

Global Logistic Properties

GLP J-REIT

Investment in Modern Logistic Facilities





### **GLP J-REIT**

(3281)

February 2013 Fiscal Period



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### 01 Truly investor-oriented J-REIT

02 Our Mission, Goal, Target

03 Launch of the largest logistic J-REIT

04 Innovative initiatives which address investors concerns

05 Robust growth of unit price





### Our Mission, Goal, Target

### **GLP J-REIT maximizes investor value**

**Mission** 

Best-in-class J-REIT

-Investor-oriented and global standard asset management-

Goal

Secure stable dividend Maximize investor return

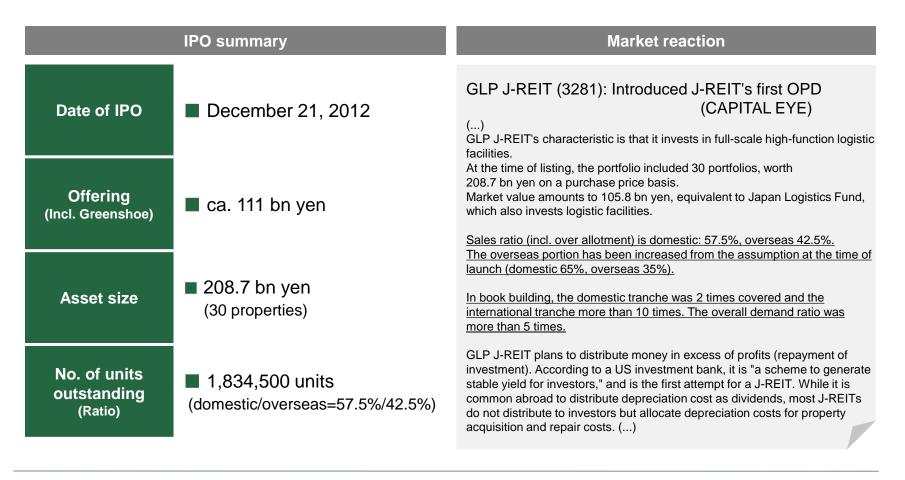
**Target** 

NAV per unit increase EPU growth



### Launch of the largest logistic J-REIT

- IPO of the largest portfolio (208 bn yen) among J-REITs specializing in logistic facilities
- Employed many new initiatives in J-REIT market, very strong demand at IPO

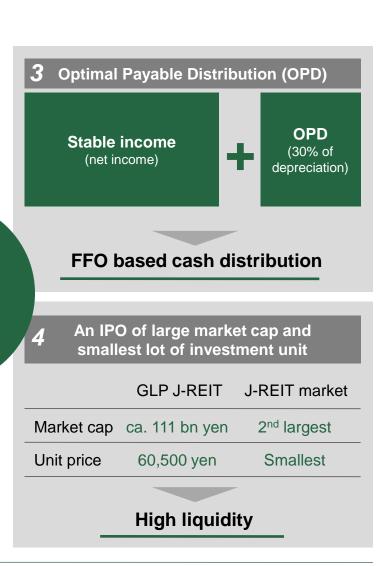




### Innovative initiatives which address investors concerns

First-ever initiatives in J-REIT sector.



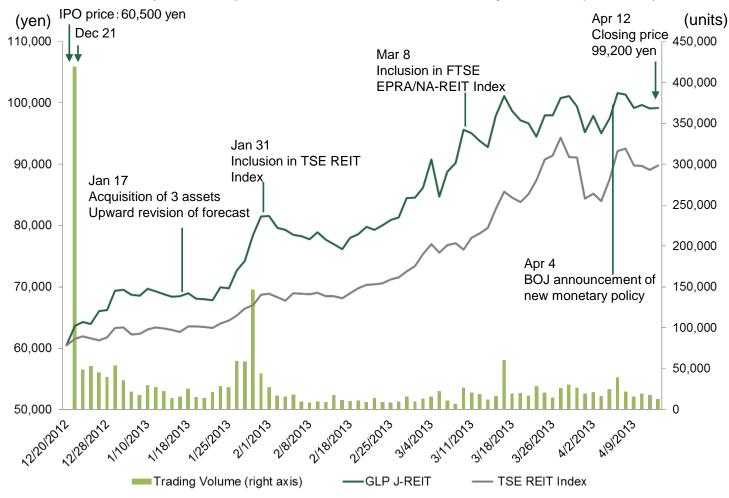


unitholder and sponsor



### Robust growth of unit price

■ After IPO, unit price outperforms TSE REIT Index by 10.4% (as of April 12, 2013)



<sup>1.</sup> The TSE Index has been obtained by indexing the TSE REIT Index of December 20, 2012 as the closing price of the GLP J-REIT unit on the same day.



### February 2013 financial results (2nd period)

07 February 2013 financial results

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## February 2013 financial results

# Result summary

- Increased revenue by exercising purchase option¹ earlier than initial schedule
- Smaller IPO-related expenses and finance costs than estimate
- Dividend per unit 531 yen (incl. OPD): +73 yen compared to the forecast at IPO

Item	as of IPO (12/21/2012) (A)	as of Purchase ) Option (1/17/2013	Feb 2013 3) Actual (B)	(B)-(A)	Major factors for variation
Financial result Feb 2013 (mm yen	)				
Operating revenue	2,157	2,223	2,236	+79	+66 Increase in rent revenue from additional 3 assets +13 Increase in utility recoveries
Operating income	1,241	1,289	1,328	+87	-23 Increased expenses from additional 3 asse +12 Decrease in leasing commission, etc. +14 Decrease in professional fee
Ordinary income	781	837	910	+129	+4 Decrease in interest expense +23 Decrease in IPO-related / legal expenses
Net income	779	835	907	+128	-
Dividend per unit (yen)					
Dividend per unit (total)	458	492	531	+73	-
Dividend per unit (excl. OPD)	377	408	447	+70	-
Optimal payable distribution	81	84	84	+3	-
Others					
Occupancy	-	-	99.9%	-	-
NOI (NOI yield)	-	- 2,0	)86M (6.1%)	-	-
LTV	-	_	49.4%	-	-

<sup>1.</sup> Purchase options are contractual rights that enable GLP J-REIT to purchase certain properties at the appraisal value at the time of the option agreement



Topic (1)

### 30 assets at IPO + 3 additional assets earlier than scheduled

Acquired 30 properties on January 4, 2013, and built up best-in class portfolio, including flagship properties of GLP Group



Following the greenshoe option exercise on January 17, 2013, additional acquisition was decided earlier than scheduled, through the exercise of the purchase option. (Acquisition date: February 1, 2013)



#### **Acquired properties**

	No. of properties	GFA <sup>1</sup> (sqm)	Acquisition price (mm yen)
Acquisition at IPO	30	1,219,801	208,731
Acquisition by purchase option	3	62,195	12,580
Total	33	1,281,997	221,311
1. "GFA" refers to gross floor area			



Topic (2)

### Smooth start-off with stable portfolio

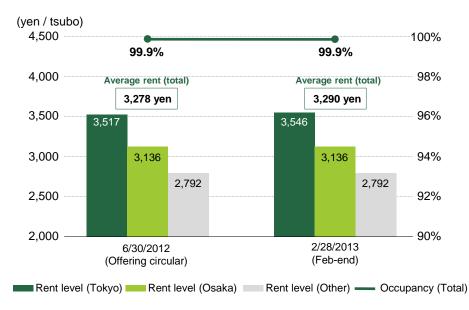
- High occupancy and rental growth by proactive leasing
- Keep strengthening tenant satisfaction and portfolio profitability by various ways, such as renovation in common area

#### Portfolio KPI

Occupancy 99.9%

Average monthly rent 3,290 yen / tsubo

#### Occupancy and rent level by area (33 assets base)



#### Renovation in GLP Tokyo

Renovation in common area (Cafeteria at top floor)

#### **Before**



#### After





(As of Feb 28 2013)

date

1/4/2014

1/4/2015

1/4/2016

1/4/2018

1/4/2020

1/31/2020

2/1/2021

Origination | Repayment

date

1/4/2013

1/4/2013

2/1/2013

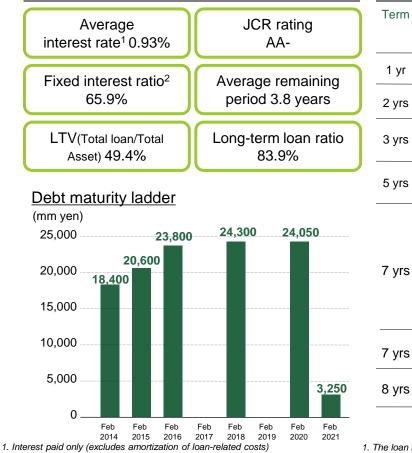
2/1/2013

Topic (3)

### Solid financial standing

Key index

- A solid bank formation of Japanese mega-banks
- Succeeded in maturity diversification while achieving low cost and stability



	Tota	(9 banks)	114,400	0.93%			
1. The loan h	as a floating interest i	ate, but the Intere	est Rate Swap A	Agreement has be	een transacted ii	n order to h	edge risks
arising fron	n fluctuations. Theref	ore, the interest ra	ate after the swa	ap has taken plac	e (fixation of int	erest rate) i	s stated.

Loan details

Total

Amount

(mm yen)

18,400

20,600

23,800

24,300

20,800

3,250

3,250

Lender

Sumitomo Mitsui Banking

The Bank of Tokyo-Mitsubishi

Mizuho Corporate Bank, Ltd. Mitsubishi UFJ Trust and

**Banking Corporation** 

Citibank Japan Ltd. The Bank of Fukuoka, Ltd. The Norinchukin Bank

Resona Bank, Ltd.

Corporation

UFJ, Ltd.

UFJ. Ltd.

Corporation

Sumitomo Mitsui Banking

The Bank of Tokyo-Mitsubishi

Mizuho Corporate Bank, Ltd.

Development Bank of Japan Inc.

The Bank of Tokyo-Mitsubishi

Sumitomo Mitsui Banking

Mitsubishi UFJ Trust and

**Banking Corporation** The Bank of Fukuoka. Ltd.

Corporation

UFJ, Ltd.

Interest

rate

(p.a.)

0.52000%

0.62000%

0.85125%

(note 1)

1.12500%

(note 1)

1.40500%

(note 1)

1.03000%

(Fixed-rate)

1.29750%

(note 1)

2. Including fixed interest rate by interest rate swap agreement



#### Topic (4)

### Establishment of market presence

#### Inclusion in indices

Included in a number of indices that are widely used as a benchmark

Index	Date of inclusion
TSE REIT Index	1/31/2013
FTSE EPRA / NA-REIT Global Real Estate Index	3/18/2013
S&P Global BMI Index	3/18/2013
UBS Global Real Estate Index	3/22/2013
Russell Global Index	3/29/2013

#### Deal awards

Equity division "IPO of the Year," "Innovative Equity Deal of the Year"

(DealWatch Awards 2012, hosted by Thomson Reuters Markets KK)

Reason for winning the award:

(IPO of the Year)

Listed as a foreign-capital fund that specializes in logistics facilities, sponsored by SWF. Through its excellent portfolio and the introduction of Japan's first incentive reward to the management of the managing company, it was viewed as a sign of the reinvigoration not only of J-REIT but the entire IPO.

(Innovative Equity Deal of the Year)

Introduced Japan's first optimal payable distribution. Utilizing the characteristic of a logistics facility fund that does not incur repair costs as much as office buildings, it has decided to distribute approx. 30% of depreciation cost generated during the calculation period. It offered sufficient explanation to domestic investors, which led to high penetration of the fund.

#### Real estate investment trusts division Special Award (Capital Eye Limited)

Reason for winning the award:

It has made various endeavors to create a "second generation of REIT." At the top of the list is the introduction of REIT's first optimal payable distribution system. It is an innovative deal that takes advantage of a logistics REIT. Being a new listing before the market gained momentum, it carefully prepared measures for the deal to succeed and also devised purchase options and other measures.

### Media exposure

World Business Satellite (TV Tokyo) 12/21/2012



### **Nikkei CNBC** 2/15/2013





### MONTHLY MAGAZINE PROPERTY MANEGEMENT

(March, 2013)

【Other】
Nihon Keizai Shimbun,
Weekly Diamond, Toyo Keizai,
Bloomberg, Fudousan Keizai Tsushin,
Real Estate Fund Review
and many more

#### For further growth

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- 15 External growth: External growth by RoFL and a robust funding environment
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- 23 Roadmap for further growth





## August 2013 and February 2014 forecasts

Dividends forecasts (incl. OPD) in Aug 2013 and Feb 2014; 2,160 yen and 2,162 yen

Item	Feb 2013 Actual	Aug 2013 Forecast (A)	Feb 2014 Forecast (B)	(B)-(A)	Major factors for variation		
Forecasts (mm yen)	Forecasts (mm yen)						
Operating revenue	2,236	7,233	7,232	-1	<ul><li>-5 Decrease in utility recoveries (seasonal factor)</li><li>+4 Increase in solar panel related rent income</li></ul>		
Operating income	1,328	4,264	4,246	-18	-12 Increase in leasing commission -16 Increase in depreciation expenses +10 Decrease in asset management fee		
Ordinary income	910	3,494	3,493	-1	+16 Decrease in debt cost		
Net income	907	3,493	3,492	-1	-		
Dividend per unit (yen)							
Dividend per unit (total)	531	2,160	2,162	+2	-		
Dividend per unit (excl. OPD)	447	1,900	1,900	0	-		
Optimal payable distribution	84	260	262	+2	-		

<sup>1.</sup> With respect to 33 properties, 1,287 mm yen of real estate tax capitalized in acquisition cost. Real estate tax is expected to incur after Aug 2014 period.



### Strengths of GLP Group, which support GLP J-REIT growth

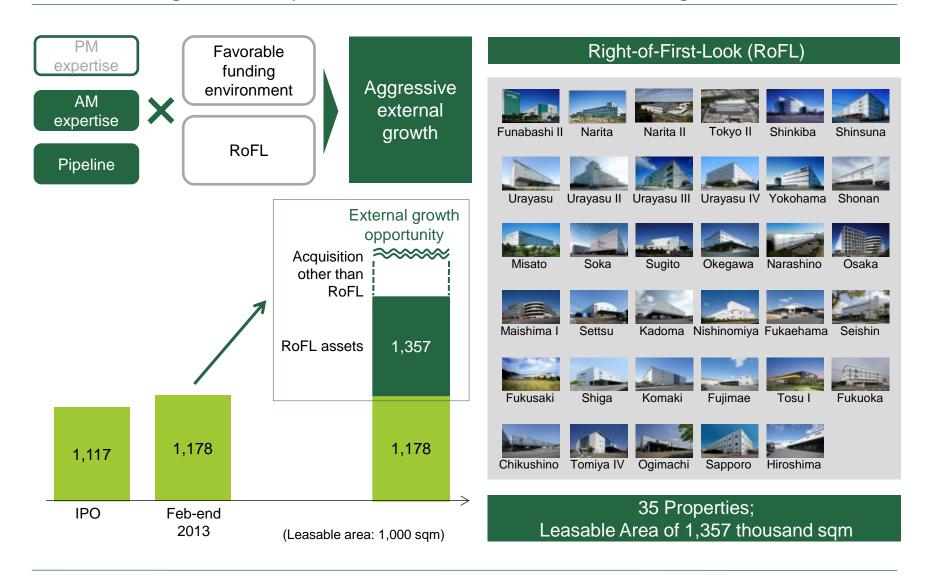
#### Increase NAV per unit / EPU **Internal Growth External Growth** Increase Keep high **Accretive** Leverage on Reduce portfolio RoFL<sup>1</sup> occupancy finance cost profitability PM expertise **AM** expertise **Pipeline Global Logistic Properties** Integration of tenant relation, 10 years of management experience 100 % ownership of 35 assets engineering and property operation Deep insight of investor needs Multiple assets via JV ownership Largest logistic AUM in Japan's market Logistic property specialist **GLP Group**

<sup>1. &</sup>quot;RoFL" refers to right of first look, which is a contractual right that obliges the sponsor to provide the information about the sales of its properties to GLP J-REIT and undergo exclusive good faith negotiations with GLP J-REIT before negotiating with other parties. The sponsor has no obligation to sell any properties subject to our right of first look.



External growth

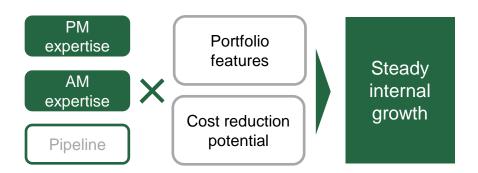
## External growth by RoFL and a robust funding environment



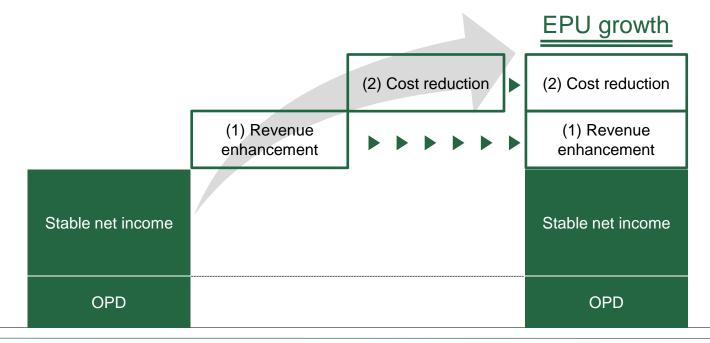


#### Internal growth

### EPU growth via revenue enhancement and cost reduction



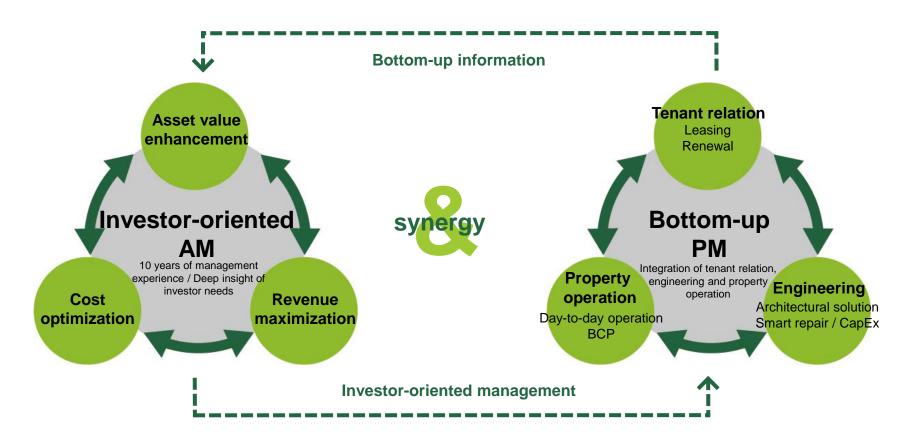
■ Realize upside potential, while keeping stable dividend base





### Leverage on best-in-class AM / PM expertise

Synergy by co-operation between GLP Japan Advisors (AM) and Global Logistic Properties (PM)





## High occupancy by successful re-leasing activities

■ GLP portfolio has track record of high occupancy, utilizing best-in-class AM / PM expertise

#### **Examples of re-leasing activities**

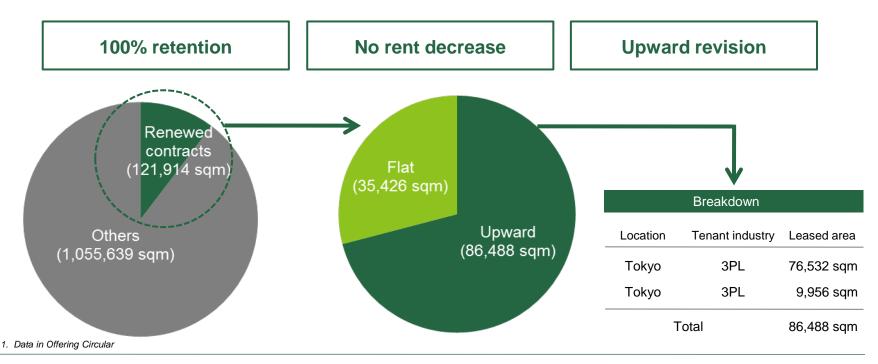
	GLP Nara	GLP Hayashima	GLP Koriyama Ⅲ
Tenant relation	Proposed to an existing customer of GLP group for a consolidation of their logistics centers. Reasonably priced for a location that covers Greater Osaka area	Strong information gathering capabilities that cover from customers' Head Office to logistic bases, by the team knowledgeable about local markets	Leasing team with deep understanding of the regional market confirmed conversion to Multi-tenant property better fits tenants' demand
Engineering	Flexible renovation works that accommodated tenant's request	Refurbishment of a customized property to improve versatility and operational efficiency	Conversion to Multi-tenant property leveraging on development experience of Multi-tenant properties as GLP group
Property operations	Coordinated move-in / out timings of tenants to fit in their business plan. Supported planning / administration and execution of tenant's on-site works	Minimized required capex through preventive repairs and maintenance	Smooth Multi-tenant property operations leveraging on a track record of operating Multi-tenant properties as GLP group
Achievement	Re-leased without downtime	Re-leased without downtime	Converted to Multi-tenant property from BTS and re-leased



### Unparalleled stability and rental growth opportunity

Achieved 100% of retention rate after June 30, 2012<sup>1</sup> and realized 0.4% of rental growth

Retention rate		Rental growth
- After June 30, 2012 <sup>1</sup>	100%	Achieved 6.8% of upward revision
- Since sponsor's management start 92%		(Portfolio basis: 0.4%)

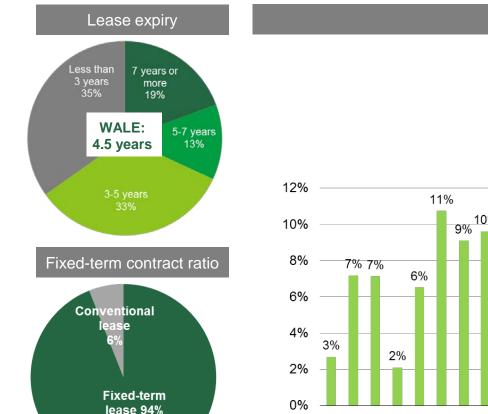


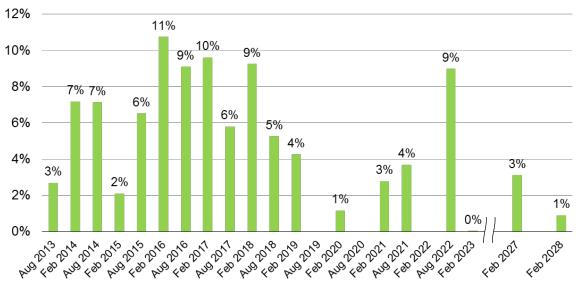


### Portfolio features, which maximize rental growth potential

- 4.5 years of weighted average lease expiry (WALE), which gives rental growth opportunities
- 94% of fixed-term contract ratio, favorable for the owner

(by leased area)





Lease expiry profile



#### Internal growth (2) Cost reduction

### Potential for debt cost reduction

- In addition to low-cost finance at IPO, realized lower interest rate borrowing in February
- Under favorable debt finance environment, pursue further debt cost reduction

Aggressive lending by financial institutions

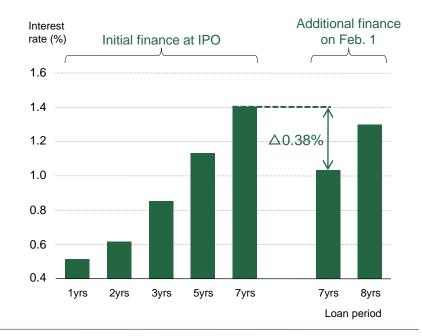
Potential for debt cost reduction



#### Result of interest rate reduction

0.38% of interest rate reduction compared to the initial finance of the same length (7 years)

	Feb-end	Strategy
LTV	49.4%	Maintain 45%-55%
Average Interest rate	0.93% <sup>1</sup>	Pursue lower interest rate in refinance and additional finance
Average Lending period	3.9 years	Pursue longer lending period
Finance method	Bank loan only	Consider other options, such as J-REIT bond



<sup>1.</sup> Interest paid only (excludes amortization of loan-related costs)



## New initiative for EPU growth - Solar panel project -

Agreed with GLP Group to lease roofs of J-REIT 6 properties in the aim to set up solar panel

Properties for solar panel				
Property name	Electricity supply start			
GLP Amagasaki	Sep 2013			
GLP Misato II	Sep 2013			
GLP Maishima II	Feb 2014			
GLP Kiyama	Feb 2014			
GLP Tomiya	Dec 2013			
GLP Akishima	Feb 2014			

+33 mm yen annual revenue increase at stabilized base





### Roadmap for further growth

#### **Asset Strategy**

#### (1) Leasing Strategy

- Maintain high occupancy
- Strengthen portfolio profitability

#### (2) Portfolio Strategy

- Acquisition and disposition based on future property profitability
- Utilize RoFL
- Explore acquisition opportunities, including acquisition from third parties

### **Mission**

Best-in-class J-REIT Investor-oriented and global standard asset management

### Goal

Secure stable dividend Maximize investor return

## **Target**

NAV per unit increase EPU growth

#### Liability strategy

#### (1) Liquidity Control

- Longer and diversified maturity
- Increase finance option, including J-REIT bond, etc.

#### (2) Debt Cost Control

- Negotiation for interest expense reduction
- Optimal cash management

#### IR Strategy

- Bilingual disclosure
- Global IR

### **GLP J-REIT maximizes investor value**



#### **Appendix**

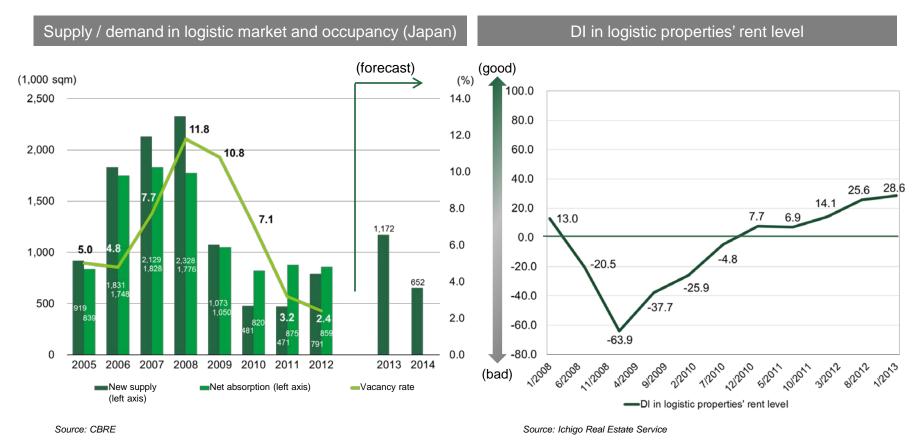
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### Stable demand and rental growth expectation

- Vacancy decreased to 2.4%
- New supply increasing, yet 50% of 2008
- DI questionnaire shows market participants are expecting rental growth in the near future





### Supply of modern logistic facilities and demand growth

- Modern logistic facilities are only 2.5% of the total stock of logistic facilities in Japan
- Demand is expected to grow, due to the market growth of 3 PL and E-commerce

#### Stock of logistic facilities

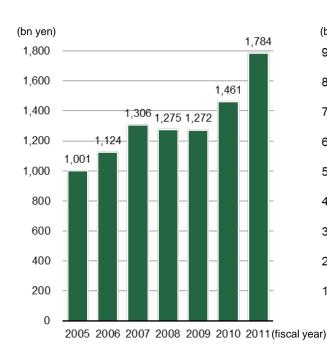
(As of March-end 2012)

Total logistic facilities<sup>1</sup> 467 mm sqm 100%

Middle-to-large sized facilities<sup>2</sup> 224 mm sqm 48% Modern logistics facilities<sup>3</sup> 12 mm sqm 2.5%

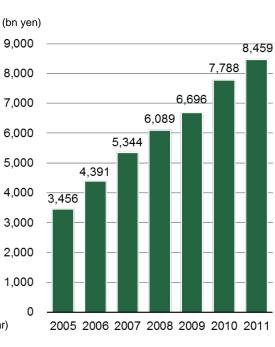
Source: Ministry of Internal Affairs and Communications, Ministry of Land, Infrastructure, Transport and Tourism, CBRE

#### 3PL market growth



Source: Logistic Business

## E-commerce market growth



Source: Ministry of Economy, Trade and Industry

Estimated by CBRE using the Survey of the Outline of Fixed
 Asset Prices as well as the Yearbook of Construction Statistics.

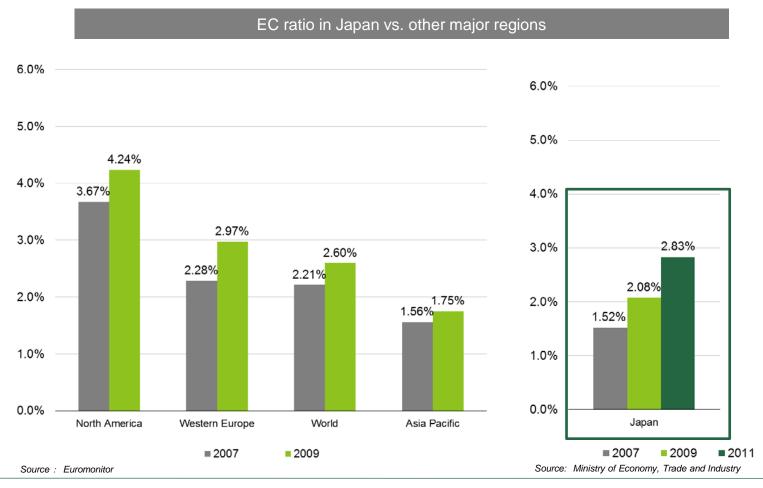
<sup>2.</sup> Logistic facilities of a size of at least 5,000 sqm.

<sup>3.</sup> Logistic facilities for rent that is at least 10,000 sqm in total floor space and equipped with functional designs.



## Significant growth potential in Japan's E-commerce market

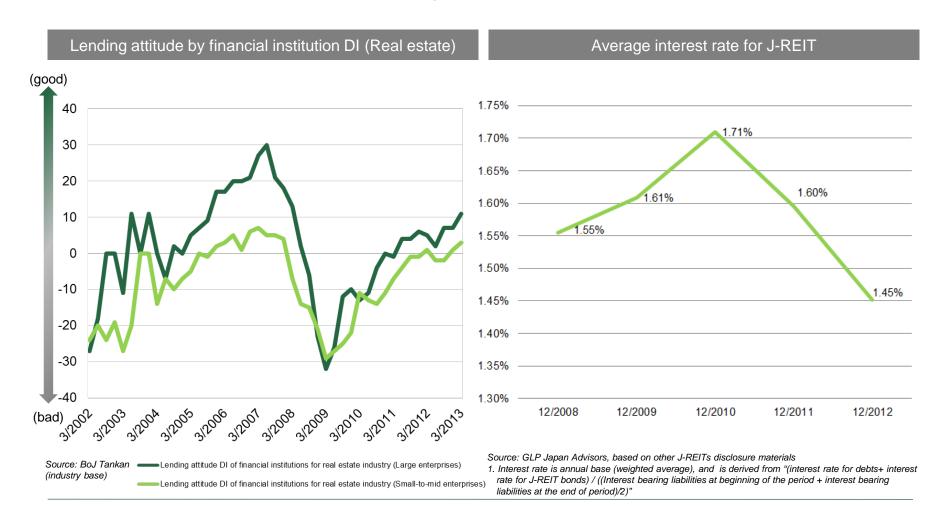
Market size of Japan's E-commerce market is 8.5 trillion yen in 2011 and 2.83% of the whole retail volume





### Favorable debt finance environment

 Lending attitude of financial institution has been favorable, and promotion of financial ease could further improve borrowing environment





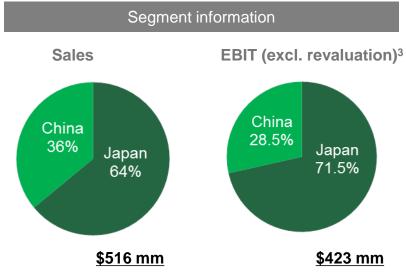
### GLP J-REIT's innovative initiatives

Best-in Class Portfolio	<ul> <li>Best-in class portfolio of modern logistics facilities</li> <li>High portfolio quality equivalent to that of the portfolio owned by the sponsor,</li> <li>the loggest logistics facilities provider in Japan (Acquiring two of CL P's flogship)</li> </ul>
	the largest logistics facilities provider in Japan (Acquiring two of GLP's flagship assets - GLP Tokyo and GLP Amagasaki)
Rich Opportunities for External Growth	Shaping rich and tangible opportunities for external growth through sponsor's pipeline support such as <u>Purchase Options</u> and <u>Right of First Look (RoFL)</u>
Optimal Payable Distribution (OPD)	Implementing <u>Optimal Payable Distribution (OPD)</u> which realizes FFO-based distribution
Performance-linked AM Fees and	<ul> <li>Approximately 2/3 of AM fees <u>linked to NOI and EPU</u> (Earnings per Unit)</li> </ul>
Management Incentive bonuses at Asset Manager	Management incentive bonuses at Asset Manager <u>linked to EPU and relative unit</u> <u>price performance</u> (vs. TSE REIT Index)
Large Market Capitalization and	Largest IPO for a J-REIT with approximately <u>JPY 110 bn as the offering amount</u>
Smaller Lot of Investment Units Aiming to Enhance Liquidity	Smaller lot of investment units (JPY 60,500 at IPO), to expand investor base and enhance liquidity
Sponsor's Commitment	<ul> <li>Alignment of interests between sponsor and unitholders with the sponsor maintaining a 15% ownership upon the completion of IPO</li> </ul>
Strict Governance Structure	Veto rights by outside expert(s) on Asset Manager's investment & compliance committees
for Related Party Transactions	■ <u>Veto rights</u> by J-REIT board on selection of outside expert(s) at Asset Manager



### Global Logistic Properties Limited ("GLP")





Major Shareholders (as of March 31, 2013)<sup>4</sup>

	No. of shares (mm)	Share (%)
GIC	1,731	36.4
Lone Pine Capital	445	9.4

Source: GLP Disclosure

- 1. GLP Investor Presentation 3Q FY 2013.
- 2. "GFA" refers to gross floor area.
- 3. Earnings Before Interest and Taxes excluding Revaluation.
- 4. Including beneficial ownership.



## GLP Group development pipeline

Property Name (Prefecture)	Туре	Construction start	Expected completion	GFA (1,000 sqm)
GLP Misato III (Saitama)	Multi	4/2012	5/2013	94
GLP Soja (Okayama)	Multi	6/2012	2/2013	78
GLP Atsugi (Kanagawa)	Multi	11/2012	12/2013	107
GLP·MFLP Ichikawa Shiohama (Chiba)	Multi	12/2012	12/2013	121
GLP Ayase (Kanagawa)	Multi	10/2013	11/2014	68





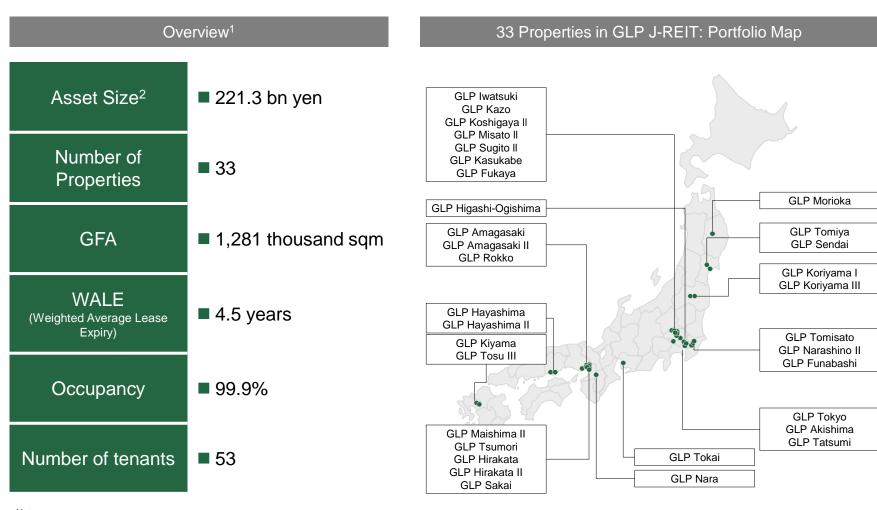








## GLP J-REIT portfolio overview

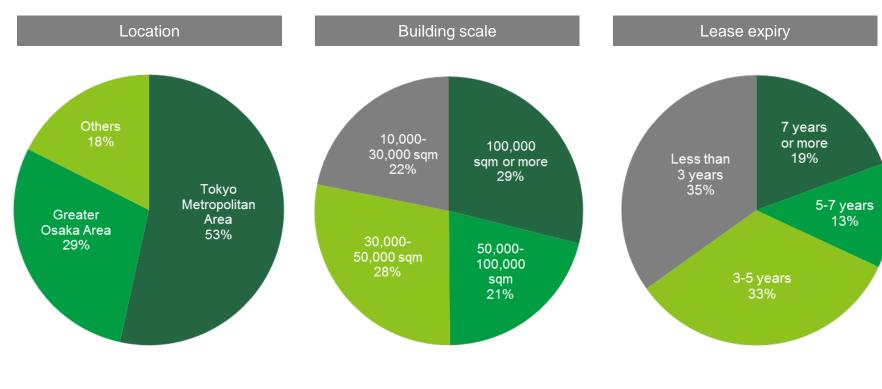


#### Notes:

- 1. As of February 28, 2013
- 2. Based on acquisition price



## Well-balanced portfolio with stable return (1)

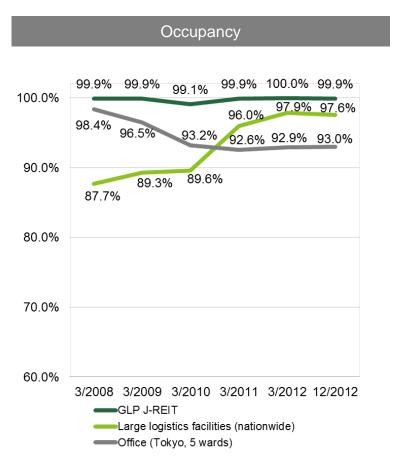


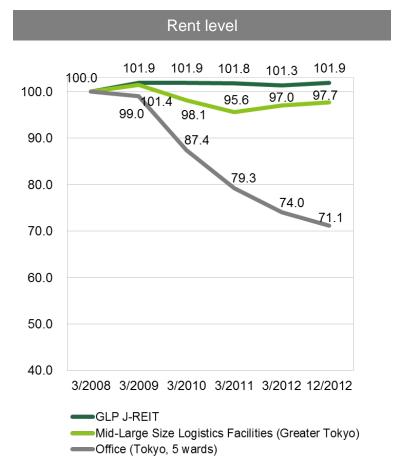
WALE: 4.5 years

<sup>1.</sup> As of February 28, 2013. Location and building scale are based on gross floor area. Lease expiry and weighted Average of Lease Expiry, or WALE are based on leased area excluding vacant area.



### Well-balanced portfolio with stable return (2)





Source: CBRE, GLP.

<sup>1.</sup> GLP J-REIT represents the rent level of 24 properties of the 33 portfolio properties (the properties that GLP Group has held since the end of March 2008, including properties that were indirectly owned by a significant shareholder of GLP Limited as of the end of March 2008 and were subsequently acquired by GLP Limited) is calculated on a basis based on the actual lease terms.

Large Logistics Facilities (Nationwide) represents the average offered occupancy rate for nationwide logistics facilities with 5,000 sqm or more in GFA. Office (Tokyo, 5 wards) represents the average offered rent for office buildings located in 5 wards (Chiyoda, Chuo, Minato, Shinjuku and Shibuya). Mid-Large Size Logistics Facilities (Greater Tokyo) represents the average offered rent for logistics facilities located in Tokyo, Chiba, Kanaqawa and Saitama with 1,000 tsubo (3,305 sqm) or more in GFA. Indexed to March 2008.



## Portfolio description (1)

								2013 Feb	-end
Property Number	Property Name	Acquisition price (mm yen)	Investment Ratio (%)	Leasable area (sqm)	Leased area (sqm)	Occupancy	No. of Tenants	Appraisal value (mm yen)	Direct cap rate <sup>2</sup> (%)
Tokyo-1	GLP Tokyo	22,700	10.3%	56,105	56,105	100.0%	5	22,800	4.8%
Tokyo-2	GLP Higashi-Ogishima	4,980	2.3%	34,582	34,582	100.0%	1	5,150	5.3%
Tokyo-3	GLP Akishima	7,160	3.2%	27,356	27,356	100.0%	3	7,180	5.3%
Tokyo-4	GLP Tomisato	4,990	2.3%	27,042	27,042	100.0%	1	4,990	5.4%
Tokyo-5	GLP Narashino II	15,220	6.9%	104,543	104,543	100.0%	2	17,900	5.4%
Tokyo-6	GLP Funabashi	1,720	0.8%	12,017	12,017	100.0%	1	1,780	5.1%
Tokyo-7	GLP Kazo	11,500	5.2%	76,532	76,532	100.0%	1	12,100	5.4%
Tokyo-8	GLP Fukaya	2,380	1.1%	19,706	19,706	100.0%	1	2,490	5.4%
Tokyo-9	GLP Sugito II	19,000	8.6%	101,262	100,354	99.1%	4	19,100	5.3%
Tokyo-10	GLP lwatsuki	6,940	3.1%	31,839	31,839	100.0%	1	6,960	5.3%
Tokyo-11	GLP Kasukabe	4,240	1.9%	18,460	18,460	100.0%	1	4,240	5.5%
Tokyo-12	GLP Koshigaya II	9,780	4.4%	43,537	43,537	100.0%	2	9,800	5.2%
Tokyo-13	GLP Misato II	14,600	6.6%	59,208	59,208	100.0%	2	14,700	5.2%
Tokyo-14	GLP Tatsumi	4,960	2.2%	12,925	12,925	100.0%	1	4,980	5.0%

<sup>1.</sup> As of February 28, 2013

<sup>2.</sup> NCF capitalization rate used in direct capitalization method



## Portfolio description (2)

								2013 Feb	-end
Property Number	Property Name	Acquisition price (mm yen)	Investment Ratio (%)	Leasable area (sqm)	Leased area (sqm)	Occupancy	No. of Tenants	Appraisal value (mm yen)	Direct cap rate <sup>2</sup> (%)
Osaka-1	GLP Hirakata	4,750	2.1%	29,829	29,829	100.0%	1	4,890	5.6%
Osaka-2	GLP Hirakata II	7,940	3.6%	43,283	43,283	100.0%	1	7,940	5.3%
Osaka-3	GLP Maishima II	8,970	4.1%	56,511	56,511	100.0%	1	9,640	5.6%
Osaka-4	GLP Tsumori	1,990	0.9%	16,080	16,080	100.0%	1	2,060	5.9%
Osaka-5	GLP Rokko	5,160	2.3%	39,339	39,339	100.0%	1	5,320	5.6%
Osaka-6	GLP Amagasaki	24,500	11.1%	110,314	110,314	100.0%	6	24,500	5.0%
Osaka-7	GLP Amagasaki II	2,040	0.9%	12,342	12,342	100.0%	1	2,050	5.7%
Osaka-8	GLP Nara	2,410	1.1%	19,545	19,545	100.0%	1	2,560	6.2%
Osaka-9	GLP Sakai	2,000	0.9%	10,372	10,372	100.0%	1	2,020	5.7%
Other-1	GLP Morioka	808	0.4%	10,253	10,253	100.0%	1	833	6.5%
Other-2	GLP Tomiya	2,820	1.3%	20,466	20,466	100.0%	1	2,820	6.0%
Other-3	GLP Koriyama I	4,100	1.9%	24,335	24,335	100.0%	1	4,110	6.1%
Other-4	GLP Koriyama III	2,620	1.2%	27,671	27,671	100.0%	4	2,630	6.0%
Other-5	GLP Tokai	6,210	2.8%	32,343	32,343	100.0%	1	6,240	5.5%
Other-6	GLP Hayashima	1,190	0.5%	13,574	13,574	100.0%	1	1,240	6.3%
Other-7	GLP Hayashima II	2,460	1.1%	14,447	14,447	100.0%	1	2,460	5.8%
Other-8	GLP Kiyama	4,760	2.2%	23,455	23,455	100.0%	1	4,760	5.7%
Other-9	GLP Tosu III	793	0.4%	11,918	11,918	100.0%	1	818	6.0%
Other-10	GLP Sendai	5,620	2.5%	37,256	37,256	100.0%	1	5,620	5.9%
Total		221,311	100.0%	1,178,461	1,177,554	99.9%	53	226,681	-

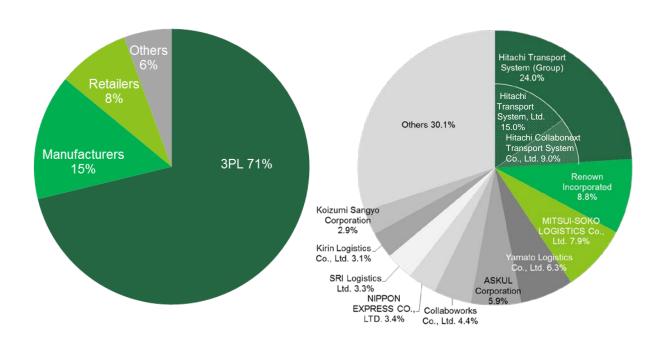
<sup>1.</sup> As of February 28, 2013

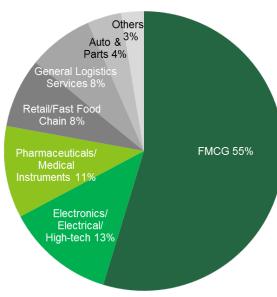
<sup>2.</sup> NCF capitalization rate used in direct capitalization method



### Tenant diversification

Tenant industry Top 10 tenants End-user industry

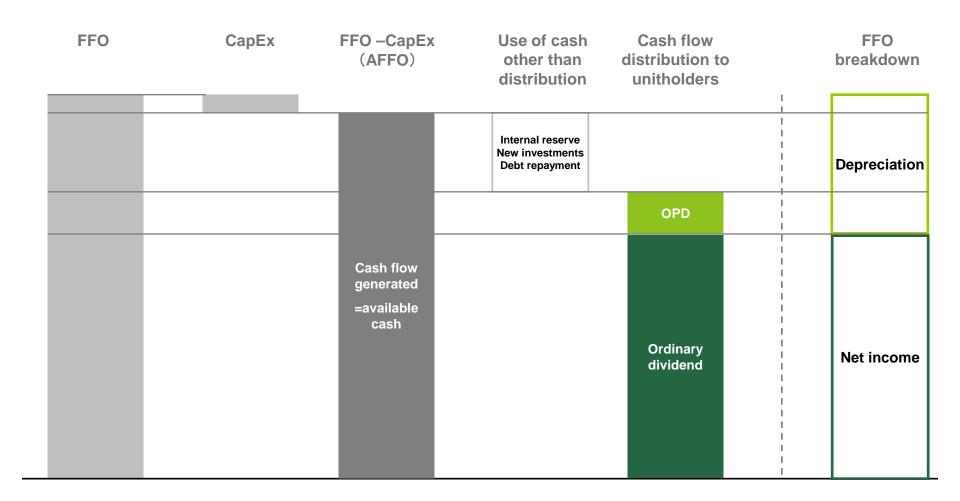




1. As of February 28, 2013. Leased area base.

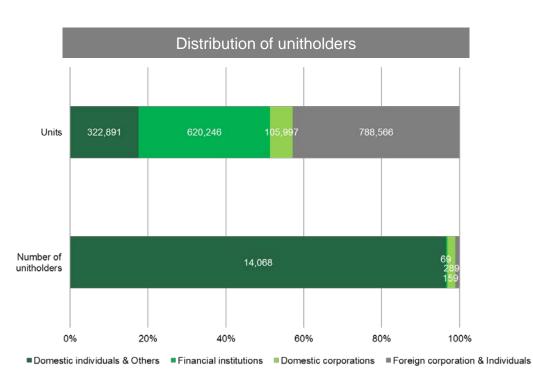


### OPD to ensure sustainable and efficient allocation of cash





## Unitholder composition



#### Major unitholders

Name	Units	Share
GLP Capital Japan 2 Private Limited	272,455	14.8%
Japan Trustee Services Bank, Trust Account	234,467	12.8%
Trust & Custody Services Bank, Ltd., Securities Investment Trust Account	105,932	5.8%
The Master Trust Bank of Japan, Ltd., Trust Account	95,300	5.2%
The Nomura Trust and Banking Co., Ltd.	85,432	4.6%
Nomura Bank Luxemburg SA, Investment Trust Account	57,080	3.1%
JP Morgan Chase Bank	56,714	3.1%
State Street Bank and Trust Company	49,457	2.7%
Deutsche Bank AG London-PB Non-Treaty Clients	25,326	1.4%
Mellon Bank, N.A. as Agent for its Client Mellon Omnibus US Pension	20,368	1.1%
Total	1,002,531	54.6%
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## **MEMO**



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