

# LaSalle LOGIPORT REIT (3466)

Supplementary materials to September 19, 2018 press release regarding “Notice regarding Acquisition of Asset (Preferred Shares of Amagasaki Property TMK)”



September 19, 2018

# Transaction Highlights: Acquisition of Preferred Equity Shares where the Underlying Asset is LOGIPORT Amagasaki

1

Invest in properties at a discounted price with upside through lease up

- Acquisition Price NOI Yield<sup>(1)</sup> 5.5%
- By obtaining a preferential right to this property, expand external growth pipeline
- Room for internal growth due to lease up translating into increased dividend income and realizing capital gains

2

Sponsor's abundant leasing experience in the Osaka Bay area amid a market environment toward recovery

- Sponsor achieved early lease up in 5 development projects<sup>(2)</sup> in Osaka Bay
- Osaka Bay area supply to decline sharply<sup>(3)</sup> leasing environment improved

3

Investment scheme emphasizing capital efficiency

- Prevent dilution of investment units, acquire property through minority investment in special company
- Collaborative investment with sidecar fund operated by the LaSalle Group

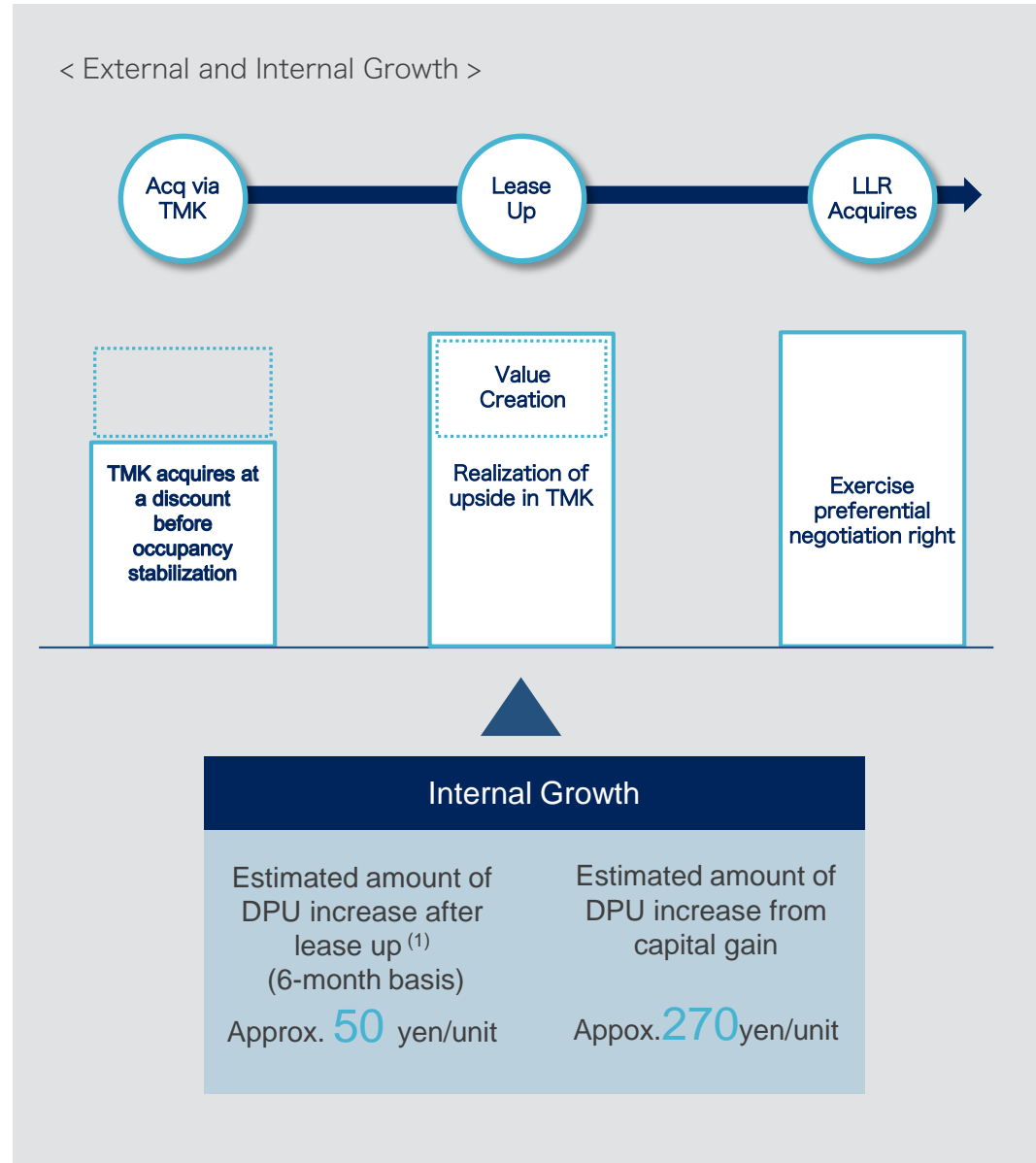
(1) Calculated based on appraisal NOI divided by the acquisition price by Amagasaki Property TMK. It is not the prospective NOI yield when LLR acquires this property in the future.

(2) Within the 5 developments, Logiport Amagasaki is not included.

(3) Source: CBRE "Logistics Market Data (2<sup>nd</sup> Qtr 2018)

# Full utilization of sponsor support, aiming for strong DPU growth by upside enjoyment

## ① Invest in properties with upside at a discounted price



(Note) The projected numerical figures expressed on this page and after are calculated based on certain assumptions and expectations. The actual results in the future could vary greatly. Thus, LLR does not guarantee these future figures. For details, please refer to each press release announced today.

## ② Sponsor's abundant leasing experience in the Osaka Bay area amid a market environment toward recovery

- Achieved early lease-up of five developments despite high vacancy rate environment in Osaka Bay

### Leasing Track Record

5 deals / approx. 230,000 m<sup>2</sup>



LP Sakai (Multi)  
Completed 4/2017  
Occupancy 100%<sup>(2)</sup>

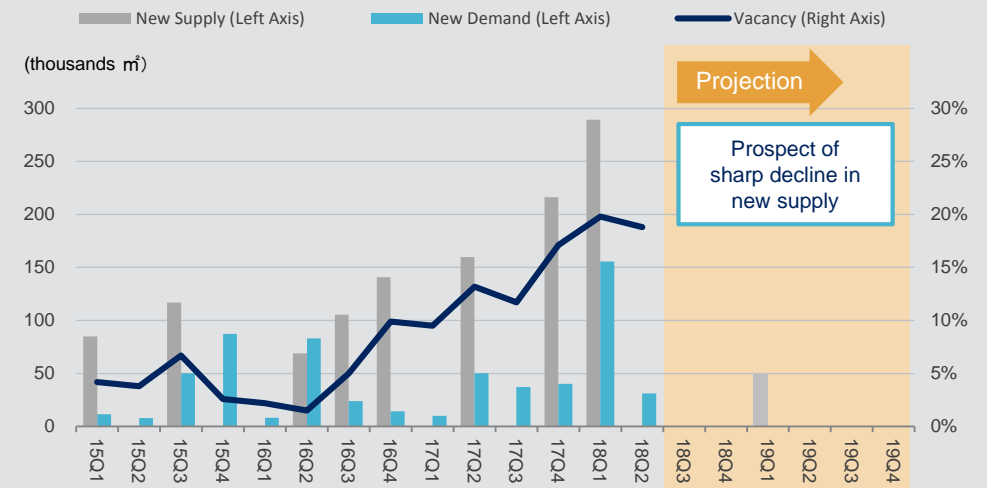


LP Osaka Taisho (Multi)  
Completed 3/2018  
Occupancy 70%+<sup>(2)</sup>



LP Sakai  
Minami-jimacho (BTS)  
2 other BTS developments  
All Occupancy 100%<sup>(2)</sup>

- Changes in Osaka Bay Area supply/demand and vacancy <sup>(3)</sup>



- (1) Distributions from the Preferred Shares are anticipated once the Subject Property's occupancy gets above a certain threshold.  
 (2) Occupancy for warehouses as of the end August 2018(contract base)  
 (3) LRA created this based on CBRE "Logistics Market Data (2<sup>nd</sup> Qtr 2018)". Sample set is comprised of logistics properties with GFA greater than 5,000m<sup>2</sup>, the light colored bar chart shows the projected value, the projections show only new supply

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