



#### For Immediate Release

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# Notice Concerning Acquisition of Investment Asset (RESIDIA Kita-Nijyo-East III)

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

## 1. Details of the Acquisition

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

| Name of the Property (Note 1)                                | Proposed Acquisition Price | Building Age | NOI Yield<br>(Note4) | Yield after Depreciation (Note5) |
|--|----------------------------|--------------|----------------------|----------------------------------|
| RESIDIA Kita-Nijyo-East III<br>(Centro Sapporo · Kita-Nijyo) | 420,000 thousand yen       | 10.8 year    | 5.5 %                | 4.2 %                            |

- (Note 1) The name of the property is scheduled to be changed after the acquisition is completed to the name listed above. The name before the change is shown in parentheses.
- (Note 2) "Proposed acquisition price" indicates the purchase price for the property entered in the real estate transaction agreement, which is exclusive of the various expenses required in the acquisition of the property (taxes and public dues, etc.)
- (Note 3) The building age is the age of the building as of today, rounded at the second decimal point.
- (Note 4) The "NOI Yield" is calculated using the figures in the acquisition appraisal of the asset-to-be-acquired. The calculation is as follows; "Total annualized NOI  $\div$  Total acquisition price  $\times$  100". The calculated yields are rounded at the second decimal point.
- (Note 5) The "Yield after depreciation" is calculated using the figures in the acquisition appraisal of asset-to-be-acquired. The calculation is as follows; "(Annualized NOI listed on the appraisal at the time of acquisition depreciation) ÷ acquisition price × 100". The calculated yield is rounded at the second decimal point. Depreciation of the asset-to-be-acquired asset is calculated using same straight-line method as the portfolio and expect depreciation of 5,770 thousand yen per annum.



The real estate acquisition market continues to be very competitive. Property prices continue to be inflated, with limited new supply of good quality properties in good location, especially, for centrally located properties in major cities where stable rental demands can be expected.

Under such an environment, ADR has succeeded in acquiring a scarce property for singles located in Sapporo, Hokkaido by using ADIM's own sourcing network.

On deciding to acquire the asset, ADR highly rated the attributes of the asset as listed below.

- The property has a good access to business centers and major commercial centers. It is a 5-minute walk from Sapporo Municipal Subway Tozai Line Bus Center Station and 12-minute walk from JR Hakodate Main Line Sapporo Station.
- The property can expect demands from singles who commute to city center, since the property is located close to the main streets, "Ekimae-dori" and "Odori". It is also very conveniently located since there are many financial institutions, restaurants and shopping centers nearby and department stores and supermarkets within walking distance.
- There is a potential of integrated redevelopment in the future, since the property is located next to ADR owned property RESIDIA Kita-Nijyo-East.

#### 2. Acquisition Summary

| Property Number                              | R-76  |
|--|---|
| Name of The Asset-To-Be-Acquired             | RESIDIA Kita-Nijyo-East III (Beneficiary Interests in Trust)  |
| Proposed Acquisition Price (appraisal ratio) | 420,000 thousand yen (100.0%)   |
| Real Estate Appraisal Value                  | 420,000 thousand yen  |
| Current Titleholder                          | not disclosed   |
| Scheduled Contract Date                      | July 26, 2018   |
| Scheduled Acquisition Date                   | August 1, 2018 or a date to be separately agreed upon with the seller (no later than August 31, 2018) |
| Acquisition Financing                        | cash-on-hand  |
| Payment Method                               | full payment on delivery  |
| Collateral                                   | none  |



# 3. Summary of The Asset-To-Be-Acquired

| Property Number R-76             |   |  |
|----------------------------------|---|--|
| Name of The Asset-To-Be-Acquired | RESIDIA Kita-Nijyo-East III                                   |  |
| Address                          | 1-2 and 2-1-3 Higashi, Kita-Nijyo, Chuo-ku, Sapporo, Hokkaido |  |

| Land                          |                       |
|-------------------------------|-----------------------|
| Type of Ownership             | Proprietary ownership |
| Site Area                     | 208.26m <sup>2</sup>  |
| Zoning                        | Commercial zone       |
| FAR / Building Coverage Ratio | 600% / 80%            |

| Building                     |  |
|------------------------------|--|
| Type of Ownership            | Proprietary ownership                          |
| Total Floor Area             | $1,540.84 \text{ m}^2$                         |
| Structure / Floors           | Reinforced concrete with flat roof / 11 floors |
| Use                          | Multi-family housing                           |
| Construction Completion Date | October, 2007                                  |
| Building Inspector           | Sapporo building director                      |
| Building Designer            | N.A.D. Corporation                             |
| Structural Engineer          | Global Kozosekkei LLC                          |
| Construction Contractor      | Harada Construction Industry Co., Ltd.         |

| Trustee               | Mitsubishi UFJ Trust and Banking Corporation (planned) |  |
|-----------------------|--|--|
| Trust Contract Period | From August 1, 2018 to August 31, 2028                 |  |
| Property Manager      | ITOCHU Urban Community Ltd.                            |  |
| Master Lessee         | ITOCHU Urban Community Ltd.                            |  |
| Master Lease type     | Pass-through   |  |

| Summary of Building Conditions Investigation Report |  |  |
|---|--|--|
| Investigator  | Tokio Marine & Nichido Risk Consulting Co., Ltd. |  |
| Investigation Date                                  | May 30, 2018                                     |  |
| Emergency Repair Costs                              | -  |  |
| Short-term Repair Costs (within 1 year)             | -  |  |
| Long-term Repair Costs (next 12 years)              | ¥ 23,929 thousand                                |  |
| Building Replacement Price                          | ¥ 337,000 thousand                               |  |



Earthquake PML

|   | ł                       |
|---|-------------------------|
|   |                         |
| Lease Conditions                                |                         |
| Point in Time                                   | as of June 30, 2018     |
| Total Tenants                                   | 1                       |
| Leasable Units                                  | 40                      |
| Leased Units                                    | 35                      |
| Leasable Floor Area                             | 1,202.30 m <sup>2</sup> |
| Leased Floor Area                               | 1,052.29 m <sup>2</sup> |
| Occupancy Rate (based on floor area)            | 87.5 %                  |
| Monthly Rent (including common service charges) | ¥ 2,114 thousand        |
| Deposits, Guarantees, etc.                      | ¥ 1,988 thousand        |

1.2%

| Number of Units by Type |    |
|-------------------------|----|
| Single                  | 20 |
| Compact                 | 20 |
| Family                  | 0  |
| Large                   | 0  |
| Dormitory               | 0  |
| Other                   | 1  |

| Special Notation |  |
|------------------|--|
|                  | Both the south side and the east side facing roads are city planning zone roads. Although the widening of the adjacent part has already been completed, the cutting of corner of the intersection with a base of 5 meter (about 6.25m²) has not been carried out. The road development is not decided yet and there are no details on when the development will start nor how much of the property will be expropriated. As such, there are possibilities that the building will become non-compliant with the building code due to future expropriation when the development actually starts. |

<sup>\*</sup> Please refer to "Notes and definitions on items on the tables in the press releases for asset acquisition" on ADR's website for details on items on the above table (http://www.adr-reit.com/en/financial/).



# 4. Summary of Appraisal Report

(monetary unit: thousand yen)

| Name of Property                     | RESIDIA Kita Miia         | vo-Fast III                      | Appraisal Date   | June 1, 2018                        |
|--------------------------------------|---------------------------|----------------------------------|--|-------------------------------------|
| Daiwa Real Estate                    |                           | •                                | Appraisai Daic   | •                                   |
| Appraiser Co., Ltd.                  |                           |                                  | Appraisal Value  | 420,0                               |
| Appraisal Items                      |                           | Appraised<br>Value               | Basis  |                                     |
| Income Capitalization Approach Value |                           | 420,000                          | Income capitalization value is estimated using DCF method along with direct capitaliza method for verification.                        |                                     |
| Direct Capitalization Price          |                           | 426,000                          |  |                                     |
| Total Potential Income               |                           | 32,250                           |  |                                     |
|                                      | Rent Income               | 31,571                           | Estimated from average rent based on the current lease from rent and common expense revenue if newly leas                              |                                     |
|                                      | Other Income              | 678                              | Key money estimated from the exchange rate and the from past income statements.  | vacancy rate. Other income estima   |
| Total Effective                      | Income                    | 30,981                           |  |                                     |
| Los                                  | sses from Vacancies, etc. | 1,268                            | Referred to similar properties and past operating statu stabilized vacancy rate.   | is to estimate the medium to long-t |
| Lo                                   | osses from Delinquencies  | 0                                | Secured by deposit, no losses are assumed.   |                                     |
| Expenses from                        | Rental Business           | 7,748                            |  |                                     |
| Maintenan                            | ce and Management Fees    | 1,260                            | Estimated by referring to past income statements and   | fees at similar properties.         |
|                                      | Utilities Costs           | 873                              | Estimated by referring to past income statements and costs at similar properties.  |                                     |
| Manag                                | gement Commission Fees    | 909                              | Estimated by referring to fees at similar properties.  |                                     |
|                                      | Taxes and Public Dues     | 2,438                            | Estimated based on property tax evaluation certificate and other documents.  |                                     |
| Non-life Insurance Premiums          |                           | 79                               | Estimated based on the insurance premium for the property and similar properties.  |                                     |
| Leasing Expenses                     |                           | 864                              | Estimated by referring to past income statements and costs at similar properties.  |                                     |
| Repair Costs                         |                           | 1,174                            | Estimated by referring to engineering reports and sim<br>Tenant replacement costs are assessed by taking into a<br>vacancy rate        | -                                   |
|                                      | Other Expenses            | 150                              | Estimated by referring to past income statements.  |                                     |
| Net Operating                        | Income                    | 23,232                           |  |                                     |
| Earnings from Deposits               |                           | 23                               | Assumed 1% per annum, by taking into consideration cost.   | n both investment yield and finan   |
|                                      | Capital Expenditures      | 1,518                            | Estimated by referring to the level of capital expenditure and annual average of restoration cost listed on the er                     |                                     |
| Net Cash Flow                        | DCF Price                 | 21,737                           |  |                                     |
| Cap Rate 5.1%                        |                           | 5.1%                             | The cap rate is estimated by adding the yield spread<br>and age of the building to the base yield as well as re<br>similar properties. |                                     |
| DCF Price                            |                           | 418,000                          |  |                                     |
| Discount Rate 4.9%                   |                           | 4.9%                             | The discount rate is estimated by comparing the disco<br>properties and reflecting the individual characteristics                      |                                     |
| Terminal Cap Rate 5.3%               |                           | Added a premium on future risks. |  |                                     |
| Cost Approach Value 40               |                           | 407,000                          |  |                                     |
| Land Ratio                           |                           | 42.4%                            |  |                                     |
| Building Ratio 57.6%                 |                           | 57.6%                            |  |                                     |
|                                      |                           | Other N                          | Matters of Consideration   |                                     |



#### 5. Seller Profile

The seller of the property is a domestic company whose name and details are not disclosed according to their wishes. The seller does not constitute a party having particular vested interest in ADR or ADIM.

### 6. Property Titleholder (for transactions with parties with special interest)

Omitted. Property is not acquired from parties with special interest.

#### 7. Matters Concerning Earthquake Resistance

The validity of structural calculation document on the asset-to-be-acquired has been examined by a third-party inspector, Tokio Marine & Nichido Risk Consulting Co., Ltd. ADR has obtained the inspection results stating that no intentional manipulations, falsifications or other corruptions in the structural calculation document were found and that the structural calculation is deemed to have been performed in accordance with the law.

#### 8. Broker Profile

| Trade name                    | TOKYU LIVABLE, INC.                              |
|-------------------------------|--|
| Head Office location          | 1-9-5 Dogenzaka, Shibuya-ku, Tokyo,              |
| Representative                | Shinji Sakaki                                    |
| Capital                       | 1,396.3 million yen                              |
| Commission                    | Not disclosed in accordance to the broker's wish |
| Relationship with ADR or ADIM | None   |

#### 9. Future Outlook

The effect of the Acquisition on the management performance forecasts for fiscal periods ending January 2019 is negligible. Therefore, the forecasts remain unchanged.



## [Supplementary Materials]

## 1. Status of the Portfolio After the Acquisition

| Asset Size (based on acquisition price) | 448.1      | billion yen |
|---|------------|-------------|
| No. of Properties                       | 264        | properties  |
| No. of Leasable Units                   | 21,286     | units       |
| Total Leasable Floor Area               | 790,612.82 | $m^2$       |

| Area Diversification                            | Acquisition Price | Share of Investment |
|---|-------------------|---------------------|
| P (Tokyo Central 7 Wards)                       | 169.5 billion yen | 37.8%               |
| C (Tokyo 23 Wards Exclusive of Central 7 Wards) | 149.6 billion yen | 33.4%               |
| Tokyo 23 Wards                                  | 319.2 billion yen | 71.2%               |
| S (Tokyo Metropolitan Area)                     | 41.5 billion yen  | 9.3%                |
| R (Major Regional Cities)                       | 87.3 billion yen  | 19.5%               |
| Other Regions                                   | 128.8billion yen  | 28.8%               |
| Total   | 448.1billion yen  | 100.0%              |

## \* URL: <a href="http://www.adr-reit.com/en/">http://www.adr-reit.com/en/</a>

[Provisional Translation Only]

English translation of the original Japanese document is provided solely for information purposes. Should there be any discrepancies between this translation and the Japanese original, the latter shall prevail.

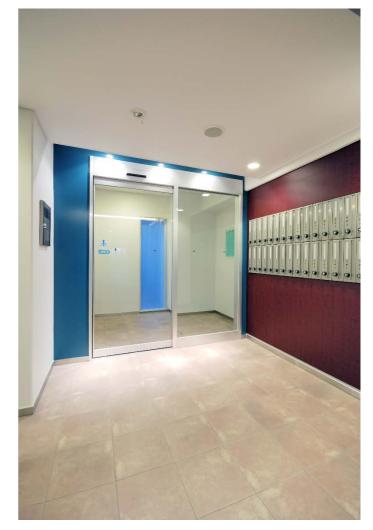


## [Reference Material]

# R-76 ) RESIDIA Kita-Nijyo-East III

Photos of the Asset-To-Be-Acquired











#### Map indicating the location of the Asset-To-Be-Acquired



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