

September 24, 2014

## For Immediate Release

Advance Residence Investment Corporation Securities Code: 3269 3-26 Kanda Nishiki-cho, Chiyoda-ku, Tokyo Kenji Kousaka, Executive Director

> Asset Management Company: AD Investment Management Co., Ltd. Kenji Kousaka, President

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#### Notice Concerning Acquisition of Investment Asset (RESIDIA Machiya)

AD Investment Management Co., Ltd, (ADIM) the asset management company to which Advance Residence Investment Corporation (ADR) entrusts the management of its assets announced its decision today to have ADR acquire asset in Japan as detailed below as part of ADR's growth strategy.

#### 1. Details of Acquisition

ADIM decided on the following acquisition pursuant to the target and policy of asset management as stipulated in its Articles of Incorporation of ADR, to increase the asset under management of the portfolio that earns stable income through diversified investment in all regions and in all apartment unit types.

Property number	Name of the to-be-acquired asset (Note 1)	Type of asset	Proposed acquisition price (Note 2)	
C-72	RESIDIA Machiya (PARKNADE Machiya)	Beneficiary interests in trust (planned) (Note 3)	¥1,168 million	

<sup>(Note 1)</sup> ADR is scheduled to change the property name after acquisition of the to-be-acquired asset. The scheduled name is shown above the name as of today shown in parentheses.

<sup>(Note 2)</sup> "Proposed acquisition price" indicates the purchase price for the properties entered in the trust beneficiary interests disposition contract, which is exclusive of the various expenses required in the acquisition of the concerned property (broker commission, taxes and public dues, etc.)

(Note 3) The to-be acquired asset is not placed in trust as of today, but it is scheduled to be placed in trust upon the acquisition by ADR.



ADR evaluated the asset's attributes listed below in deciding to acquire the asset.

- The property is approximately 11-minute walk from Machiya Station on the Tokyo Metro Chiyoda Line, giving tenants good access to the major business district or to major commercial districts in central Tokyo.
- This property is also located in walking distance from convenient stores, super-markets and banks, making it convenient for daily living.
- The housing unit plans for the property are mostly 1LDK and 2LDK. The property can expect demands mainly from DINKs and Families that commute to central Tokyo due to its accessibility and convenience for living.

Because of the recent booming real estate market, it continues to be very difficult to acquire assets which have been recently built, and have an yield that will contribute in improving the existing portfolio's yield.

Under such an environment, by using ADIM's own sourcing network ADR has succeeded in acquiring a recently buily property that has a yield after depreciation of  $4.5\%^*$  which is able to maintain yield of the existing portfolio for the respective location of  $4.5\%^*$  at the end of July 2014, at a price that is over 5% lower than the appraisal price.

\*The yield after depreciation of the to-be-acquired asset is calculated by dividing the annualized appraisal NOI at acquisition minus depreciation by the acquisition price. The yield after depreciation for the existing portfolio at the end of January 2014 is calculated by dividing the total annualized actual NOI minus depreciation of each portfolio property by the total fiscal-end book value. Both figures are rounded at the second decimal point.

#### 2. Acquisition Summary

Name of property	RESIDIA Machiya				
Asset to be acquired	Beneficiary interests in trust (planned)				
Proposed acquisition price	¥1,168 million				
Seller	PanaHome Corporation				
Scheduled agreement date	September 24, 2014				
Scheduled acquisition date	September 29, 2014				
Acquisition financing	Funds procured by borrowing or cash on hand.				
Payment method	Pay entire amount upon delivery				

#### C-72) RESIDIA Machiva



# 3. Summary of the To-be-acquired Asset

# C-72) RESIDIA Machiya

Type of specified asset	Beneficiary interests in trust (planned)	Sched acquisitio	Sente		ember 29, 2014		oosed ion price	¥1,168 million	
	d			Propert	ty Outline				
Location	Address	6-1-15 Mac	5 /	,	`okyo				
Land	Type of ownership	(The owner	Proprietary ownership (The ownership ratio is 264, 034 out of 277,692)		Zoning		nood commercial Zone, ial zone, Quasi-industrial district		
Site area 676.84 m <sup>2</sup>		676.84 m <sup>2</sup> (Total site a	rea of ow	/nership)	FAR / Building cov	erage ratio	400%/80%	o, 500%/80%, 300%/80%	
	Type of ownership	Proprietary (The owner) 264, 034 ou	ship ratio	is	Breakdown of residential unit type		Units		
	Total floor area	3,358.03 m <sup>2</sup> (for the who		ng)	Single type			13	
	Structure / Floors	RC with fla	t roof /15	F	Compact type			14	
	Use	Apartment			Family type			28	
Building	Construction completion date	August 200	9		Large type			-	
	Confirmation inspection agency	JAPAN ER	I CO.,LT	D	Dormitory type			-	
	Building designer	Super Visio			Other			-	
	Structural designer	Beams Desi Co.,Ltd.	ign Consı	ıltant	Trustee			UFJ Trust and Banking n (planned)	
	Construction contractor	TADA COF	RPORAT	ION	Property Manager			Urban Community Ltd. (planned)	
Previous titleholder		-			Master lessee			Urban Community Ltd. (planned)	
Current titleholder		PanaHome			Master lease type		Pass-throu	gh (planned)	
					state Appraisal Rep	ort			
Real estate appraise	r	Morii Appra Consulting	praisal & Investment g Inc		Appraised date			August 31, 2014	
Real estate appraise	d value	¥1,	230 milli	on	Cap rate			4.9%	
Direct capitalization	n price	¥1,	240 milli	on	Discount rate			4.7%	
DCF PRICE		,	210 milli		Terminal cap rate			5.1%	
	ures Assumed in Cal Price (Monetary unit			talization	Leas	e Conditio	ns (as of Se	eptember 16, 2014)	
	Appraisal item	. i tilousuila		sed value	Total tenants			1	
A) Total potential		ıbtotal			Leasable units			55	
Rent inco	ome			81,744	Leased units			49	
Other inc	come			3,180	Leasable floor area			2,640.34 m <sup>2</sup>	
B) Total effective	profit Su	ıbtotal		80,837	Leased floor area			2,420.18 m <sup>2</sup>	
Losses fi	om vacancies, etc.			4,087	Monthly rent (including common servic charges)		on service	ce ¥5,934 thousand	
Bad debt	s losses				Deposits, guarantees, etc.		¥5,547 thousand		
C) Expenses from	rental business Su	ıbtotal		18,534	Occupancy rate (based on floor area)			91.7%	
Maintena	ance and management	fees		6,192	Summary of Building Conditions Invest			ns Investigation Report	
Utilities	costs			,	• 0		Tokio Marine & Nichido Ris Consulting Co., Ltd.		
Manager	nent commission fees			2,330	Investigation date			September 2014	
	d public dues				Emergency repair c	osts			
	insurance premiums				Short-term repair costs (within 1 year)		1 year)	_	
	lvertising costs				Long-term repair co			¥33,023 thousand (for the whole building)	
Repair co	osts (including restora	tion fees)		1,771	Building replaceme	nt price		$\pm$ 669,000 thousand (for the whole building)	
Other ex	penses			928	Summa	ry of Earth	quake PM	L Assessment Report	
D) Profit or loss fro	om rental business = (	B) – (C)		62,303			3.2%		
E) Operating profit	from deposits			121			Collatera	ıl	
(F) Capital expendi	*			1,832					
				60,592			Not Schedu	lled	
<u> </u>									



[Explanation of Entries in Foregoing Tables]

- (i) Explanation of "Property Outline"
  - In principle, the entries are based on August 31, 2014
  - "Type of Ownership" indicates the scheduled type of ownership, whether the property is going to be held as beneficiary interest in trust or as actual real estate.
  - "Site area" for the land provides the area of the land as indicated in the registry. However, there are possibilities that the actual site areas of the property are not as indicated in the registry.
  - "Zoning" for the land provides the zoning classification given in Article 8-1-1 of the City Planning Law.
  - The "FAR / Building coverage ratio" for the land provides the designated FAR or building coverage ratio determined by city planning.
  - "Total floor area," "Structure / Floors," "Use" and "Construction completion date" for the building are each pursuant to the entries indicated in the registry for the property. However, "Use" column provides the primary use out of the types indicated in the registry for the real estate in trust. "Total floor area" column provides the floor area of the overall building (excludes floor area of annexed buildings)
  - "Breakdown of residential unit type" lists the types of residential units based on the following classification. Store, office and other uses apart from residential units are shown under "Other."

	Exclusive-use floor area								
Layout	~30m <sup>2</sup>	~40m <sup>2</sup>	$\sim 50 m^2$	$\sim 60 \text{m}^2$	$\sim 70 \text{m}^2$	~80m <sup>2</sup>	~90m <sup>2</sup>	Over 90m <sup>2</sup>	
Studio	S	S	С	С	L	L	L	L	
1 bedroom	S	С	С	С	L	L	L	L	
2 bedroom		С	С	F	F	F	F	L	
3 bedroom			F	F	F	F	F	L	
4 bedroom					F	F	F	L	

Primarily residential units designed for single-person households S: Single type C: Compact type Primarily residential units designed for single-person households and small-family households (2 to 3 people) Primarily residential units designed for family households F: Family type Primarily residential units designed for foreigners L: Large type Studio 1R, 1K or studio 1 bedroom 1DK or 1LDK 2 bedroom 2DK, 2LDK, 1LDK+S, etc. 3 bedroom 3DK, 3LDK, 2LDK+S, etc. 4 bedroom 4DK, 4LDK, 3LDK+S, etc., or those with 5 or more rooms that are in ongoing

Dormitory type Residential units without bathrooms or facilities for installing washing machines within the units, but are covered for by making them available for use as shared facilities within the property (communal bathing, laundry, etc., spaces) \*Life & Senior House Kohoku II, Cocofump Hiyoshi and College Court Tanashi are categorized as Dormitory type due to their characteristics.

use for living, working, gathering, leisure or other similar purposes



- "Units" provides the leasable units of the property categorized by the number of units of each type of residential unit that is leasable as of the date of this document based on information received from the current titleholder.
- "Current titleholder" names the holder as of the date of this document of the asset to be acquired whether in beneficiary interest in trust or the actual real estate. "Previous titleholder' names the party that transferred rights of the asset to be acquired to the current titleholder.
- "Trustee" indicates the trustee or the trustee to be indicated in the trust agreement for the asset to be acquired as of the date of this document.
- "Master lessee" names the lessee that, as of the date of this document, is scheduled to enter into a master lease agreement with the titleholder of the real estate or the real estate in trust.
- "Master lease type" indicates "Pass-through" when the master lease agreement states that the master lessee is to pay the same amount of rent as the rent due to be paid to the master lessee by end-tenants and "Guaranteed payment" when the master lease agreement states that the master lessee is to pay a guaranteed amount of rent, as of the date of this document. However, "Master lease type" indicates "Guaranteed payment" even if a master lease agreement is a pass-through lease in the case that a sublessee to which the master lessee subleases all units is to pay a guaranteed amount of rent to the master lessee.
- "Property manager" names the property manager that, as of the date of this document, is scheduled to be delegated to conduct property management services for the respective real estate or the real estate in trust. Where property management services are re-delegated, the property manager re-delegated to conduct property management services is shown.
- (ii) Explanation of "Summary of Real Estate Appraisal Report"
  - The entries in each field of "Summary of Real Estate Appraisal Report" are pursuant to the entries in the appraisal report prepared by Morii Appraisal & Investment Consulting Inc. for the respective real estates or the real estate in trust.
  - The monetary amounts are rounded down to the nearest million yen.
  - ADR is not an interested party to Morii Appraisal & Investment Consulting Inc.

(iii) Explanation of "Lease Conditions"

- In principle, the entries are based on September 16, 2014.
- If there is or scheduled to be a lease contract with a master lessee, the number of *Total tenants* will be indicated as "1."
- "Leasable units" provides the number of leasable units of the real estate in trust or real estate as of the date of this document based on information received from the current titleholder. If the contract is a guaranteed payment contract, the "Leasable units" indicate the number of units which can be leased.
- "Leasable floor area" provides the leasable floor area of the real estate in trust or real estates (excluding leasable parking area) that ADR will acquire as of the date of this document based on information received from the current titleholder or which is indicated on the contracts or indicated on the plans.
- "Leased floor area" indicate the leased floor space. If the contract type is a path-through contract, the leased floor area indicates the actual total leased area to the end-tenants. If the contract type is a guaranteed payment contract, the leased floor area indicates the total leasable floor area. The entries are based on information received from the current titleholder or which is indicated on the contracts or indicated on the plans.
- "Monthly rent" provides the total sum of monthly rents as indicated in the lease contracts concluded by the end-tenants if the master lease is pass through type. In case the master lease "guaranteed payment type," "Monthly rent" provides the total sum of monthly rents as indicated in the lease or sublease contract with guaranteed payment. Either includes fixed common fees, but excludes usage fees of affixed facilities such as monthly parking lots and trunk rooms. Monetary amounts less than thousand yen are rounded down, and consumption tax is excluded as well.
- "Deposits, guarantees, etc." provides the total balance based on the lease contract with monetary amounts less than thousand yen rounded down. However, in case in the lease contracts there are special provision that allow nonreturnable deposits, such as cancellation deduction and amortization of security deposit, then the monetary amount is provided after the deduction.
- Occupancy rate is calculated as follows. "Leased area" ÷ "Leasable area" × 100

(iv) Explanation of "Summary of Building Conditions Investigation Report"

• The entries are based on the report from Tokio Marine & Nichido Risk Consulting Co., Ltd..



- (v) Explanation of "Special Notation"
  - "Special Notation" presents matters recognized to be of importance in association with the rights, use of the assets to be acquired, as well as matters recognized to be of importance in the consideration of the degree of impact on the appraised value, profitability and appropriation of the assets to be acquired, including the following matters...
    - Significant limitations or restrictions by laws, ordinances, rules and regulations
    - Significant burdens or limitations with regard to rights.
    - Significant cases where there are architectural structures crossing the boundaries of the concerned real estate in trust and cases where there are issues with boundary confirmation and related arrangements.
    - Significant agreements, arrangements made with co-owners and sectional owners

4.	Seller	Profil	es

Trade name	anaHome Corporation			
Head office location	1-1-4 Shinsenrinishi-machi, Toyonaka-shi, Osaka			
Representative	Yasuteru Fujii, President and Director			
I I I I I I I I I I I I I I I I I I I	<ul> <li>i) Building and Contracting Division Building and contracting of single family house, multi-family housings and remodeling works.</li> <li>ii) Real Estate Division Sales of land, buildings and condominiums, brokerage &amp; rental management</li> <li>iii) Housing Parts Sales Divison Manufacturing and sales of housing parts for "PanaHome" industrialized house.</li> </ul>			
Capital	28.4 billion yen (as of March 31, 2014)			
Date of the establishment	July 1, 1963			
Total Assets	245.9 billion yen (as of March 31, 2014)			
Net Assets	129.1 billion yen (as of March 31, 2014)			
Major Stock Holder	Panasonic Corporation			
Relationship with ADR or its asset management company	None			

5. Property Titleholders (\*for transactions with interested parties) None

6. Disclosures on Asset Management Company's Vested Interest in the To-be-acquired asset

ADR is scheduled to sign a master lease agreement and delegate property management services of to-beacquired asset to ITOCHU Urban Community Ltd., constitutes a Related Party of the Asset Management Company.

Therefore, the procedures required in the bylaws are scheduled to be completed in concluding the building lease and management agreement with ITOCHU Urban Community Ltd.

#### 7. Matters Concerning Earthquake Resistance

The to-be-acquired asset, has received notice of structural calculation conformity from the designated institution for the determination of structural calculation conformity based on the revisions in force from June 2007 to the Building Standards Law.

#### 8. Broker Profile

No party acted as a broker.

9. Future Outlook

The effect of the signing of the agreement to the management performance forecasts announced on September 8, 2014 in the 8th Fiscal Period *Tanshin* preliminary financial report ending January 2015 and the fiscal period ending July 2015 is negligible. Therefore the forecasts remain unchanged.



#### <Attachments>

[Supplementary Materials]

- 1. Supplementary Materials regarding the to-be-acquired asset
- 2. Replacement of Properties Since the Merger (as of today)
- ("Since the Merger" means since March 1, 2010, hereafter)

•Reference Materials:

Photo of the to-be-acquired asset

## [Supplementary Materials]

## (1) Supplementary Materials regarding the to-be-acquired asset

■ To-be-Acquired Asset

Property	Building ages (Note1)	NOI Yield (Note2)	Yield after depreciation (Note3)	Reason for the Acquisition
C-72) RESIDIA Machiya	5.1 Years	5.3%	4.5%	Determined that the asset will contribute in improving the portfolio's earnings potential by its relatively young building age, and that yield after depreciation is expected to maintain or exceed the actual average yield for the property in the existing portfolio.

(Note1) Building ages are calculated as of the scheduled acquisition date and rounded at the second decimal point. The weighted average age is weighted using the planned acquisition price of the assets.

(Note2) The "NOI Yield" are calculated using the figures in the acquisition appraisal of to-be-acquired asset. The calculation is as follows, "direct capitalization method annualized NOI ÷ acquisition price × 100". The calculated yields are rounded at the second decimal point.

(Note3) The "Yield after depreciation" are calculated using the figures in the acquisition appraisal of to-be-acquired asset. The calculation is as follows, "(Annualized NOI listed on the appraisal at the time of aquisition minus depreciation) ÷ acquisition price × 100". The calculated yields are rounded at the second decimal point.

#### (2) Replacements of Properties Since the Merger (as of today)

	Acquired assets (including the to- be-acquired assets)	Disposed assets
Number of properties	71	36
Total acquisition price	¥114,891 million	¥39,388 million
Total deal value (a)	¥114,891 million	¥33,996 million
Appraisal (b)	¥123,212 million	¥36,790 million <sup>(note1)</sup>
Ratio (a) $\div$ (b) $\times$ 100%	93.2%	92.4%
Weighted average NOI yield	6.0% <sup>(note2)</sup>	4.9% <sup>(note3)</sup>
Weighted average building age (Note 4)	4.3yrs.	9.9yrs.

(Note 1) "Appraisal" is the sum of the last appraisal value of each properties at the time of sale.

(Note 2) Weighted average NOI yield of acquisitions = Total annual NOI as entered on the appraisal of acquisitions  $\div$  Total of the acquisition prices  $\times$  100%

(Note 3) Weighted average NOI yield of dispositions = Total actual annual NOI  $\div$  Total of the historical acquisition prices  $\times$  100

(Note 4) Weighted average building age is acquisition price weighted average as of the time of acquisition and disposition.



## ■ Increase/Decrease in No. of Units as the Result of Replacement of Trades

	Singles	Compacts	Families	Large	Dormitories	Others	Total
Tokyo Central 7 Wards	484	-14	-32	-52	0	9	395
Tokyo 23 Wards Exclusive of Central 7 Wards	1,378	528	370	11	0	8	2,295
Tokyo Metropolitan Area	241	-18	-72	0	172	-2	321
Major Regional Cities	1,390	522	236	55	0	-2	2,201
Total	3,493	1,018	502	14	172	13	5,212

## ■ Status of the Portfolio After the Acquisition

Asset size (based on acquisition price)	421.4 billion yen
No. of properties	223 properties
No. of leasable units	19,341 units
Total leasable floor area	727,779.40 m <sup>2</sup>

Area Diversification	Acquisition Price	Share of Investment
Total	421.4billion yen	100.0%
P (Tokyo Central 7 Wards)	185.4billion yen	44.0%
C (Tokyo 23 Wards Exclusive of Central 7 Wards)	121.4billion yen	28.8%
S (Tokyo Metropolitan Area)	42.2billion yen	10.0%
R (Major Regional Cities)	72.3 billion yen	17.2%



## (Reference Material)

Photo of the to-be-acquired asset C-72) RESIDIA Machiya





