Interim Financial Results for the 1<sup>st</sup> Fiscal Period Ending August 2016 LaSalle LOGIPORT REIT

PRIV

# LaSalle



# **Table of Contents**



I. Interim Financial Results Summary

03

06

09

12

 $\overline{D}$ 

- **II**. Strategies for Future Growth
- III. Logistics Property Market Outlook
- IV. Appendix

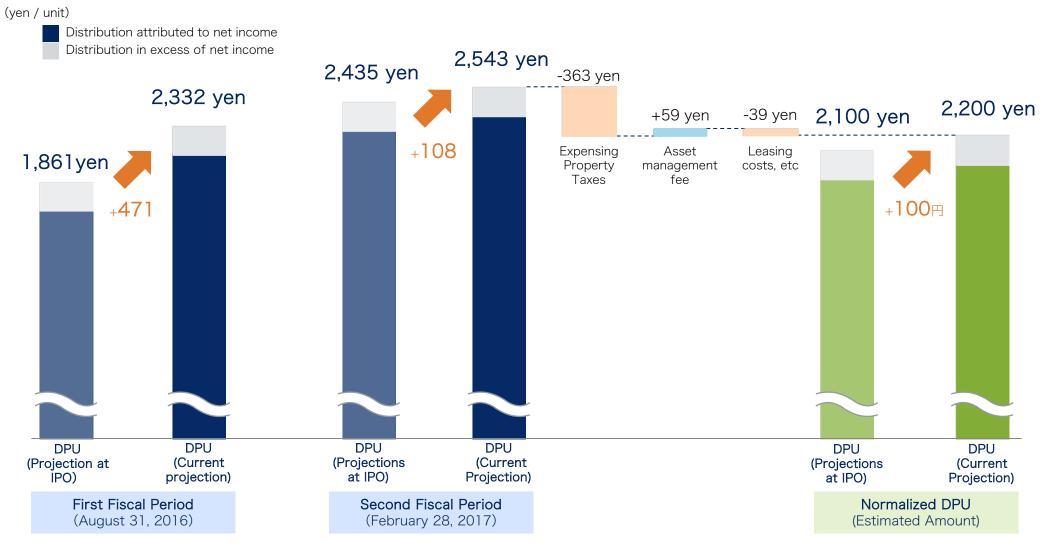


# Interim Financial Results for Fiscal Period Ending August 2016



## **Upward Revisions to Earnings Forecasts**

- Upward revisions to DPU are attributed to increased occupancy, lower than expected interest rate savings, and lower than expected IPO related expenses.
- Normalized DPU is revised upward by 100 yen to 2,200 yen per unit (inclusive of distributions in excess of retained earnings per unit)



# Interim Financial Results, Revision to 1<sup>st</sup> and 2<sup>nd</sup> Periods' Forecasts, and Key Factors

		Interim Actual (3/31/2016)	1 st Period Projections (Before Revision)		Difference		2nd Period Projections (After Revisions)		Factors Affecting Earnings Forecast 1st Fiscal Period (Ended 8/31/2016) Increase in Occupancy leading to increase in Operating
	ating Revenues lions yen)	1,134	4,892	5,105	+213	4,765	4,774	+9	Revenues +213 mm yen (+194 yen per unit) Decrease in leasing business expenses and increase in
	ating Income lions yen)	723	2,886	3,053	+167	2,832	2,845	+13	asset management fees -46 mm yen (-42 yen per unit) Decrease in Interest Expense +120 mm yen (+110 yen per unit)
	ary Income lions yen)	227	1,840	2,367	+527	2,505	2,626	+121	Decrease in IPO related and other expenses +238 mm yen (+209 yen per unit) 2nd Fiscal Period (Ended 2/28/2017)
	ncome lions yen)	227	1,839	2,366	+527	2,504	2,625	+121	Increase in Occupancy leading to increase in Operating Revenues +9 mm yen (+8 yen per unit)
									Decrease in leasing business expenses and increase in asset management fees
	Totals	-	1,861	2,332	+471	2,435	2,543	+108	+4 mm yen (+4 yen per unit) Decrease in Interest Expense and other expenses
DPU (yen)	Distributions attributed to Earnings	-	1,672	2,150	+478	2,276	2,386	+110	+108 mm yen (+96 yen per unit) (Note) Parenthesis gives the per unit distribution impact (Note) A "+" sign is an increase in profits (distributions)
	Distributions in excess of Earnings	-	189	182	-7	159	157	-2	while a "-" sign is a decrease in profits (distributions)



# Strategies for Future Growth

13

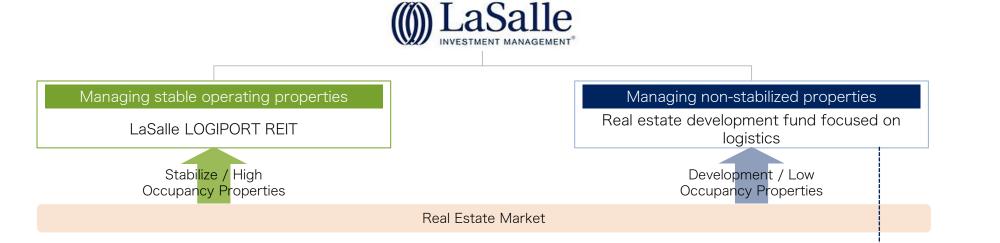
.

-

1F-14

# Maximize unitholders' value; Aim for external growth to scale up to AUM of JPY300bn by year 2020

• LLR is the flagship core vehicle for the LaSalle Group, where it will acquire stabilized logistics facilities



11 properties <sup>(2)</sup> scheduled for development within LaSalle's development fund<sup>(1)</sup>



(1) "LaSalle Fund" is a fund that LaSalle has established and operates

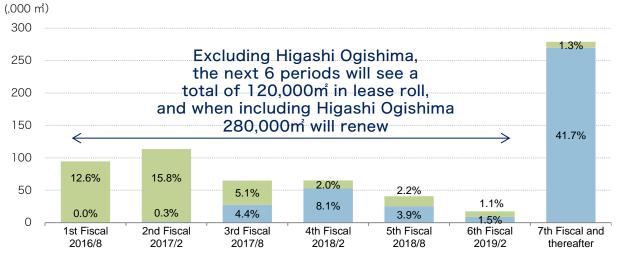
(2) The images are renderings of what is assumed to be built, however, actual as-built construction result may differ. Additionally, with respect to the properties mentioned above, as of May 20, 2016, LLR may not acquire any of the properties listed above.

# Leasing progress and Strategies for future internal growth

#### Actual occupancy, Fixed Term Lease ratio, and Weighted Average Lease Expiry ("WALE")

	Property	Occupancy			# of	WALE	Fixed Term	
No.	Name	9/30/2015	3/31/2016	Delta	Tenants	(Yrs)	Lease Ratio	
Tky-1	LP Hashimoto	72.2%	90.1% 🕛	+17.9 Pt	13	5.9	100.0%	
Tky-2	LP Sagamihara	97.8%	97.9%	+0.1 Pt	16	5.7	100.0%	
Tky-3	LP Kitakashiwa	99.9%	100.0%	+0.1 Pt	10	2.9	100.0%	
Tky-4	LP Nagareyama A	100.0%	100.0%	-	1	_(1)	100.0%	
Tky-5	LP Nagareyama B	99.7%	99.7%	-	8	4.2	100.0%	
Tky-6	LP Higashi Ogishima A	96.9%	95.5%	-1.4 Pt	22	0.8	30.0%	
Tky-7	LP Higashi Ogishima B	95.7%	94.4%	-1.3 Pt	19	0.8	23.4%	
Tky-8	LP Higashi Ogishima C	82.5%	95.2% 📿	+12.7 Pt	17	1.1	38.9%	
Por	tfolio Totals	92.9%	96.5%	+3.6 Pt	95 <sup>(2)</sup>	3.1	72.5%	

#### Lease Expirations/ Renewal Timeline



All other properties except Higashi Ogishima
Higashi Ogishima A, B, C

Steady Progress with Leasing

- Occupancy is 96.5% as of March 31,2016
- · Leasing progress exceeded initial schedule

1	# of Leases : 7 Leased Area : 23,208m
	Rent unit price : Exceeded underwritten rents at IPO expectations by +3.2%
2	# of Leases : 10 Leased Area : 17,126㎡ Rent unit price : Exceeded underwritten rents at

99% of Japanese standard leases have renewed

#### **Future Internal Growth Strategies**

IPO expectations by +6.9%

- · Rental levels revised to capture rent gap
- Improvements upon the terms and conditions for those leases that are on standard leases (Convert into Fixed Term Leases, enhance upon lessor termination options)
- Maintenance of stable operations by controlling vacancy risk

(Note) The percentages noted above are the ratios relative to annual rent procured

(1) Not disclosed because approval from tenant was not obtained.

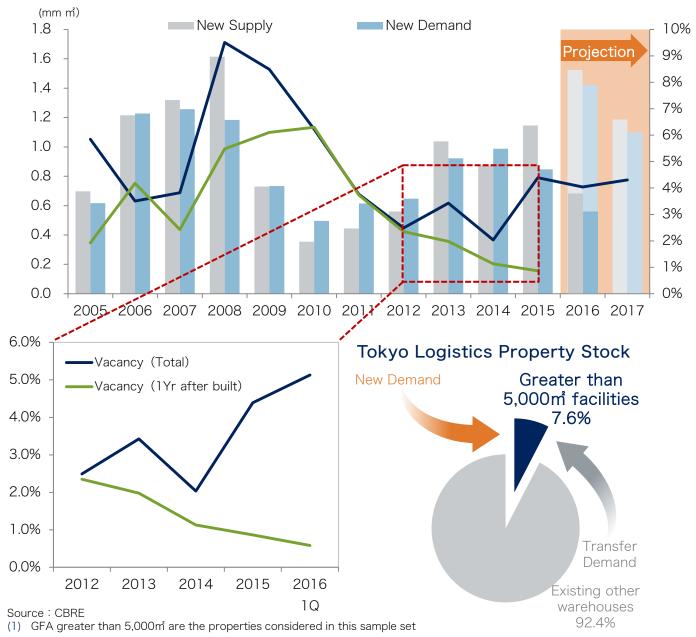
(2) If the same tenant has leased space across multiple properties, then we have counted this as 1 tenant



# III. Logistics Property Market Outlook

# Supply/Demand Dynamics in Tokyo Metropolitan Area/ Rentable Logistics Property Market Structure

#### Tokyo Area Historical Supply/Demand and Mid-Term Projections <sup>(1)</sup>



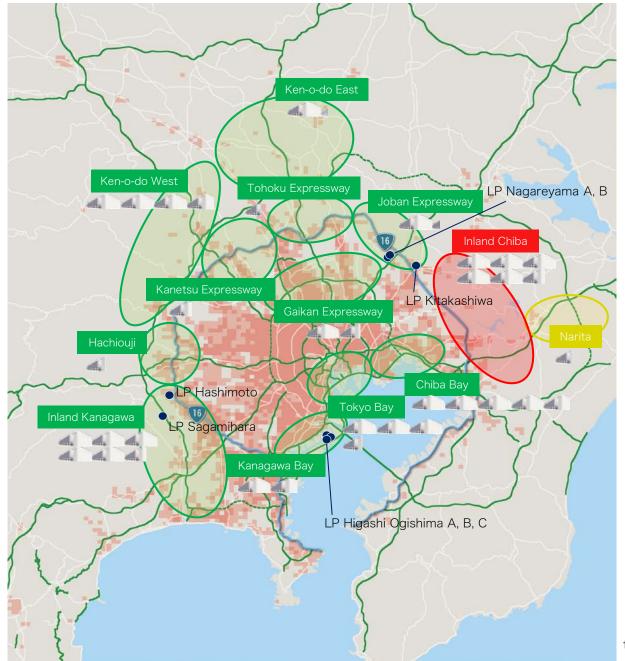
#### Tokyo Area Historical / Mid-Term Projections

- While the overall vacancy rate for 2015 increased to 4.5%, the lease signing ratio was 40% as of YE2015, suggesting that immediate tenant demand is firm.
- The upcoming two years are projected to have 2.7mm m<sup>2</sup> in new supply, however, CBRE estimates that vacancy will remain at the same levels of 2015.

#### **Rentable Logistics Market Construct**

- While 2015 saw vacancy rates rise during the year, within 1 year after each property is built, the new supply is quickly leased up and absorbed, resulting in consistently declining vacancy rates ever since 2010
- Despite all of the new supply, secondary vacancy within existing properties is nonexistent. Additionally, demand is generated from two avenues. First are from tenants transferring from traditional small to mediumsized facilities. Second is new demand generated from a burgeoning E-commerce industry.

# Submarket based vacancy rates coupled with New Supply Outlook



#### Vacancy Rates by Submarket

- · Generally submarket vacancies are at historical lows
- On the other hand, new markets<sup>(1)</sup> such as the "Inland Chiba" submarket which is projected to have significant new amounts of supply, as well as the "Narita" submarkets which experiences weak demand in the Narita area.

Vacancy <sup>(2)</sup> (12/31/2015)	Supply-Demand Environment
0~5%	Tight Supply
5~10%	Supply-Demand are balanced
10~15%	Supply-Demand easing concerns
15%~	Over Supply and weak demand

#### Supply Outlook

 Relative to their existing stock of logistics space, the "Inland Chiba" and "Ken-o-do West" submarkets are expected to experience a significant amount of new supply

Population Density (Legend Reference on P15)

Source : CBRE

(1) Submarkets where the accumulation of stock is small(2) Greater than 5,000m<sup>2</sup> in GFA are the targeted sample set

(Note) The left diagram represents supply prospects for the next 2 years by number of warehouses.



# IV. Appendix

# **IPO Highlights**

#### IPO Summary

Offering Amount	109,800,000,000 yen			
Type of Offering	Global Offering (Reg.S+144A)			
Listing Date	February 17, 2016			
International / Domestic ratio	Domestic 70% : International 30%			
LTV <sup>(1)</sup>	36.7%			
Credit Rating	AA-(Stable)(Japan Credit Rating)			

#### Real Estate Portfolio at IPO

Property No.	Name of Property	Location	GFA <sup>(2)</sup> (㎡)	Acq. Price (bn yen)
Tky-1	LP Hashimoto	Sagamihara, Kanagawa	145,801	212
Tky-2	LP Sagamihara	Sagamihara, Kanagawa	200,045	230
Tky-3	LP Kitakashiwa	Kashiwa-city, Chiba prefecture	104,302	253
Tky-4	LP Nagareyama A	Nagareyama-city, Chiba prefecture	17,673	35
Tky-5	LP Nagareyama B	Nagareyama-city, Chiba prefecture	133,414	266
Tky-6	LP Higashi Ogishima A	Kawasaki-city, Kanagawa pref.	100,235	190
Tky-7	LP Higashi Ogishima B	Kawasaki-city, Kanagawa pref.	117,546	191
Tky-8	LP Higashi Ogishima C	Kawasaki-city, Kanagawa pref.	116,997	237
	TOTALS		936,017	1,614

#### Achieved Two Major Deal Awards



#### BEST DEAL OF 2015 Organized by Capital Eye

Capital Eye Awards REIT Securities Category

"Attracted support by managing investors' expectations and by receiving praise for its high quality real estate assets, creating strong demand thanks in part due to the tailwind created from the BOJ's negative interest rate policy. Successfully embarked upon a large IPO, contributing to the expansion of the JREIT market."

Initial LTV at March 2016 level is shown. LTV = Total Interest Bearing Debt / Total Assets
 LP Hashimoto and LP Sagamihara show GFA prior to joint co-ownership interest



#### J-REIT Deal of the Year

Organized by Thomson Reuters Markets 2015 Deal Watch Awards REIT Securities Category

"The last time the market witnessed an IPO in excess of JPY100bn was 2 years 8 months ago. As LLR received strong evaluations for its high quality real estate portfolio, it became a hot IPO where an "all investor participation" rate was witnessed. Caught the tailwind via further easing by the BOJ, animating the market."

# Features of LaSalle LOGIPORT REIT

#### Focused investments on Prime Logistics located in Tokyo and Osaka areas

D

- The portfolio at IPO comprised of very large scale logistics concentrated in the Tokyo area
- In order to ensure a portfolio with superior characteristics over the medium to long term, there is focus and attention given to location and building specifications which are the source of a given properties' competitiveness.

#### 2 Utilizing the asset management abilities of the LaSalle Group

- Capitalize upon the LaSalle Group's capabilities as a leading global investment manager with deeps roots in core real estate
- Utilize the wealth of operational experience that LaSalle Japan has nurtured in logistics development and investment

# The portfolio at IPO consists of mega logistics facilities located in Tokyo area



 "Tokyo Area" is defined as the area within a 60km radium from JR Tokyo Station
 "NOI Yield" is defined as Appraisal's NOI at acquisitions divided by the Acquisition price
 "Tokyo Area and Osaka Area ratios" are defined as logistics properties acquired by J-REIT as of 3/31/2016 and the ratio is their respective GFA's relative to total GFA

#### Location of Properties



## Investment policy focused on fundamental competitiveness of real estate

#### Tokyo and Osaka are primary target areas

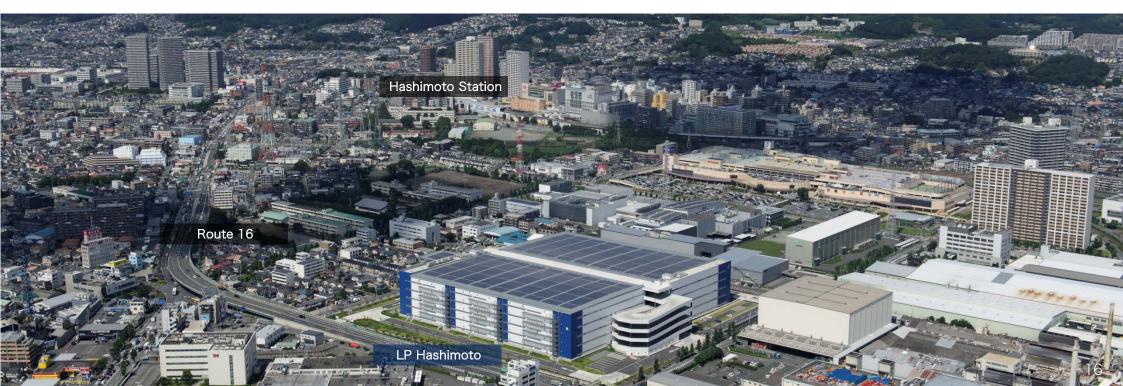
Prospective investment ratio



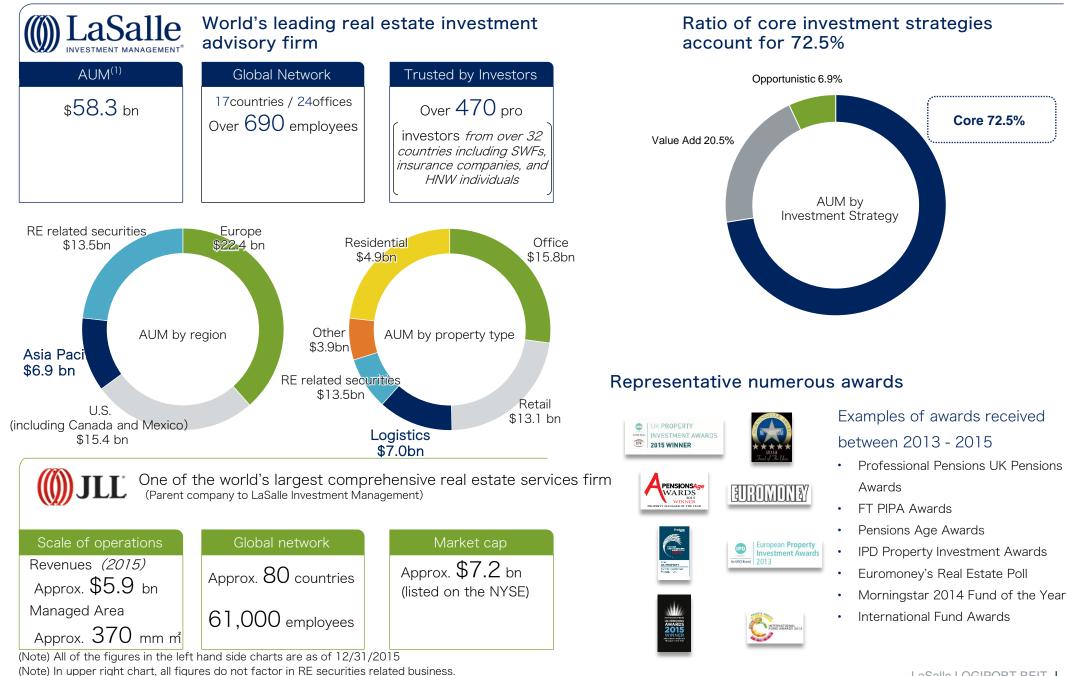
(1) The Osaka area is defined to be the area that is within a 45km radius from JR Osaka station.

#### Features of "Prime Logistics"





## LaSalle Group is a leader in real estate core investments



(1) Assets Under Management as of 12/31/2015

# LaSalle Group is a pioneer and market leader for the development of logistics facilities

Development, investment, and leasing track record of logistics properties in Japan

Robust experience in development, investment, and leasing <sup>(1)</sup>



#### Development / Investment Area (Cumulative base)



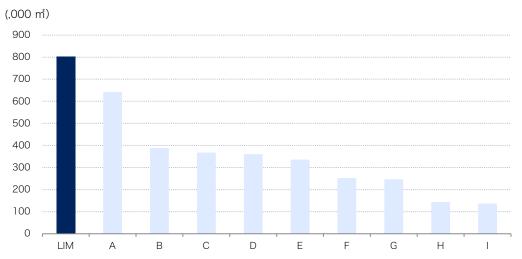
#### (1) As of 3/31/2016

(2) Source : CBRE. Developed by a private company in Tokyo, where total floor area exceeds GFA of 100,000m of leasable space.

Involved in 5 out of the top 10 largest logistics deals in Japan

Rank	Property Name	Developer	Develop / Acq.	GFA (㎡)	Completed
1	MFLP Hino	Mitsui Real Estate		213,435	Oct 2015
2	LP Sagamihara	LaSalle Investment Management	Develop	210,829	Aug 2013
3	Ex LP Kawasaki	LaSalle Investment Management	Develop	160,218	Jan 2008
4	Prologis Kawashima	Pro Logistics	-	157,721	June 2011
5	LP Hashimoto	LaSalle Investment Management	Develop	156,609	Jan 2015
6	GLP Osaka	GLP (ex ProLogis)	-	155,931	Aug 2004
7	DPL Yokohama Daikoku	Daiwa House Industry	-	149,339	Mar 2014
8	Goodman Sakai	Goodman Japan	-	148,969	Apr 2014
9	LP Higashi Ogishima (C Building)	Takara-gumi	Acquisiti on	148,799	Feb 2001
10	Ex LP Kashiwa	LaSalle Investment Management	Develop	148,453	June 2006

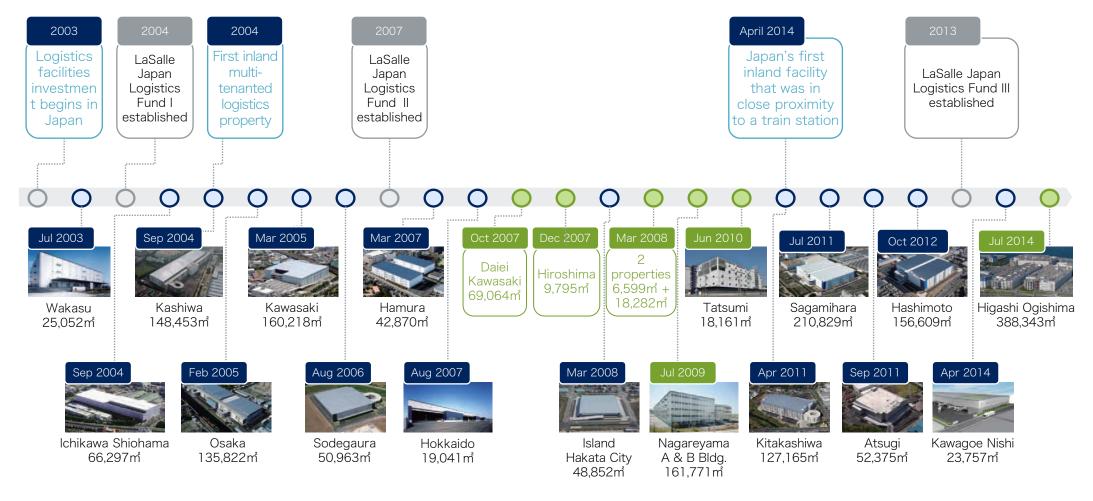
#### NO.1 Developer in Large Scale Logistics (>100,000 m in Tokyo)



Source : CBRE (Note) Tallies are as of 12/31/2015

## LaSalle Group's track record for developing logistics facilities in Japan

Fund function + developer function + investor function = development and investment on an ongoing basis for large scale logistics facilities, regardless of the economic environment



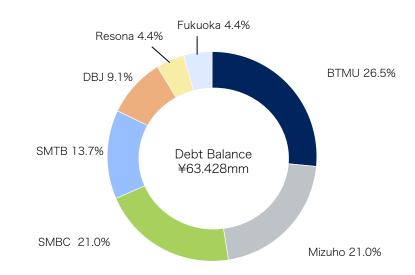


# Flexible LTV level control, aiming for balanced mix of fixed and variable interest rates

#### Solid Financial Base

36.4% (34.7%)
Approx. 32.0bn
Approx. 15.0bn
5.9 years
75.3%
0.6%
AA- <sup>(stable)</sup> (Japan Credit Rating Agency)

#### Diversified high quality bank formation



#### Flexible Financial Management

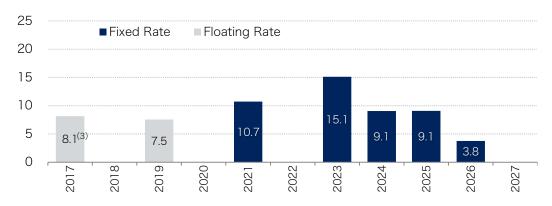
- Capitalize upon a strong financial position with a low LTV level, enabling flexible LTV control, and supporting external growth
- To take advantage of the variable interest rate, based on the financial environment, including interest rate trends, achieve both the efficiency and stability an funding cost

(Note) All numbers above are as of 3/31/2016

- (1) As of 3/31/2016 (LTV level is after repayment of C-tax loan)
- (2) The acquired reserve capacity is based on a premise that repayment of JPY4.458bn due to consumption tax refund is carried out.
- (3) Includes the JPY4.5bn in consumption tax loan

#### Debt Repayment Maturity Ladder

Bn yen



# Portfolio Overview

	Property No.	Property Name	Location	GFA (㎡)	Acq Price (¥ bn)	Appraisal <sup>(1)</sup> (¥ bn)	Invest % (%)	Age (Yrs.)	NOI Yield <sup>(2)</sup> (%)	Occ. (%)	PML (%)	# of Tenants (tenants)
Same of	Tky-1	LP Hashimoto <sup>(3)</sup>	Kanagawa, Sagamihara- city	145,801	212	221	13.1	1	4.6	90.1	1.3	13
	Tky-2	LP Sagamihara <sup>(3)</sup>	Kanagawa Sagamihara- city	200,045	230	240	14.3	3	4.7	97.9	0.5	16
	Tky-3	LP Kitakashiwa	Chiba Kashiwa-city	104,302	253	256	15.7	3	4.6	100	0.9	10
	Tky-4	LP Nagareyama A	Chiba Nagareyama -city	17,673	35	37	2.2	8	5.3	100	1.6	1
	Tky-5	LP Nagareyama B	Chiba Nagareyama -city	133,414	266	266	16.5	8	4.8	99.7	2.3	8
	Tky-6	LP Higashi Ogishima A	Kanagawa Kawasaki- city	100,235	190	190	11.8	29	5.2	95.5	6.5	22
	Tky-7	LP Higashi Ogishima B	Kanagawa Kawasaki- city	117,546	191	200	11.8	25	5.6	94.4	6.2	19
	Tky-8	LP Higashi Ogishima C	Kanagawa Kawasaki- city	116,997	237	243	14.7	15	5.1	95.2	6.3	17
		Totals / A	verages	936,017	1,614	1,653	100.0	11	4.9	96.5	3.2	106

(1) Appraisal values as of November 2015

(2) "NOI Yield" is the Acquisition Appraisal NOI divided by the Acquisition Price

(3) Acquisition price and appraisal value of LP Hashimoto and LP Sagamihara are in proportion to LLR's ownership percentage of joint co-ownership interest.

Gross Floor Area is expressed in respect of the entire property.

# Portfolio Summary 1/2

Property Name	LP Hashimoto <sup>(2)</sup>	LP Sagamihara <sup>(2)</sup>	LP Kitakashiwa	LP Nagareyama A Bldg
				A棟 B棟
Location	4-7 Oyama-cho, Midori-ku, Sagamihara City, Kanagawa Prefecture	3700-3 Dana, Chuo-ku, Sagamihara City, Kanagawa Prefecture	13-1 Matsugasaki Nitta, Kashiwa City, Chiba Prefecture	492 Minami, Nagareyama City, Chiba Prefecture
Nearest station / Interchange	Ken Oodo: Sagamihara IC and Sagamihara Aikawa IC	Ken Oodo: Sagamihara IC and Sagamihara Aikawa IC	JR Joban Line: Kitakashiwa 6 mins Joban Expressway Kashiwa IC	Joban Expressway: Nagareyama IC
Purchase Price	¥21,200,000,000	¥23,020,000,000	¥25,300,000,000	¥3,500,000,000
NOI yield (1)	4.6%	4.7%	4.6%	5.3%
Construction	Reinforced concrete Alloy plated sheet steel	Reinforced concrete Alloy plated sheet steel	Reinforced concrete Alloy plated sheet steel	Alloy plated sheet steel
No. of floors	5 stories	5 stories	6 stories	5 stories
GFA	145,801.69m	200,045.57m	104,302.62m	17,673.87m
Property Characteristics	<ul> <li>In close proximity to the Route 16 major highway, while having excellent access to the Tokyo and Yokohama, two large consumption areas</li> <li>Easy access to "Sagamihara IC" and "Sagamihara Aikawa IC" catering logistics across a broad area</li> <li>Located within walking distance to "Hashimoto" which is a terminal station, the property is also facing commercial and residential properties making for a favorable employment environment</li> <li>Equipped with a ramp way, the building is of a scale where the leasable area per floor is in excess of 23,000m<sup>4</sup>, with high grade specifications coupled with seismic isolation performance</li> </ul>	<ul> <li>In close proximity to the Route 16 major highway, while having excellent access to the Tokyo and Yokohama, two large consumption areas</li> <li>Easy access to "Sagamihara IC" and "Sagamihara Aikawa IC" catering logistics across a broad area</li> <li>A vast residential area is in the near vicinity, allowing for excellent employment environment</li> <li>GFA in excess of 200,000 ml, making this asset the largest in the Tokyo metropolitan area among large scale logistics facilities</li> <li>Equipped with a ramp-way, the building has high grade specifications coupled with seismic isolation performance.</li> </ul>	<ul> <li>Kashiwa City is an integrated area for large delivery centers aimed at the Tokyo metropolitan area</li> <li>Located in close proximity to major arterial highways No. 6 and No. 16, and is within 6km to the "Kashiwa IC" along the Joban Expressway, the property offers excellent transportation convenience as a delivery base</li> <li>Located within 6 minutes to the "Kitakashiwa" station along the JR Joban Line, there is bus service throughout, as well as neighboring residential homes, creating a favorable employment environment</li> <li>Equipped with a ramp way, the building has leasable area per floor of 18,000m', with high grade specifications</li> </ul>	<ul> <li>Due to its close proximity to the "Nagareyama IC" along the Joban Expressway, via the "Misato Jct", connecting to the Metropolitan Expressway, the property has excellent access to the Tokyo Metropolitan Area</li> <li>The property can make deliveries to a widespread area by utilizing its access to National Route 16</li> <li>Building A is equipped with sufficient vertical conveying functions which are optimal toward tenants that are looking to address storage needs.</li> </ul>
Main tenants	KDDI	KK SVD Maruwa Transportation Agency	KK Baroque Japan Limited Maruni Business Logistics Corp.	Maruwa Transportation Agency

(1) "NOI Yield" is defined as appraisal NOI at acquisition divided by the Purchase Price
 (2) Acquisition price and appraisal value of LP Hashimoto and LP Sagamihara are in proportion to LLR's ownership percentage of joint co-ownership interest.

GFA is expressed in respect of the entire prop.

# Portfolio Summary 2/2

Property Name	LP Nagareyama B Building	LP Higashi Ogishima A Building LP Higashi Ogishima B Build		lding LP Higashi Ogishima C Building		
	A棟 B棟					
Location	66-1 Tani, Nagareyama City, Chiba Prefecture	18-2 Higashi Ogishima, Kawasaki-ku, Kawasaki City, Kanagawa Prefecture	15 Higashi Ogishima, Kawasaki-ku, Kawasaki City, Kanagawa Prefecture	19-2 Higashi Ogishima, Kawasaki-ku, Kawasaki City, Kanagawa Prefecture		
Nearest station / Interchange	Joban Expressway : Nagareyama IC	Bayshore Route: Higashi Ogishima IC	Bayshore Route: Higashi Ogishima IC	Bayshore Route: Higashi Ogishima IC		
Purchase Price	¥26,600,000,000	¥19,000,000,000	¥19,120,000,000	¥23,700,000,000		
NOI Yield (1)	4.8%	5.2%	5.6%	5.1%		
Construction	Alloy plated sheet steel	Reinforced concrete Deck roofing	Reinforced concrete Deck roofing	Reinforced concrete Deck roofing		
No. of floors	5 stories	10 stories (warehouse 5 stories)	10 stories (warehouse 5 stories)	6 stories		
GFA	133,414.76m	100,235.67m	117,546.26m	116,997.14m		
<ul> <li>Due to its close proximity to the "Nagareyama IC" along the Joban Expressway, via the "Misato Jct", connecting to the Metropolitan Expressway, the property has excellent access to the Tokyo Metropolitan Area</li> <li>The property can make deliveries to a widespread area by utilizing its access to National Route 16</li> <li>Building B has a GFA in excess of 130,000mf, where it is equipped with high grade speicifications</li> </ul>		<ul> <li>Metropolitan Expressway</li> <li>Proximity to major consu</li> <li>The surrounding area has sever</li> <li>In 2018 the Kau</li> </ul>	Proximity to major transportation infrastructure including t Bayshore Route "Higashi Ogishima IC", Yokohama Port, Tok mption areas such as the Tokyo Metropolitan Area, Kawasa al industrial and logistics facilities and is characterized as a wasaki Port Harbor Road Higashi Ogishima Mizue Town Line arge scale and is equipped with a ramp way, along with higl	ama Port, Tokyo Port, and Haneda Airport Area, Kawasaki City, and Yokohama City cterized as a large industrial agglomerated area zue Town Line is slated to open		
Major tenants	Nippon Logistech K.K. Nippon Paper Crecia K.K.	Toyo Mebius K.K. Maruzen Showa Transportation K.K.	Sagawa Global Logistics K.K. Maruzen Showa Transportation K.K.	Kusuhara Transportation K.K. Sagawa Global Logistics K.K.		

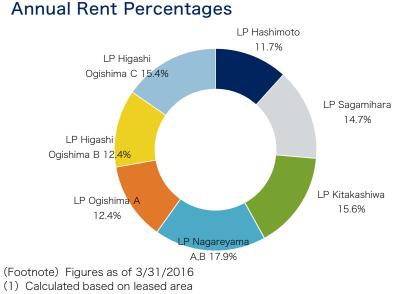
# Features of LLR's Portfolio

Tenant Overview<sup>(1)</sup>

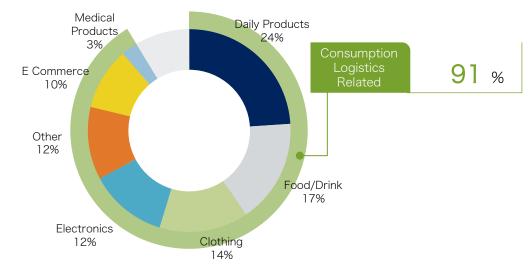
#### **Tenant Component Percentages**



#### The creation of stable cash flows from portfolio diversification and consumption based logistics tenants

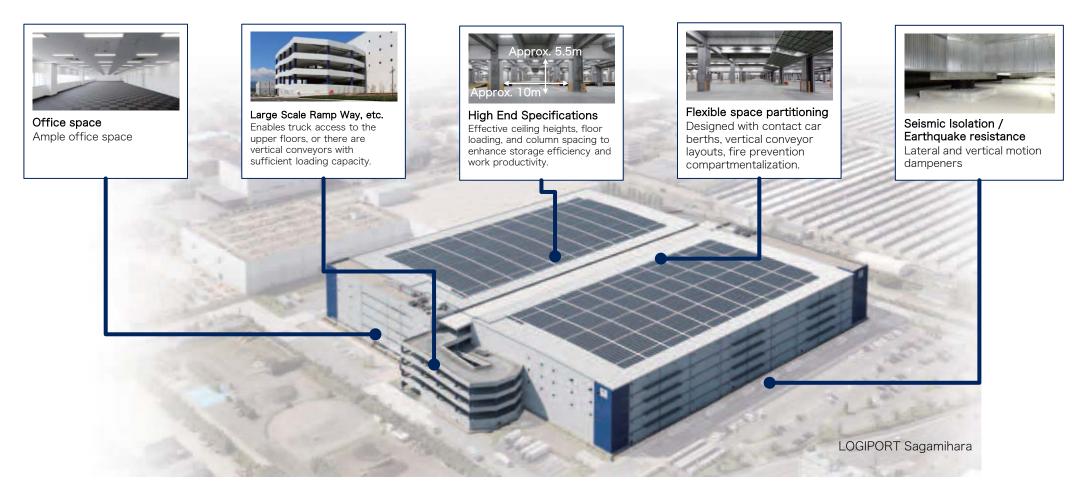


#### End Tenant Industry Categorization % <sup>(2)</sup>



(2) Calculated based on an annualized basis

### Features of "Prime Logistics"



#### Environmental, energy efficiency



Solar panels for renewable energy utilization



Exterior walls Automatic lighting sandwich panel sensors for system for thermal insulation and bathrooms airtightness.



ng Obtained S and A rankings, based on CASBEE, for new and existing built, respectively

#### Security Measures



24 hour, 365 day, fire prevention center

#### Amenity Enhancements

Convenience

store for

employees









Operation of a commuter bus from the nearest train station

# Rental Business P&L on a property by property basis

#### ■ Interim Fiscal Period (10/1/2015~3/31/2016)

(in ,000 yen)

	LP Hashimoto	LP Sagamihara	LP Nagareyama A	LP Nagareyama B
Real Estate Leasing Revenues	130,313	164,694	204,006	
Rental Income	121,731	153,339	186,076	
Other Lease Revenues	8,581	11,354	17,929	
Real Estate Operating Expenses	35,551	42,759	70,648	
Outsourcing Costs	3,912	9,473	7,228	
Utilities Expenses	6,328	8,076	13,734	
Insurance Premiums	250	296	450	
Depreciation	24,849	22,459	48,630	
Other Leasing Expenses	211	2,453	603	
Real Estate Leasing Business Profit or Loss	94,761	121,934	14,632	118,724
NOI	119,611	144,393	21,862	160,125

	LP Kitakashiwa	LP Higashi Ogishima A	LP Higashi Ogishima B	LP Higashi Ogishima C
Real Estate Leasing Business	182,322	141,762	144,867	166,151
Rental Income	163,440	131,563	131,858	155,641
Other Lease Revenues	18,881	10,199	13,009	10,509
Real Estate Operating Expenses	51,412	30,013	40,289	49,635
Outsourcing Costs	7,252	8,879	11,159	11,899
Utilities Expenses	13,329	3,678	6,443	8,415
Insurance Premiums	333	306	384	406
Depreciation	30,003	16,521	22,020	28,531
Other Leasing Expenses	7,747	627	281	381
Real Estate Leasing Business Profit or Loss	130,909	111,749	104,577	116,516
NOI	160,912	128,271	126,598	145,048

(Note) Since consent for disclosure from the end tenant (1 company) of LOGIPORT Nagareyama Building A has not been obtained, each of the line items have been combined with LOGIPORT Nagareyama Building B.

# **Income Statement & Balance Sheet**

#### Income Statement

income Statement	(million yen)
Item	Interim Actuals (March 31, 2016)
Operating Revenues	1,134
Rental Revenues	1,043
Other Lease Business Revenues	90
Operating Expenses	410
Expenses Related to Rent Business	320
Asset Management Fees	67
Asset Custody and Administrative Fee	5
Directors' Compensation	3
Other Operating Expenses	15
Operating Income	723
Non-Operating Income	166
Interest Income	166
Non-Operating Expenses	495
Interest Expenses	47
Amortization of Deferred Organization Expenses	3
Investment Unit Issuance Expenses	9
Other Offering Costs Associated with Issuance of Investment Units	322
Borrowing Related Expenses	107
Other Non-Operating Expenses	5
Ordinary Income	227
Income Before Income Taxes	227
Interim Net Income	227
Interim Undistributed Net Income	227

#### Balance Sheet

	(million yen)
ltem	Interim Actuals (March 31, 2016)
Current Assets	10,007
Cash & Deposits	3,004
Cash & Deposits in Trust	2,484
Other Current Assets	4,517
Non-Current Assets	164,226
Property, Plant and Equipment	163,866
Investments and Other Assets	359
Deferred Assets	32
Deferred Organization Expenses	32
Total Assets	174,266
Current Liabilities	10,131
Operating Accounts Payable	119
Short Term Loans Payable	8,148
Accounts Payable	893
Accrued Expenses	756
Other Current Liabilities	214
Non-Current Liabilities	57,543
Long Term Loans Payable	55,280
Tenant Leasehold and Security Deposits in Trust	2,263
Total Liabilities	67,675
Net Assets	106,591
Unitholders' Capital	106,363
Surplus Capital	227
Total Unitholders' Equity	106,591
Total Liabilities and Net Assets	174,266

### **Debt Summary**

#### List of Borrowings (As of 3/31/2016)

(JPY Millions)

		1										<b>(</b> · ·	,
Classific ation	Lender	OPB	Interest Rate	Loan Origination Date	Repayment Deadline <sup>(3)</sup>	Notes	Classfic ation	Lender	OPB	Interest Rate	Loan Origination Date	Repayment Deadline(3)	Notes
	BTMU							Mizuho					
	Mizuho						Long Term	SMBC	6,190	0.76% <sup>(2)</sup>	Feb 17, 2016	Feb 19, 2024	Unsecured Non- quaranteed
Short	SMBC	2 600	Basic Interest Rate JBA One Month Japanese	Feb 17,	Feb 17,	Unsecured Non-		SMTB					guarantoca
Term	SMTB	3,090	TIBOR + $0.20\%^{(1)}$	2016	2017	guaranteed		Mizuho					
	Resona Bank						Long Term	SMBC	4,910	0.89% <sup>(2)</sup>	Feb 17, 2016	Feb 17, 2025	Unsecured Non- guaranteed
	Fukuoka Bank							SMTB					guaranteea
	BTMU		Basic Interest Rate					Mizuho					
Short Term	Mizuho	4,458	JBA One Month Japanese TIBOR + 0.20% <sup>(1)</sup>	Feb 17, 2016	Feb 17, 2017	Unsecured Non- guaranteed	Long Term	SMBC	2,250	0.93% <sup>(2)</sup>	Feb 17, 2016	Feb 17, 2026	Unsecured Non- guaranteed
	SMBC		TIBOR + 0.20% <sup>(*)</sup>			guarantooa		SMTB					guaranteea
	BTMU						Long	BTMU	1,540	0.42%	Feb 17,	Feb 17,	Unsecured Non-
	Mizuho						Term		1,540	(Fixed Interest Rate)	2016	2021	guaranteed
Long	SMBC	7 540	Basic Interest Rate JBA One Month Japanese	Feb 17,	Feb 18,	Unsecured Non-	Long	DBJ	3,080	0.42%	Feb 17,	Feb 17,	Unsecured Non-
Term	SMTB	7,540	TIBOR + $0.25\%^{(1)}$	2016	2019	guaranteed	Term	003	3,000	(Fixed Interest Rate)	2016	2021	guaranteed
	Resona Bank						Long	BTMU	3.170	0.68%	Feb 17,	Feb 17,	Unsecured Non-
	Fukuoka Bank						Term		3,170	(Fixed Interest Rate)	2016	2023	guaranteed
	Mizuho						Long	DBJ	2,720	0.68%	Feb 17,	Feb 17,	Unsecured Non-
	SMBC					Lineseured	Term	DDJ	2,720	(Fixed Interest Rate)	2016	2023	guaranteed
Long Term	SMTB	6,120	0.41% <sup>(2)</sup>	Feb 17, 2016	Feb 17, 2021	Unsecured Non- guaranteed	Long	BTMU	2,870	0.79%	Feb 17,	Feb 17,	Unsecured Non-
	Resona Bank					<u>.</u>	Term	BTMO	2,870	(Fixed Interest Rate)	2016	2024	guaranteed
	Fukuoka Bank						Long	BTMU	4,160	0.89%	Feb 17,	Feb 17,	Unsecured Non-
	Mizuho					Line e ure -	Term		4,100	(Fixed Interest Rate)	2016	2025	guaranteed
Long Term	SMBC	9,220	0.68% <sup>(2)</sup>	Feb 17, 2016	Feb 17, 2023	Unsecured Non- guaranteed	Long	BTMU	1,510	0.98%	Feb 17,	Feb 17,	Unsecured Non-
	SMTB						Term		1,510	(Fixed Interest Rate)	2016	2026	guaranteed

(1) With respect to Japanese Bankers Association ("JBA") Japanese Yen TIBOR, please refer to the JBA TIBOR operating agency website (http://www.jbatibor.or.jp)

(2) For those loans with variable interest rates, we have entered into interest rate swap transactions in order to avoid any interest rate fluctuation risk. Thus, the interest rate shown takes into consideration the effect of the interest rate swap (i.e. a fixed interest rate)

(3) If the repayment of principal and interest falls on a non business day, then repayment shall be on the next business day. Should this day fall into the following month, then the repayment date shall be the immediately preceding business day.

## Unitholder Breakdown Summary

### Unitholders of 1<sup>st</sup> Fiscal Period (as of 3/31/2016)

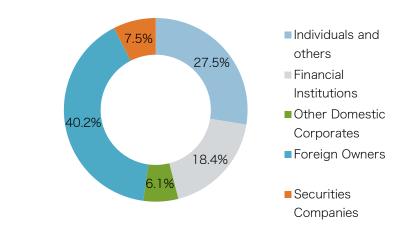
#### By Unitholder Owners · Number of Investment Units

	1 <sup>st</sup> Fiscal Period (As of 3/31/2016)			
	# of Investors	Ratio	# of Units	Ratio
Individuals and others	16,577	95.4%	303,186	27.5%
Financial Institutions	77	0.4%	203,128	18.4%
Other Domestic Corporates	538	3.0%	68,139	6.1%
Foreign Owners	149	0.8%	442,981	40.2%
Securities Companies	28	0.1%	82,566	7.5%
Totals	17,369	100.0%	1,100,000	100.0%

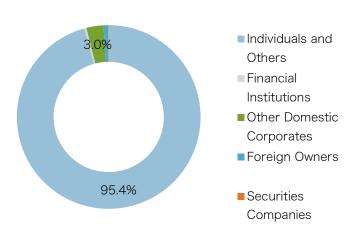
#### Major Unitholders

	# of Units	Ratio
Japan Trustee Services Bank, Ltd. (Trust Account)	66,298	6.02%
Nomura Securities Intl Inc. for Stock Agent Trading	46,200	4.20%
The Bank of New York Mellon SA/NV 10	43,930	3.99%
Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	32,405	2.94%
MSIP Client Securities	20,057	1.82%
Goldman Sachs International	18,320	1.66%
JP Morgan Chase Bank 380055	16,640	1.51%
UBS Securities Co., Ltd.	16,400	1.49%
State Street Bank and Trust Company	15,854	1.44%
The Bank of New York133970	15,000	1.36%
Totals	291,104	26.46%

#### Investment Units



#### Unitholders Numbers



# **Optimal Cash Management**

Cash management policy implementation

#### Repayment of Interest Bearing Debts

Construction of robust financial structure

Appropriation of capital towards new property acquisitions

Strengthening growth potential

#### Utilize towards repairs or CapEx

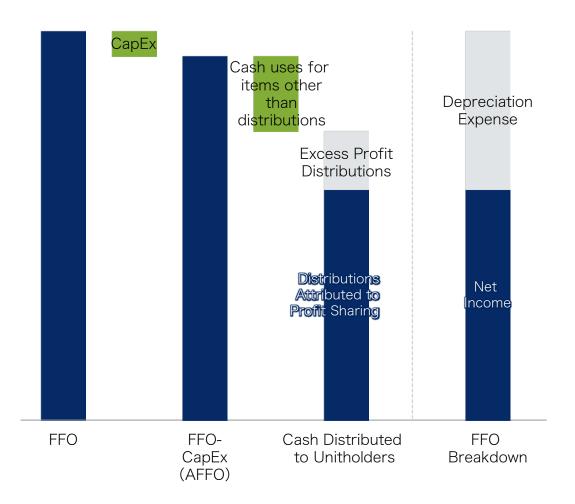
Maintain and strengthen the competitiveness of owned properties

#### Distribution in excess of profit (return of capital investment)

Goal (vs. Depreciation Expense)

- Continual excess profit distributions…30%
- Continual excess profit distributions
   + one time excess profit distributions…40%

 Sample illustration of cash management due to Excess Profit Distribution Implementation



(1) The diagram above is for illustration purposes only. The amount of distributions in excess of LLR's retained earnings which LLR ultimately makes is subject to change.

### Governance structure that emphasizes unitholders' interests and transparency

# Management fees which fluctuates with unitholders' value

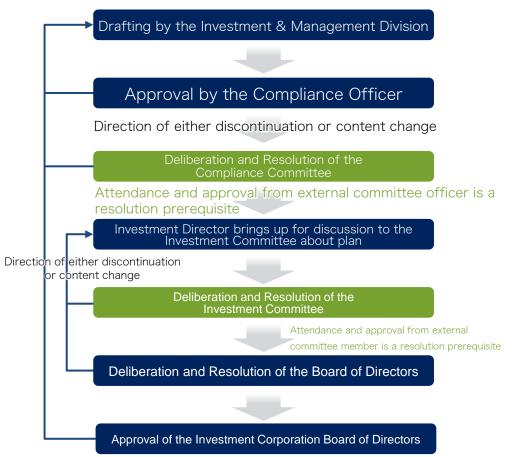
1	Vanagement Fee Components of Asset Manager
	Recurring agement Fees
(1)	AM Fee I: Prior Fiscal Period Total Assets × 0.22% (Upper Limit rate)
(2)	AM Fee II: (Prior Fiscal Period Ordinary Income+Depreciation Expense+Deferred Assets Amortization-Transfer Gains or Losses on Specified Assets-Valuation Gains or Losses) × 5.8% (Upper Limit Rate)
(3)	(AM Fee I+AM Fee II) × Adjusted EPU × 0.026% (Upper Limit rate)
	rquisition /
(4)	Sale Price × 1.0% (Upper Limit rate) in case of acquisition or transfer of real estate related assets

#### Merger Fee

(5) New merger or absorption merger opposite party real estatae related appraised value × 1.0% (Upper Limit Rate)

#### Alignment of interest between unitholders and LaSalle Group

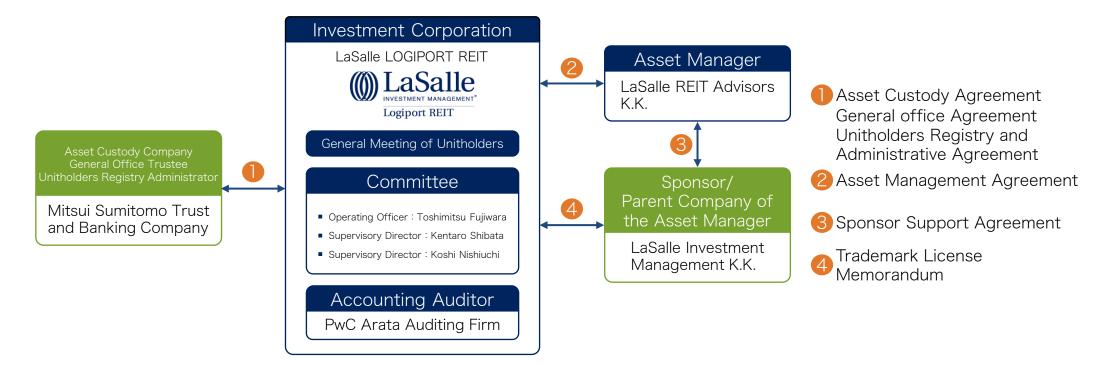
Approx. 4% of the outstanding investment units are held by the LaSalle Group and JLL, demonstrating alignment of interest  Decision making flow chart of Asset Manager as it relates to related party deals



With respect to the decision making involving related party transactions, approval from the external officer in the Compliance Committee and external officer in the Investment Committee must be obtained, and in addition, approval from the Investment Corporation's Board of Directors must be obtained as a prerequisite.

### LaSalle LOGIPORT REIT's Structure

Structure Diagram of Investment Corporation



#### Overview of Asset Management Company

Company Name	LaSalle REIT Advisors K.K.
Paid in Capital	¥164,500,000
Shareholder	LaSalle Investment Management K.K. (100%)
President and CEO	Toshimitsu Fujiwara
Registrations and Licensing, etc.	Realty Business Governor of Tokyo (1) No. 97862 Trading discretionary proxy MLIT approved No. 92 Financial Instruments Business Director of the Kanto Local Financial Bureau No. 2863

# Disclaimer

This document, which has been prepared solely for information purposes, should not be construed or considered for the purpose of recruitment, solicitation, or sales of the particular investment product in question.

In this document, there is information about LaSalle LOGIPORT REIT (hereinafter the "Investment Corporation" or "LLR") which are based off of charts and data provided by third parties that were utilized by LaSalle REIT Advisors K.K. (hereinafter the "Asset Management Company" or "LRA"). In addition, there is analyses, judgments, and other opinions expressed by the Asset Management Company that draw from these data.

The Asset Management Company is a firm which operates in accordance with the Financial Instruments and Exchange Law.

Given that the content of this document is unaudited, there are no guarantees provided with respect to its accuracy or reliability. In addition, please understand in advance, that with respect to the Asset Management Company's analyses and judgment, these views merely reflect current opinions, and may change or discontinue without notice.

With respect to the data, indicators, etc. published by third parties, neither the Investment Corporation nor the Asset Management Company will assume any responsibility for their accuracy (inclusive of data that is based on real estate appraisal reports).

The contents of this document contains forward looking statements regarding future projections and performance. These statements are future performance metrics of the Investment Corporation, however, they do not guarantee financial conditions.

Going forward, should the need arise for any significant corrections to be made to the contents of this document, a corrected version will be posted to the website of the Investment Corporation (http://lasalle-logiport.com/)