interest

<sup>\* 1</sup>st Period is from June 20, 2003 to January 31, 2004

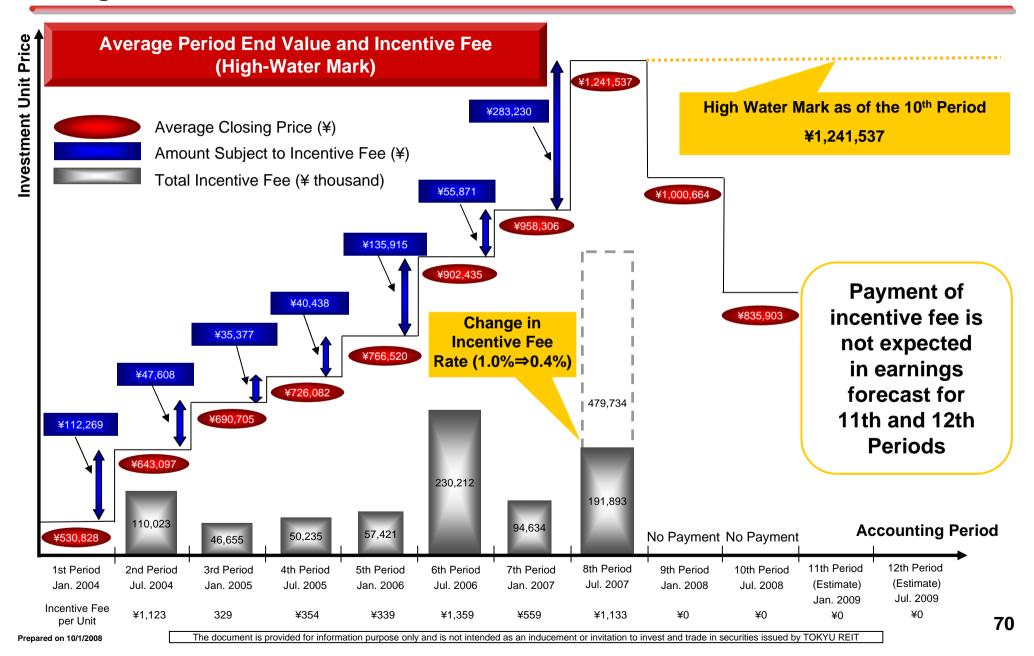
<sup>\*</sup> For transactions that do not apply to specific rules or are deemed minor by the Chief Compliance Officer, AUP is not conducted



**Investment Management Fee (Incentive Fee Structure)** 

# **Changes in Incentive Fee**





# **Changes in Investment Management Fee**



# **Changes in Investment Management Fee**

		1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th	12th	Total
Item		Period A 144	Period A 182	Period A 184	Period A 181	Period A 184	Period A 181	Period A 184	Period A 181	Period A 184	Period A 182	Period E 184	Period E 181	2152
Base Fee 1	(¥ Thousand)	94,418	154,575	167,610	205,275	232,635	261,645	281,700	312,650	330,413	353,650	385,850	385,850	3,166,270
Base Fee 2	(¥ Thousand)	95,247	144,852	183,158	198,590	234,559	226,633	237,836	248,993	248,467	266,621	262,165	252,725	2,599,846
Incentive Fee	(¥ Thousand)	0	110,023	46,656	50,235	57,422	230,213	94,634	191,894	0	0	0	0	781,078
Total Fee	(¥ Thousand)	189,665	409,450	397,424	454,101	524,616	718,491	614,171	753,537	578,879	620,271	648,015	638,575	6,547,194
Total Fee (excluding incentive fee)	(¥ Thousand)	189,665	299,427	350,768	403,865	467,194	488,278	519,536	561,643	578,879	620,271	648,015	638,575	5,766,117
Fee per Unit	(¥)	1,935	4,178	2,799	3,198	3,097	4,242	3,626	4,449	3,418	3,662	3,826	3,770	42,200
Fee per Unit (excluding incentive fee)	(円)	1,935	3,055	2,470	2,844	2,758	2,883	3,067	3,316	3,418	3,662	3,826	3,770	37,005
EPS	(円)	9,488	14,230	13,045	13,798	14,179	22,162	14,182	14,427	15,364	16,560	15,800	15,000	178,235
Fee per Unit	(%)	20.4	29.4	21.5	23.2	21.8	19.1	25.6	30.8	22.2	22.1	24.2	25.1	23.7
Fee per Unit (excluding incentive fee)	(%)	20.4	21.5	18.9	20.6	19.5	13.0	21.6	23.0	22.2	22.1	24.2	25.1	20.8
Average Appraisal Value of Assets during Period	(¥ Million)	82,992	108,666	128,475	146,352	164,837	175,672	195,303	210,120	225,382	251,613	268,680	268,680	187,399
Fee per Assets	(%)	0.58	0.76	0.61	0.63	0.63	0.82	0.62	0.72	0.51	0.49	0.48	0.48	0.59
Fee per Assets (excluding incentive fee)	(%)	0.58	0.55	0.54	0.56	0.56	0.56	0.53	0.54	0.51	0.49	0.48	0.48	0.52

#### **EPS Before Incentive Fee**

Item		1st Period A	2nd Period A	3rd Period A	4th Period A	5th Period A	6th Period A	7th Period A	8th Period A	9th Period A	10th Period A	11th Period E	12th Period E	2nd - 12th Period
		144	182	184	181	184	181	184	181	184	182	184	181	Total
Incentive Fee	(¥ million)	0	110	47	50	57	230	95	192	0	0	0	0	781
Incentive Fee per Unit	(¥)	0	1,123	329	354	339	1,359	559	1,133	0	0	0	0	450
Units Outstanding		-	98,000	142,000	142,000	169,380	169,380	169,380	169,380	169,380	169,380	169,380	169,380	1,737,040
		9,488												
EPS	(¥) *	12,123	14,230	13,045	13,798	14,179	22,162	14,182	14,427	15,364	16,560	15,800	15,000	15,341
Annual EPS Growth	(% / Simple Interest)	-	34.76	7.61	9.21	8.48	33.12	5.66	5.43	6.68	8.13	6.07	0.98	4.83
EPS before Incentive Fee	(¥) *	12,123	15,353	13,374	14,152	14,518	23,521	14,741	15,560	15,364	16,560	15,800	15,000	15,813
Annual EPS Growth	(% / Simple Interest)	-	53.28	10.32	11.16	9.88	37.61	7.20	8.10	6.68	8.13	6.07	-0.42	5.53

<sup>\* 1</sup>st Period adjusted to 184 days



**Others** 

### **Recent Changes in the Regulatory Environment**



- 1. Ban lifted on J-REIT's Investing Internationally (May 2008 by the TSE)
  - → MLIT issues "Guidelines for Appraisal of Foreign Real Estate Investments" (January 2008)

    We conclude that this builds into the framework, a mechanism for making appropriate investment decisions

With the addition of global competitiveness from financial markets, potential growth in the Real Estate Securities Market is anticipated

- 2. Increased Options for Investing in J-REITs
- (1) The OSE and TSE list J-REIT linked options (OSE: May 2008; TSE: June 2008)
- (2) TSE begins trading TSE REIT Index Futures (June 2008)

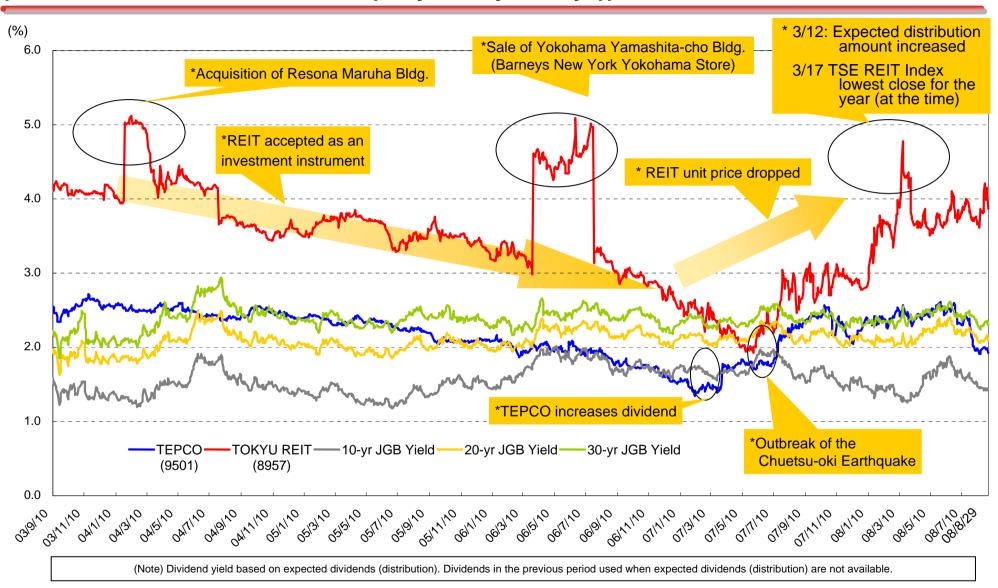
With the option to hedge against price volatility risk, a broader investor base and increased convenience is anticipated

- 3. Clarification of "Criteria for Action of Unjust Real Estate Appraisal" (MLIT: Feb. 2008)
- (1) Degree of injustice assessed by checking against the given criteria
  - → Amount of inaccuracy of appraisal considered
  - → Distinction made between criminal intent and negligence
- (2) Establishment of criteria for action to real estate appraisal companies (enforced in April 2008)

Increased societal trust is hoped for with improvements in real estate appraisal guidelines

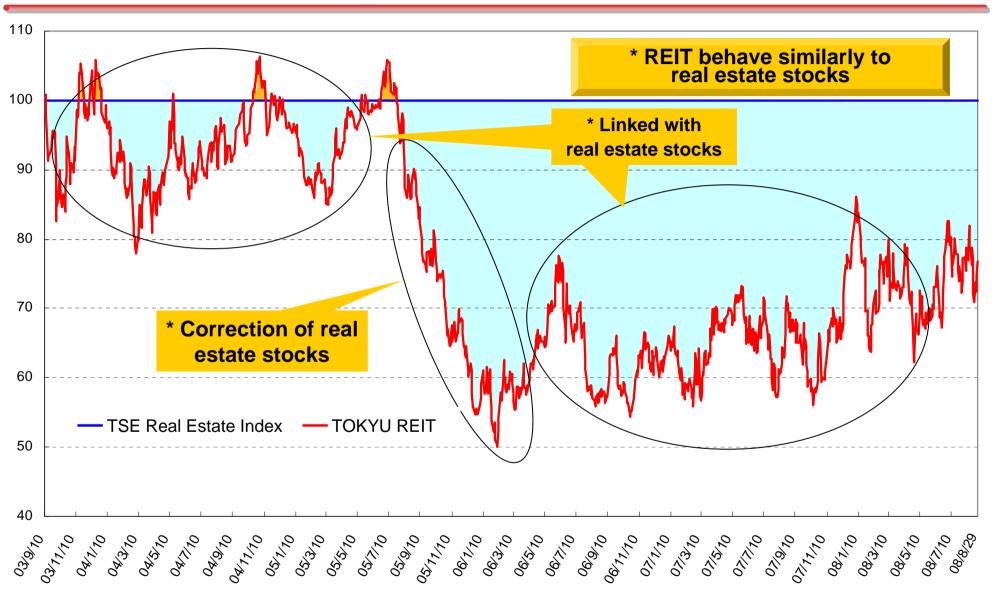
# Dividend Yield (TEPCO, TOKYU REIT, JGBs (10-yr, 20-yr, 30-yr))

### TOKYU RE T



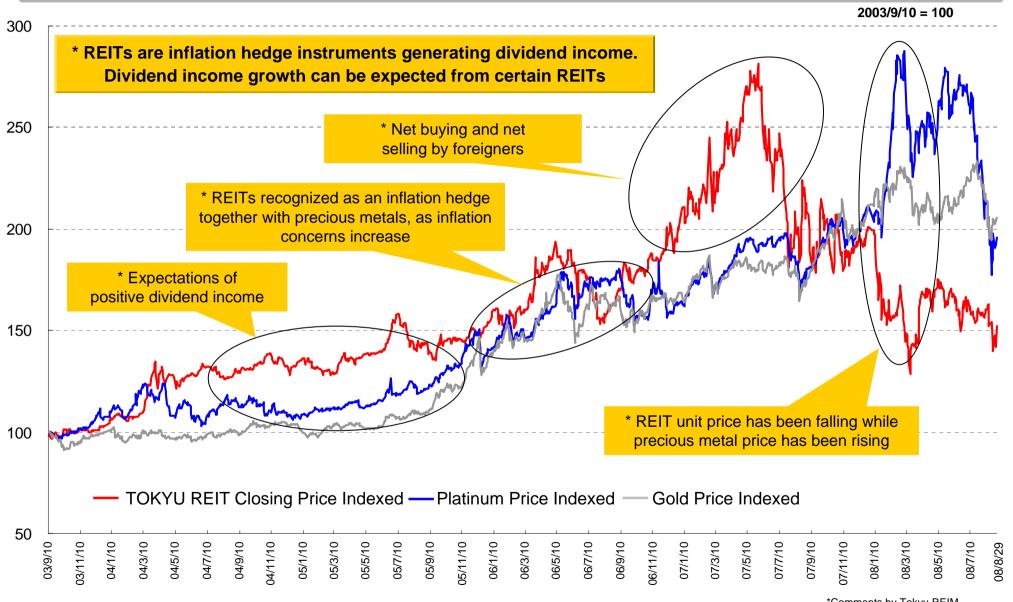
# TSE Real Estate Index and TOKYU REIT Performance (TSE Real Estate Index = 100)





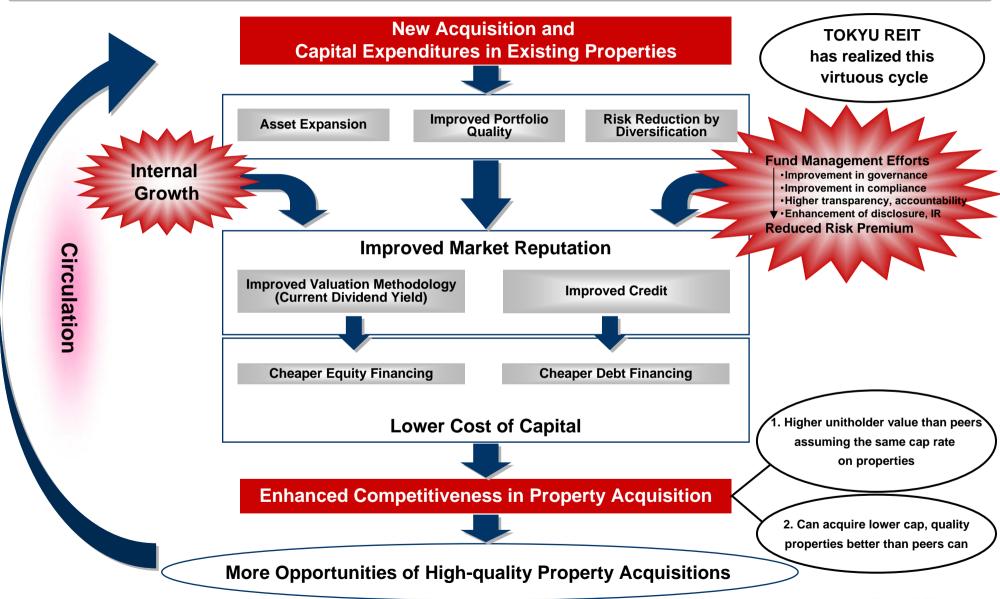
# Comparison of Inflation Hedge Instruments and Unit Price (Comparison of TOKYU REIT (8957) and Precious Metals)





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





## Changes in Acquisition Hurdle Rate (based on NOI)

### - External Growth



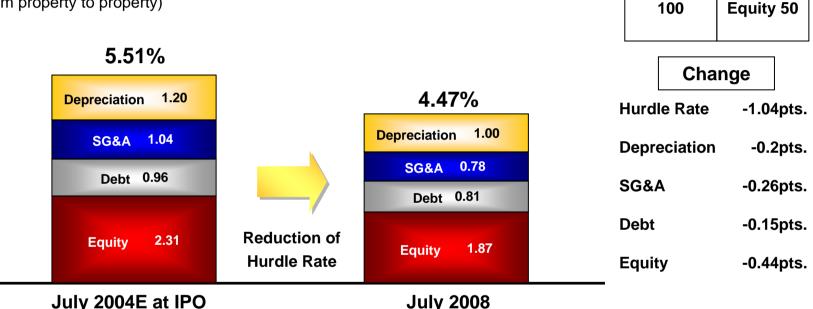
Debt 50

Acquisition

Price

100

- Costs shown as % of implied total acquisition cost
- Cost calculated based on a maximum LTV of 50%
- The depreciation expense is currently estimated to be around 1.00% of acquisition (differs from property to property)

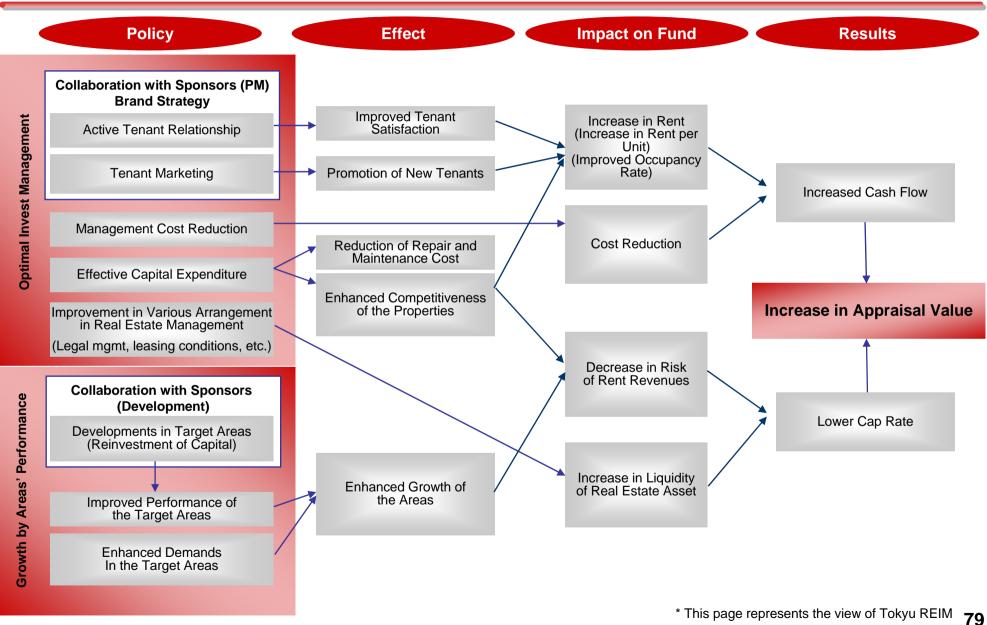


#### This is the base rate, coupled with CF growth of properties, utilized for assessment

- SG&A ratio is operating expense excluding leasing cost divided by the average acquisition cost for the respective period
- Debt cost is equal to 50% of the average interest during respective period except for July 2004E at IPO which is an estimate of the debt cost then based on hearing from banks
- We have determined equity cost to be 50% of the yield (Estimated Distribution / Investment Unit Price) during each respective period

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





### Why Office and Retail? (1)



TOKYU REIT is structured to make selective investments in highly competitive properties including both office and retail, in order to balance strong growth potential and stability. This helps develop resistance against interest rate movements.

**Time Lag of** Office Rent and **Occupancy Movement** to the Economy



**Simultaneous** Movement of **Urban Retail Rent** and Occupancy to the Economy



**Hedging of Interest Rate** Risk by Top-line **Management to Avoid Excess Dependency on Debt Financing** 

**Built-in Stabilizer Function by Combining Office and Retail** 

## Why Office and Retail? (2)





Strategic Resource Allocation with Experienced Staff who have various Skills, Know-how, and Experiences in AM/PM Companies



On the other hand, do not invest in hotels and residential properties which show different risk-return profile to office/retail

## **Collaboration with Tokyu Group Companies**



■ Pipeline Support: 11 of 23 Properties (¥86.82bn out of acquisition price	e of ¥205.45bn)
■ 6 out of 11 Properties at time of IPO	
■ TOKYU REIT Shibuya Udagawa-cho Square (2nd Period / ¥6.6bn)	
■ Akasaka 4-chome Building (Tokyu Agency Inc. Head Office Building) (9th Period / ¥8.5bn)	Developed and contributed by Tokyu Group companies
■ Tokyu Ikejiri-ohashi Building (10th Period / ¥5.48bn)	
■ 2 of the 11 Properties at time of IPO (Lexington Aoyama, Tokyo Nissan Taito Building)	···Contributed by Tokyu Group companies

### **Acquisition**

- Warehousing
  - 3 properties acquired at time of IPO: ¥14.06bn
  - Yokohama Yamashita-cho Building: 3rd period / ¥5.05bn
  - Beacon Hill Plaza (Ito Yokado Noukendai Store): 3rd period / ¥9.52bn
  - cocoti (Net Collective Ownership 40%) : 5th period / ¥9.80bn
  - Shonan Mall Fill (sokochi): 6th Period / ¥6.81bn
- Reference by Tokyu Land Corporation
  - Resona Maruha Building
  - Beacon Hill Plaza (Ito-Yokado Noukendai Store)

# PM (Property Management)

- **PM business outsourcing**
- Community-based tenant promotion capability and cost reduction potential by scale of economy

## **Brand Strategy**

- "TOKYU" brand licensing
  - "TOKYU REIT" name
  - Building name change to "TOKYU REIT" brand

# Japanese Potential Growth and Social Responsibility of REIT Managers



- 1. Real Estate Viewpoint (most effective use of capital goods)
  - (1) Improving efficiency of real estate management
  - (2) Maintenance of quality real estate as stock of social capital
  - (3) Playing an infrastructure-related role which allows the actual property market to function
- 2. Investment Market Viewpoint (vs. Investors)
  - (1) Providing mid-risk/return financial vehicle
  - (2) Driver of disclosure in Japan
- 3. National Economic Viewpoint
  - (1) Producing results that are essentially a remedy to real estate deflation
  - (2) Contributes to the potential growth of the Japanese economy

Potential Growth of the Japanese Economy (as of 2008/8/6) (Unit: %)

	Contribution			Potential
	Capital Input	Labor Input	TFP	Growth
1988~1992	2.2	0.1	1.9	4.1
1993~1997	1.4	-0.2	0.5	1.7
1998~2002	0.6	-0.4	0.6	0.8
2003~2007	0.4	0.0	0.9	1.3

Source: Cabinet Office

\*TFP: Total Factor Productivity

- \* All figures are 5 year averages (annual figures not disclosed)
- \* Real GDP calculation changed in December 2004 from a fixed base method to a rolling method (base year changes every year)

With the aging population and falling birth rate, the potential growth of the Japanese economy will not be supported by growth in the work force. Capital efficiency must drive increased Productivity. Real estate investing contributes to this effort and hence offers a societal benefit

<sup>\*</sup> This page represents the view of Tokyu REIM

# Additional Information on p. 51 "Office Leasing Market Overview (4) Office Rent (Included in the CSPI) Defined TOKYU REIT

#### Areas covered

Tokyo · · · Tokyo, Kanagawa, Saitama, Chiba and Ibaraki

Nagoya · · · Aichi and Mie

Osaka · · · Osaka, Hyogo, Kyoto and Nara

Others ··· Hokkaido and 14 other prefectures

#### Contracted Rent for Lease Properties (Tokyo)

Leasehold/Security deposits and common area charge are excluded in principle

#### 1. Average Rent:

Rent per area unit calculated by dividing rent income generated from rental space of certain office buildings covered in the survey (or total rent per area unit of each tenant) by the relevant floor space (or the number of tenants)

(1) Average Rent = Total monthly rent income from specific rental space

Occupied floor space of specific rental space

Total rent per area unit of each tenant occupying specific rental space

(2) Average Rent = Number of tenants occupying specific rental space

#### 2. Sitting Rent

Contracted rent of rental space (office) of specific tenants

### **Disclaimer**



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- In addition to information on TOKYU REIT, Inc. ("TOKYU REIT"), this document includes charts and data prepared by Tokyu Real Estate Investment Management Inc. (the "Investment Management Company") based on data/index and other information released by third parties. Also, analyses, judgments and other views of the Investment Management Company on such information at the moment are included in this document.
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