





# Earnings Presentation



Advance Residence Investment Corporation

# Index



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TSE Ticker Code : 3269
Abbreviation : ADR

Fiscal Period End : End of January & July
Main Sponsor : Itochu Corporation

Asset Type : Residential

The purpose of this material is to present you with an update on the financial performance of Advance Residence Investment Corporation (the "Corporation"). We do not intend to conduct any advertising or solicitation with respect to any units of the Corporation in connection with this material. Nothing in this material should be regarded as an offer to sell or a solicitation of an offer to buy, a recommendation to sell or buy, or a direct or indirect offer or placement of, any units of the Corporation, except for the purpose of meeting certain requirements under the European Alternative Investment Fund Managers Directive

(European Directive 2011/61/EU)(the"AIFMD") as described below.

Disclaimer for Dutch Investors: The prospectus containing the information required under Article 23(1) and (2) of the AIFMD as implemented in th

<u>Disclaimer for Dutch Investors</u>: The prospectus containing the information required under Article 23(1) and (2) of the AIFMD as implemented in the Netherlands is available at [http://www.adr-reit.com/en/financial/en/financial/sonota/].

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## The Largest\* Portfolio Among Residential J-REITs

According to data collected by ADIM from the latest disclosures made by each residential J-REITs as of Sept. 30,

Advance Residence Investment Corporation Assets Under Management (Acquisition Price) 433.6 billion yen

442.7 billion yen

as of Jul. 31, 2016 **255** properties as of Apr. 18, 2017\*\*

**260** properties

**Number of Properties** 

766,881m 781,760m

Total Leasable Area

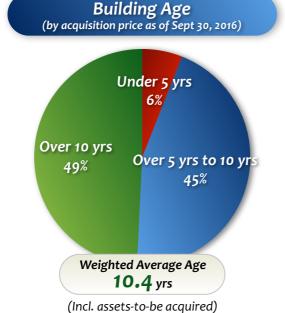
20,842 units

**20,455** units

Leasable units

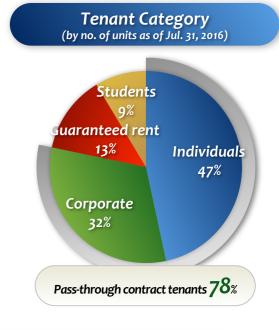
\*\* Five assets scheduled to be acquired from August 2016 onwards are included.

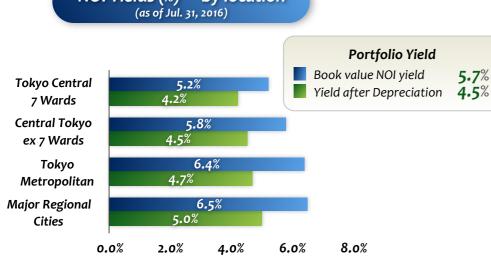
#### Investment Location (by acquisition price as of April 18, 2017) **Major Regional Cities** 19% Tokyo Central Tokyo Metropolitan 39% Central Tokyo ex 7 33% Tokyo 23 Wards 71% NOI Yields (%)\*\*\* by location

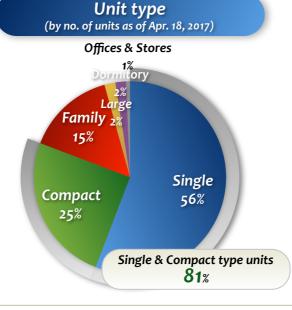


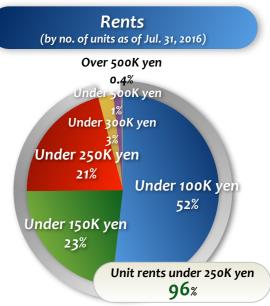


Walking Minutes to Train Station









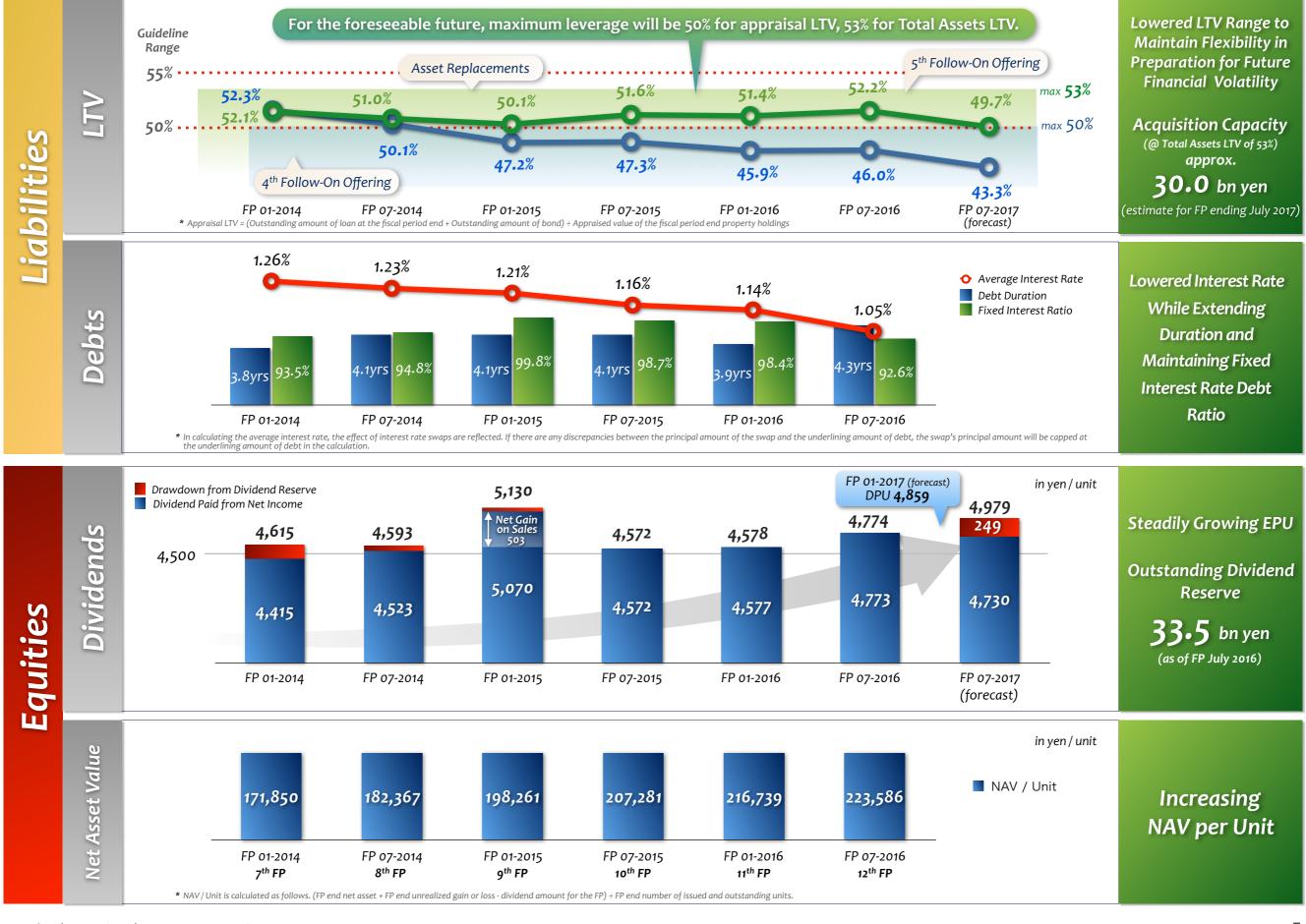
Book value NOI is calculated as "annualized NOI" + "book value at the end of FP2016/7". NOI is annualize according to actual number of days of operation for each property during FP2016/7. Yield after Depreciation is calculated as (annualized NOI - depreciation) + book value as of end of FP2016/7.

## Solid Track Record, Solid Growth

Advance Residence Investment Corporation

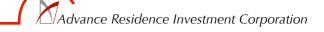
#### Increasing EPS by Implementing Various Measures





# **Executive Summary**

Committed in Delivering Strong and Stable Dividend



#### Results for Fiscal Period ended July 31, 2016

Increase in Revenue, Profits and Dividend

Due to rise in occupancy rate and lowering of renovation cost by optimizing

chg. from initial forecast chg. from last period

Dividend per Unit\* 4,774yen +184yen

+196yen

#### **Fiscal Highlights**

#### Maintained High Occupancy, Succeeded in Raising Rents and Acquired Five Properties

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while Succeeding to Raise Rents

#### **Maintaining High Occupancy**

increase from forecast

**Average Period Occupancy** 96.8% +0.3%pt actual figure for Portfolio Rent Change +0.12% +0.45% from Tennant Replacements +1.27% +1.34% from Contract Renewals +0.40% +0.21%

#### **External Growth**

Acquired Five Properties, Mostly Sponsor Developed and Located in the Tokyo 23 Wards

No. of Properties	<b>5</b> properties
<b>Acquisition Price</b>	<b>8.6</b> billion yen
Average Building Age	<b>1.9</b> years
NOI Yield	4.8%

#### **Fund Raising Activities**

#### Lengthened Duration and Lowered Financing Cost

Average Interest Rate	1.05%	<b>-0.09</b> %pt
<b>Average Duration</b>	<b>4.3</b> years	<b>+0.4</b> years
Fixed Interest Rate Debt Ratio	92.6%	<b>-5.7</b> %pt

chg. on pervious FP

<sup>\*</sup> Dividend per unit might be abbreviated as DPU and earnings per share as EPU, hereafter.

# Results for Fiscal Period ended July 2016 from February 1, 2016 to July 31, 2016

			fron	n February 1, 2016 to July	/ 31, 20	16		Advance Residence Investment	Cornoratio
7	(1) 12th FP Forecast	(2) 12th FP Results	(2)-(1)			(3) 11th FP Results	(2)-(3)		lion yen
	Initial Forecast as of Mar. 11, 2016	Results for FP July 2016	Changes	Notes		Results for FP Jan. 2016	Changes	Notes	
Revenue	15,363 (255 properties) Period avg. occupancy 96.5%	15,444 (255properties) Period avg. occupancy 96.8%	+80	Asset Acquisitions and Dispositions Increase from RD Funabashi III acquisition Decrease from disposition of Maison Yachiyodai Same Store Increases from higher occupancy, etc.	+13 -28 +95	15,082 (251 properties) Period avg. occupancy 96.5%	+361	Asset Acquisitions and Dispositions Contribution from 2016/1 & 2016/7 acquisition Decrease from 2016/7 disposition Same Store Increases from higher occupancy Peak-season increases in key money & renewal fee income	+203 -27 +84 +100
Operating Income	<b>7,509</b> (Depreciation: 2,573) (Property taxes: 825)	<b>7,727</b> (Depreciation: 2,568) (Property taxes: 823)	+217	Leasing Expenses  Net effect of buy/sell of real estates  Decrease in renovation costs  Decrease in utility costs  G & A Expenses  Increases in management fees due to higher profits	+5 +88 +49	7,489 (Depreciation: 2,531) (Property taxes: 811)	+238	Leasing Expenses Net effect of buy/sell of RE in 2016/1 &2016/7 Peak-season increases Decrease in renovation costs Increase in depreciation & expensing of property taxes G & A Expenses Increases in management fees due to higher profits	-49 -89 +76 -9
Ordinary Income	<b>5,967</b> (Funding cost*: 1,538)	<b>6,206</b> (Funding cost*: 1,510)	+238	Decrease in funding costs due to lower interest rate Decrease in non-operating income	+26 -5	<b>5,951</b> (Funding cost*: 1,539)	+254	Increase in financing cost from acquisition funding Decrease in funding costs due to refinancing No one-off profit	-53 +79 -9
Net Income	5,967	6,205	+238			5,951	+254		
Drawdown of Retained Earnings**	0	0	-	Retained earnings** after dividend: <b>33.5</b> I	bn yen	0	-	Retained earnings after dividend: <b>33.5</b> b	n yen
Dividend Amount	5,967	6,206	+239			5,951	+254		
EPU (yen)	4,590	4,773	+183	Units issued and outstanding 1,300,000 units	g	4,577	+196	Units issued and outstanding 1,300,000 units	3
Drawdown of Retained Earnings**	0	0	-			0	-		
Dividend per unit (yen)	4,590	4,774	+184			4,578	+196		
FFO per Unit (yen)	6,569	6,752	+183			6,524	+228		
FFO Payout Ratio	69.9%	70.7%	<b>+0.8</b> pt			70.2%	<b>+0.5</b> pt		
Total Asset LTV	52.3%	52.2%	<b>-0.1</b> pt			51.4%	<b>+0.8</b> pt		

<sup>\*</sup> Funding costs include interest payments for loans and bonds as well as other finance fees. \*\*\* When calculating the changes of FFO per unit, decimals are ignored.

\*\* "Retained Earnings" means "Dividend Reserve" or from Jan. 2017 "Retained Earnings for Temporary Difference Adjustment.

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## Enhance Unit-holders' Value through Public Offering



#### **Equity Finance History**

	The 3 <sup>rd</sup> Follow-On Public Offering	The 4 <sup>th</sup> Follow-On Public Offering	The 5 <sup>th</sup> Follow-On Public Offering
Launch Date	Jan. 8, 2013	Jan. 9, 2014	Sept. 6, 2016
Issue Price	165,945 yen	213,330 yen	<b>263,445</b> yen
No. of Units Issued (including third-party allotment)	140,000 units	<b>60,000</b> units	<b>50,000 units</b> (maximum)
Amount Raised	<b>22.4</b> billion yen	12.3 billion yen	<b>12.7 billion yen</b> (maximum)
Assets Acquired	12 properties, 21.6 bn yen	11 properties, 15.8 bn yen	<b>5</b> properties, <b>9.0</b> bn yen

## Unit Price Movement After Equity Financing



\*TSE REIT Index is re-indexed by using Advance Residence's March 2, 2010 closing price of 112,500 yen as base.

#### The Effects of the Follow-On Offering

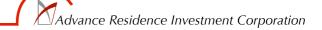
# All Key Figures Improve Due to Premium Priced Offerings





# Internal Growth

### FP July 2016 Tenant Replacements and Renewals



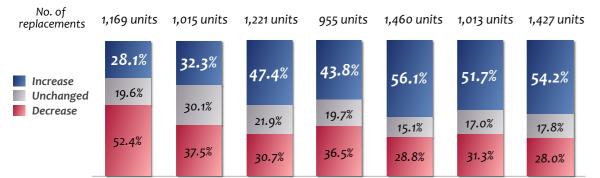
#### Tenant Replacements\*

#### FP Jul. 2016 Results

						in million yen
	No. of Units	Ratio	Old Rent	New Rent	Difference	% Change
Increase	774 units	54.2%	92	96	+4	+4.39%
Unchanged	254 units	17.8%	27	27	-	-
Decrease	399 units	28.0%	44	43	-1	-4.32%
Total	1,427 units	100.0%	164	167	+2	+1.27%

Tokyo Central 7 Wards +1.71% Central Tokyo +1.81% Metropolitan Area +0.61% Major Regional Cities +0.24%

#### **Share of Rent Change** (by no. of units)



FP 07-2013 FP 01-2014 FP 07-2014 FP 01-2015 FP 07-2015 FP 01-2016 FP 07-2016

#### **Rent Changes in Tenant Replacements**



#### Renewals\*

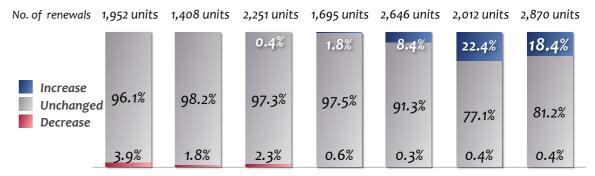
#### FP Jul. 2016 Results

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	No. of Units	Ratio	Old Rent	New Rent	Difference	% Change
Increase	528 units	18.4%	68	69	+1.3	+2.04%
Unchanged	2,330 units	81.2%	259	259	-	-
Decrease	12 units	0.4%	1	1	-0.06	-4.01%
Total	2,870 units	100.0%	330	331	+1.3	+0.40%

Tokyo Central 7 Wards +0.57% Central Tokyo +0.21% Metropolitan Area -0.07% Major Regional Cities +0.29%

#### Share of Rent Change (by no. of units)



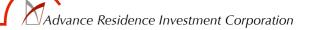
FP 07-2013 FP 01-2014 FP 07-2014 FP 01-2015 FP 07-2015 FP 01-2016 FP 07-2016

#### Rent Changes in Tenant Renewals

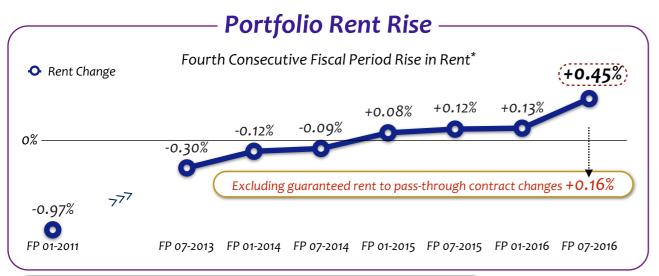


<sup>\*</sup> Rent change for pass-through units that are both occupied at the beginning and the end of the period.

### Achieving Internal Growth in the Residential Sector

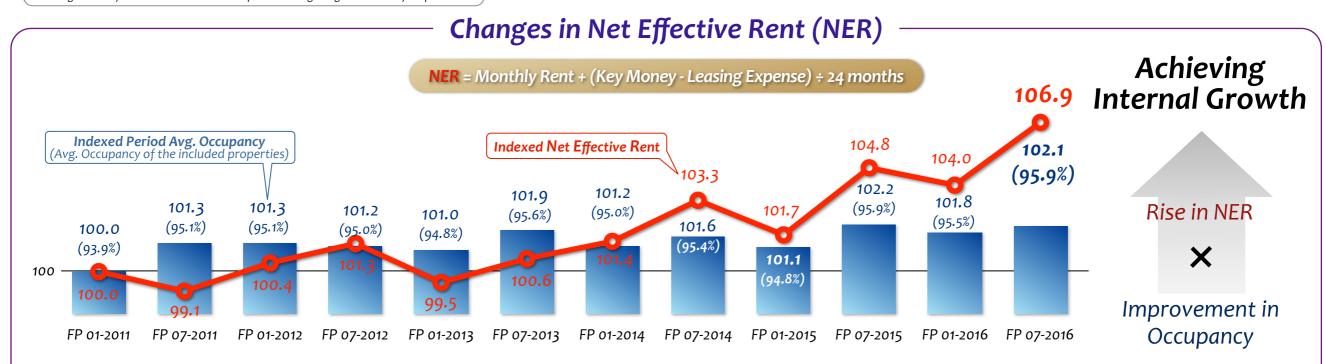


#### Internal Growth Through Increase in Portfolio Rent, Improvement in Leasing Terms and Higher Occupancy





<sup>\*</sup> Change in rents for all units that are both occupied at the beginning and the end of the period.



- The 115 properties that are included in above charts are properties held since the start of the FP01-2011. Following properties are excluded from the calculation. 1) Properties with guaranteed rent or properties where the whole building is let to one tenant. This is because fluctuation in "key money" and 'leasing related expenses do not effect ADR's rental income from those properties. 2) Properties targeted for Expats, where there are no key money practices.
- Number of new contracts for each fiscal period is as follows, FP01-2011) 1,748, FP07-2011) 1,748, FP07-2012) 870, FP07-2012) 1,026, FP01-2013) 981, FP07-2013) 1,024, FP01-2014) 794, FP07-2014) 924, FP01-2015) 835, FP07-2015) 918, FP01-2016) 788, FP07-2016) 625.
- Net Effective Rent Index is calculated as monthly rental of new contracts and common fees plus key Money Income divided by 24 month, minus leasing related expenses divided by 24 month and weighted averaged by each 116 properties rentable space for each fiscal period and indexed by using the FP01-2011 figure as 100.

# Changes in Rents & Rent Gaps

Advance Residence Investment Corporation

#### Rents Rise Seen Especially in Tokyo 23 Wards

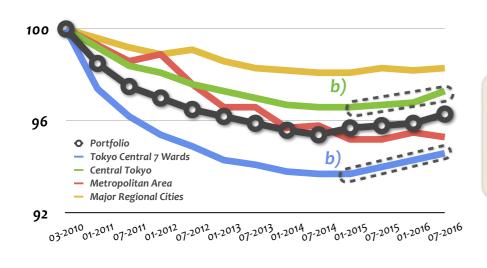
a) Fourth consecutive FP rise in rents for the whole portfolio.

- b) There are marked recovery in rents in Tokyo Central 7 Wards where it saw the largest rent decline in the past as well as rents in Central Tokyo region. Leasing are mostly doing well in Tokyo 23 Wards, including places such as Roppongi and Azabu.
- c) Although there are some discrepancies between cities, by being selective in the initial investments, rents for ADR's regional portfolio are stable as a whole.

Rent change for pass-through units held at July 31, 2016. Rent at March 31, 2010 indexed as 100.

#### Rent Change\* by Type of Unit

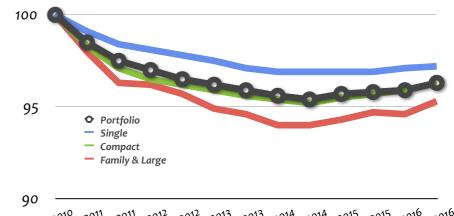
- a) Rents rose in most of the types of units.
- b) There was also rent rise in Single type units where the volume in demand is largest and the rents are stable.
- c) Although the number of units held by ADR is small, Family and Large type units are seeing significant uptick recently due to rebound from past decline and tight demand.



#### Recent Change in Rent for the Whole Portfolio

**Fourth Consecutive Rise** 

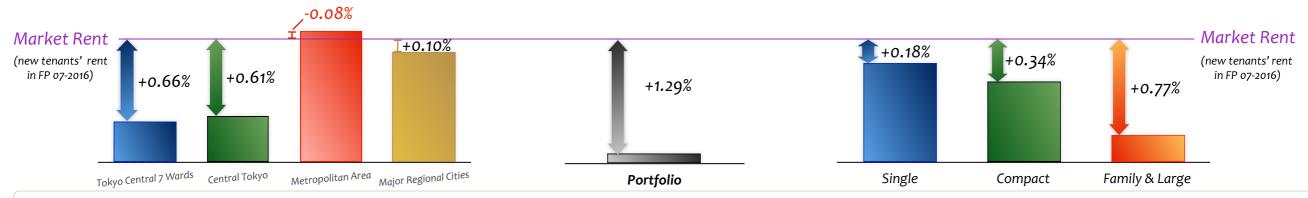
2014/7 2015/1 2015/7 2016/1 2016/7  $95.4 \rightarrow 95.7 \rightarrow 95.8 \rightarrow 95.9 \rightarrow 96.3$ 



#### $03^{2010}$ $01^{-2011}$ $01^{-2012}$ $01^{-2012}$ $01^{-2013}$ $01^{-2013}$ $01^{-2014}$ $01^{-2014}$ $01^{-2015}$ $01^{-2015}$ $01^{-2016}$ $01^{-2016}$

#### Rent Gaps for the Whole Portfolio +1.29%

Upward Rent Changes Can Be Expected Mainly in Tokyo 23 Ward at the Time of Tenant Replacements



A rent gap is a gap between the unit rent of new tenants of FP Jul. 2016 (treating this current rent as approximation of market rent) and unit rent of existing tenants, aggregated for the whole portfolio for leasing contracts that are pass-throughs. The calculation is made on each property and by each unit type for properties held at the end of FP Jul. 2016. A +1.29% gap means that, if the gap is to be closed by rise in existing tenants' rents, than the portfolio rent will rise by +1.29%.

Rent Change\*

by Region

## Large-Scale Repairs & Value Enhancement Works

Examples of Works Completed in FP July 2016



#### Large-scale Repairs

Works started for **2** properties during the period

C-19 RESIDIA Shin-Nakano



Total Cost: 29.4 million yen

#### before







after

Entrance upgrades

Exterior wall repairs
Tile peeling prevention



LED lightings in common area



#### Value Enhancement Works

Building Age

15 yrs

**41** units from **13** properties received VE\* works during the period, with average monthly rent increase\*\* of **17.4**%

Building Age

#### P-24 RESIDIA Azabujuban II

Total Cost:

VE\* Works:

Increase in Monthly Rent \*\*:

Projected Recuperation Period \*\*\*:

3.4 million yen

up 14.5%

5 years

#### P-53 RESIDIA Roppongi-Hinokichokoen

Total Cost:

VE\* Works:

Increase in Monthly Rent \*\*:

Projected Recuperation Period\*\*\*:

3 years

#### before





#### after

Differentiating a plain floor plan by utilizing an accent wall



Changed to stylish open kitchen layout and removed tatami room to achieve freer floor plan



<sup>\*</sup> VE works stands for value enhancement works. VE works are works involving changes such as specifications and layouts. \*\* Increase in monthly rents are calculated for the 25 units leased out as of Sept. 26, 2016, dividing the newly contracted monthly rent by the previous rent. \*\*\* Projected Recuperation Periods are periods projected to recuperate the value enhancement cost, which is calculated as total cost minus renovation costs and equipment replacements due to aging.

## Maintaining the Competitiveness of Properties

Advance Residence Investment Corporation

#### By Scheduling and Executing Proper Measures Property's Competitiveness Can be Maintained

#### **Daily Maintenance**

Renovation works are carried out at the time of every tenant replacement

First REIT management company to be registered as First-Class-Architect Office

#### **Large-scale Repairs**

Works carried out at around 15 years intervals

## Equipment Renewals and Value Enhancement (VE) Works

Value enhancement works\* are considered at the time of kitchen & bathroom equipment renewals (at around 15 years intervals)

#### Track Record Since the Merger (excluding disposed properties)

No. of Properties: 19 properties

**Total Investment:** 900 million 47 million yen per property

Track Record Since the Merger (excluding disposed properties)

as of Sept. 26 2016

No. of Value Enhanced Units:

**194** units

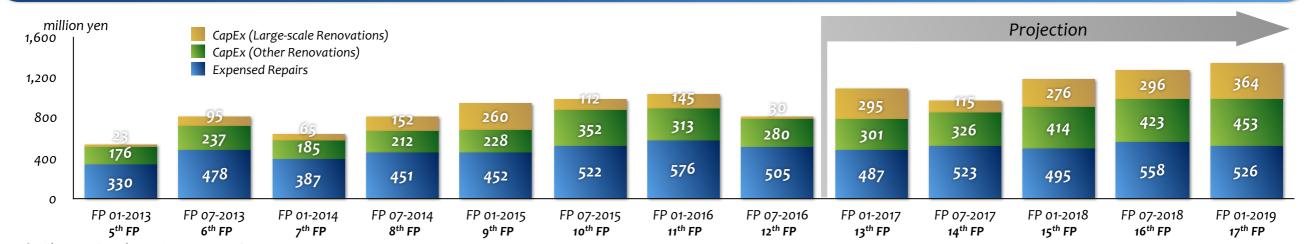
No. of Units Leased-out:

165 units

% Increase in Rents:

9.6%

#### Works Are Scheduled with Cash Management in Mind



<sup>\*</sup> Cost of VE works are expected to be recuperated within 10 years

<sup>\*</sup> Increase in rents are calculated for the 165 units leased out as of Sept. 26, 2016, dividing the first contracted monthly rent after VE works by the most recent rent before the VE works.



# **External Growth**

## Acquisitions & Disposition in FP July 2016

Advance Residence Investment Corporation

#### Acquired Recently Built Properties Mostly in Tokyo 23 Wards and Mainly from Sponsor's Pipeline

#### Acquisitions

	Total	Tokyo Central 7 Wards	Central Tokyo ex 7	Tokyo Metropolitan
No. Properties	5 properties	2 properties	2 properties	1 properties
Acquisition Price (yen)	8,663 million	1,738 million	6,305 million	620 million
% Deal Share	100.0%	20.1%	72.8%	7.2%
Weighted Ave. NOI Yield	4.8%	4.8%	4.7%	5.5%
Weighted Ave. Yield after Depreciation	4.1%	4.2%	4.0%	4.6%
No. Leasable Units	263	72	148	43
Weighted Ave. Building Age at the Time of Acquisition	1.9 years	1.6 years	1.2 years	9.5 years

#### **Properties Acquired Through Sponsor's Pipeline**







**RESIDIA Ochanomizu II** 



RESIDIA Bunkyo-Hongo III



RESIDIA Shin-Okachimachi II



**RESIDIA Funabashi III** 

	Tokyo Central 7 Wards	Tokyo Central 7 Wards	Central Tokyo ex 7	Central Tokyo ex 7	Tokyo Metropolitan
Acquisition Price	917 million yen	821 million yen	1,655 million yen	4,650 million yen	620 million yen
NOI Yield	4.8%	4.9%	4.7%	4.6%	5.5%
Yield after Depreciation	4.2%	4.2%	4.1%	3.9%	4.6%
Leasable Units	44 units	28 units	48 units	100 units	43 units
Completion	April 2014	March 2015	July 2014	March 2015	October 2006

#### Disposition

Took advantage of the booming market and disposed an aged low yielding property

Yield after Depreciation **3.8**%

Building Age at
Time of Disposal **26.6** years



Maison Yachiyodai

Tokyo Metropolitan

Acquisition Price	840 million yen
Book Value	818 million yen
NOI Yield	5.9%
Yield after Depreciation	3.8%
Completion	Aug. 1989

- \* Acquisition prices are rounded down to the nearest million.
- \* NOI yields = appraisal NOI ÷ acquisition price × 100%
- \* Listed building ages are as of the date of the acquisition of each property.

# Acquisitions Scheduled for FP Jan. & Jul. 2017

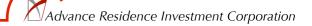
Advance Residence Investment Corporation

#### Achieving External Growth & Avoiding Excessive Competitions by Utilizing Sponsor's Pipeline & Negotiated Deals

	Total	Tokyo Central 7 Wards	Central Tokyo ex 7	Major Regional Cities
No. Properties	5 properties	1 properties	2 properties	2 properties
Acquisition Price (yen)	9,081 million	1,159 million	4,368 million	3,554 million
% Deal Share	100.0%	12.8%	48.1%	39.1%
Weighted Ave. NOI Yield	5.0%	4.7%	4.7%	5.5%
Weighted Ave. Yield after Depreciation	4.2%	4.1%	4.0%	4.5%
No. Leasable Units	387	42	187	158
Weighted Ave. Building Age at the Time of Acquisition	4.3 years	1.5 years	3.1 years	6.7 years

#### **Properties Acquired Through Sponsor's Pipeline Third Party** (Negotiated Transaction) Acquired in To be acquired by April 2017 To be acquired in March 2017 To be acquired in November 2016 **RESIDIA Mishuku RESIDIA Kameido** RESIDIA Koenji RESIDIA Senri-Fujishirodai **RESIDIA Senri-Banpakukoen** Tokyo Central 7 Wards Tokyo Central 7 Wards Central Tokyo ex 7 **Major Regional Cities Major Regional Cities** Acquisition Price (yen) 2,988 million 1,159 million 1,380 million 1,430 million 2,124 million NOI Yield 4.7% 4.7% 4.7% 5.7% 5.5% Yield after Depreciation 4.1% 4.1% 4.0% 4.6% 4.5% Leasable Units 58 units 68 units 90 units 42 units 129 units Completion April 2015 October 2013 March 2015 March 2017 (scheduled) October 2005

## **Preparing for Future External Growth**



#### External Growth Will Be Achieved Mainly Through Sponsor's Pipeline

#### **Itochu Group Development Examples**

Developments mostly in the Tokyo 23 Wards Total 21 properties 1,637 planned units

35

49

366

14 Yanaka, Taito-ku

15 Itabashi, Itabashi-ku

16 Hongo, Bunkyo-ku

**8** properties

approx. **35** billion yen

Tokyo Central 7		Central Tokyo e	ex.7	Tokyo Metropo	litan	Osaka	
Location	Planned Units	Location	Planned Units	Location	Planned Units	Location	Planned Units
1 Kanda-Awajicho, Chiyoda-ku	28	9 Minami-Kamata, Ota-ku	110	17 Nakahara-ku, Kawasaki	391	19 Toyotsucho, Suita	137
2 Minami-Shinagawa, Shinagawa-ku	83	10 Kamata, Ota-ku	149	18 Higashi, Kunitachi	48	20 Toyotsucho, Suita	60
3 Sangenjaya, Setagaya-ku	70	11 Kamiogi, Suginami-ku	58	2 properties	439	21 Oyodo-minami, Kita-ku, Osaka	84
4 Mita, Minato-ku	27	12 Koishikawa, Bunkyo-ku	43			3 properties	281
5 Meguro, Meguro-ku	51	13 Ikegami, Ota-ku	43				

60

38

551

**Land Plots Waiting for Building Permit** 

Total 8 properties

Completed properties are indicated in red letters.



6 Shin-Ogawamachi, Shinjuku-ku

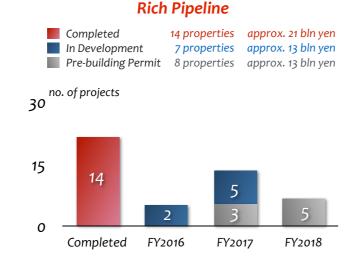
**8** properties

7 Soto-Kanda, Chiyoda-ku

8 Sangenjaya, Setagaya-ku

Completion Photo of 10 Kamata, Ota-ku project

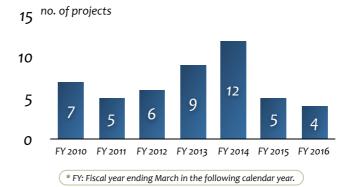
#### **Building Completion Schedule and Volume**



#### Rental Residence Development Track Record

(Based on signing date of land plot transaction contract)

The Sponsor is Consistently Acquiring **Land plots for Development** 



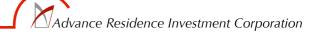
Sourcing Track-Record **Diversified Sourcing** Channel Sponsor Group **Bridge Fund Third Party** 42% 115 properties, 166.3 billion yen (based on (planned )acquisition price) Sourcing Track Record on **Yearly Bases** Sponsor Group Bridge Fund Third Party billion yen y 2011 to July 2012 2013 2014 2015 2016 to July to July to July to July to July \* 5 properties ADR is schedule to acquire from Aug. 2016

onwards are included in the chart.

<sup>&</sup>quot;Itochu Group Development Examples" are rental apartment property developments by Itochu Corporation and Itochu Property Development Ltd. as of Sept. 29, 2016 and listed above as a reference. As such, ADR is under no obligation to acquire the properties.

# **Appraisal Value**

- Record Low Cap-rate & Increase in Unrealized Profit -



#### **Appraisal Direct Cap Rate • Unrealized Profit and Loss**



#### Summary of End of FP July 2016 Appraisal

\* For Assets acquired during the FP July. 2016, appraisal value at the time of acquisition is used as the previous appraisal value.

	Appraisal (in m	illion yen)	Appraisal NCF (in	million yen)	Direct Cap F	Rate (%)	Actual NOI Yield (%)	Unrealized Profit and Loss (million yen)		illion yen)
	End of FP Jul. '16	diff vs last FP	End of FP Jul. '16	diff vs last FP	End of FP Jul. '16	diff vs last FP	FP Jul. '16	Book Value (a)	Difference from the appraisal (b)	(b)/(a)
Tokyo Central 7 Wards	193,578	+2,450	8,473	+35	4.31%	-0.04pt	5.2%	164,808	+28,769	17.5%
Central Tokyo ex. 7 Wards	166,907	+1,793	7,546	+34	4.46%	-0.03pt	5.8%	135,900	+31,006	22.8%
Tokyo 23 Wards Total	360,485	+4,243	16,020	+69	4.38%	-0.03pt	5.4%	300,709	+59,775	19.9%
Tokyo Metropolitan	47,662	+507	2,368	△2	4.94%	-0.06pt	6.4%	38,562	+9,099	23.6%
Major Regional Cities	100,038	+1,748	5,132	△10	5.08%	-0.10pt	6.5%	79,961	+20,076	25.1%
Portfolio Total	508,185	+6,498	23,521	+56	4.57%	-0.05pt	5.7%	419,232	+88,952	21.2%
				$\overline{}$						

+1.21billion yen

Unrealized Profit and Loss (million yen)							
Book Value (a)	Difference from the appraisal (b)	(b)/(a)					
164,808	+28,769	17.5%					
135,900	+31,006	22.8%					
300,709	+59,775	19.9%					
38,562	+9,099	23.6%					
79,961	+20,076	25 <b>.</b> 1%					
419,232	+88,952	21.2%					

+5.28billion yen



+6.49billion yen

Rise in Appraisal Value

## Note





# Finances

# Building a Stable Financial Base

#### Advance Residence Investment Corporation

#### **Key Figures on Debts**

	FP 01-2016	Loan / Bond Ratio	FP 07-2016	Loan / Bond Ratio
Loans	187.7 bn yen	83%	<b>192.3</b> bn yen	82%
(Short-term loans)	-	-	-	-
Bonds	38.5 bn yen	17%	<b>41.5</b> bn yen	18%
Debt Outstanding	<b>226.2</b> bn yen	100%	<b>233.8</b> bn yen	100%
Total Asset LTV	<b>51.</b> 4%		52.2%	
Appraisal LTV	45.9%		46.0%	

#### **Debt Financing FP July 2016**

**Lowered Financing Cost While Financing in Longer Debts** 



#### LTV Management



FP 01-2014 FP 07-2014 FP 01-2015 FP 07-2015 FP 01-2016 FP 07-2016 FP 01-2017 FP 07-2017 (forecast)

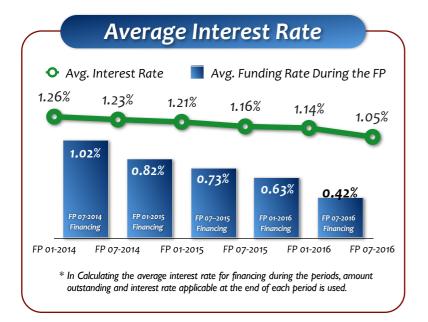
#### **Credit Ratings**

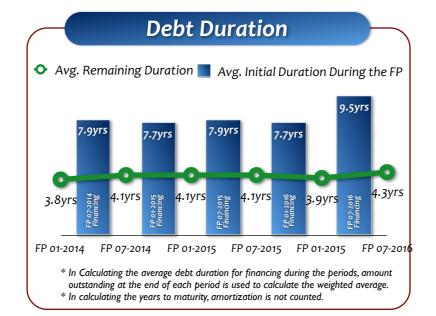
JCR **AA** (Stable)

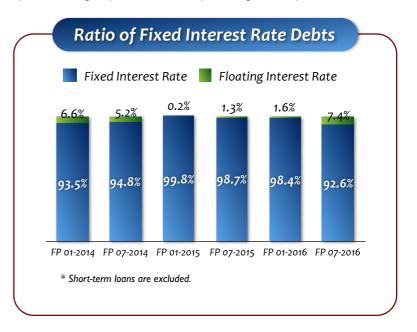
R&I A+ (Stable)

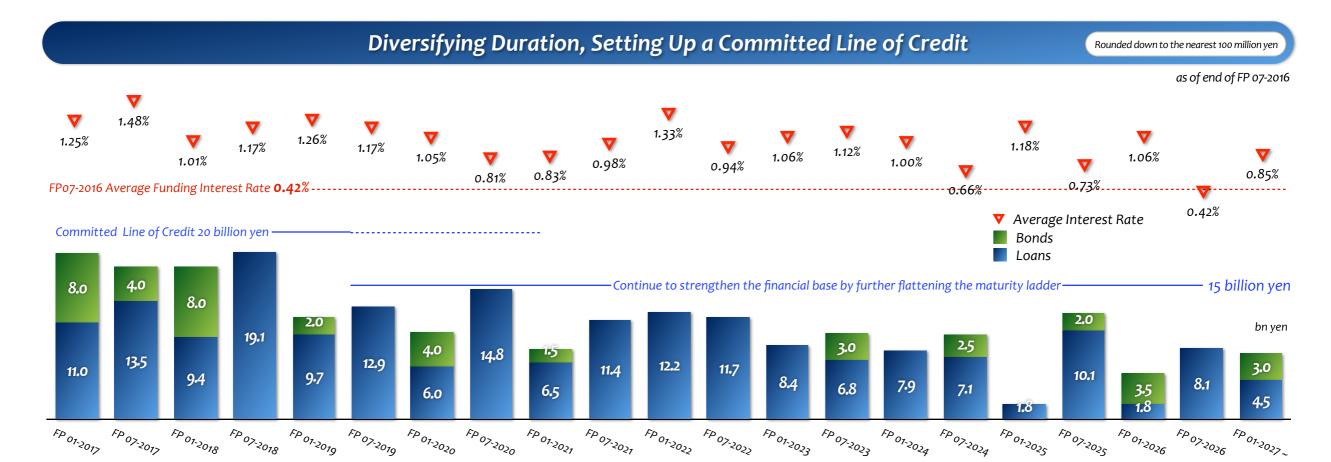
# Duration Extended, Ratio of Fixed Interest Debts Increased and Maturity Diversified While Financing Cost Lowered

Advance Residence Investment Corporation

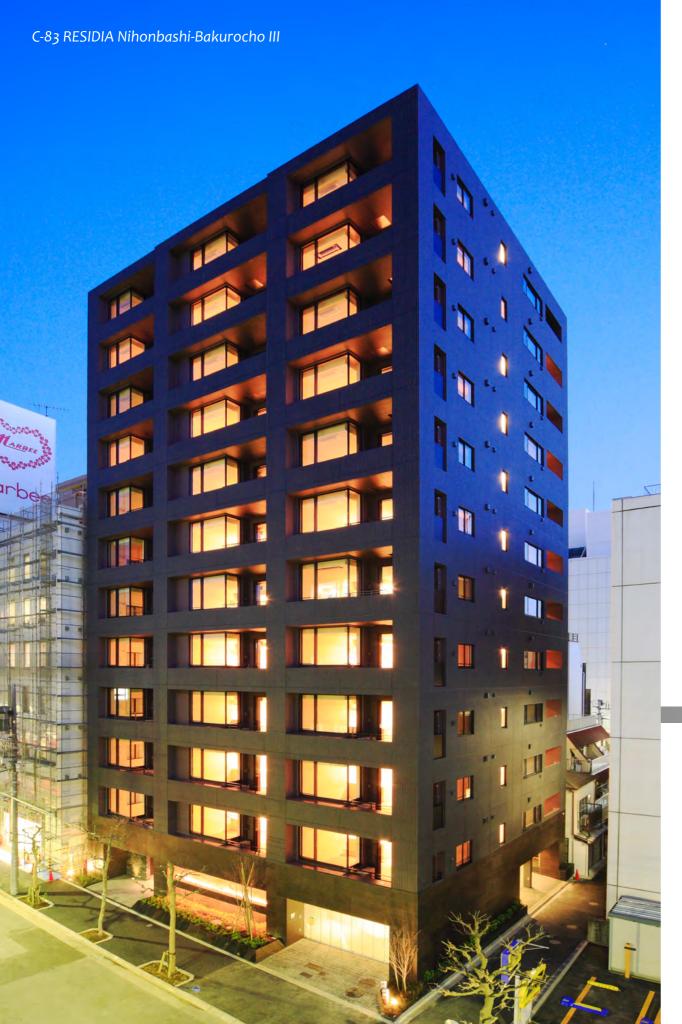






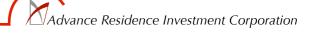


<sup>\*</sup> Debts procured during the period which were repaid during the same period are excluded.



# Management Policies & Earnings Guidance

# Drawdown of Reserve



#### Maximum 50 years (100 Fiscal Period) Drawdown Begins

Retained Earnings for Temporary Difference Adjustment (Dividend Reserve)

Largest Among J-REITs 33-5 billion yen

(as of FP July 2016)

Responding to the 2015 Tax Revision Starting FP Jan. 2017 Drawdown Payout of At Least



335 million yen per FP

equivalent to 248 yen per units

@ 1,350,000 units (as of FP Jan. 2017)

#### DPU Floor of 4,500 yen To Be Maintained

EPU+Drawdown Payout ≥ 4,500 yen EPU+Drawdown Payout < 4,500 yen Increase drawdown to offset deficit Drawdown Payout 4,500 yen Drawdown Payout **EPU EPU** 

The actual dividends will be decided by the ADR's board based on a comprehensive consideration of such factors as increase/decrease in portfolio rent and occupancy, level of cash reserves, level of LTV, debt costs.

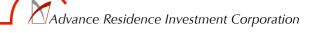
# Earnings Guidance for FP Jan. 2017 & July 2017

Advance Residence Investment Corporation

/	(1) 12th FP Results	(2) 13th FP Forecast	(2)-(1)			(3) 14th FP Forecast	(3)-(2)	in mil	llion yen
	Results for FP July 2016	Forecast for FP Jan. 2017 (announced Sept. 6, 2016)	Changes	Notes		Forecast for FP July 2017 (announced Sept. 6, 2016)	Changes	Notes	
Revenue	15,444 (255properties) Period avg. occupancy 96.8%	(257 properties) Period avg. occupancy	-44	Newly Acquired Assets Increases from FP2016/7&2017/1 acquisitions Same Store  Off-peak season decrease Increase from change in contracts from guaranteed rent to pass-through rent	+105 -196 +46	15,709 (260 properties) Period avg. occupancy 96.3%	+309	Newly Acquired Assets Increases from FP2017/1&2017/7 acquisitions Same Store Peak season increase	+145 +163
Operating Income	<b>7,727</b> (Depreciation: 2,568) (Property taxes: 823	<b>7,663</b> (Depreciation: 2,596) (Property taxes: 836)	-64	Leasing Expenses NeteffectfromFP2016/7&2017/1buy&sellof properties Off-peak season decrease Increase in utility costs & depreciations Increase due to changes in contracts from guaranteed rent to pass-through rent GA Expenses Decrease in management fee & increase in consumption tax settlement	-16 +91 -47 -32	<b>7,723</b> (Depreciation: 2,636) (Property taxes: 847)	+59	Leasing Expenses Increase from FP2017/1&2017/7 acquisitions Peak season increase Increase in depreciation & expensing of property tax  GA Expenses Increase in G & A expenses	-38 -115 -47
Ordinary Income	<b>6,206</b> (Funding cost*: 1,510)	<b>6,210</b> (Funding cost*: 1,432)	+4	Decrease in interest payment from refinancing & debt reduction One off cost related to the public offering	+81 -19	<b>6,386</b> (Funding cost*: 1,334)	+175	Decrease in interest payment from refinancing & debt reduction No one off cost	+101 +20
Net Income	6,205	6,210	+4			6,385	+175		
Drawdown of Retained Earnings**	O	349	+349	Retained earnings after dividend: <b>33.2b</b>	n yen	336	-13	Retained earnings after dividend: <b>32.8b</b>	n yen
Dividend Amount	6,206	6,559	+353			6,721	+162		
EPU (yen)	4,773	4,600	-173	Units issued and outstanding 1,350,000 units	g	4,730	+130	Units issued and outstanding <b>1,350,000 units</b>	j ,
Drawdown of Retained Earnings**	0	259	+259	Begin drawing down (of more than 248 yen per u of retained earnings for temporary difference adj		249	-10		
Dividend per unit (yen)	4,774	4,859	+85			4,979	+120		
FFO per Unit*** (yen)	6,752	6,523	-229			6,682	+159		
FFO Payout Ratio	70.7%	74.5%	<b>+3.8</b> pt			74.5%	<b>+0.0</b> pt		
Total Asset LTV	52.2%	49.7%	<b>-2.5</b> pt			49.7%	<b>+0.0</b> pt		

Funding costs include interest payments for loans and bonds as well as other finance fees. \*\*\* When calculating the changes of FFO per unit, decimals are ignored.
 "Retained Earnings" means "Dividend Reserve" or from Jan. 2017 "Retained Earnings for Temporary Difference Adjustment. \*\*\*\* Number of units issued and outstanding are assumed to be 1,350,000 at the end of FP 2017/1

# **DPU Growth Driver**



# Emphasis on DPU & NAV/Unit Growth While Responding to Changes in Business Environment

#### **Internal Growth**

Pursue Rent Increase
While Controlling Leasing Expenses

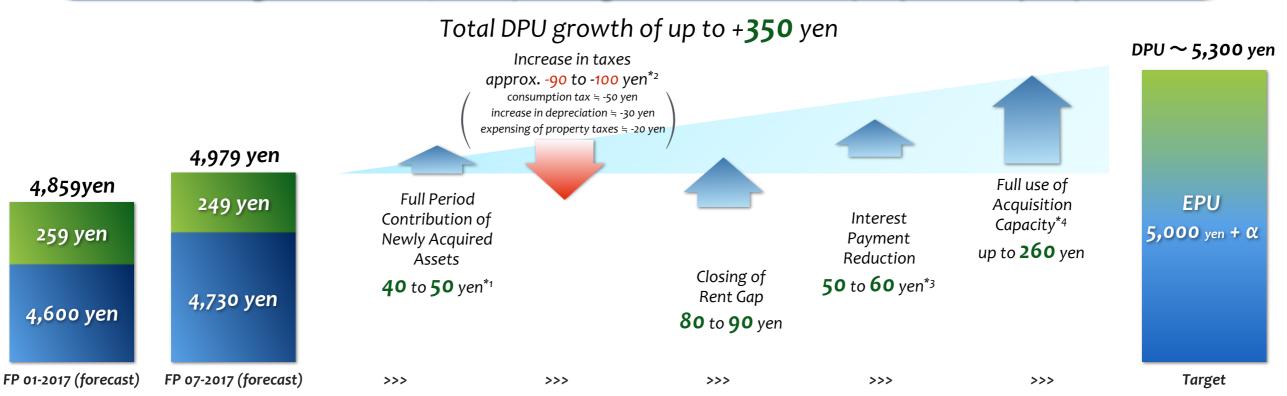
#### **External Growth**

Acquisition Mainly by Sponsor Sourcing and Negotiated Transactions, Thereby, Avoiding the Heated Market

#### **Finance Policy**

Long-term Fixed Interest Rate Borrowing, Maturity Diversification & Reduce Funding Cost

Aiming to reach EPU of 5,000 yen +  $\alpha$ , DPU of up to 5,300 yen, through rent increase, lower financing cost and utilization of acquisition capacity



Assumptions are that the 2,500 units of third party allotment will be executed in full and the issued amount of ADR's units will be 1,350,000 units and the number of outstanding units were to stay unchanged in this slide.

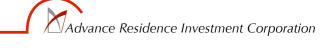
<sup>\*1</sup> Full period contribution of three assets acquired between March to April 2017, where the total acquisition price amounting to 5.7 billion yen.

<sup>\*2</sup> Used the assumptions in the earnings guideline disclosed in the FP07-2016 Tanshin (Japanese Preliminary Fiscal Report). Consumption tax rate is assumed to be raised from 8% to 10%. Restoration works expected to be executed in FP01-2018 & 07-2018 are included in the calculation of depreciation projection.

<sup>\*3</sup> Interest payment reduction is based on the assumption that debts maturing in FP01-2018 & FP07-2018 will be refinanced with an interest rate equivalent to what was achieved in FP01-2016 & 07-2016.

<sup>\*4</sup> Acquisition capacity is calculated using total asset LTV of 53% as a limit where acquisitions are financed solely on debts. Calculation is made on forecast figures of total assets and outstanding interest bearing debts for FP07-2017. The contributions to the EPU and DPU are calculated using yield after depreciation of asset to be acquired in FP01-2017, funding cost and G & A expense projections for FP01-2018.

## Note





# Appendix

## **Balance Sheet**



Fiscal Period Ending July 31	, 2016 in thousands yen
Assets	
Current assets	
Cash and deposits	16,504,881
Cash and deposits in trust	9,348,598
Operating accounts receivables	206,960
Short-term investment securities	-
Prepaid expenses	390,904
Other	5,594
Allowance for doubtful accounts	△ 12,475
Current assets	26,444,463
Fixed assets	
Property, plant and equipment	<b>C.</b>
Buildings	64,479,451
Structures	16,568
Machinery and equipment	41,540
Tools, furniture and fixtures Land	89,192 70,312,696
Buildings in trust	130,411,409
Structures in trust	92,936
Machinery and equipment in trust	90,715
Tools, furniture and fixtures in trust	237,124
Land in trust	150,205,767
Construction in progress	70,264
Property, plant and equipment	416,047,668
Intangible assets	1 / 1//
Leasehold right	1,071,902
Leasehold right in trust	2,112,702
Other	111
Intangible assets	3,184,717
Investments and other assets	
Securities investments	-
Long-term prepaid expenses	820,670
Guarantee deposits	517,397
Guarantee deposits in trust	1,026,585
Other	1,632
Investments and other assets	2,366,284
Fixed assets	421,598,670
Deferred assets	
Investment unit issuance expenses Investment corporation bond issuance costs	1,359
Deferred assets	115,523
Total Assets	116,883 448,160,017
Vance Residence Investment Cornoration All Rights Reserved	440,100,017

Fiscal Period Ending July 31, 20	in thousands yen
Liabilities	
Current liabilities	
Operating accounts payable	343,305
Current portion of investment corporation bond	12,000,000
Current portion of long-term loans payable	24,500,000
Accounts payable-other	1,314,314
Accrued expenses	170,320
Accrued consumption taxes	42,498
Advances received	57,126
Other	26,374
Current liabilities	38,453,939
Long-term liabilities	
Investment corporation bond	29,500,000
Long-term loans payable	167,864,329
Tenant leasehold and security deposits	1,229,004
Tenant leasehold and security deposits in trust	3,197,112
Long-term liabilities	201,790,445
Liabilities	240,244,385
Net assets	
Unitholders' equity	
Unitholders' capital, gross	114,936,698
Surplus	
Capital surplus	53,220,279
Reserve for dividend	33,552,162
Unappropriated retained earnings (undisposed loss)	6,206,491
Surplus	92,978,933
Unitholders' equity	207,915,632
Net assets	207,915,632
Liabilities and net assets	448,160,017

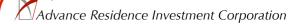
# **Profit and Loss Statement**



Fiscal Period Ending July 31, 2016 (from February 1, 2016 to July 31, 2016)	in thousands yen
Operating revenue	
Rent revenue-real estate	15,444,051
Dividend income	-
Gain on sales of real estate properties	<u>-</u>
Operating revenue	15,444,051
perating expenses	
Expenses related to rent business	6,092,317
Loss on sales	3,837
Asset management fee	1,116,385
Asset custody fee	9,670
Administrative service fees	60,628
Directors' compensations	3,600
Taxes and dues	239,631 3,883
Provision of allowance for doubtful accounts Bad debts expenses	
Other operating expenses	90 186 <b>,</b> 187
Operating expenses	7,716,233
Operating income	7,727,818
on-operating income	7,7-7,0.0
Interest income	10,182
Interest on securities	728
Reversal of distributions payable	1,712
Claim compensation income	-
Other	372
Non-operating income	12,996
on-operating expenses	
Interest expenses	1,037,562
Interest expenses on investment corporation bonds	212,764
Amortization of investment unit issuance expenses	1,359
Amortization of corporation bonds issuance expenses	17,634
Investment unit issuance expenses	1,421
Borrowing related expenses	260,255
Other	3,355
Non-operating expenses	1,534,354
Ordinary income	6,206,459
ncome before income taxes	6,206,459
ncome taxes-current	605
ncome taxes let income	605 6,205,854
Retained earnings brought forward	6,205,654
Jnappropriated retained earnings (undisposed loss)	6,206,491
mappi opriated retained earnings (undisposed loss)	0,200,491

Fiscal Period Ending July 31, 2016 (from February 1, 20156 to July 31, 2016)	in thousands yen
A. Revenue from Property Leasing	
Rental	
Rent income	13,727,850
Facility charge	687,268
Parking fee	442,620
Subtotal	14,857,738
Other revenues related to property leasing	
Income from leasing rights, etc.	72,903
Miscellaneous income	513,409
Subtotal	586,312
Total revenues from property leasing	15,444,051
B. Rental Expenses	
Taxes and Duties	823,752
Property management fees	1,087,353
Utilities	243,723
Repairs and maintenance	505,055
Insurance	24,758
Trust fee	73,123
Other rental expenses	765,773
Depreciation and amortization	2,568,776
Total rental expenses	6,092,317
C. Operating Income from Property Leasing Activities (A-B)	9,351,734

# Results for Fiscal Period ended July 2016 from February 1, 2016 to July 31, 2016

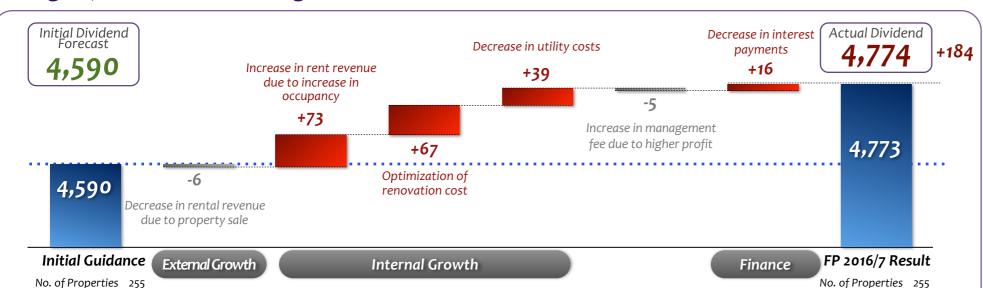


in million you

#### Maintained High Occupancy, Decreased Funding Cost

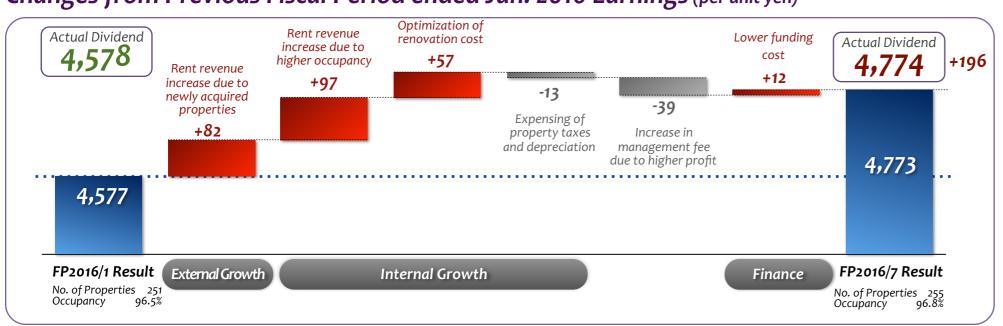
Occupancy

#### Changes from Initial Earnings Guidance (per unit yen)



in million y					
	Initial Guidance	FP Jul. 2016 Results	diff		
Revenue	15,363	15,444	+80		
Operating income	7,509	7,727	+217		
Ordinary income	5,967	6,206	+238		
Net income	5,967	6,205	+238		
Earnings per unit (yen)	4,590	4,773	+183		
Dividend per unit (yen)	4,590	4,774	+184		

#### Changes from Previous Fiscal Period ended Jan. 2016 Earnings (per unit yen)



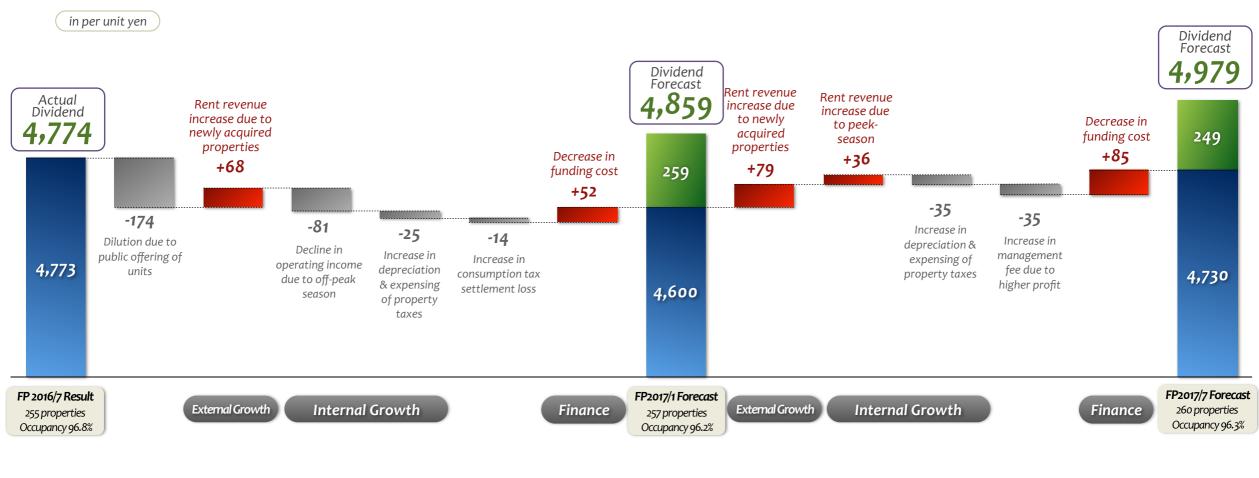
	in million yer				
	FP Jan. 2016 Results	FP Jul. 2016 Results	diff		
Revenue	15,082	15,444	+361		
Operating income	7,489	7,727	+238		
Ordinary income	5,951	6,206	+254		
Net income	5,951	6,205	+254		
Earnings per unit (yen)	4,577	4,773	+196		
Dividend per unit (yen)	4,578	4,774	+196		

Occupancy

# Earnings Guidance for FP Jan. 2017 & July 2017

Advance Residence Investment Corporation

#### Aiming for EPU Growth, Dividend with Low Downward Risk





in million yen	FP 2016/7 Result (a)	FP 2017/1 Forecast (b)	diff (b-a)	FP 2017/7 Forecast (b)	diff (c-b)
Revenue	15,444	15,399	△44	15,709	+309
Operating income	7,727	7,663	△64	7,723	+59
Ordinary income	6,206	6,210	+4	6,386	+175
Net income	6,205	6,210	+4	6,385	+175
Farnings nor unit (von)	4.772		^ ·	4.500	
Earnings per unit (yen)	4,773	4,600	△173	4,730	+130
Drawdown of Reserve (yen)	-	259	+259	249	△10
Dividend per unit (yen)	4,774	4,859	+85	4,979	+120

# Portfolio Diversification Policy

Advance Residence Investment Corporation

	Investment Degions*1	Investme	nt ratio*²			
	Investment Regions*1	Originally	Revised			
To	Tokyo 23 Wards					
	Tokyo Central 7 Wards	40 <b>~</b> 60%	70 ~ 100%			
	Central Tokyo ex 7 Wards	20 ~ 40%	100%			
0	Other Regions					
	Tokyo Metropolitan (ex. Tokyo 23 Wards)	5 ~ 20%	o~ 30%			
	Major Regional Cities	5 ~ 20%				

Revised the investment region by simplifying the category to just two, Tokyo 23 Wards and Other Regions and set the Investment ratio guideline for each region.

Unit types	Investment ratio*3
Single	~ 50%
Compact	20 ~ 40%
Family	20 ~ 40%
Large	~ 10%

• In addition to the above, we invest in the following unit type.

Unit types	Investment ratio*3
Dormitory	up to 20%

#### \*Note

- Of the Tokyo 23 Wards, Chiyoda, Shibuya, Shinjuku, Meguro, Setagaya and Shinagawa wards are classified as Tokyo Central 7 Wards and the remaining wards are classified as Central Tokyo. Other Regions are Tokyo Metropolitan Area (Tokyo Metropolis excluding the Tokyo 23 Wards, prefectures of Kanagawa, Saitama and Chiba) and Major Regional Cities.
- Investment ratios are calculated based on acquisition price.
- Investment ratios are calculated based on leasable area.

#### **Unit-type Definition**

Number of Bedrooms	~3om¹	~4omí	~5omí	~6omí	~7omí	~8omí	~90m²	over 90m
Studio	S	S	С	С	L	L	L	L
1 Bedroom	S	С	С	С	L	L	L	L
2 Bedroom	-	C	С	F	F	F	F	L
3 Bedroom	-	-	F	F	F	F	F	L
4 Bedroom ~	-	-	-	-	F	F	F	L

#### Floor plan

Studio 1R, 1K, STUDIO 1Bedroom 1DK, 1LDK

2Bedroom 2DK, 2LDK, 1LDK+S 3Bedroom 3DK, 3LDK, 2LDK+S

4Bedroom ∼ 4DK, 4LDK, 3LDK+S, or units with more rooms

#### Unit types

Single Type Units mostly for singles

**Compact Type Units** mostly for singles, couples or small families **Family Type Units** 

mostly for families

L = Large Type Units mostly for foreign executives

**Dormitory Type Units** 

The units share common bathrooms and laundry spaces within in the property

Life & Senior House Kohoku 2, College Court Tanashi and Cocofump Hiyoshi are categorized as Dormitory type due to their characteristics

# Building a High Quality Portfolio

as of April. 18, 2017

#### Acquisitions and Dispositions Since the Merger

	Acquisitions	Dispositions
No. of Properties	115	43
Total Value (Acquisition Price)	166.3 bn yen	69.6 bn yen
Weighted Average NOI Yield	<b>5.8</b> %* <sub>1</sub>	4.6%*2
Weighted Average Building Age*3	<b>4.8</b> yrs	<b>13.3</b> yrs

#### Improving Yield and Reducing Average Age

at the time of merger

after the transactions

**Book Value NOI Yield** 

**Building Age** 

5.2%

13.5vrs\*5

**\** 

5.7%\*

11.0<sub>yrs</sub>

#### **Balanced and Diversified Acquisition Sources**

Transactions since the Merger	The Sponsor Group*6*7	Bridge Funds*8	ridge Funds • 8 Third party and Others	
No. of Properties	25	42	48	115
Total Acquisition Value (bn yen)	43.4	52.4	70.5	166.3
Share of Sources	26.1%	31.5%	42.4%	100%

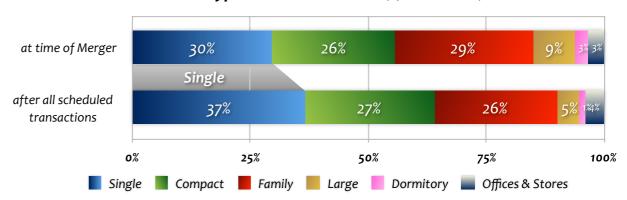
#### Acquisition Focused on Single-type Units

in number of residential units

Advance Residence Investment Corporation

	Single	Compact	Family	Large	Dormitory	Others	Total
Tokyo Central 7 Wards	+858	+1	-37	-170	0	-1	+651
Central Tokyo ex 7	+1,893	+721	+431	+13	0	+13	+3,071
Tokyo 23 Wards	+2,751	+722	+394	-157	o	+12	+3,722
Tokyo Metropolitan	+440	+10	-105	0	-748	-4	-407
Major Regional Cities	+1,807	+1,098	+323	+63	0	О	+3,291
Other Regions	+2,247	+1,108	+218	+63	-748	-4	+2,884
Total	+4,998	+1,830	+612	-94	-748	+8	+6,606

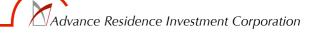
#### Unit type Investment Ratio (by leasable area)



The figures in this slide are all based on data as of April 18, 2017.

- \*1 Weighted average NOI yield of acquisitions
- = Total annual NOI as entered on the appraisal of acquisitions + Total of the acquisition prices × 100%
- \*2 Weighted average NOI yield of dispositions = Total actual annual NOI ÷ Total of the historical acquisition prices × 100
- \*3 Weighted average building age is acquisition price weighted average as of the time of acquisition or disposition. Properties that will be acquired between after FP2016/7 to April 18, 2017, where the scheduled acquisition date have a range in the date, the most latest date is used to calculate the average age.
- \*4 The following figures are used to calculated the Book Value NOI Yield. Annualized NOI ÷ FP2016/7 end book value, where the NOI is annualized using the actual days in operation during the FP2016/7. For the asset acquired after end of FP2016/7 to April 18, 2017, the appraisal NOI is used for annualized NOI and the acquisition price is used for book value.
- \*5 Weighted Average age of buildings held at the time of merger as of April 18, 2017.
- \*6 The **Sponsor Group** applies to Itochu Corporation, who is the parent company of ADR's asset management company, and its subsidiaries.
- \*7 The assets acquired from the **Sponsor Group** includes 19 properties developed by the **Sponsor Group** and 6 properties which were not developed but warehoused according to Advance Residence's request. The 19 properties' acquisition price total is 34.2 billion yen. The 6 properties' acquisition price total is 9.1 billion yen.
- \*8 Bridge Funds are property funds which are often TK and where ADR has a right of first refusal on the assets under management.

# Senior Housing Market



#### **Investment Policy**

#### **Growing Senior Housing Market**

#### **Risk Premium Consideration**

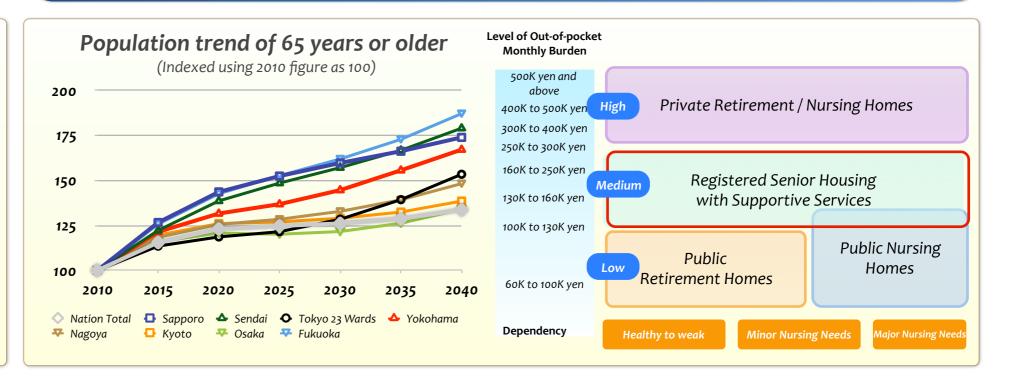
Considering operational risks and possibility of issues arising from operator collecting upfront lump-sum payment from tenants, certain amount of risk premium must be accounted.

With the recent rise in price, reasonably priced properties are currently non-existent.

#### Preference Towards RSHSS

Between private nursing home and Registered Senior Housing with Supportive Services (RSHSS), RSHSS are the preferred type of asset.

They are easier to convert to regular rental multifamily residence and are more stable to operate having an affordable move-in fee (2 month deposit) and a relatively low rent burden.



#### **Senior Housing Holdings**

#### S-29 Cocofump Hiyoshi FP 07-2016 Actual NOI Yield **6.7**% Advantages Specifics 8 min walk from Yokohama Subway Residential area Location Green line, Hiyoshi-Honcho Station Day service, home nursing, Facilities to **Feature** provide medical pharmacy, nursing office, medical Low upfront Rent Pay only 2 mth. deposit upfront Contract payment, Larger than Size Acquisition price: 1,050 million yen minimum 500 Part of TSE 1st Gakken Cocofump Corporation\* Operator Sect. listed Group

# Area Tokyo Metropolitan Location Yokohama, Kanagawa Acquisition price 1,670 million yen No. of rentable units 78 units Seikatsu Kagaku Un-Ei Co.,Ltd.

S-22 Life & Senior House Kohoku 2

<sup>\*</sup> Gakken Cocofump Corporation is a leading operator of Registered Senior Housing with Supportive Services (RSHSS), operating 76 RSHSS as of Sept. 23, 2016.

# Dormitories and Student Apartments

Advance Residence Investment Corporation as of Apr. 18, 2017

No. of properties

Actual NOI vield\*

Occupancy (Residential portion)

No of rentable units

Total of acquisition price

Investment ratio of portfolio

19 properties

6.3%

1,709 units

18,099 million yen

Actual NOI yield = FP July 2016 actual annualized NOI ÷ book value × 100%.

#### **Dormitories**

No. of dormitories serving breakfast and dinner

**2** properties

### **Student apartments**

Student apartments are normal apartments but where the new tenants are on the whole exclusively students.

**17** properties

#### R-2 RESIDIA Imadegawa Actual NOI yield **6.6**% Kyoto, Kyoto 154 units Feb. 1999

#### **S-11** TOKYO Student-House Wako



Actual NOI yield 6.6%

Location No of units Completion Date Wako, Saitama 127 units Apr. 1990

#### P-3 RESIDIA Nakameguro Actual NOI yield 6.1%



No of units

Meguro-ku, Tokyo 88 units Feb. 2005

#### C-66 RESIDIA Takashimadaira



lo of units ompletion

Itabashi-ku, Tokyo 45 units Feb. 2007

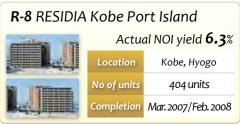
Actual NOI yield **5.7**%

#### C-74 RESIDIA Nerima



Location Nerima-ku, Tokyo 34 units No of units Mar. 2005

Actual NOI yield **5.6**%



#### P-85 RESIDIA Komazawa

Actual NOI yield **6.2**%



Setagaya-ku, Tokyo 59 units Oct. 2008

#### C-67 RESIDIA Shimurasakaue

C-68 RESIDIA Shimurasakaue II



Actual NOI yield 5.4% Itabashi-ku, Tokyo Location 44 units Feb. 2007

#### C-77 RESIDIA Ogikubo II



Actual NOI yield 5.0% Location Suginami-ku, Tokyo 36 units Completion Mar. 2007

#### R-38 RESIDIA Hirosedori Actual NOI yield 7.3% Sendai, Miyagi Location No of units 63 units Feb. 2010

#### S-23 College Court Tanashi



Actual NOI yield 7.8%

Location No of units **Completion Date**  Nishi-Tokyo, Tokyo 91 units Feb. 2010

#### C-28 RESIDIA Oji



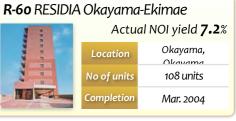
Actual NOI yield 6.3% Kita-ku, Tokyo No of units 61 units Completion Feb. 2005

Actual NOI vield **5.6**% Itabashi-ku, Tokyo 94 units No of units ompletion Mar. 2007

#### S-15 RESIDIA Okurayama Actual NOI yield 5.9%



lo of unit 64 units Completion Mar. 1998



#### C-50 RESIDIA Shin-Itabashi

Actual NOI yield **6.4**%

67 units

Aug. 2009



Itabashi-ku, Tokyo

C-69 RESIDIA Shimurasakaue III Actual NOI yield **5.6**% Itabashi-ku, Tokyo Location 36 units Mar. 2007

#### S-30 RESIDIA Sagamihara

Actual NOI yield **6.4**%



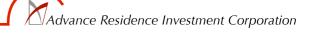
Location

Sagamihara, Kanagawa 111 units May 2004

#### R-61 RESIDIA Kyoto-Okazaki

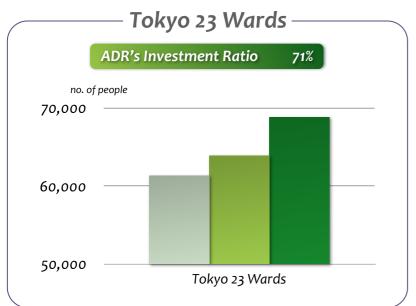
Actual NOI yield **5.8**% Kyoto, Kyoto 23 units Mar. 2005

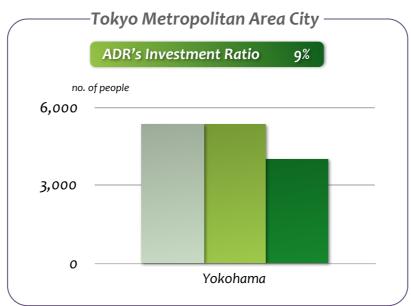
# Internal Migration Statistics

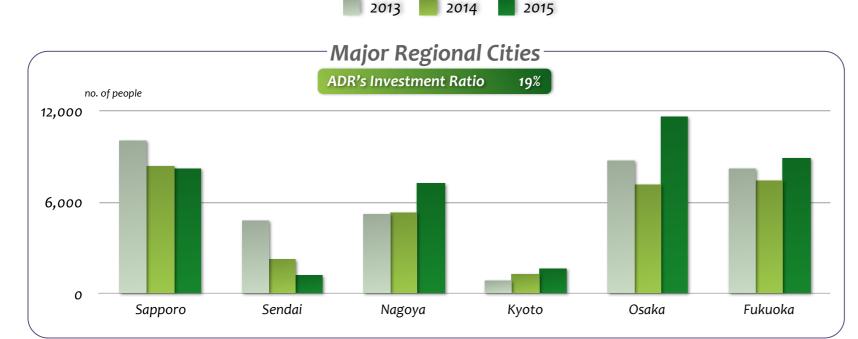


## Population Inflow to Central Tokyo and Major Regional Cities Continues

## Migration Statistics of Major Cities in Japan

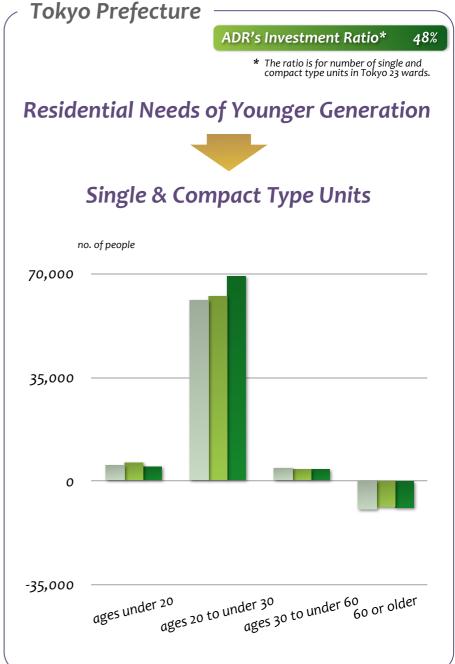






#### Net Inflow is Pre-dominantly Younger Generation

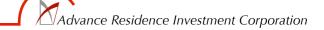
## Tokyo's Population Inflow by Age Group



Source:

"Report on Internal Migration in Japan" Statistics Bureau, Ministry of Internal Affairs and Communications (2015); "Report on Internal Migration" Statistics Division

# **Housing Starts**



ADR's Investment Ratio in the Region

19%

## Housing Starts Halved from the Peak since Lehman Shock



Source: Ministry of Land, Infrastructure, Transportation and Tourism, Policy Bureau, Information Policy Division, Construction Statistics Office "Housing Starts" (RC and SRC Construction Rented Collective Housing) (2015)

ADR's Investment Ratio in the Region

9%

# Measures to Reduce Rent Declines Caused by Aging

#### Advance Residence Investment Corporation

## Rents Decline due to Aging

Supply of new properties

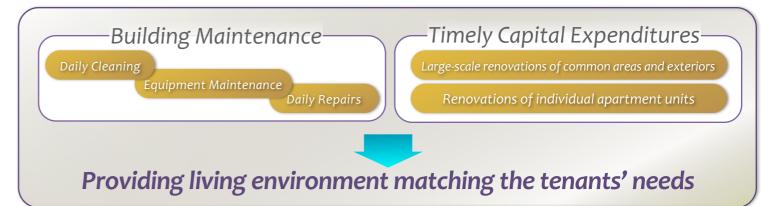
Equipments become obsolete

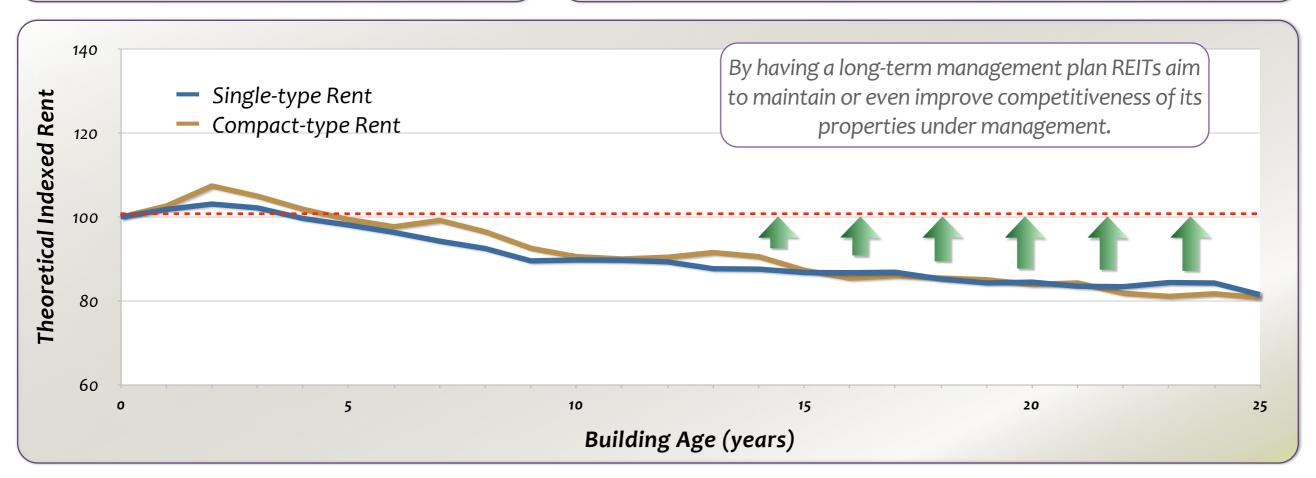
Quality decline due to wearing

Change in tenants' needs

Gradual decline in Competitiveness

# Measures taken to prevent or reduce rent declines





<sup>\*</sup> Figures are indexed theoretical rent categorized by year and building age using actual rents provided by At Home Co., Ltd., of which Sumitomo Mitsui Trust Research Institute Co., Ltd. statistically processed using hedonic method.

<sup>\*</sup> Analysis was conducted separately between rent data from single-type units (18m² to 30m²) and compact-type units (30m² to 60m²) of apartment in 23 wards of Tokyo.

# Renovation Examples in ADR's Properties

Advance Residence Investment Corporation

## By taking proper measures competitiveness can be maintained

Examples of Measures Taken

#### P-73 RESIDIA Shibaura

Common area renovation Cost:128million yen



before

Building age 25 years

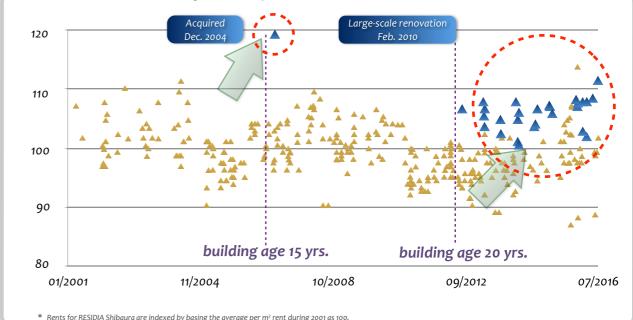


Individual apartment unit upgrading renovations Cost: 3,490 thousand yen/unit (of which 887 thousand yen is for the upgrade)





### Impact of the measures taken



\* Rents for RESIDIA Shibaura are indexed by basing the average per m<sup>2</sup> rent during 2001 as 100

#### S-19 RESIDIA Kichijoji



Building age 21 years

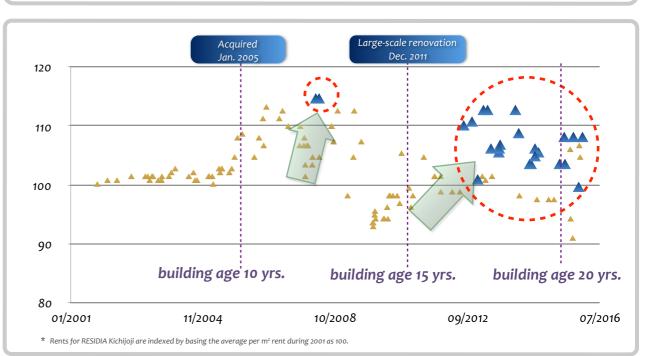




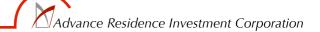




before



# **Brand Strategy**



## The Brand



### **Tenant Services**

#### **RESIDIA Customer Support**

24hours, 7days a week, RESIDIA customer support for tenants. Providing housekeeping services (ex. cleaning) and emergency responses (ex. water leak, key lost), etc.

### **Moving Support from RESIDIA to RESIDIA**

If RESIDIA tenants move to other RESIDIA apartments, tenants do not have to pay key money nor broker fee. Therefore tenants can save moving cost and ADR can keep high occupancy.

**Handing out Emergency Kits** (only for tenants in Metropolitan Area properties)
Handed out to any tenants who requested, provisions, helmets, portable toilet, etc.

#### **KAJITAKU ~Tenant Service~**

"KAJITAKU" provides housekeeping services.



### **Branding through Leasing Website & Building Signs**





RESIDIA Shibuya Building Sign

RESIDIA Leasing Website <a href="http://www.residia.jp/">http://www.residia.jp/</a>

# Sustainability



## Mid to Long-term Measures to Retain & Increase Asset Value & Raise Unitholders Value

#### **Environmental Considerations**

#### **\*** Installation of LED Lightings

Lightings for common area of **2** properties replaced with energy conserving LED. (LED lightings installed in **29** properties at the end of July 2016)

#### **\*** Large-Scale Repairs and Equipment Renewals and Upgrades

Retain asset value, extend economic life and reduce carbon footprint through repairs, renewals and upgrades.

During the Fiscal Period July 2016 large-scale repairs done on **1** properties, value enhancement works on **41** units of **13** properties.

(Track record since the merger\*: large-scale repairs on 19 properties, upgrades on 19 properties 194 units)

\* as of Sept. 26, 2016

#### **Contribution to the Community**

- \* Installation of Vending Machine w/ Donation Functionality
  The vending machines are installed in **24** properties.
- st Installation of AEDs

AEDs that are open to public use are installed in 42 properties.

\* Emergency Maps

Emergency maps showing evacuation routes, available in common area of **255** properties.

\* Distributing Emergency Kits

Distributed **1,155** emergency kits to tenants. (the kit consists of emergency rations, helmets, portable toilets, etc.)





100

AED

Emergency Map







#### **DBJ Green Building Certification**

DBJ Green Building Awarded to 5 properties\*\*



Properties with exceptionally high environmental & social awareness

NO.1 Highest Number of Residential Certificate Awarded \*\*\*



P-76 Park Tower Shibaura Bayward Urban Wing

#### Participated in GRESB Survey 2016

In 2016, ADR continued to participate in the GRESB Survey, after being the first residential J-REIT to participate in the survey in 2014.



2016 GRESB Survey Result

Green Star

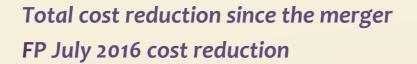
GRESB is an industry-driven organization committed to assessing the sustainability performance of real estate portfolios (public, private and direct) around the globe. The dynamic benchmark is used by institutional investors to engage with their investments with the aim to improve the sustainability performance of their investment portfolio, and the global property sector at large.

<sup>\*\*</sup> The five properties are P-50 RESIDIA Nishi-Azabu, P-55 RESIDIA Tower Meguro-Fudomae, P-76 Park Tower Shibaura Bayward Urban Wing, C-65 RESIDIA Tower Kami-Ikebukuro and S-20 Pacific Royal Court Minato Mirai Ocean Tower.

<sup>\*\*\*</sup> Based on materials published by Development Bank of Japans as of July 31, 2016 and consolidated by AD Investment Management Co., Ltd.

# Lowering Costs through Economy of Scale

Advance Residence Investment Corporation



352 million yen / annum23 million yen / annum



<sup>\*</sup>All un-shown decimals are rounded down

# **Debt Structure**



# The Lineup of 26 Lenders Includes 3 mega banks, 3 major trust banks

as of July 31, 2016

### **Investment Corporation Bonds**

Issue Date Maturity	Sept. 2011	Apr. 2012	Sept. 2012	Apr. 2013	Nov. 2013	Apr. 2014	Apr. 2015	Oct. 2015	Jun. 2016
3 yrs		#15 * 4 bn yen 0.86%							
5 yrs	#13 8 bn yen 1.27%	#16 4 bn yen 1.08%	#17 8 bn yen 0.87%					#23 1.5 bn yen 0.326%	
7 yrs	#14 2 bn yen 1.68%		#18 4 bn yen 1.23%						
10 yrs				#19 3 bn yen 1.32%		#21 2.5 bn yen 1.04%	#22 2 bn yen 0.726%	#24 1.5bn yen 0.846%	
12 yrs		idential J-REIT 2 and 15 year bon	nds		#20 2 bn yen 1.41%				
15 yrs									#25 3.obn yen 0.90%

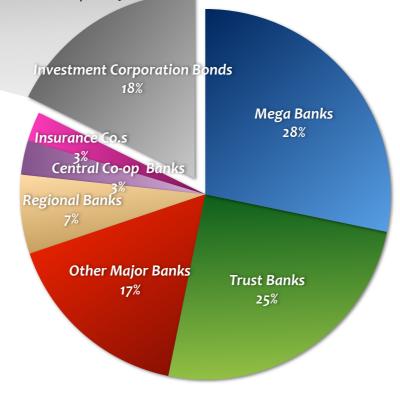
\* #13 has been redeemed on Sept. 2016, #15 has been redeemed on April 2015.

### **Total Interest Bearing Debt**

233.8 billion yen

### **Committed Lines of Credit**

Lenders	Term	Outstanding Amount (bn yen)
Sumitomo Mitsui Trust Bank, The Bank of Tokyo-Mitsubishi UFJ Mizuho Bank	3 y	20.0



## Loans

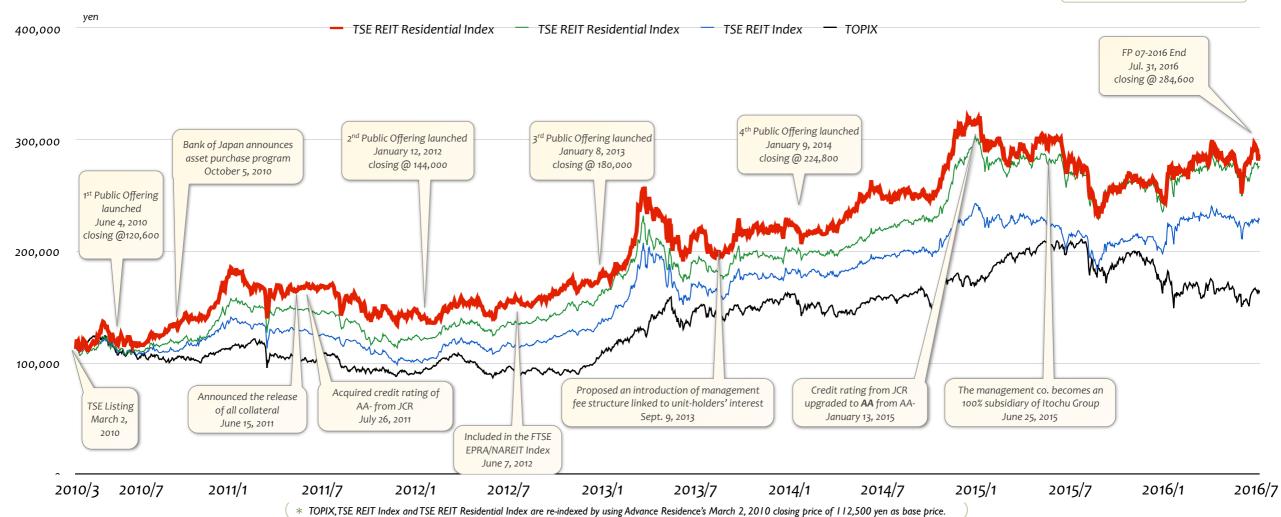
Lenders	Loan Outstanding (bn yen)	% share
Sumitomo Mitsui Trust Bank	30.4	15.8
The Bank of Tokyo-Mitsubishi UFJ	30.4	15.8
Mizuho Bank	18.6	9.7
Sumitomo Mitsui Banking	17.0	8.9
Mitsubishi UFJ Trust & Banking	16.8	8.7
Development Bank of Japan	13.7	7.2
MIzuho Trust & Banking	11.1	5.8
Aozora Bank	10.6	5.5
Resona Bank	8.4	4.4
The Norinchukin Bank	7.0	3.6
Shinsei Bank	6.0	3.1
The Bank of Fukuoka	5.0	2.6
Taiyo Life Insurance	3.0	1.6
The Nishi-Nippon City Bank	2.6	1.4
The Yamaguchi Bank	2.5	1.3
Tokio Marine & Nichido Fire	1.0	0.5
Mitsui Sumitomo Insurance	1.0	0.5
Nippon Life Insurance	1.0	0.5
The Gunma Bank	1.0	0.5
The Kagawa Bank	1.0	0.5
The Iyo Bank	1.0	0.5
The 77 Bank	1.0	0.5
The Tokyo Tomin Bank	0.5	0.3
The Hiroshima Bank	0.5	0.3
The Chugoku Bank	0.5	0.3
The Bank of Kyoto	0.5	0.3
Total	192.3	100

# **Unit Price Chart**

Advance Residence Investment Corporation

Key Figures	FP 01-2011	FP 07-2011	FP 01-2012	FP 07-2012	FP 01-2013	FP 07-2013	FP 01-2014	FP 07-2014	FP 01-2015	FP 07-2015	FP 01-2016	FP 07-2016
Market capitalization	168.8 bn yen closing @172,300	158.9 bn yen closing @162,200	134.7 bn yen closing @137,500	168.1 bn yen closing @152,900	209.1 bn yen closing @190,100	245.6 bn yen closing @198,100	269.3 bn yen closing @217,200	319.1 bn yen closing @245,500	391.9 bn yen closing @301,500	351.6 bn yen closing @270,500	338.6 bn yen closing @260,500	369.9bn yen closing @284,600
Daily Average Trading volume	0.44 bn yen 3,247 units	0.31 bn yen 1,917 units	0.27 bn yen 1,907 units	0.46 bn yen 3,160 units	0.54 bn yen 3,208 units	1.29 bn yen 6,055 units	0.68 bn yen 3,174 units	0.62 bn yen 2,684 units	0.81 bn yen 2,922 units	0.92 bn yen 3,181 units	0.85 bn yen 3,344 units	1.26 bn yen 4,512 units
LTV (Total assets base)	52.4%	53.5%	54.6%	53.7%	53.8%	51.2%	52.1%	51.0%	50.1%	51.6%	51.4%	52.2%
NAV per Unit (yen)	152,749	154,360	156,459	155,966	158,313	164,311	171,850	182,367	198,261	207,281	216,739	223,586
ex Dividend Reserve (yen)	113,307	117,984	120,504	124,465	127,061	136,917	144,656	156,497	172,452	181,471	190,929	197,776
BPS (yen)	159,564	156,548	156,140	152,689	152,440	153,020	152,821	155,220	155,160	155,161	155,161	155,161
ex Dividend Reserve (yen)	120,122	120,172	120,185	121,188	121,188	125,626	125,626	129,351	129,351	129,351	129,351	129,351
Implied CAP rate	5.3%	5.5%	5.6%	5.4%	4.8%	4.7%	4.5%	4.3%	3.8%	4.1%	4.2%	4.1%

\*NAV and BPS are ex-dividend figures



# Major Unitholders

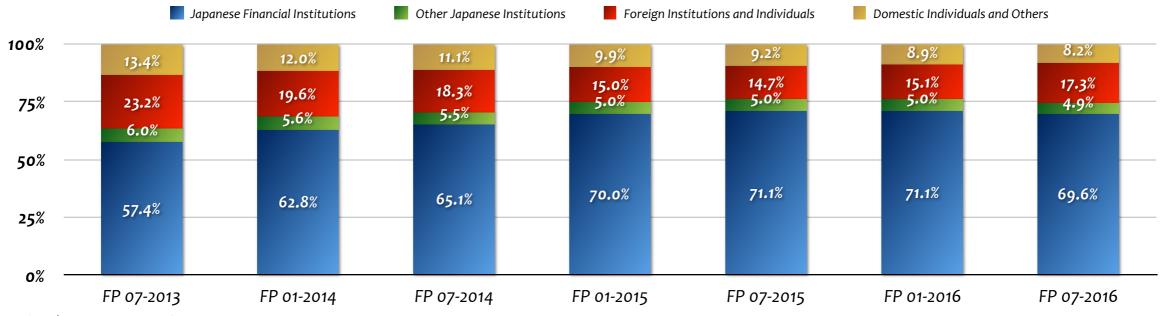
Advance Residence Investment Corporation

## **Increase in Overseas Ownership**

as of July 31, 2016

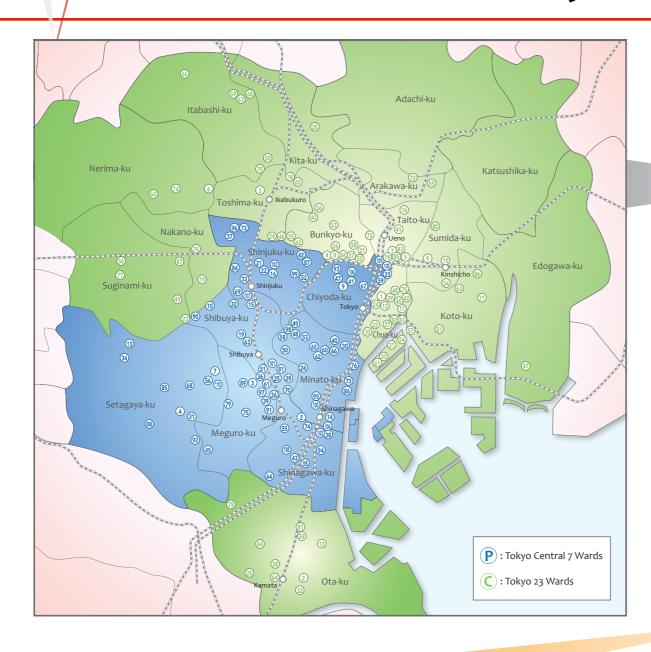
	Number	of Units	Number of	Unitholders
	Units	(%)	Unit-holders	(%)
Japanese Financial Institutions	904,295	69.6%	189	1.1%
Trust Banks	636,534	49.0%	14	0.1%
Regional Banks	131,017	10.1%	57	0.3%
Life Insurance	53,774	4.1%	10	0.1%
Securities Companies	28,117	2.2%	22	0.1%
Casualty Insurance	17,420	1.3%	7	0.0%
Credit Unions & Co-ops	20,241	1.6%	37	0.2%
Shinkin Banks	14,603	1.1%	41	0.2%
City Banks	2,589	0.2%	1	0.0%
Other Japanese Corporations	63,291	4.9%	267	1.5%
Foreign Corporations and Individuals	225,316	17.3%	276	1.6%
Domestic Individuals and Others	107,098	8.2%	16,828	95.8%
Total	1,300,000	100.0%	17,560	100.0%

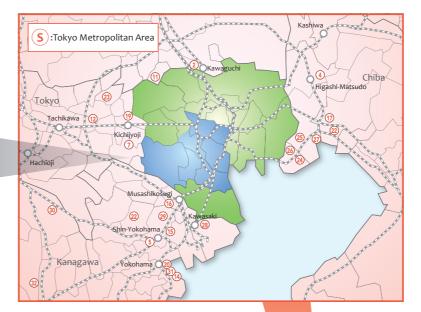
Name of Unitholders	Holdings (units)	% share of issued and outstanding
Japan Trustee Services Bank, Ltd. (Tr. Acc.)	335,096	25.8%
The Master Trust Bank of Japan ,Ltd (Tr. Acc.)	129,942	10.0%
Trust & Custody Services Bank, Ltd. (Securities Inv. Tr. Acc.)	78,198	6.0%
The Nomura Trust and Banking Co., Ltd. (Inv. Tr. Acc.)	47,015	3.6%
ITOCHU Corporation	34,800	2.7%
Trust & Custody Services Bank, Ltd. (Cash in Tr. Taxable Acc.)	15,862	1.2%
The Fuji Fire and Marine Insurance Co., Ltd.	14,382	1.1%
State Street Bank and Trust Company 505001	14,373	1.1%
State Street Bank - West Pension Fund Clients - Exempt 505233	13,773	1.1%
Mizuho Trust & Banking Co., Ltd.	11,257	0.9%



# Portfolio Map

Advance Residence Investment Corporation





as of April. 18, 2017





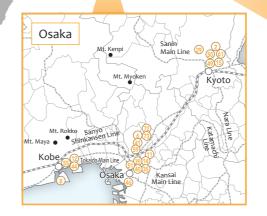




No. of Properties
260
(including assets -to-be-acquired)









# Portfolio

Advance Residence Investment Corporation

(as of July 31, 2016)

																					(as of .	July 31	, 2016)
No.	Property Name	Location	Completion Date	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)	Appraisal Price (mil yen)	Book Value (mil yen)	Unrealized Profit and Loss (%)	DMI	Period End Occupancy	No.	Property Name	Location	Completion Date	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)	Appraisal Price (mil yen)		Unrealized Profit and Loss (%)	PIVII.	Period End Occupancy
P-2	RESIDIA Shimazuyama	Shinagawa-ku, Tokyo	12 - 2004	115	2,860	0.7%	3,060	2,414	26.7%	4.3%	95.8%	P-63	RESIDIA Shibuya	Shibuya-ku, Tokyo	6 - 2006	40	1,250	0.3%	1,510	1,212	24.5%	3.5%	95.4%
P-3	RESIDIA Nakameguro	Meguro-ku, Tokyo	2 - 2005	88	1,730	0.4%	1,990	1,451	37.1%	2.6%	100.0%	P-64	RESIDIA Nakanobu	Shinagawa-ku, Tokyo	11 - 2005	65	1,880	0.4%	2,280	1,783	27.8%	3.4%	95.4%
P-4	RESIDIA Setagaya-Tsurumaki	Setagaya-ku, Tokyo	3 - 2002	28	1,229	0.3%	1,220	1,147	6.3%	7.3%	92.5%	P-65	RESIDIA Azabudai	Minato-ku, Tokyo	2 - 2006	47	1,610	0.4%	1,760	1,555	13.2%	4.6%	95.9%
P-7	RESIDIA Ikejiriohashi	Setagaya-ku, Tokyo	8 - 2005	42	1,230	0.3%	1,350	1,174	14.9%	3.1%	88.6%	P-66	RESIDIA Shibadaimon II	Minato-ku, Tokyo	8 - 2006	48	1,740	0.4%	1,800	1,689	6.5%	3.3%	95.9%
P-9	RESIDIA Kudanshita	Chiyoda-ku, Tokyo	3 - 2004	86	2,270	0.5%	2,540	2,065	23.0%	2.9%	93.6%	P-67	RESIDIA Kanda	Chiyoda-ku, Tokyo	6 - 2006	43	1,140	0.3%	1,390	1,097	26.7%	4.9%	94.6%
P-10	RESIDIA Hatagaya	Shibuya-ku, Tokyo	2 - 2006	35	1,130	0.3%	1,190	1,078	10.4%	7.3%	95.4%	P-68	RESIDIA Sangenjaya II	Setagaya-ku, Tokyo	3 - 2006	34	1,280	0.3%	1,450	1,228	18.0%	4.4%	97.0%
P-13	RESIDIA Sakurajosui	Setagaya-ku, Tokyo	7 - 2006	39	1,120	0.3%	1,250	1,073	16.5%	7.0%	92.7%	P-69 P-70	RESIDIA Nishi-Shinjuku II RESIDIA Hiroo-Minami	Shinjuku-ku, Tokyo	5 - 2007 8 - 2007	74 26	1,830	0.4%	2,130 987	1,732 880	22.9% 12.1%	10.9%	96.5% 86.7%
P-14	RESIDIA Kita-Shinagawa	Shinagawa-ku, Tokyo	2 - 2007	120	2,720	0.6%	2,920	2,577	13.3%	4.3%	100.0%	P-72	RESIDIA Mejiro-Otomeyama	Shibuya-ku, Tokyo	12 - 2002	19	923 974	0.2%	1,060	927	14.3%	4.9%	100.0%
P-15	RESIDIA Yoyoginomori	Shibuya-ku, Tokyo	3 - 2007	22	732	0.2%	718	713	0.7%	4.4%	82.4%	P-73	RESIDIA Mejii o-Otomeyama	Shinjuku-ku, Tokyo Minato-ku, Tokyo	9 - 1991	153	4,670	1.1%	5,460	4,450	22.7%	2.8%	96.8%
P-16	RESIDIA Shinjuku-East III	Shinjuku-ku, Tokyo	2 - 2009	39	750	0.2%	855	731	16.8%	4.4%	97.5%	P-74	RESIDIA Gotenyama	Shinagawa-ku, Tokyo	1 - 2007	16	930	0.2%	914	891	2.6%	7.9%	100.0%
P-19	Leopalace Udagawacho Mansion	Shibuya-ku, Tokyo	8 - 2001	30	588	0.1%	695	567	22.4%	8.2%	100.0%	P-75	RESIDIA Yutenji	Meguro-ku, Tokyo	8 - 2006	118	5,260	1.2%	5,810	5,083	14.3%	7.8%	96.5%
P-19	RESIDIA Shinjuku-East II	Shinjuku-ku, Tokyo		-	-					4 8%	98.8%		Park Tower Shibaura Bayward	-						-			-
P-22	RESIDIA Shinjuku-East		2 - 2004	54	1,380	0.3%	1,610	1,320	21.9%	4.0%	-	P-76	Urban Wing	Minato-ku, Tokyo	5 - 2005	191	9,570	2.2%	10,900	9,048	20.5%	3.6%	97.2%
	,	Shinjuku-ku, Tokyo	8 - 2000	48	941	0.2%	1,090	938	16.1%	5.3%	92.2%	P-79	RESIDIA Kamimeguro	Meguro-ku, Tokyo	1 - 1993	16	878	0.2%	963	851	13.1%	7.7%	100.0%
P-23	RESIDIA Kanda-Iwamotocho	Chiyoda-ku, Tokyo	2 - 2004	65	1,520	0.4%	2,010	1,422	41.3%	4.1%	95.2%	P-81	Windsor House Hiroo	Shibuya-ku, Tokyo	6 - 2003	12	1,750	0.4%	1,440	1,656	-13.1%	4.8%	84.2%
P-24	RESIDIA Azabujuban II	Minato-ku, Tokyo	2 - 2001	37	874	0.2%	1,000	890	12.3%	3.1%	92.1%	P-84	RESIDIA Kita-Shinjuku	Shinjuku-ku, Tokyo	2 - 1997	26	1,460	0.3%	1,590	1,390	14.3%	8.8%	84.6%
P-25	RESIDIA Ebisu	Shibuya-ku, Tokyo	1 - 2001	26	554	0.1%	644	572	12.5%	3.0%	82.3%	P-85	RESIDIA Komazawa	Setagaya-ku, Tokyo	10 - 2008	59	870	0.2%	1,170	844		10.0%	100.0%
P-26	RESIDIA Meguro	Shinagawa-ku, Tokyo	10 - 1999	20	722	0.2%	737	739	-0.4%	6.2%	84.7%	P-86	RESIDIA Shibaura KAIGAN	Minato-ku, Tokyo	1 - 2010	72	2,400	0.6%	2,920	2,367	23.3%	4.4%	97.0%
P-29	RESIDIA Hiroo II	Shibuya-ku, Tokyo	11 - 2005	76	1,660	0.4%	2,040	1,551	31.5%	2.9%	95.3%	P-87	RESIDIA Ichigaya-Yakuoji	Shinjuku-ku, Tokyo	8 - 2008	98	2,070	0.5%	2,480	2,028	22.2%	3.0%	96.4%
P-30	Pianetta Shiodome	Minato-ku, Tokyo	2 - 2005	67	1,950	0.4%	2,200	1,827	20.4%	5.3%	93.3%	P-88 P-89	RESIDIA Yoga RESIDIA TOWER Nakameguro	Setagaya-ku, Tokyo	6 - 2008	66	1,523	0.4%	1,810	1,571	-	10.3%	92.4%
P-31	RESIDIA Komazawadaigaku	Setagaya-ku, Tokyo	10 - 2004	18	333	0.1%	381	314	21.2%	8.5%	85.4%	P-90	RESIDIA Sasazuka II	Meguro-ku, Tokyo	3 - 2007	70 167	3,300 3,760	0.8%	4,230	3,373	25.4%	2.4% 4.2%	94.4%
P-32	RESIDIA Yoyogi	Shibuya-ku, Tokyo	2 - 2005	16	326	0.1%	391	312	25.3%	11.0%	92.7%	P-91	RESIDIA Sasazuka II RESIDIA Meguro III	Shibuya-ku, Tokyo Meguro-ku, Tokyo	1 - 2011 1 - 2010	31	950	0.2%	4,430 1,250	3,757 968	17.9% 29.0%	2.6%	97·5% 94·2%
P-33	RESIDIA Nishi-Shinjuku	Shinjuku-ku, Tokyo	2 - 2005	19	363	0.1%	431	348	23.7%	9.9%	94.3%	P-92	RESIDIA Jiyugaoka II	Setagaya-ku, Tokyo	10 - 2007	ار 17	778	0.2%	949	787	20.5%	5.4%	96.7%
P-34	RESIDIA Kyodo	Setagaya-ku, Tokyo	2 - 2005	15	286	0.1%	334	269	23.7%	10.6%	87.2%	P-93	RESIDIA Kudanshita II	Chiyoda-ku, Tokyo	1 - 2012	48	1,240	0.3%	1,610	1,250	28.8%	2.6%	95.0%
P-35	RESIDIA Oimachi	Shinagawa-ku, Tokyo	12 - 2005	48	947	0.2%	1,120	884	26.6%	4.3%	85.3%	P-94	RESIDIA Omori II	Shinagawa-ku, Tokyo	3 - 2012	90	1,620	0.4%	2,050	1,631	25.7%	2.2%	95.9%
P-36	RESIDIA Ebisu II	Shibuya-ku, Tokyo	1 - 2006	61	2,280	0.5%	2,770	2,234	24.0%	3.4%	95.0%	P-95	RESIDIA Shirokane-Takanawa	Minato-ku, Tokyo	3 - 2012	53	1,480	0.3%	1,920	1,492	28.6%	6.7%	100.0%
P-37	RESIDIA Kamiochiai	Shinjuku-ku, Tokyo	9 - 2006	70	1,180	0.3%	1,420	1,111	27.7%	4.8%	97.6%				-				,,			A 2.9%	
P-38	RESIDIA Higashi-Shinagawa	Shinagawa-ku, Tokyo	8 - 2006	122	2,040	0.5%	2,370	1,940	22.1%	4.0%	97.6%	P-96	RESIDIA Nakaochiai	Shinjuku-ku, Tokyo	3 - 2008	187	3,656	0.8%	4,230	3,806	11.1%	B 2.9% C 3.0%	95.6%
P-39	RESIDIA Meguro II	Meguro-ku, Tokyo	1 - 2006	34	1,190	0.3%	1,330	1,151	15.5%	6.5%	97.7%	P-97	RESIDIA Nakameguro II	Meguro-ku, Tokyo	8 - 2006	50	1,119	0.3%	1,350	1,133	19.1%	2.7%	88.1%
P-40	RESIDIA Toranomon	Minato-ku, Tokyo	9 - 2006	63	1,320	0.3%	1,520	1,257	20.8%	3.3%	98.4%	P-98	ARTIS COURT Minamiaoyama	Minato-ku, Tokyo	7 - 2008	23	1,720	0.4%	1,880	1,743	7.8%	3.9%	95.5%
P-41	RESIDIA Shin-Ochanomizu	Chiyoda-ku, Tokyo	3 - 2006	52	1,160	0.3%	1,460	1,111	31.3%	2.8%	93.9%	P-99	RESIDIA Yotsuya-Sanchome	Shinjuku-ku, Tokyo	5 - 2009	90	2,090	0.5%	2,690	2,118	27.0%	3.8%	98.9%
P-42	RESIDIA Kagurazaka	Shinjuku-ku, Tokyo	8 - 2006	52	918	0.2%	1,040	877	18.5%	2.1%	90.8%	P-100	RESIDIA Takanawa-Katsurazaka	Minato-ku, Tokyo	3 - 2006	45	900	0.2%	1,030	952	8.1%	5.4%	93.5%
P-43	RESIDIA Oimachi II	Shinagawa-ku, Tokyo	7 - 2007	40	1,050	0.2%	1,280	1,002	27.7%	1.8%	85.8%	P-101	RESIDIA Ebisu III	Shibuya-ku, Tokyo	3 - 2006	26	611	0.1%	727	654	11.2%	3.3%	90.9%
P-45	RESIDIA Jiyugaoka	Meguro-ku, Tokyo	3 - 2002	28	1,050	0.2%	1,180	989	19.2%	7.3%	100.0%	P-102	RESIDIA Shinjukugyoen	Shinjuku-ku, Tokyo	10 - 2006	38	687	0.2%	819	728	12.4%	5.2%	87.4%
P-47	RESIDIA Suidobashi	Chiyoda-ku, Tokyo	-		1 - 1	0/			-			P-103	RESIDIA Minami-Shinagawa	Shinagawa-ku, Tokyo	10 - 2013	50	1,177	0.3%	1,320	1,217	8.4%	8.7%	100.0%
P-47 P-48	RESIDIA TOWER Nogizaka	Minato-ku, Tokyo	12 - 2004	65 68	2,310	0.5%	2,610	2,179	19.7% 7.6%		94.9%	P-104	Chester Court Ochanomizu	Chiyoda-ku, Tokyo	3 - 2007	118	3,117	0.7%	3,760	3,185	18.0%	2.4%	94.7%
			8 - 2004		3,660	0.8%	3,740	3,475		3.5%	96.7%	P-105	RESIDIA Kanda-Iwamotocho II	Chiyoda-ku, Tokyo	4 - 2007	48	1,280	0.3%	1,520	1,317	15.4%	2.8%	93.7%
P-49	RESIDIA Akasaka	Minato-ku, Tokyo	5 - 2004	37	1,180	0.3%	1,370	1,118	22.5%	8.3%	96.9%	P-106	RESIDIA Shinagawa	Shinagawa-ku, Tokyo	6 - 2007	36	980	0.2%	1,150	1,010	13.8%	4.0%	94.8%
P-50	RESIDIA Nishi-Azabu	Minato-ku, Tokyo	7 - 2004	125	6,780	1.6%	7,420	6,459	14.9%	2.8%	94.6%	P-107	RESIDIA Yoyogi II	Shibuya-ku, Tokyo	1 - 2008	31	839	0.2%	936	903	3.6%	8.4%	97.4%
P-51	RESIDIA Daikanyama	Shibuya-ku, Tokyo	7 - 2004	42	2,150	0.5%	2,050	2,015	1.7%		100.0%	P-108	RESIDIA Nakanobu II	Shinagawa-ku, Tokyo	4 - 2014	44	917	0.2%	980	952	2.9%	3.9%	95.7%
P-52	RESIDIA Ichigaya	Shinjuku-ku, Tokyo	8 - 2004	85	2,500	0.6%	2,860	2,363	21.0%	3.6%	95.5%	P-109 C-1	RESIDIA Ochanomizu II	Chiyoda-ku, Tokyo	3 - 2015	28	821	0.2%	885	853 1,611	3.7%	4.1%	94.6%
P-53	RESIDIA Roppongi-Hinokichokoen	Minato-ku, Tokyo	9 - 1999	89	3,570	0.8%	4,150	3,583	15.8%	6.8%	91.3%	C-1	RESIDIA Mitsukoshimae	Chuo-ku, Tokyo	2 - 2005	105	1,920 2,640	0.4%	2,370	-	47.0% 56.8%	3.3%	98.4%
P-55	RESIDIA TOWER Meguro-Fudomae	Shinagawa-ku, Tokyo	1 - 2007	358	16,500	3.8%	18,200	15,285	19.1%	1.8%	100.0%	C-2 C-3	RESIDIA Kamata RESIDIA Ikebukuro	Ota-ku, Tokyo Toshima-ku, Tokyo	3 - 2005	166 60	1,520	0.6%	3,420 1,730	2,181 1,414	22.3%	4.7% 7.1%	97.3% 100.0%
P-56	RESIDIA Sangenjaya	Setagaya-ku, Tokyo	1 - 2005	78	2,760	0.6%	3,380	2,571	31.4%	2.7%	98.3%	C-4	RESIDIA Bunkyo-Hongo	Bunkyo-ku, Tokyo	3 - 2005 7 - 2005	65	1,680	0.4%	2,070	1,414	31.3%	4.6%	100.0%
P-58	RESIDIA Minami-Aoyama	Minato-ku, Tokyo	3 - 2005	13	728	0.2%	492	708	-30.6%	2.0%	89.2%	C-5	RESIDIA Asakusabashi	Taito-ku, Tokyo	8 - 2005	47	1,060	0.2%	1,350	952	41.7%	2.9%	97.5%
P-59	RESIDIA Kanda-Higashi	Chiyoda-ku, Tokyo	10 - 2003	64	1,620	0.4%	2,050	1,517	35.1%	3.4%	95.6%	C-6	Maison Eclairee Ekoda	Nerima-ku, Tokyo	3 - 1993	94	953	0.2%	1,080	932	17.3%	9.2%	96.8%
P-60	RESIDIA Higashi-Azabu	Minato-ku, Tokyo	4 - 2006	31	1,430	0.3%	1,430	1,358	5.3%	3.2%	96.4%	C-7	RESIDIA Ueno-Okachimachi	Taito-ku, Tokyo	2 - 2006	127	3,160	0.7%		2,905	23.2%	2.1%	96.3%
P-61	RESIDIA Ebisu-Minami	Shibuya-ku, Tokyo	3 - 2007	39	2,020	0.5%	2,150	1,954	10.0%	7.1%	97.6%	C-8	RESIDIA Bunkyo-Hongo II	Bunkyo-ku, Tokyo	1-2006	70	1,623	0.4%	1,800	1,561	15.3%	3.6%	100.0%
P-62	RESIDIA TOWER Azabujuban	Minato-ku, Tokyo	1-2003	113	6,190	1.4%	5,990	6,015	-0.4%	0.7%	92.1%	C-9	RESIDIA Ryogoku	Sumida-ku, Tokyo	2 - 2006	48	913	0.2%	1,120	861	30.0%	9.1%	100.0%
			_	-		-		-	-	-	-										-	-	

# Portfolio

Advance Residence Investment Corporation
(as of July 31, 2016)

No. Property Name  Location  Date  Units  n Price (mill yen)  (mill yen)  Coccurrent (mill yen)  Profit and Loss (x)  Coccurrent (mill yen)  Coccurrent (mill yen)  Coccurrent (mill yen)  Profit and Loss (x)  Coccurrent (mill yen)  Coccurrent (mill yen)  Coccurrent (mill yen)  Coccurrent (mill yen)  Profit and Loss (x)  Coccurrent (mill yen)  Coccurrent (mill yen)  Profit and Loss (x)  Coccurrent (mill yen)  Profit and Loss (x)  Coccurrent (mill yen)  Coccurrent (mill yen)  Profit and Loss (x)  Coccurrent (x)  Figure (mill yen)  Profit and Loss (x)  Coccurrent (x)  Figure (mill yen)  For fit and Loss (x)  For an experiment (x)  Figure (mill yen)  For an experiment (x)  For an experiment (	
C-12 RESIDIA Nihonbashi-Ningyocho II Chuo-ku, Tokyo 1 - 2007 137 3,180 0.7% 3,590 3,005 19.4% 4.6% 1.0% RESIDIA Omori-Higashi Ota-ku, Tokyo 8 - 2007 81 1,980 0.5% 1,980 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1,866 6.1% 3.8% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0	Period End Occupancy
C-13         RESIDIA Omori-Higashi         Ota-ku, Tokyo         8 - 2007         81         1,980         0.5%         1,980         1,866         6.1%         3.8%           C-15         RESIDIA Kinshicho         Sumida-ku, Tokyo         11 - 2007         157         4,200         1.0%         4,460         4,054         10.0%         7.2%         9           C-16         RESIDIA Negishi         Taito-ku, Tokyo         12 - 2005         28         856         0.2%         899         828         8.5%         7.7%         9           C-17         RESIDIA Shinkawa         Chuo-ku, Tokyo         2 - 2003         83         1,880         0.4%         2,200         1,779         23.6%         5.3%           C-18         RESIDIA Kamiikebukuro         Toshima-ku, Tokyo         12 - 2001         44         558         0.1%         683         553         23.3%         6.4%           C-19         RESIDIA Shin-nakano         Nakano-ku, Tokyo         6 - 2002         24         352         0.1%         477         360         32.4%         3.8%           C-21         RESIDIA Bunkyo-Yushima II         Bunkyo-ku, Tokyo         3 - 2004         63         1,010         0.2%         1,150         941         22.2%	100.0%
C-15         RESIDIA Kinshicho         Sumida-ku, Tokyo         11 - 2007         157         4,200         1.0%         4,460         4,054         10.0%         7.2%         9           C-16         RESIDIA Negishi         Taito-ku, Tokyo         12 - 2005         28         856         0.2%         899         828         8.5%         7.7%         9           C-17         RESIDIA Shinkawa         Chuo-ku, Tokyo         2 - 2003         83         1,880         0.4%         2,200         1,779         23.6%         5.3%           C-18         RESIDIA Kamiikebukuro         Toshima-ku, Tokyo         12 - 2001         44         558         0.1%         683         553         23.3%         6.4%           C-19         RESIDIA Shin-nakano         Nakano-ku, Tokyo         6 - 2002         24         352         0.1%         477         360         32.4%         3.8%           C-21         RESIDIA Bunkyo-Yushima II         Bunkyo-ku, Tokyo         3 - 2004         63         1,010         0.2%         1,150         941         22.2%         5.3%           C-22         RESIDIA Tsukiji         Chuo-ku, Tokyo         12 - 2005         54         1,460         0.3%         1,780         1,349         31.9%	98.7%
C-16         RESIDIA Negishi         Taito-ku, Tokyo         12 - 2005         28         856         0.2%         899         828         8.5%         7.7%         9           C-17         RESIDIA Shinkawa         Chuo-ku, Tokyo         2 - 2003         83         1,880         0.4%         2,200         1,779         23.6%         5.3%         9           C-18         RESIDIA Kamiikebukuro         Toshima-ku, Tokyo         12 - 2001         44         558         0.1%         683         553         23.3%         6.4%         9           C-19         RESIDIA Shin-nakano         Nakano-ku, Tokyo         6 - 2002         24         352         0.1%         477         360         32.4%         3.8%           C-21         RESIDIA Bunkyo-Yushima II         Bunkyo-ku, Tokyo         3 - 2004         63         1,010         0.2%         1,150         941         22.2%         5.3%           C-22         RESIDIA Tsukiji         Chuo-ku, Tokyo         12 - 2005         54         1,460         0.3%         1,780         1,349         31.9%         3.4%           C-23         RESIDIA Sasazuka         Suginami-ku, Tokyo         3 - 2000         96         1,800         0.4%         2,090         1,814 <t< td=""><td>95.7%</td></t<>	95.7%
C-17         RESIDIA Shinkawa         Chuo-ku, Tokyo         2 - 2003         83         1,880         0.4%         2,200         1,779         23.6%         5.3%           C-18         RESIDIA Kamiikebukuro         Toshima-ku, Tokyo         12 - 2001         44         558         0.1%         683         553         23.3%         6.4%           C-19         RESIDIA Shin-nakano         Nakano-ku, Tokyo         6 - 2002         24         352         0.1%         477         360         32.4%         3.8%           C-21         RESIDIA Bunkyo-Yushima II         Bunkyo-ku, Tokyo         3 - 2004         63         1,010         0.2%         1,150         941         22.2%         5.3%           C-22         RESIDIA Tsukiji         Chuo-ku, Tokyo         12 - 2005         54         1,460         0.3%         1,780         1,349         31.9%         3.4%           C-23         RESIDIA Sasazuka         Suginami-ku, Tokyo         3 - 2000         96         1,800         0.4%         2,090         1,814         15.2%         6.9%           C-24         RESIDIA Kyobashi         Chuo-ku, Tokyo         1 - 2005         52         1,220         0.3%         1,460         1,137         28.4%         3.4%         10 </td <td>99.5%</td>	99.5%
C-18         RESIDIA Kamiikebukuro         Toshima-ku, Tokyo         12 - 2001         44         558         0.1%         683         553         23.3%         6.4%           C-19         RESIDIA Shin-nakano         Nakano-ku, Tokyo         6 - 2002         24         352         0.1%         477         360         32.4%         3.8%           C-21         RESIDIA Bunkyo-Yushima II         Bunkyo-ku, Tokyo         3 - 2004         63         1,010         0.2%         1,150         941         22.2%         5.3%           C-22         RESIDIA Tsukiji         Chuo-ku, Tokyo         12 - 2005         54         1,460         0.3%         1,780         1,349         31.9%         3.4%           C-23         RESIDIA Sasazuka         Suginami-ku, Tokyo         3 - 2000         96         1,800         0.4%         2,090         1,814         15.2%         6.9%           C-24         RESIDIA Kyobashi         Chuo-ku, Tokyo         1 - 2005         52         1,220         0.3%         1,460         1,137         28.4%         3.4%         10	96.6%
C-19 RESIDIA Shin-nakano Nakano-ku, Tokyo 6 - 2002 24 352 0.1% 477 360 32.4% 3.8%  C-21 RESIDIA Bunkyo-Yushima II Bunkyo-ku, Tokyo 3 - 2004 63 1,010 0.2% 1,150 941 22.2% 5.3%  C-22 RESIDIA Tsukiji Chuo-ku, Tokyo 12 - 2005 54 1,460 0.3% 1,780 1,349 31.9% 3.4%  C-23 RESIDIA Sasazuka Suginami-ku, Tokyo 3 - 2000 96 1,800 0.4% 2,090 1,814 15.2% 6.9%  C-24 RESIDIA Kyobashi Chuo-ku, Tokyo 1 - 2005 52 1,220 0.3% 1,460 1,137 28.4% 3.4% 10	97.9%
C-21       RESIDIA Bunkyo-Yushima II       Bunkyo-ku, Tokyo       3 - 2004       63       1,010       0.2%       1,150       941       22.2%       5.3%         C-22       RESIDIA Tsukiji       Chuo-ku, Tokyo       12 - 2005       54       1,460       0.3%       1,780       1,349       31.9%       3.4%         C-23       RESIDIA Sasazuka       Suginami-ku, Tokyo       3 - 2000       96       1,800       0.4%       2,090       1,814       15.2%       6.9%         C-24       RESIDIA Kyobashi       Chuo-ku, Tokyo       1 - 2005       52       1,220       0.3%       1,460       1,137       28.4%       3.4%       10	97.4%
C-22       RESIDIA Tsukiji       Chuo-ku, Tokyo       12 - 2005       54       1,460       0.3%       1,780       1,349       31.9%       3.4%         C-23       RESIDIA Sasazuka       Suginami-ku, Tokyo       3 - 2000       96       1,800       0.4%       2,090       1,814       15.2%       6.9%         C-24       RESIDIA Kyobashi       Chuo-ku, Tokyo       1 - 2005       52       1,220       0.3%       1,460       1,137       28.4%       3.4%       10	90.1%
C-23 RESIDIA Sasazuka Suginami-ku, Tokyo 3 - 2000 96 1,800 0.4% 2,090 1,814 15.2% 6.9% C-24 RESIDIA Kyobashi Chuo-ku, Tokyo 1 - 2005 52 1,220 0.3% 1,460 1,137 28.4% 3.4% 10	95.3%
C-24 RESIDIA Kyobashi Chuo-ku, Tokyo 1 - 2005 52 1,220 0.3% 1,460 1,137 28.4% 3.4% 10	97.7%
	99.1%
Car DESIDIA Tamaggaya Ota ku Tokuo 0 2004 200 2004 200 2004 200 2004	100.0%
C-25 RESIDIA Tamagawa Ota-ku, Tokyo 9 - 2004 98 1,300 0.3% 1,590 1,198 32.7% 5.9%	98.0%
C-26 RESIDIA Korakuen Bunkyo-ku, Tokyo 10 - 2004 31 603 0.1% 740 558 32.6% 3.5% 10	100.0%
C-27 RESIDIA Ginza-Higashi Chuo-ku, Tokyo 9 - 2004 94 2,000 0.5% 2,400 1,867 28.5% 4.0%	99.2%
C-28 RESIDIA Oji Kita-ku, Tokyo 2 - 2005 61 867 0.2% 1,020 793 28.5% 3.2% 10	100.0%
C-29 RESIDIA Mejiro II Toshima-ku, Tokyo 7 - 2005 63 1,050 0.2% 1,210 989 22.3% 2.3%	92.7%
C-31 RESIDIA Tsukishima Chuo-ku, Tokyo 2 - 2006 40 1,100 0.3% 1,270 1,033 22.9% 6.8%	95.6%
C-32 RESIDIA Kamata II Ota-ku, Tokyo 9 - 2006 78 1,360 0.3% 1,610 1,289 24.8% 4.0%	94.1%
C-33 RESIDIA Tsukishima II Chuo-ku, Tokyo 9 - 2006 105 2,440 0.6% 2,880 2,322 24.0% 3.8%	95.7%
	97.0%
C-35 RESIDIA Bunkyo-Otowa Bunkyo-ku, Tokyo 8 - 2003 104 3,380 0.8% 3,920 3,161 24.0% 4.7%	91.0%
	100.0%
	94.2%
C-38 RESIDIA Ikegami Ota-ku, Tokyo 7 - 2003 19 378 0.1% 404 351 15.1% 8.5%	91.0%
	96.3%
	95.2%
	100.0%
	91.3%
	97.6%
	95.0%
	98.5%
	93.5%
	96.7%
	98.2%
	100.0%
	100.0%
	100.0%
	96.9%
	96.8%
	100.0%
	98.6%
	100.0%
	98.5%
	92.0%
	100.0%
	97.3%
	96.1%

									(us o)	(us of July 31,				
No.	Property Name	Location	Completion Date	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)	Appraisal Price (mil yen)	Book Value (mil yen)	Unrealized Profit and Loss (%)	PML	Period End Occupancy			
C-62	RESIDIA Bunkyo-Otowa II	Bunkyo-ku, Tokyo	2 - 2008	89	2,268	0.5%	2,870	2,316	23.9%	4.0%	95.6%			
C-63	RESIDIA Kinshicho III	Koto-ku, Tokyo	2 - 2005	51	651	0.2%	802	664	20.6%	9.6%	100.0%			
C-64	RESIDIA Kamata III	Ota-ku, Tokyo	3 - 2007	53	948	0.2%	1,200	945	26.9%	3.5%	95.2%			
C-65	RESIDIA Tower Kami-Ikebukuro	Toshima-ku, Tokyo	3 - 2009	472	8,250	1.9%	10,800	8,257	30.8%	Twr 2.9% Prk 5.4% Anx 5.7%	97.6%			
C-66	RESIDIA Takashimadaira	Itabashi-ku, Tokyo	2 - 2007	45	502	0.1%	600	529	13.3%	4.8%	100.0%			
C-67	RESIDIA Shimurasakaue	Itabashi-ku, Tokyo	2 - 2007	44	580	0.1%	684	611	11.9%	3.4%	100.0%			
C-68	RESIDIA Shimurasakaue II	Itabashi-ku, Tokyo	3 - 2007	94	1,093	0.3%	1,330	1,139	16.7%	5.6%	100.0%			
C-69	RESIDIA Shimurasakaue III	Itabashi-ku, Tokyo	3 - 2007	36	411	0.1%	492	434	13.1%	5.4%	100.0%			
C-70	RESIDIA Ikebukuro West	Itabshi-ku, Tokyo	10 - 2007	72	1,115	0.3%	1,320	1,131	16.7%	3.0%	95.6%			
C-71	RESIDIA Ojima	Koto-ku, Tokyo	11 - 2007	87	1,282	0.3%	1,530	1,299	17.8%	6.1%	100.0%			
C-72	RESIDIA Machiya	Arakawa-ku, Tokyo	8 - 2009	55	1,168	0.3%	1,270	1,201	5.7%	3.2%	96.7%			
C-73	RESIDIA Ueno-Ikenohata	Taito-ku, Tokyo	2 - 2004	71	1,700	0.4%	1,900	1,795	5.8%	3.8%	93.5%			
C-74	RESIDIA Nerima	Nerima-ku, Tokyo	3 - 2005	34	502	0.1%	623	521	19.5%	3.9%	100.0%			
C-75	RESIDIA Higashi-Nihonbashi	Chuo-ku, Tokyo	4 - 2006	22	378	0.1%	456	402	13.2%	5.8%	100.0%			
C-76	RESIDIA Nakano	Nakano-ku, Tokyo	11 - 2006	30	652	0.2%	749	697	7.4%	4.1%	92.4%			
C-77	RESIDIA Ogikubo II	Suginami-ku, Tokyo	3 - 2007	36	460	0.1%	541	495	9.1%	5.1%	100.0%			
C-78	RESIDIA Minamiyukigaya	Ota-ku, Tokyo	3 - 2008	58	1,299	0.3%	1,490	1,374	8.4%	4.4%	97.5%			
C-79	RESIDIA Akihabara	Taito-ku, Tokyo	4 - 2007	40	977	0.2%	1,150	1,010	13.8%	5.1%	95.4%			
C-80	RESIDIA Asakusa-Azumabashi	Sumida-ku, Tokyo	9 - 2007	60	876	0.2%	1,080	908	18.8%	3.5%	98.3%			
C-81	RESIDIA Oomori III	Ota-ku, Tokyo	12 - 2012	65	1,395	0.3%	1,560	1,437	8.5%	3.1%	98.6%			
C-82	RESIDIA Nihonbashi-Bakurocho II	Chuo-ku, Tokyo	4 - 2014	77	1,975	0.5%	2,280	2,037	11.9%	3.8%	98.3%			
C-83	RESIDIA Nihonbashi-Bakurocho III	Chuo-ku, Tokyo	3 - 2008	55	1,833	0.4%	2,170	1,894	14.6%	3.7%	94.5%			
C-84	RESIDIA Bunkyo-Hongo III	Bunkyo-ku, Tokyo	7 - 2014	48	1,655	0.4%	1,750	1,714	2.1%	4.7%	100.0%			
C-85	RESIDIA Shin-Okachimachi II	Taito-ku, Tokyo	3 - 2015	100	4,650	1.1%	4,990	4,834	3.2%	1.9%	98.8%			
S-2	Chester House Kawaguchi	Kawaguchi, Saitama	3 - 1991	39	770	0.2%	741	716	3.4%	5.5%	100.0%			
S-4	RESIDIA Higashi-Matsudo	Matsudo, Chiba	4 - 2007	44	1,100	0.3%	1,180	1,046	12.8%	4.6%	97.7%			
S-5	RESIDIA Shin-Yokohama	Yokohama, Kanagawa	1 - 2007	131	1,920	0.4%	1,940	1,798	7.8%	5.6%	100.0%			
S-7	RESIDIA Chofu	Chofu, Tokyo	3 - 2007	41	1,143	0.3%	1,170	1,089	7.4%	5.0%	96.1%			
S-11	TOKYO Student-House Wako	Wako, Saitama	4 - 1990	127	675	0.2%	731	689	6.0%	10.2%	100.0%			
S-12	RESIDIA Kokubunji	Kokubunji, Tokyo	2 - 2003	33	518	0.1%	595	512	16.1%	2.9%	90.7%			
S-14	RESIDIA Yokohama-Kannai	Yokohama, Kanagawa	8 - 2004	102	1,700	0.4%	1,840	1,551	18.6%	8.4%	99.1%			
S-15	RESIDIA Okurayama	Yokohama, Kanagawa	3 - 1998	64	755	0.2%	910	725	25.5%	5.3%	100.0%			
S-16	RESIDIA Musashikosugi	Kawasaki, Kanagawa	2 - 2007	68	1,580	0.4%	1,890	1,505	25.6%	7.2%	93.0%			
S-17	RESIDIA Funabashi I and II	Funabashi, Chiba	3 - 2007	172	2,730	0.6%	3,060	2,572	18.9%	1 3.6% 11 3.4%	100.0%			
S-19	RESIDIA Kichijoji	Musashino, Tokyo	3 - 1995	48	1,380	0.3%	1,590	1,431	11.1%	9.1%	95.7%			
S-20	Pacific Royal Court Minato Mirai Ocean Tower	Yokohama, Kanagawa	11 - 2007	416	14,000	3.2%	15,900	12,152	30.8%	4.5%	100.0%			
S-22	Life & Senior House Kohoku II	Yokohama, Kanagawa	10 - 2003	78	1,670	0.4%	2,250	1,565	43.7%	6.4%	100.0%			
S-23	College Court Tanashi	Nishi-Tokyo, Tokyo	2 - 2010	91	810	0.2%	1,090	781	39.6%	7.7%	100.0%			
S-24	RESIDIA Urayasu	Urayasu, Chiba	9 - 2009	146	2,115	0.5%	2,810	2,112	33.0%	6.7%	98.3%			
S-25	RESIDIA Minami-Gyotoku	Ichikawa, Chiba	2 - 2005	85	823	0.2%	1,020	835	22.1%	6.6%	97.6%			
S-26	RESIDIA Urayasu II	Urayasu, Chiba	2 - 2005	74	802	0.2%	981	815	20.3%	7.5%	89.2%			
S-27	RESIDIA Gyotoku	Ichikawa, Chiba	2 - 2005	75	761	0.2%	922	771	19.6%	6.1%	98.7%			
S-28	RESIDIA Kawasaki	Kawasaki, Kanagawa	3 - 2007	104	1,670	0.4%	2,150	1,654	30.0%	4.7%	94.6%			
S-29	Cocofump Hiyoshi	Yokohama, Kanagawa	1 - 2010	85	1,050	0.2%	1,190	1,034	15.1%	7.5%	100.0%			
S-30	RESIDIA Sagamihara	Sagamihara, Kanagawa	5 - 2004	111	1,050	0.2%	1,230	1,094	12.4%	6.8%	100.0%			
S-31	RESIDIA Yokohama-Bashamichi	Yokohama, Kanagawa	9 - 2005	28	735	0.2%	1,110	782	41.9%	11.5%	100.0%			
S-32	RESIDIA Hon-Atugi	Atugi, Kanagawa	1 - 2008	49	606	0.1%	683	656	4.1%	11.0%	98.1%			
S-33	RESIDIA Funabashi III	Funabashi, Chiba	2006/10	43	620	0.1%	679	669	1.5%	5.0%	100.0%			

# Portfolio

Advance Residence Investment Corporation (as of July 31, 2016)

No.	Property Name	Location	Completion Date	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)	Appraisal Price (mil yen)	Book Value (mil yen)	Unrealized Profit and Loss (%)	PML	Period End Occupancy
R-2	RESIDIA Imadegawa	Kyoto, Kyoto	2 - 1999	154	1,671	0.4%	1,720	1,509	14.0%	10.9%	100.0%
R-4	RESIDIA Higashi-Sakura	Nagoya, Aichi	2 - 2006	91	1,290	0.3%	1,390	1,071	29.8%	3.4%	98.9%
R-5	RESIDIA Kameyama	Kameyama, Mie	2 - 2007	182	1,610	0.4%	1,190	1,556	-23.5%	4.2%	100.0%
R-6	RESIDIA Ryokuchi Koen	Toyonaka, Osaka	5 - 2007	44	979	0.2%	963	907	6.2%	5.7%	88.1%
R-8	RESIDIA Kobe Port Island	Kobe, Hyogo	9 - 2007	404	3,740	0.9%	4,070	3,496	16.4%	South • Center 6.8% North 6.7%	100.0%
R-10	RESIDIA Hakata	Fukuoka, Fukuoka	3 - 2002	155	1,220	0.3%	1,400	1,153	21.4%	3.4%	98.7%
R-11	RESIDIA Tenjinbashi	Osaka, Osaka	2 - 2000	78	871	0.2%	1,120	868	29.0%	8.3%	98.4%
R-12	RESIDIA Sannomiya-Higashi	Kobe, Hyogo	11 - 2005	161	2,220	0.5%	2,760	2,000	38.0%	3.2%	93.9%
R-13	KC21 Building	Sendai, Miyagi	3 - 1997	79	900	0.2%	1,020	891	14.5%	2.4%	92.4%
R-14	RESIDIA Utubokoen	Osaka, Osaka	1 - 2006	94	1,170	0.3%	1,420	1,070	32.6%	6.6%	94.3%
R-15	RESIDIA Kyoto-ekimae	Kyoto, Kyoto	2 - 2006	116	1,970	0.5%	2,390	1,814	31.7%	9.9%	98.7%
R-16	RESIDIA Takaoka	Nagoya, Aichi	8 - 2007	198	2,330	0.5%	3,020	2,173	39.0%	3.5%	94.3%
R-17	RESIDIA Hibino	Nagoya, Aichi	4 - 1992	124	1,340	0.3%	1,460	1,177	24.0%	3.9%	95.1%
R-19	RESIDIA Tenjin-Minami	Fukuoka, Fukuoka	1 - 2004	56	936	0.2%	1,160	851	36.2%	4.9%	91.1%
R-20	RESIDIA Hakataeki-Minami	Fukuoka, Fukuoka	1-2003	39	324	0.1%	390	288	35.4%	2.7%	97.4%
R-21	RESIDIA Hisaya-Odori II	Nagoya, Aichi	2 - 2005	38	685	0.2%	807	621	29.9%	5.0%	92.6%
R-24	RESIDIA Minami-Ichijo	Sapporo, Hokkaido	12 - 2006	179	1,640	0.4%	1,970	1,493	31.9%	0.9%	99.6%
R-25	RESIDIA Odori-Nishi	Sapporo, Hokkaido	12 - 2006	103	1,320	0.3%	1,440	1,225	17.5%	1.1%	98.7%
R-26	RESIDIA Kita-Sanjo	Sapporo, Hokkaido	1 - 2007	100	1,130	0.3%	1,360	1,024	32.7%	1.4%	97.8%
R-27	RESIDIA Shirakabe-Higashi	Nagoya, Aichi	5 - 2005	33	831	0.2%	890	771	15.4%	4.1%	94.6%
R-29	RESIDIA Uzumasa	Kyoto, Kyoto	1 - 2000	48	701	0.2%	743	657	13.0%	13.5%	89.6%
R-30	RESIDIA Izumi	Nagoya, Aichi	11 - 2005	122	3,700	0.9%	4,290	3,398	26.2%	3.1%	95.1%
R-31	RESIDIA Maruyama Kita-Gojo	Sapporo, Hokkaido	2 - 2007	56	1,050	0.2%	1,200	971	23.5%	1.2%	92.9%
R-32	RESIDIA Tokugawa	Nagoya, Aichi	12 - 2006	27	751	0.2%	868	702	23.6%	3.9%	92.2%
R-34	RESIDIA Odori-Koen	Sapporo, Hokkaido	8 - 2007	109	2,010	0.5%	2,450	1,862	31.5%	0.9%	98.1%
R-35	RESIDIA Tanimachi	Osaka, Osaka	8 - 2008	108	1,100	0.3%	1,560	1,120	39.3%	7.5%	98.3%
R-36	RESIDIA Hisaya-Odori	Nagoya, Aichi	2 - 2007	57	652	0.2%	915	645	41.8%	4.8%	95.1%
R-37	RESIDIA Sendai-Miyamachi	Sendai, Miyagi	1 - 2008	67	529	0.1%	723	518	39.4%	2.5%	100.0%
R-38	RESIDIA Hirosedori	Sendai, Miyagi	2 - 2010	63	494	0.1%	656	486	34.9%	2.8%	100.0%
R-39	RESIDIA Edobori	Osaka, Osaka	2 - 2007	127	1,400	0.3%	1,840	1,424	29.1%	8.7%	97.7%
R-40	RESIDIA Kyomachibori	Osaka, Osaka	3 - 2007	84	1,000	0.2%	1,320	1,023	29.0%	7.8%	99.0%
R-41	RESIDIA Esaka	Suita, Osaka	7 - 2007	68	989	0.2%	1,270	983	29.1%	4.8%	95.3%
R-42	RESIDIA Nishijin	Fukuoka, Fukuoka	1-2008	173	2,380	0.5%	2,940	2,329	26.2%	2.6%	98.3%
R-43	RESIDIA Tsurumai	Nagoya, Aichi	2 - 2008	122	1,206	0.3%	1,620	1,185	36.6%	3.6%	96.9%
R-44	RESIDIA Kobe-Isogami	Kobe, Hyogo	3 - 2008	196	2,740	0.6%	3,640	2,682	35.7%	3.6%	97.3%
R-45	RESIDIA Kita-Nijyo-East	Sapporo, Hokkaido	3 - 2006	56	894	0.2%	1,110	889	24.7%	1.1%	96.4%
R-46	RESIDIA Shinsaibashi West	Osaka, Osaka	2 - 2007	-	1,921	0.4%	2,400	1,919	25.0%	9.1%	96.4%
R-47	RESIDIA Marunouchi	Nagoya, Aichi	1 - 2007		972	0.2%	1,220	974	25.2%	2.8%	95.5%
R-48	RESIDIA Sapporo-Ekimae	Sapporo, Hokkaido	2 - 2007		1,483	0.3%	2,100	1,477	42.2%	0.7%	98.0%
R-49	RESIDIA Gosyo-Higashi	Kyoto, Kyoto	9 - 2007		1,227	0.3%			24.6%	8.9%	90.2%
R-50	RESIDIA Rakuhoku	Kyoto, Kyoto	3 - 2008		874	0.2%	1,530 1,010	1,227 875	15.3%	12.4%	93.6%
R-51	RESIDIA Miyakojima I & II	Osaka, Osaka	9 - 2006		3,232	0.7%	4,570	3,310	38.0%	7.1%	95.7%
R-52	RESIDIA TOWER Sendai	Sendai, Miyagi	1-2008		1,705	0.4%	2,000	1,777	12.5%	2.3%	91.8%
R-53	RESIDIA Higashizakura II	Nagoya, Aichi	2 - 2006		2,862	0.7%	3,660	2,894	26.5%	3.1%	94.7%
R-54	RESIDIA Tsutsujigaoka	Sendai, Miyagi	11 - 2006		1,796	0.4%	2,310	1,808	27.7%	EAST 2.6% WEST 2.7%	94.7%
R-55	RESIDIA Kobe-Motomachi	Kobe, Hyogo	6 - 2007	105	1,117	0.3%	1,590	1,130	40.7%	2.3%	95.0%

No.	Property Name	Location	Completion Date	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)	Appraisal Price (mil yen)	Book Value (mil yen)	Unrealized Profit and Loss (%)	PML	Period End Occupancy
R-56	RESIDIA Sendai-Honcho	Sendai, Miyagi	6 - 2007	105	1,117	0.3%	1,590	1,130	40.7%	2.3%	95.0%
R-57	RESIDIA Sendai-Haranomachi	Sendai, Miyagi	9 - 2007	72	593	0.1%	857	600	42.7%	2.1%	97.6%
R-58	RESIDIA Minami-Ichijo East	Sapporo, Hokkaido	1 - 2008	85	1,062	0.2%	1,330	1,079	23.2%	1.1%	95.9%
R-59	RESIDIA Shin-Osaka	Osaka, Osaka	2 - 2014	208	2,644	0.6%	3,420	2,814	21.5%	6.2%	100.0%
R-60	RESIDIA Okayama-ekimae	Okayama, Okayama	3 - 2004	108	772	0.2%	934	806	15.9%	1.7%	100.0%
R-61	RESIDIA Kyoto-Okazaki	Kyoto, Kyoto	3 - 2005	23	227	0.1%	301	239	25.6%	14.1%	100.0%
R-62	RESIDIA Sendai-Ichibancho	Sendai, Miyagi	3 - 2006	103	1,083	0.2%	1,340	1,124	19.2%	2.4%	100.0%
R-63	RESIDIA Kita-Nijyo East II	Sapporo, Hokkaido	2 - 2007	51	538	0.1%	715	566	26.2%	1.2%	97.8%
R-64	RESIDIA Takamiya	Fukuoka, Fukuoka	2 - 2007	51	488	0.1%	568	508	11.8%	6.1%	96.9%
R-65	RESIDIA Soen	Sapporo, Hokkaido	2 - 2007	60	384	0.1%	523	407	28.5%	1.4%	90.0%
R-66	RESIDIA Tenjin	Fukuoka, Fukuoka	5 - 2007	88	1,122	0.3%	1,290	1,159	11.2%	3.4%	90.9%
R-67	RESIDIA Yakuin-Odori	Fukuoka, Fukuoka	6 - 2007	91	1,123	0.3%	1,310	1,157	13.2%	4.5%	90.1%
R-68	RESIDIA Hakata II	Fukuoka, Fukuoka	9 - 2007	124	1,358	0.3%	1,530	1,401	9.2%	1.8%	98.1%
R-69	RESIDIA Kego	Fukuoka, Fukuoka	1 - 2008	86	834	0.2%	1,080	872	23.8%	2.3%	97.7%
	RESIDIA Shirakabe	Nagoya, Aichi	3 - 2008	70	907	0.2%	1,070	969	10.3%	4.4%	92.6%
	RESIDIA Sakae	Nagoya, Aichi	12 - 2007	77	868	0.2%	955	944	1.2%	4.2%	87.0%
T	otal 255 properties			20,455	433,635	100.0%	508,185	419,232	21.2%	2.4%	96.6%

	Area	No. of Properties	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)	Appraisal Price (mil yen)	Book Value (mil yen)	Unrealized Profit and Loss (%)
Р	Tokyo Central 7 Wards	88	5,395	170,851	39.4%	193,578	164,809	17.5%
C	Central Tokyo ex 7 wards	81	6,385	139,774	32.2%	166,907	135,900	22.8%
S	Tokyo Metropolitan	24	2,254	40,984	9.5%	47,662	38,562	23.6%
R	Major Regional Cities	62	6,421	82,024	18.9%	100,038	79,961	25.1%
	Total	255	20,455	433,635	100.0%	508,185	419,232	21.2%

# Portfolio after Including the Property Acquired After the FP 07-2016 End (as of April. 18, 2017)

No.	Property Name	Location	Completion Date	Rentable Units	Acquisition Price (mil yen)	Appraisal Price (mil yen)
P-110	RESIDIA Mishuku	Setagaya-ku, Tokyo	4 - 2015	42	1,159	1,240
C-86	RESIDIA Kameido	Koto-ku, Tokyo	10 - 2013	129	2,988	3,190
C-87	RESIDIA Koenji	Suginami-ku, Tokyo	3 - 2015	58	1,380	1,480
C-72	RESIDIA Senri-Fujishirodai	Shuita, Osaka	3-2017 (scheduled)	90	1,430	1,580
C-73	RESIDIA Senri-Banpakukoen	Shuita, Osaka	10 - 2005	68	2,124	2,320
Total 5 Properties				387	9,081	9,810

Area	No. of Properties	Rentable Units	Acquisition Price (mil yen)	Share of Investment (%)
P Tokyo Central 7 Wards	89	5,437	172,010	38.9%
Central Tokyo ex 7 wards	83	6,572	144,142	32.6%
S Tokyo Metropolitan	24	2,254	40,984	9.3%
R Major Regional Cities	64	6,579	85,578	19.3%
Total	260	20,842	442,716	100.0%

# Asset Management Company Profile

# Company Profile as of July 31, 2016

Name: AD Investment Management Co., Ltd.

Address: 17F Jimbocho Mitsui Bldg., 1-105 Kanda-Jimbocho, Chiyoda-ku, Tokyo Company Representative: Kenji Kousaka, Representative Director and President

Amount of Capital:300 million yenType of Business:Asset Management

**History:** March 1, 2010 Merges with Pacific Residential Corporation

May 17, 2005 Company name is changed to AD Investment Management Co., Ltd.

February 2, 2005 Established as Japan Residential Management Co., Ltd.

Registrations and Licenses: Real estate agent's license (The Governor of Tokyo (3) No.84325)

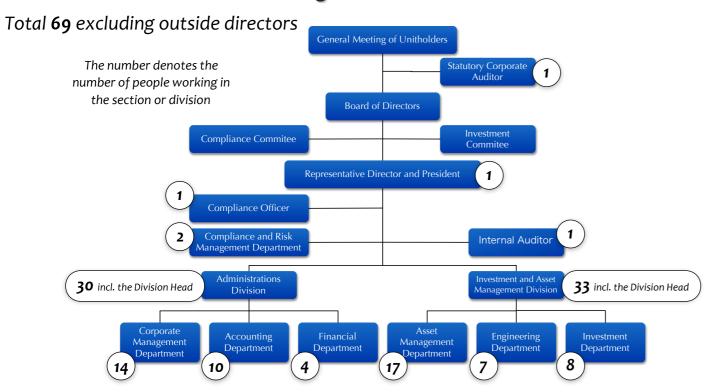
Approval for a discretionary transaction agent (Minister of Land, Infrastructure, Transport and Tourism Approval, No.37)

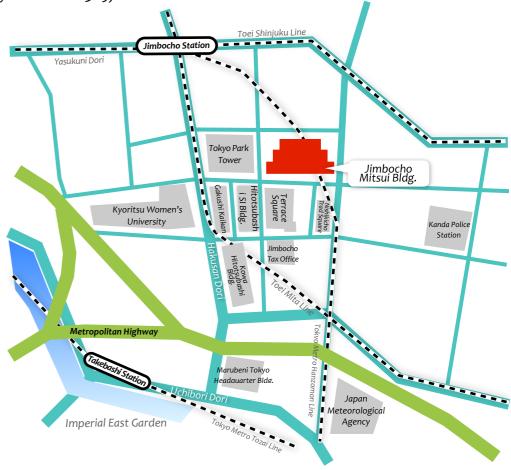
Registered for a financial instruments business (Kanto Local Finance Bureau registration No.309)

Registered as First-Class-Architect Office (The Governor of Tokyo No. 58856)

### **Organizational Chart**

as of July 31, 2016





http://www.adim.co.jp/ http://www.adr-reit.com/en/

AD Investment Management Co., Ltd. Advance Residence Investment Corporation

# Asset Management Fee Structure

An Asset Management Fee Structure More Inline with Unitholders' Interest



## Introducing an Asset Management Fee that is Coupled to NOI\*1 and Adjusted EPU\*2

more inline with unitholders' interest

Fee Linked to Total Asset Size
(Previous fiscal end)

Fee Linked to NOI\*1

Fee Linked Adjusted EPU

AM Fee II

AM Fee III

Fees	Fee Base	Maximum Fee Rate	
AM Fee I	Total Asset (Previous fiscal end)	× 0.20%	
AM Fee II	AM Fee II NOI*1		
AM Fee III	(AM Fees I + II) × Adjusted EPU*2	× 0.008%	
Acquisition Fee	Acquisition Price	× 1.00%	
Disposition Fee	Disposition Price	× 0.50%	
Merger Fee	Acquired Asset Value	× 0.50%	

<sup>\*1</sup> NOI = Gross Operating Income minus Gross Operating Expense (excluding depreciation and loss from fixed asset retirement.)

<sup>\*2</sup> Adjusted EPU = Net Income excluding AM Fee III divided by number of outstanding asset at the fiscal period end.

# **Sponsor Support**



### **Support from ITOCHU Group**

Being a member of a major conglomerate trading house, the ITOCHU Group, AD Investment Management Co., Ltd., the asset management company, utilizes the support of ITOCHU Group to maximize the asset of Advance Residence through external and internal growth.





Property management,
Building Management &
Leasing

ITOCHU Urban
Community

Century 21 Real Estate

# Shareholders of the AD Investment Management Co., Ltd.

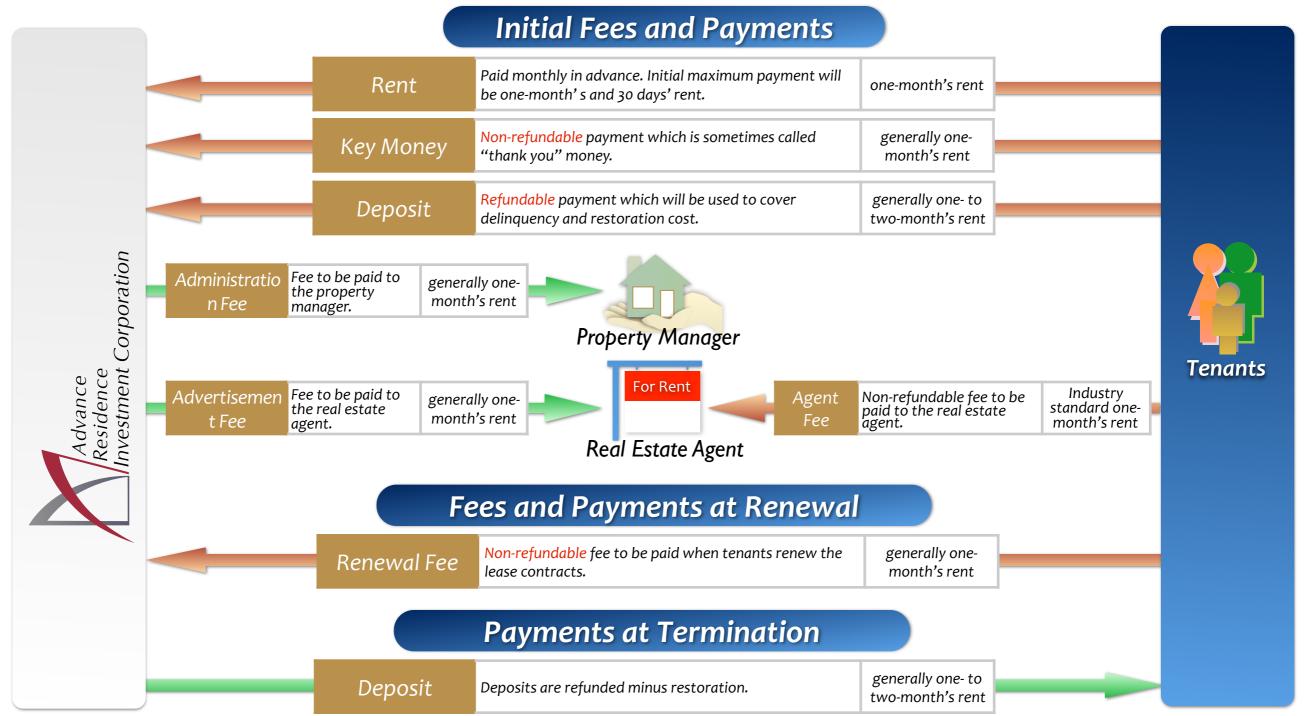
AD Investment Management Co., Ltd. is 100% held by ITOCHU Group.

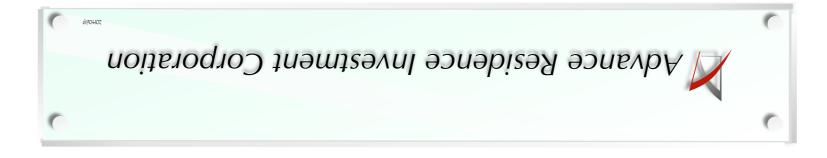


# Japanese Real Estate Leasing Contract Practices

Advance Residence Investment Corporation

- Standard lease terms in Japan are mostly two years.
- Tenants are able to leave the leased space before contract expiration without paying for the remaining contract period.
- Japan's Lease Land and House Law makes raising rents of existing contracts almost impossible.





This material contain forward-looking statements on future operating results, plans, business objectives and strategies of the company.

Forward-looking statements provide current expectations of future events based on number of assumptions and include statements that do not directly relate to any historical or current facts. Forward-looking statements are not guarantees of future performance and the Company's actual results may differ significantly from the results discussed in the forward-looking statements.

This material is based on Japanese GAAP unless otherwise stated.

This material was not created for the purpose of soliciting investment in the company. Investments should be based on your own judgment and responsibility.