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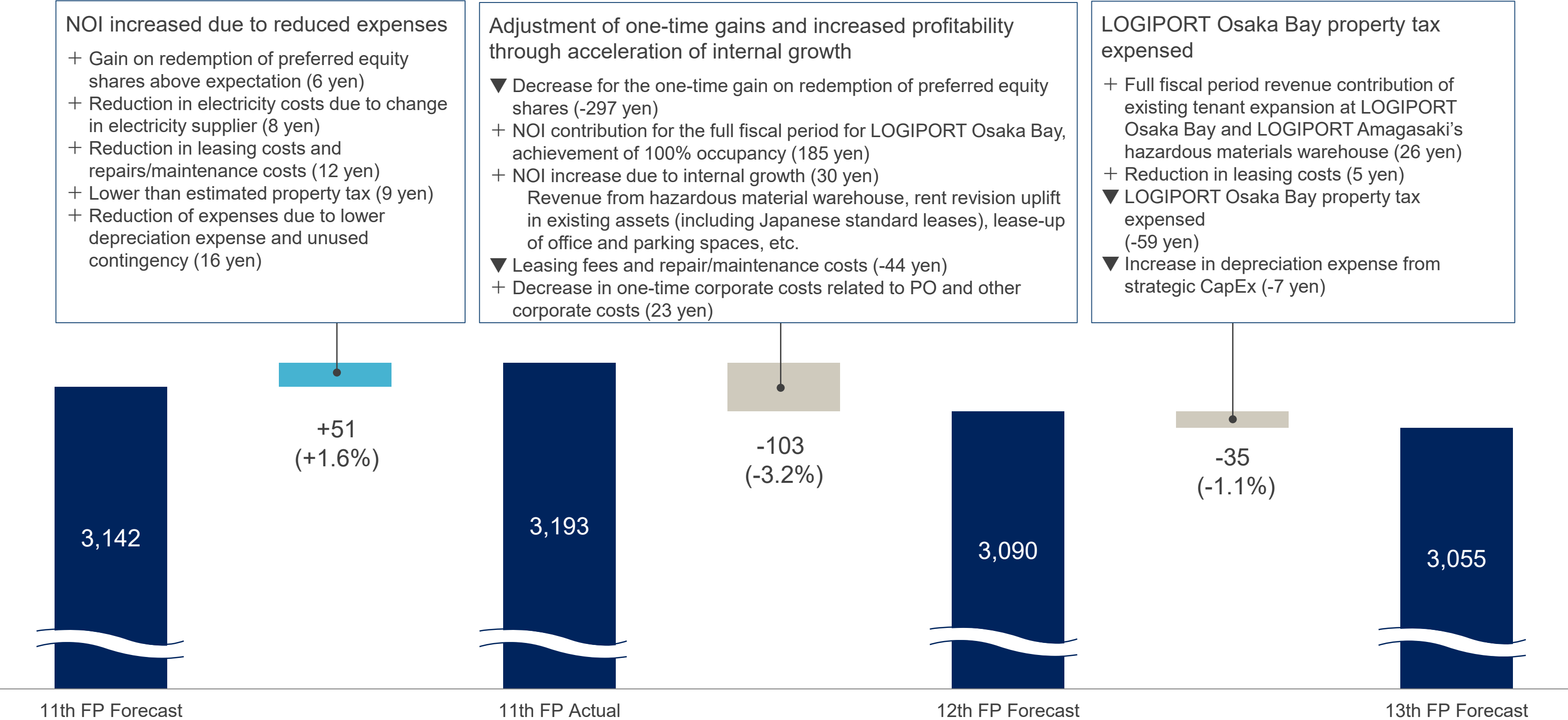
# Operational Highlights

- 1 Increased earnings and dividends for the 11<sup>th</sup> fiscal period (ended Aug. 2021), mainly due to revenue contribution and excess earnings from LOGIPORT Osaka Bay acquisition
- 2 Abundant sponsor pipeline of c. JPY 150Bn, and secured additional value-add investment opportunity for development project with a third-party partner
- 3 Maintained high portfolio occupancy, by achieving 100% occupancy rate at LOGIPORT Osaka Bay. Upward rental revisions continue, with an exception of one renewal case
- 4 5-Star rating achieved for the 2021 GRESB Real Estate Assessment



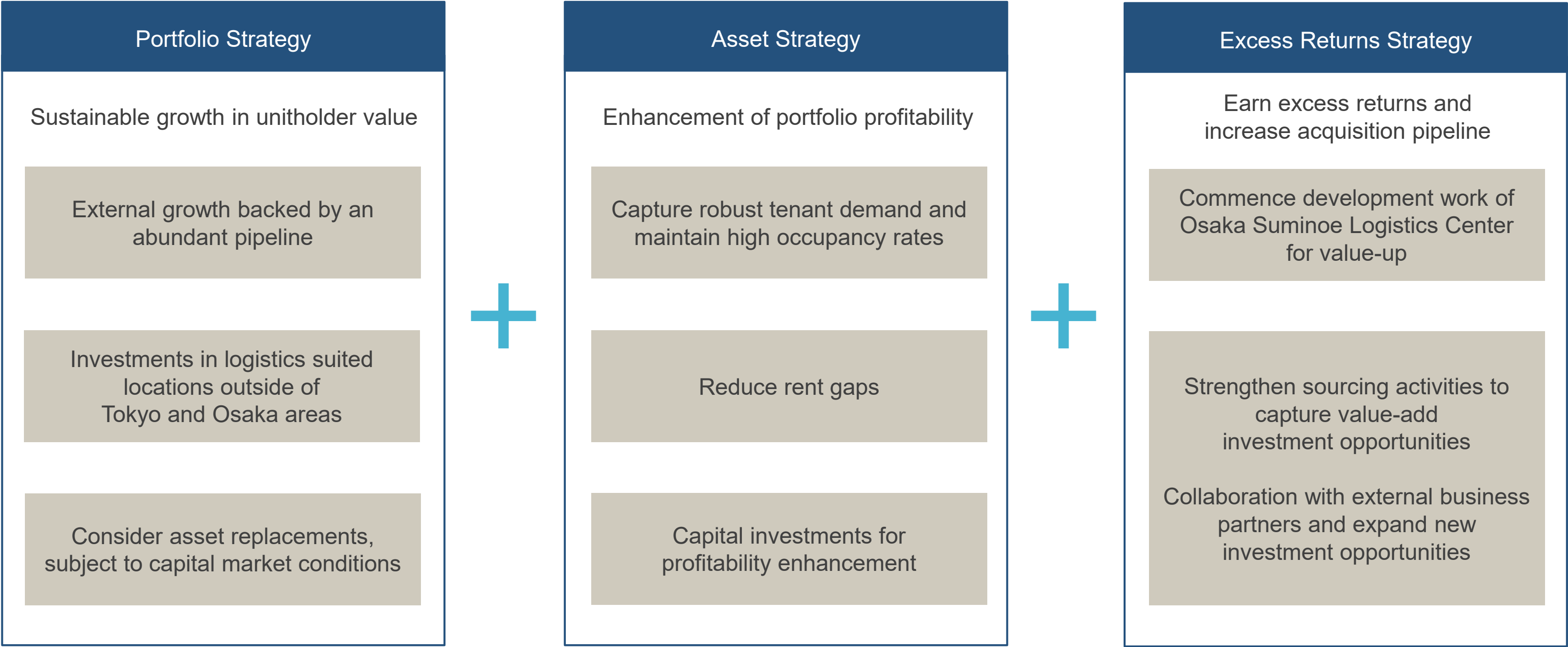
# 11<sup>th</sup> FP exceeded expectations. Strong performance to continue amid high occupancy

## DPU TRANSITION



# Investment strategies that enables continuous growth of unitholder value

AIMING ABOVE 4% AVERAGE ANNUAL STABILIZED DPU GROWTH





# Abundant pipeline of c. JPY 150Bn and additional value-add investment opportunity

CONTINUED EXTERNAL GROWTH POTENTIAL SUPPORTED BY ACQUISITION OPPORTUNITIES

Sponsor Development Projects (7 properties / 700,000 sqm)  
(Future acquisition after stabilization)



AZ-COM Logistics Kyoto  
Completed in Sep. 2020



LOGIPORT Kazo  
Completed in Jul. 2021



LOGIPORT Kobe Nishi  
(provisional name)  
Scheduled completion in  
Nov. 2021



Matsudo Logistics Center  
(provisional name)  
Scheduled completion in  
Jan. 2022

Planned Development  
3 Projects  
(Undisclosed)



Value-add Investments  
(LLR's own sourcing activities)

Investment in  
Development SPC



Osaka Suminoe Logistics Center Project  
(provisional name)  
Scheduled completion in 1H 2023

Preferential  
Negotiation Right



Matsudo Project  
Scheduled completion in 2024

In Leaseback Period



Higashi Ogishima (leasehold land)

Mid-sized warehouse redevelopment project with a third-party partner

Aim to obtain excess earnings by investment in development SPC

Secured preferential negotiation for acquisition after stabilization

# Diversify sourcing activities to capture increasing value-add investment opportunities

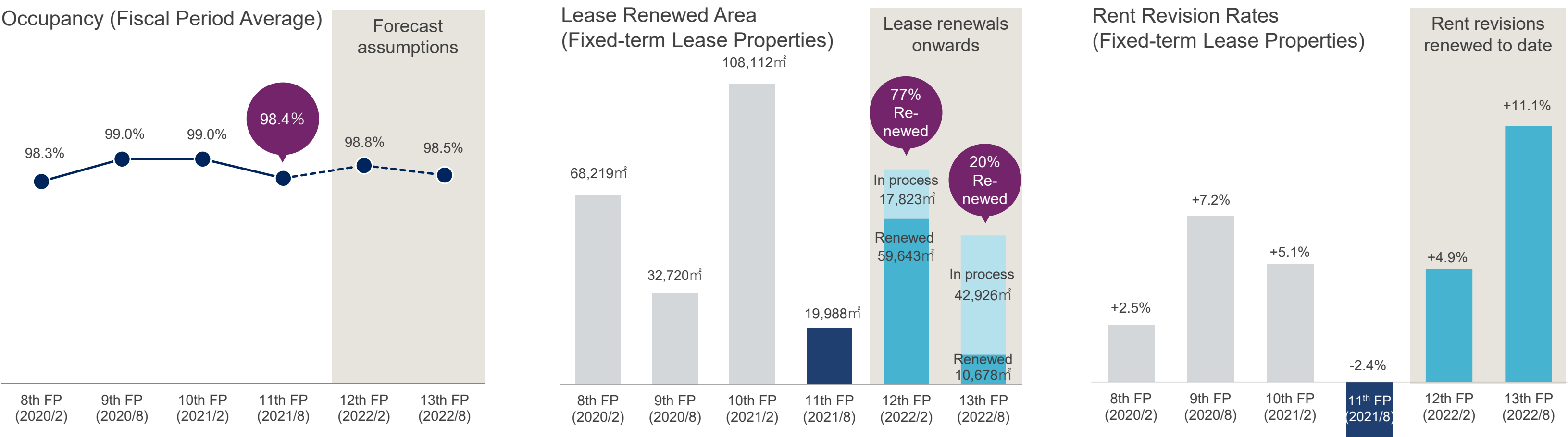
AIM TO INCREASE ACQUISITION PIPELINE THROUGH VALUE-ADD INVESTMENTS IN ADDITION TO EXCESS RETURNS

New value-add investment opportunities are increasing due to new entry of developers and broader investment capital to the logistics real estate market. In addition to development pipeline from LaSalle group and on-going value-add investments, LLR is aiming to further diversify our sourcing activities to capture wider range of investment opportunities.



# Occupancy rate exceeded forecast. Upward rent revisions continue, despite one exception

MAINTAINED HIGH OCCUPANCY RATE AND UPWARD RENT REVISIONS FOR RENEWED LEASES TO DATE. PROGRESS IN CLOSING RENT GAP IS EXPECTED GOING FORWARD



Maintained high occupancy through leasing activities

Average occupancy of 98.4% exceeded forecast of 98.1%, due to lease-up of the newly acquired property and lease renewals without downtime for existing properties

13<sup>th</sup> FP forecast assumes 98.5% average occupancy, conservatively considering a certain downtime for lease renewals not yet agreed with the current tenants

Small renewed area 11<sup>th</sup> FP. In progress for 12<sup>th</sup> / 13<sup>th</sup> FPs

Lease renewed area in 11<sup>th</sup> FP was small, with only 20,000m<sup>2</sup> (4 tenants) or 1.6% of the total NLA of fixed-term lease properties

Lease renewals with existing tenants are progressing in 12<sup>th</sup> FP, currently at renewal rate of 77%. Early lease renewals with 2 tenants completed in 13<sup>th</sup> FP

Upward rent revision continues. One exception in 11<sup>th</sup> FP

One short-term lease tenant with a higher-than-market rent vacated in 11<sup>th</sup> FP, which was replaced with an existing tenant at market-rent that has been requesting expansion

Upward rent revision is in progress for lease renewals arriving in 12<sup>th</sup> FP and onwards. Due to continued tenant demands, 4% portfolio rent gap is expected to narrow



# Initiatives for internal growth via strategic capital investments

## PROGRESS IN CAPITAL INVESTMENTS THAT LEAD TO INCREASED PROFITABILITY

### Hazardous materials warehouse expansion

#### LOGIPORT Amagasaki



Newly constructed a hazardous materials warehouse on-site by utilizing unused FAR. Building completed at the end of September 2021 and the tenant move-in is scheduled in November.

Investment amount	JPY 448MM
NOI yield	14.0 %
Post depreciation NOI yield	11.0 %

### Capital investment yielding upward rent revisions

#### LOGIPORT Higashi Ogishima B



Achieved an uplift in rent for a Japanese standard lease by improving tenant comfort and environmental performance. (Renovation of common areas, installation of warehouse air conditioning, installation of LED lighting, etc.)

CapEx amount	JPY 111MM
Rental increase	+6.7 %
Effective date	Jan 1, 2022

### Planned solar panel installations for on-site consumption

#### LOGIPORT Kawasaki Bay



Renewable energy for on-site consumption will be LLR's first-time initiative. LLR aims to improve profitability by reducing electricity costs and increase rental income through the leasing of the rooftop space.

Generation capacity	3.2 MW
Expected completion	May 2022

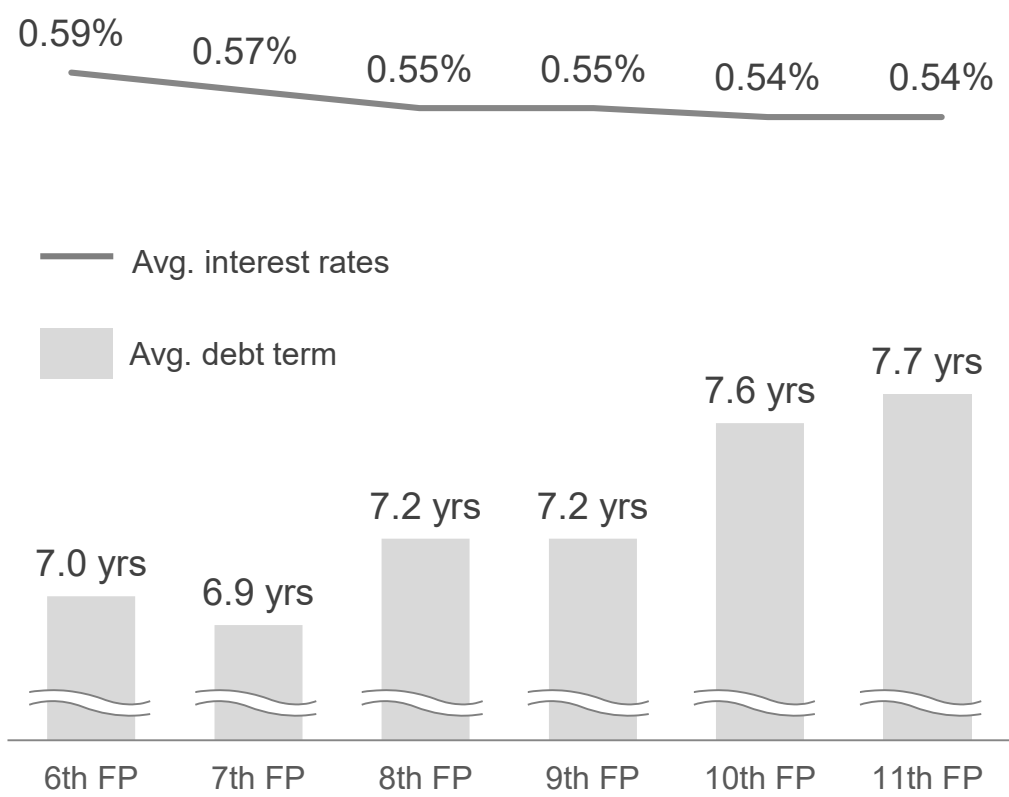
# Strengthening our financial position

AIM TO CAPTURE NEW INVESTMENT OPPORTUNITIES BY EFFECTIVELY UTILIZING FINANCIAL STABILITY AND LIQUIDITY

Improvement of financial conditions

Reduced debt costs and extended maturities

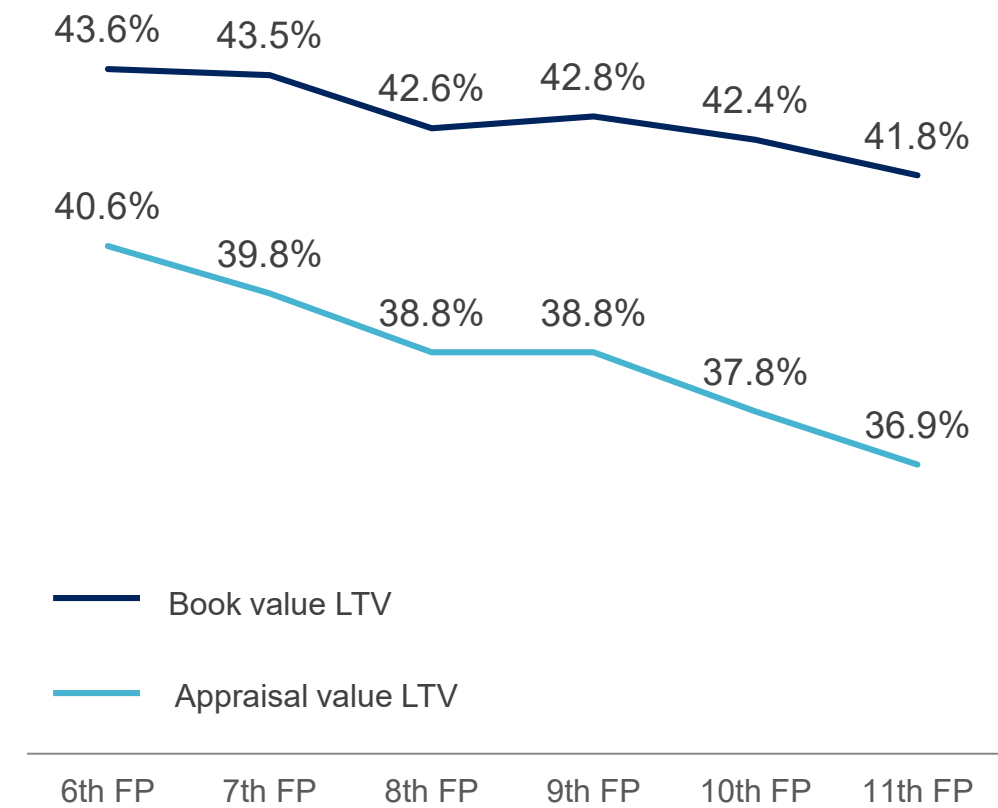
Changes in avg. debt term and avg. interest rates



Improvement of financial stability

Decreased LTV from equity offerings in favorable market conditions and increase in appraisal values

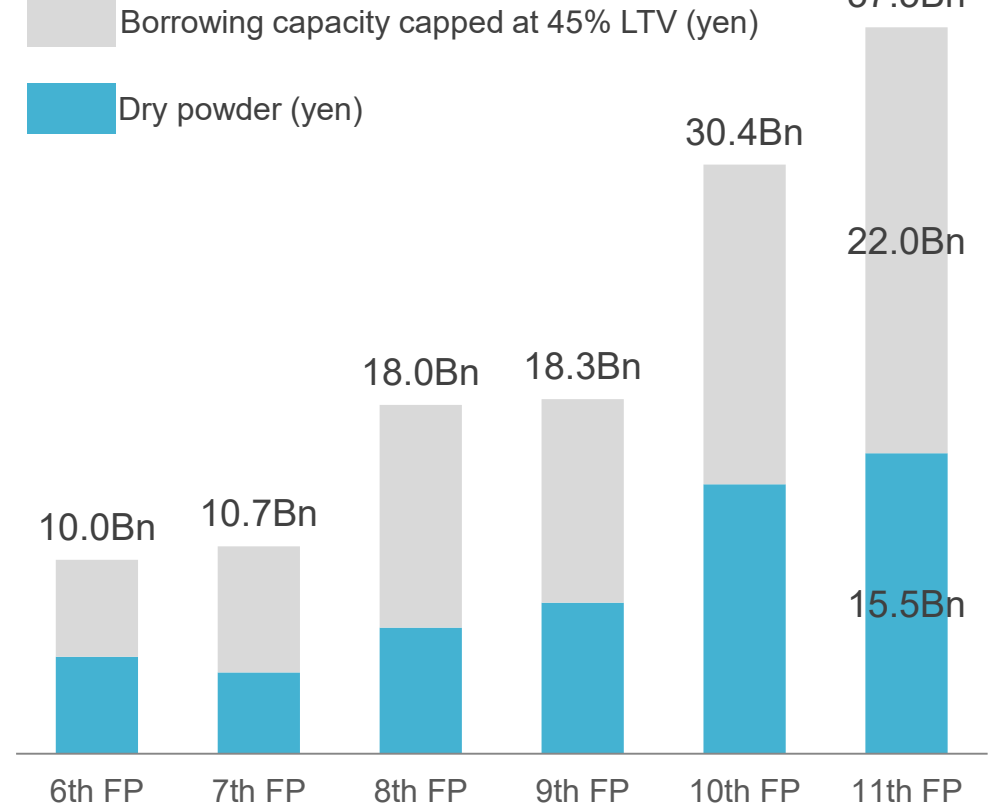
Changes in LTV



Increase in acquisition capacity and liquidity

Secured funding source for new acquisitions and value-add investments


Acquisition capacity (Dry powder and borrowing capacity)



# ESG updates

CONTINUOUSLY IMPROVING OUR EXTERNAL CERTIFICATION STATUS AND PURSUING NEW ESG INITIATIVES

GRESB Real Estate Assessment




G R E S B  
★★★★★ 2021

Obtained the highest possible “5 star” GRESB Rating as well as a “Green Star” designation

Plans for solar panel installations for on-site consumption

LOGIPORT Kawasaki Bay



Solar panels to be installed on the empty roof-top spaces to generate energy for on-site consumption. Aiming to reduce carbon emissions by capturing carbon offset value

CASBEE Building Evaluation Certification



Achieved the highest rated S Rank ★★★★★ for 2 of LLR’s properties. Increased the certification ratio of the portfolio to 93.2%<sup>(1)</sup>

Social and Governance related initiatives

- Appointment of an additional Supervisory Director  
New appointment of a female director (subject to approval at the next General Unitholders Meeting)
- Execution of an agreement with a local municipality to support disaster recovery  
LOGIPORT Nagareyama B to support disaster recovery by becoming a facility to collect and transport disaster relief cargo

(1) Portfolio certification ratio is based on GFA and excludes the leasehold land



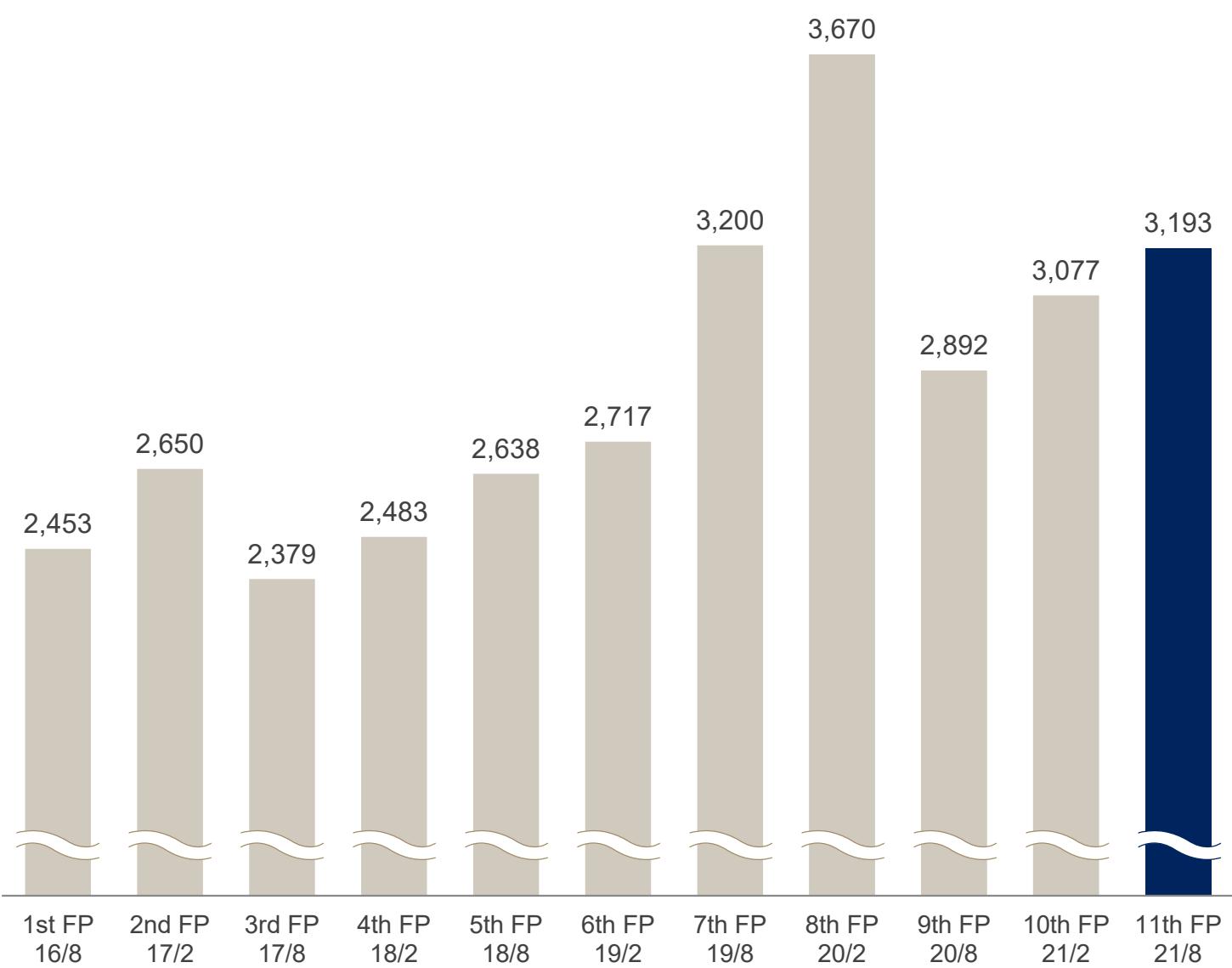
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02

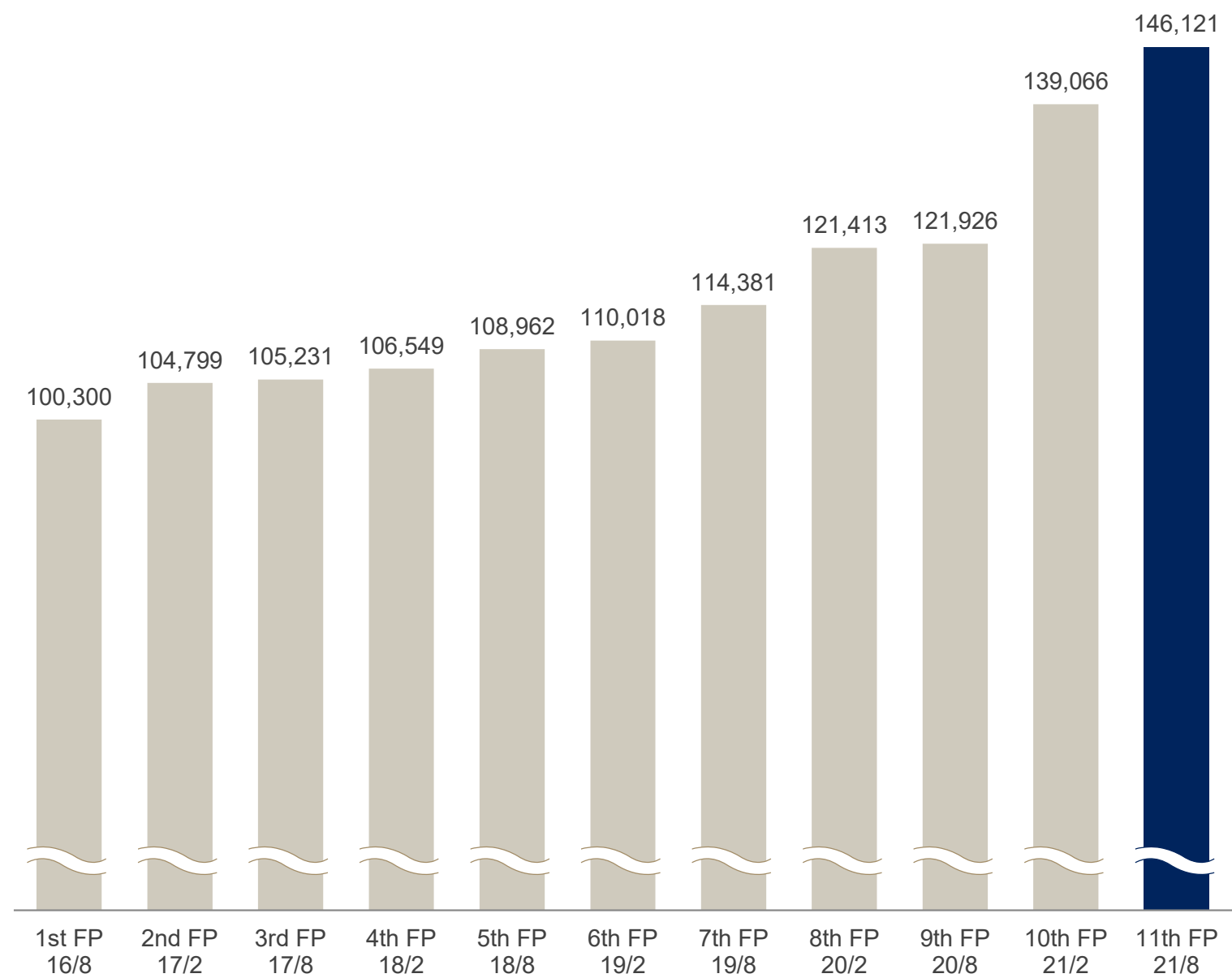
## 11<sup>th</sup> Fiscal Period Financial Results

# Continuous growth of DPU and NAV per unit

DPU including distributions in excess of earnings per unit (JPY)



NAV per unit (JPY)



# 11<sup>th</sup> FP (ended August 31, 2021) financial results summary

Units: mm yen		11th FP Forecast (a)	11th FP Actual (b)	Difference (b) - (a)	Difference between guidance and actuals
Property Level	Real Estate Leasing Business Total	10,718	10,707	-11	
	Rent + CAM + Other Income	9,744	9,747	3	
	Reimbursable Utilities Income	438	414	-24	Reduction in_electricity costs due to change in electricity supplier
	Dividend Income	535	545	10	Upward of 10 mm yen
	Real Estate Operating Expenses	3,379	3,294	-85	
	Outsourced Contract Costs	382	386	4	
	Utilities	409	370	-39	Reduction in_electricity costs due to change in electricity supplier
	Leasing Expense	114	105	-9	Reduced leasing costs associated with lease renewals
	Repair & Maintenance	99	87	-12	Allocated to CapEx
	Depreciation Expense	1,386	1,375	-11	Transfer of repairs costs of CapEx
Corporate	Property Taxes	915	897	-18	Reduction of property tax due to revaluation
	Other Expenses	72	71	-1	
	NOI After Depreciation	7,339	7,413	74	
	NOI	8,189	8,242	53	
	Asset Management Fees	1,323	1,343	20	Increased due to performance improvement
	Interest Expense & Financing Fees	594	589	-5	
DPU Summary	Investment Unit Issuance Costs	87	83	-4	Some of the contingency was not used
	Other P&L Items	121	94	-27	Some of the contingency was not used. Reduced G&A costs
	Loss on redemption of the preferred sl	15	15	-	
	Investment Corporation Level Expenses	2,141	2,123	-18	
	Net Income	5,194	5,287	93	
	Distributions Per Unit (yen)	3,142	3,193	51	
	Earnings Per Units (yen)	2,910	2,962	52	
	Dividend in Excess of Earnings (yen)	232	231	-1	
	LTV	42.0%	41.8%	-0.2%	Early repayment of c-tax loan borrowed during the 10th FP property acquisition
	Number of properties at end of FP	19	19	-	

(Note) These figures are using numerical values based on management accounting and may differ from values based on financial accounting.



# 12<sup>th</sup> FP (ending February 28, 2022) financial forecast

Units: mm yen		11th FP Actual (a)	12th FP Guidance (b)	Difference (b) - (a)	Difference between 11th FP Actual vs. 12th FP Guidance
Property Level	Real Estate Leasing Business Total	10,707	10,523	-184	
	Rent + CAM + Other Income	9,747	10,126	379	Due to the full fiscal period impact of the newly acquired asset in 11th FP, LP
	Reimbursable Utilities Income	414	396	-18	Amagasaki Hazardous Material Warehouse rental income impact (3 months)
	Dividend Income	545	-	-545	Adjustment of one-time gains/expenses (TMK preferred securities dividend income)
	Real Estate Operating Expenses	3,294	3,397	103	
	Outsourced Contract Costs	386	387	1	
	Utilities	370	347	-23	
	Leasing Expense	105	160	55	In accordance with leasing plans
	Repair & Maintenance	87	111	24	In accordance with R&M plans
	Depreciation Expense	1,375	1,420	45	Due to the newly acquired asset in 11th FP, Strategic CapEx implementation
Corporate	Property Taxes	897	897	-	
	Other Expenses	71	71	-	
	NOI After Depreciation	7,413	7,126	-287	
	NOI	8,242	8,547	305	
	Investment Corporation Level Expenses	2,123	2,033	-90	
DPU Summary	Asset Management Fees	1,343	1,321	-22	Changes in performance-linked components
	Interest Expense & Financing Fees	589	558	-31	Adjustment of one-time gains/expenses (Borrowing related expenses)
	Investment Unit Issuance Costs	83	29	-54	Adjustment of one-time gains/expenses (Investment unit issuance expenses)
	Other P&L Items	94	124	30	Reserved contingency and Unitholders Meeting costs
	Loss on redemption of investment securities	15	-	-15	Adjustment of one-time gains/expenses
DPU Summary	Net Income	5,287	5,091	-196	
	Distributions Per Unit (yen)	3,193	3,090	-103	
	Earnings Per Units (yen)	2,962	2,852	-110	
	Dividend in Excess of Earnings (yen)	231	238	7	
	LTV	41.8%	41.8%	0.0%	
DPU Summary	Number of properties at end of FP	19	19	-	

(Note) These figures are using numerical values based on management accounting and may differ from values based on financial accounting.

# 13<sup>th</sup> FP (ending August 31, 2022) financial forecast

Units: mm yen		12th FP Guidance (a)	13th FP Guidance (b)	Difference (b) - (a)	Difference between 12th FP Guidance vs. 13th FP Guidance
Property Level	Real Estate Leasing Business Total	10,523	10,587	64	
	Rent + CAM + Other Income	10,126	10,170	44	Due to increased NOI of existing portfolio, LP Amagasaki Hazardous Material Warehouse Expansion rental income impact (6 months)
	Reimbursable Utilities Income	396	417	21	
	Real Estate Operating Expenses	3,397	3,529	132	
	Outsourced Contract Costs	387	387	-	
	Utilities	347	378	31	
	Leasing Expense	160	130	-30	In accordance leasing plans
	Repair & Maintenance	111	121	10	In accordance R&M plans
	Depreciation Expense	1,420	1,439	19	In accordance CapEx plans
	Property Taxes	897	1,003	106	Property tax impact recorded for assets acquired in 11th FP
	Other Expenses	71	68	-3	
	NOI After Depreciation	7,126	7,057	-69	
	NOI	8,547	8,496	-51	
Corporate	Asset Management Fees	1,321	1,305	-16	Changes in performance-linked components
	Interest Expense & Financing Fees	558	570	12	Increase of Refinancing costs
	Investment Unit Issuance Costs	29	27	-2	
	Other P&L Items	124	129	5	
	Investment Corporation Level Expenses	2,033	2,033	-	
DPU Summary	Net Income	5,091	5,023	-68	
	Distributions Per Unit (yen)	3,090	3,055	-35	
	Earnings Per Units (yen)	2,852	2,814	-38	
	Dividend in Excess of Earnings (yen)	238	241	3	
	LTV	41.8%	41.8%	0.0%	
	Number of properties at end of FP	19	19	-	

(Note) These figures are using numerical values based on management accounting and may differ from values based on financial accounting.

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03

## Current Status of the Portfolio

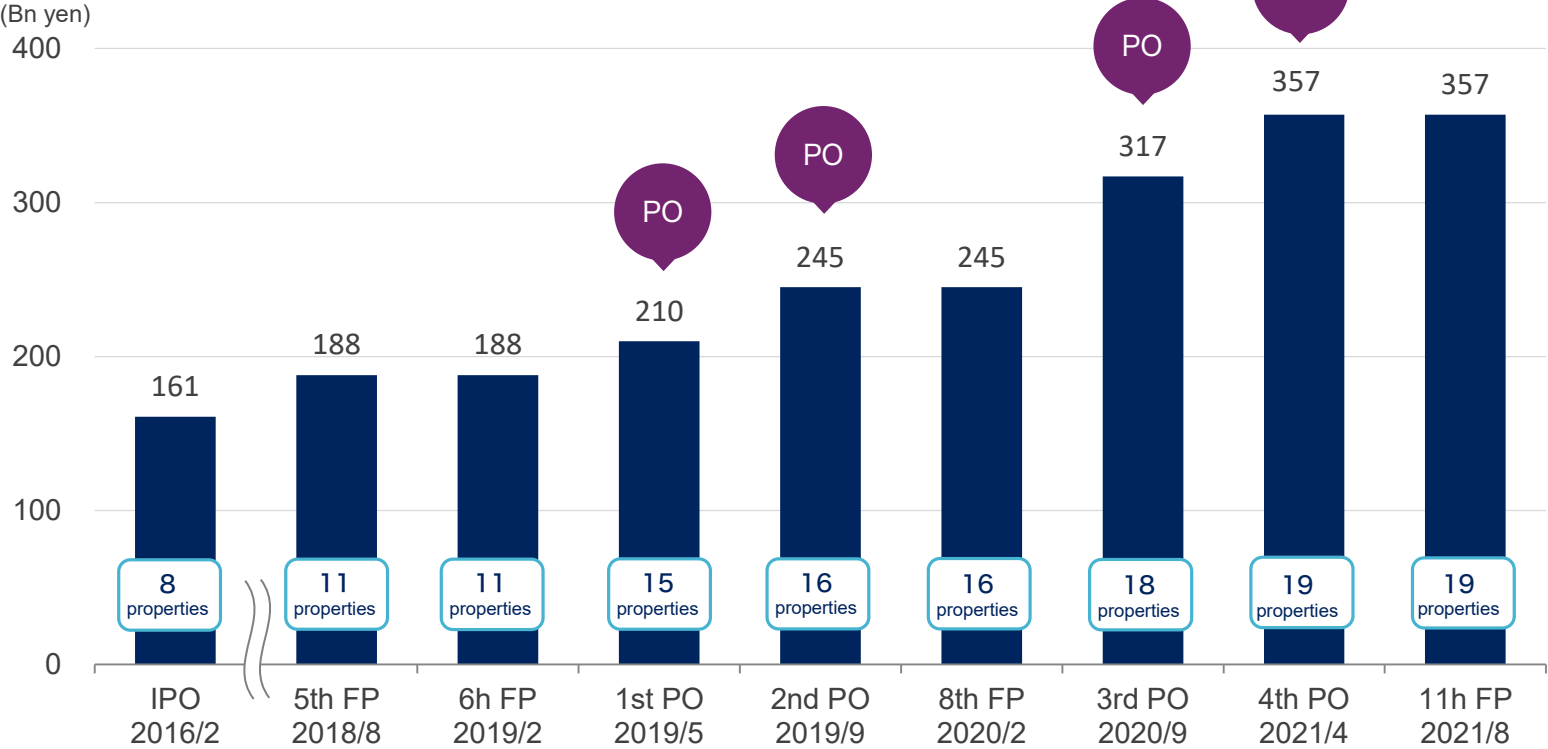


# Overview of LaSalle LOGIPORT REIT

## LaSalle LOGIPORT REIT Overview <sup>(1)</sup>

Total Acq. Price	# of properties	Occupancy rate	LTV
JPY 357.8 bn	19	98.8 %	41.8 %
Total appraisal value	Appraisal NOI yield <sup>(2)</sup>	# of tenants <sup>(3)</sup>	Credit Rating(JCR)
JPY 407.6bn	4.8 %	169	AA-Positive

## Change in AUM over time

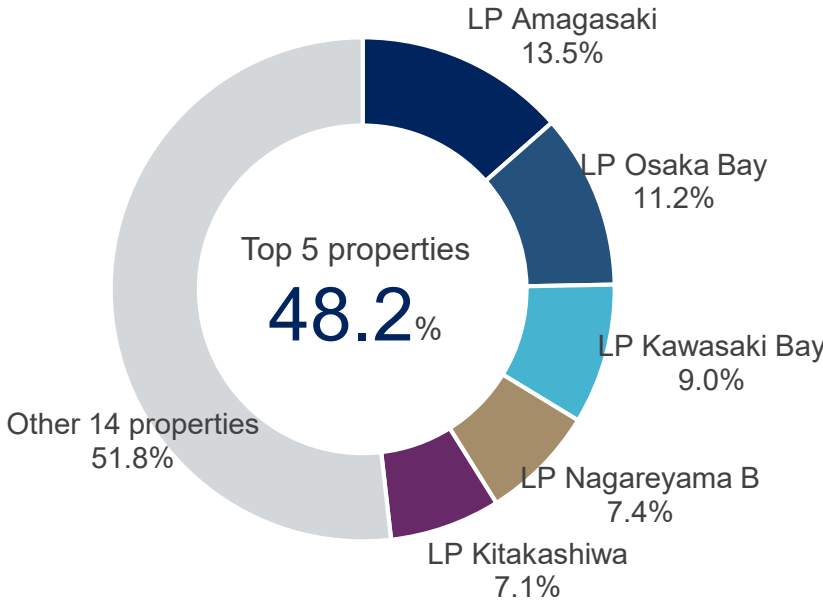


(1) 19 properties owned by LLR as of August 31, 2021.

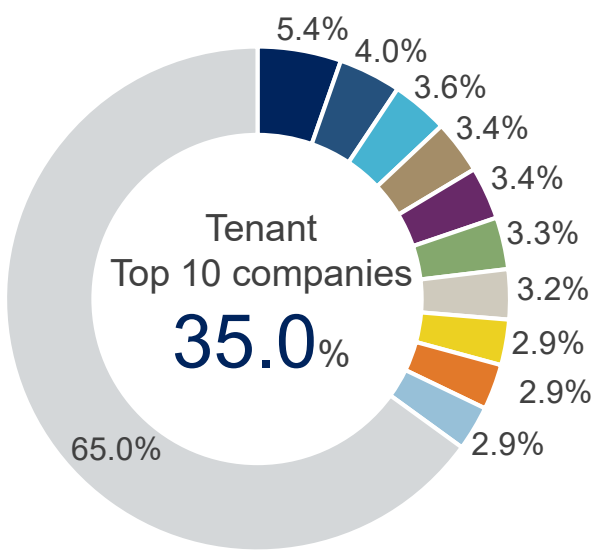
(2) Appraisal NOI divided by the acquisition value of the 18 properties excluding the leasehold land

(3) Gross number of tenants (i.e. some tenants lease in several of LLR's properties). Net number of tenants is 148.

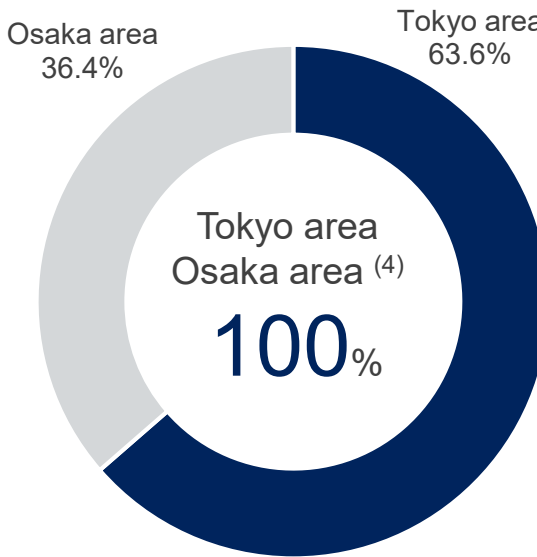
## Composition of Portfolio (Acquisition Price Basis)



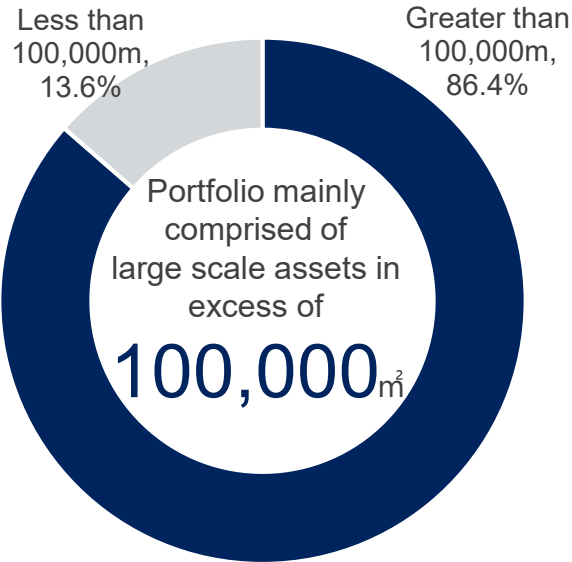
## Tenant Distribution (Leased Area Basis)



## Locational Diversification (Acquisition Price Basis)



## GFA Diversification <sup>(5)</sup> (Acquisition Price Basis)

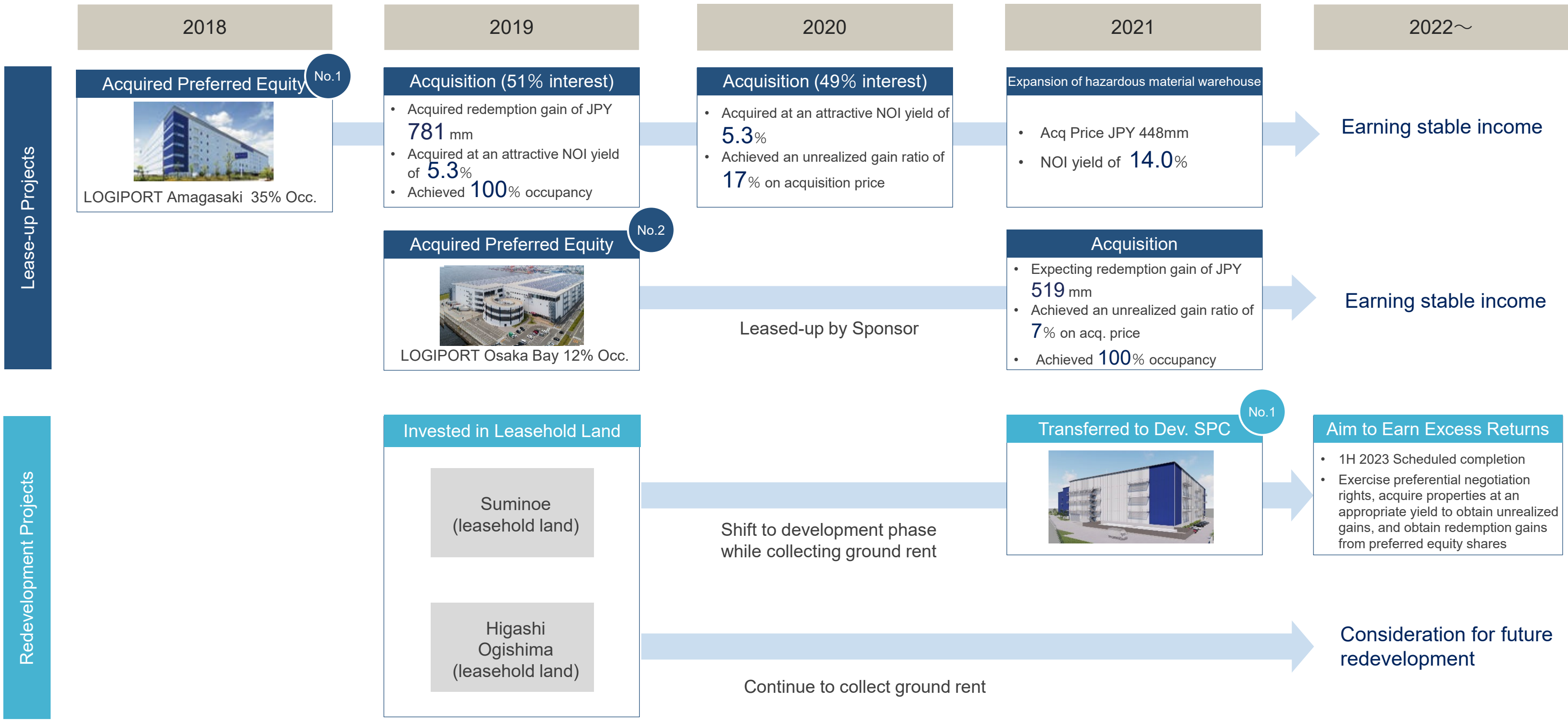


(4) Tokyo Area" is defined as the area within a 60km radius from JR Tokyo Station. "Osaka Area" is defined as the area within a 45km radius from JR Osaka Station.

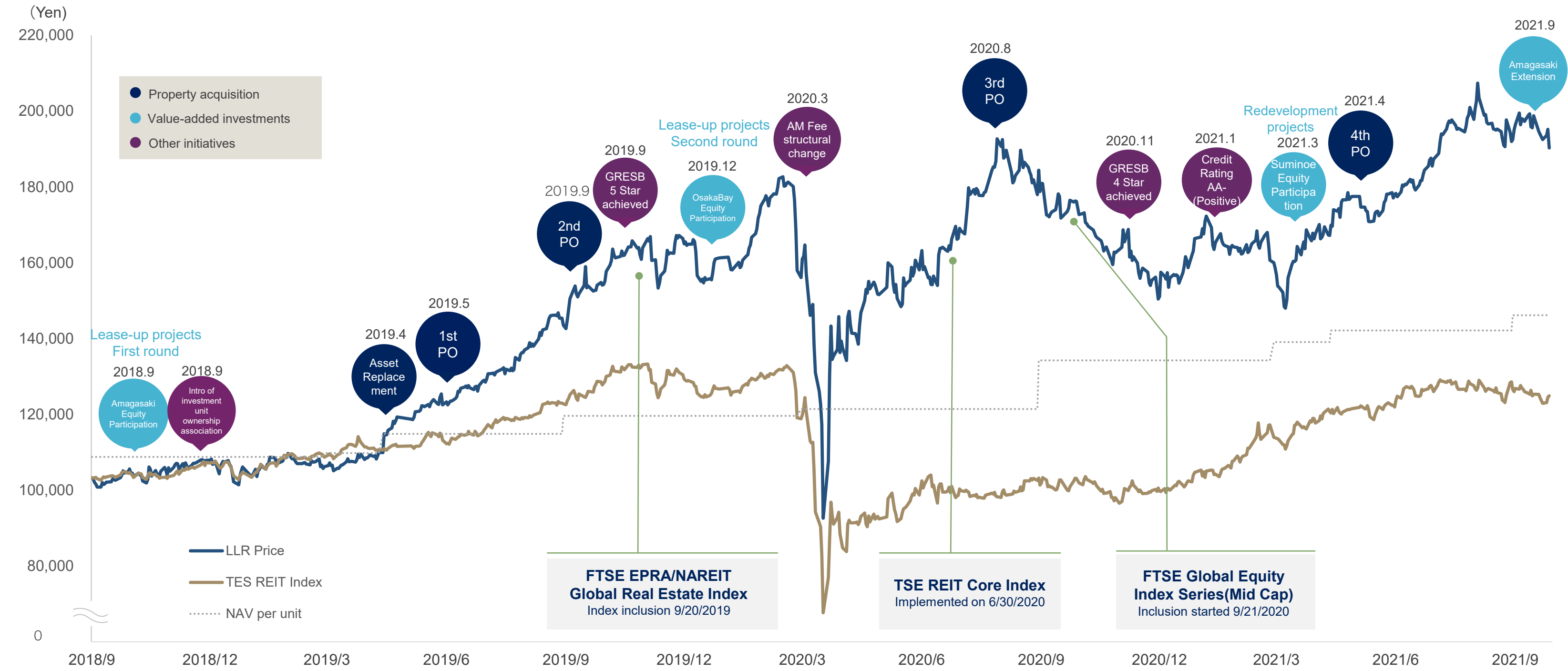
(5) Calculated based on 18 properties excluding the leasehold land

# Track record of value-add investments

## Lease-up Projects and Redevelopment Projects



# Investment unit price movements and enhancing LLR's liquidity

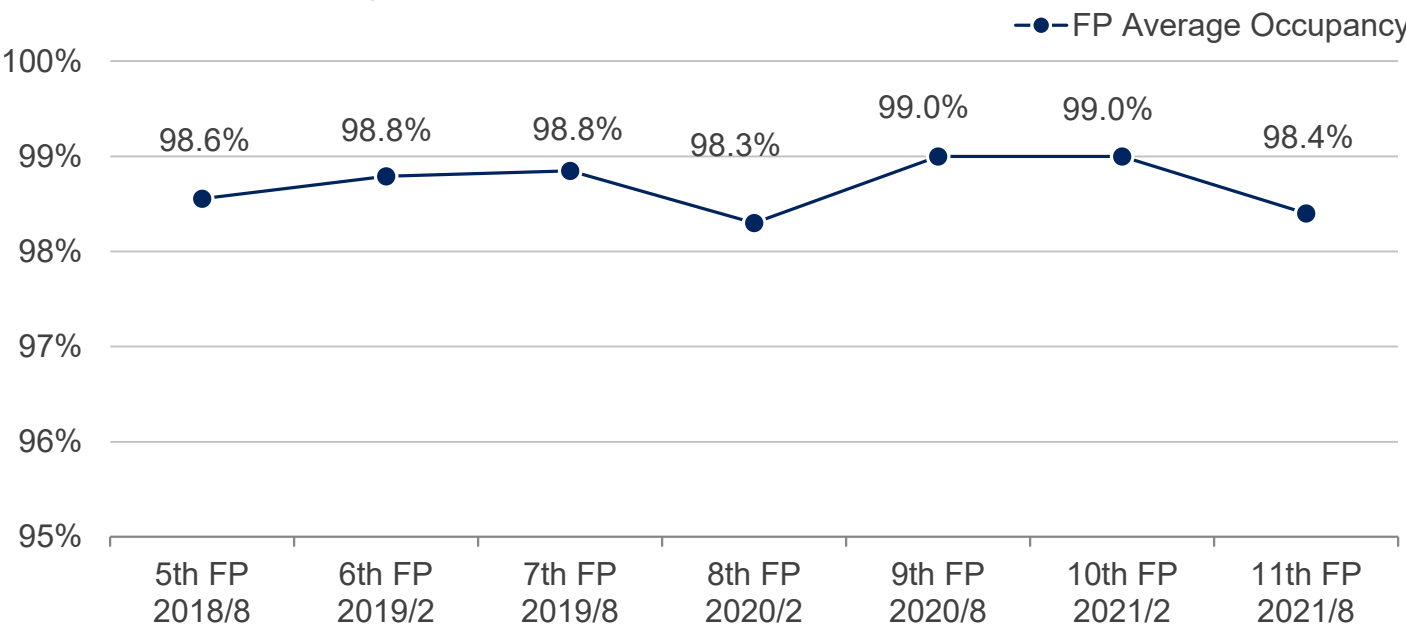


(1) The Tokyo Stock Exchange REIT Index is graphed by taking the closing price of LLR's investment unit price on 9/3/2018, and then indexing off of that as the base.  
(2) In the graph above, LLR's main initiatives are tracking the timing of each announcement or implementation relative to investment unit price changes.

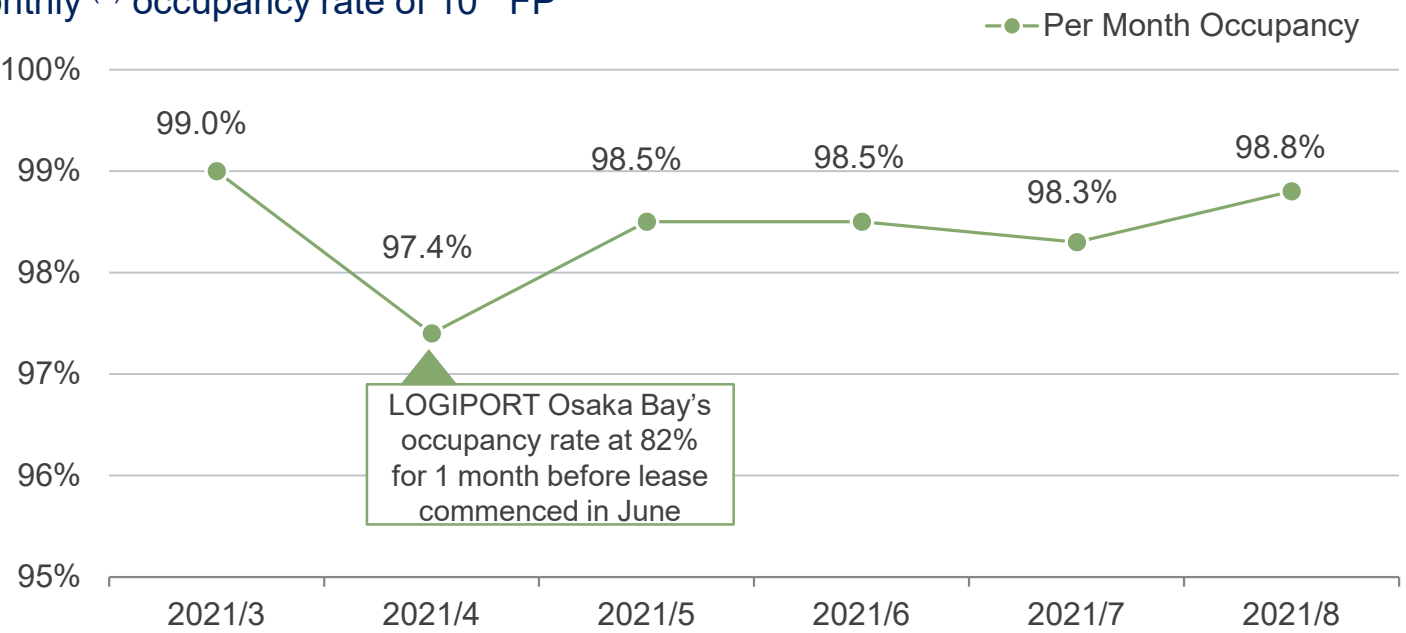


# Internal growth – Property operations track record ①

Transition <sup>(1)</sup> in Occupancy Rate



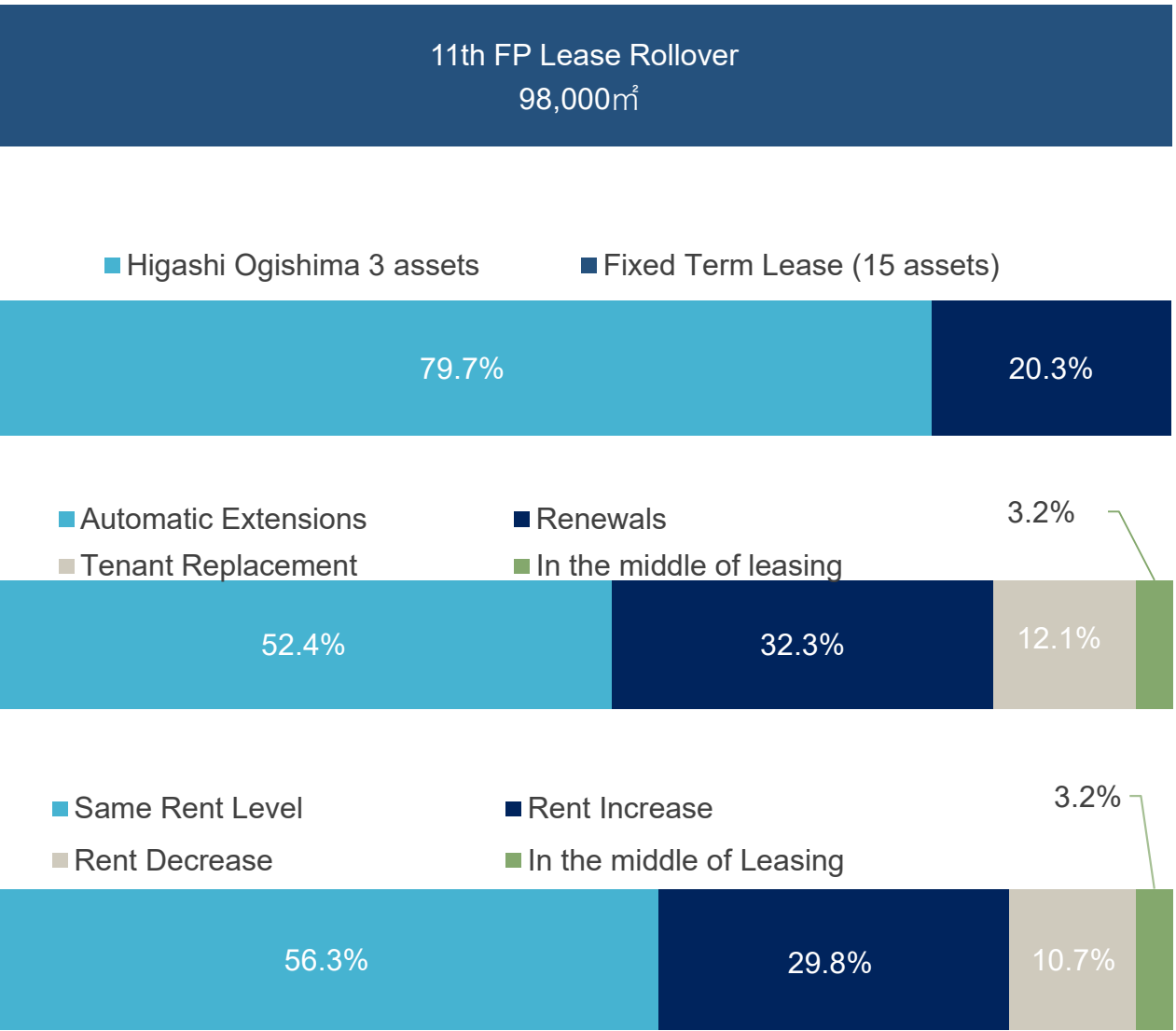
Monthly <sup>(1)</sup> occupancy rate of 10<sup>th</sup> FP



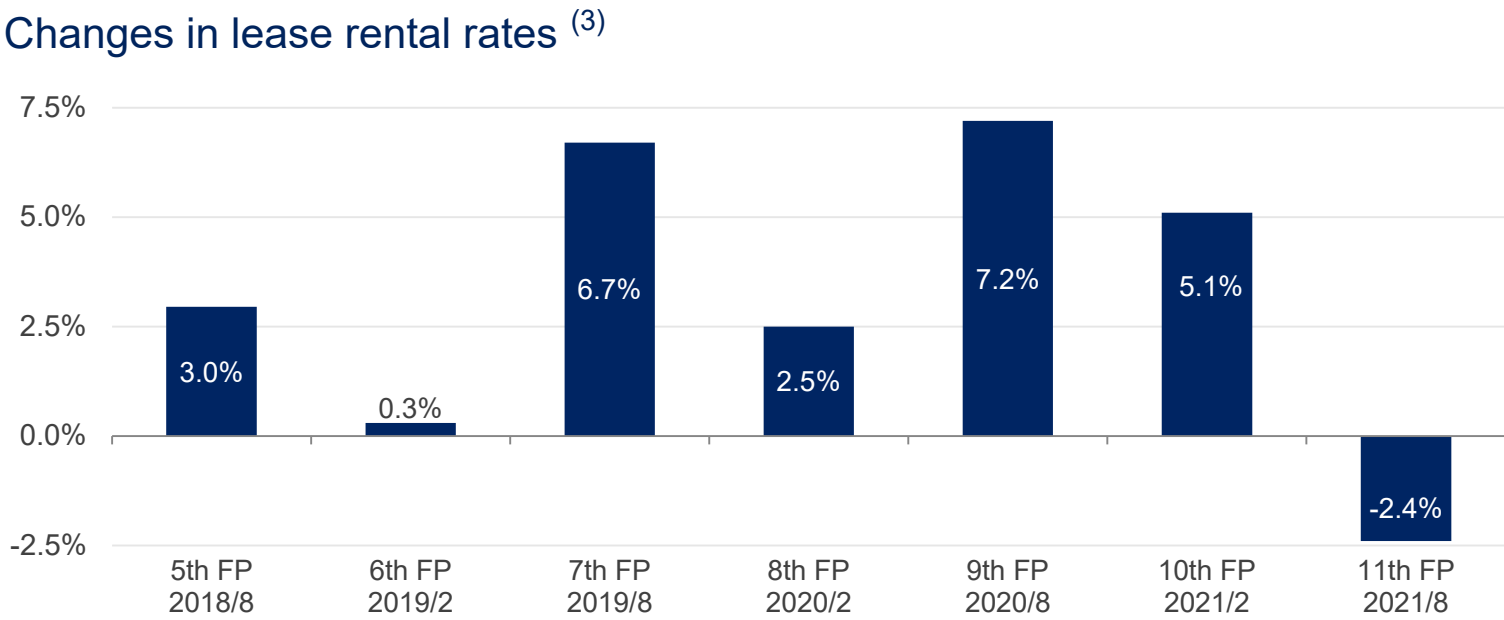
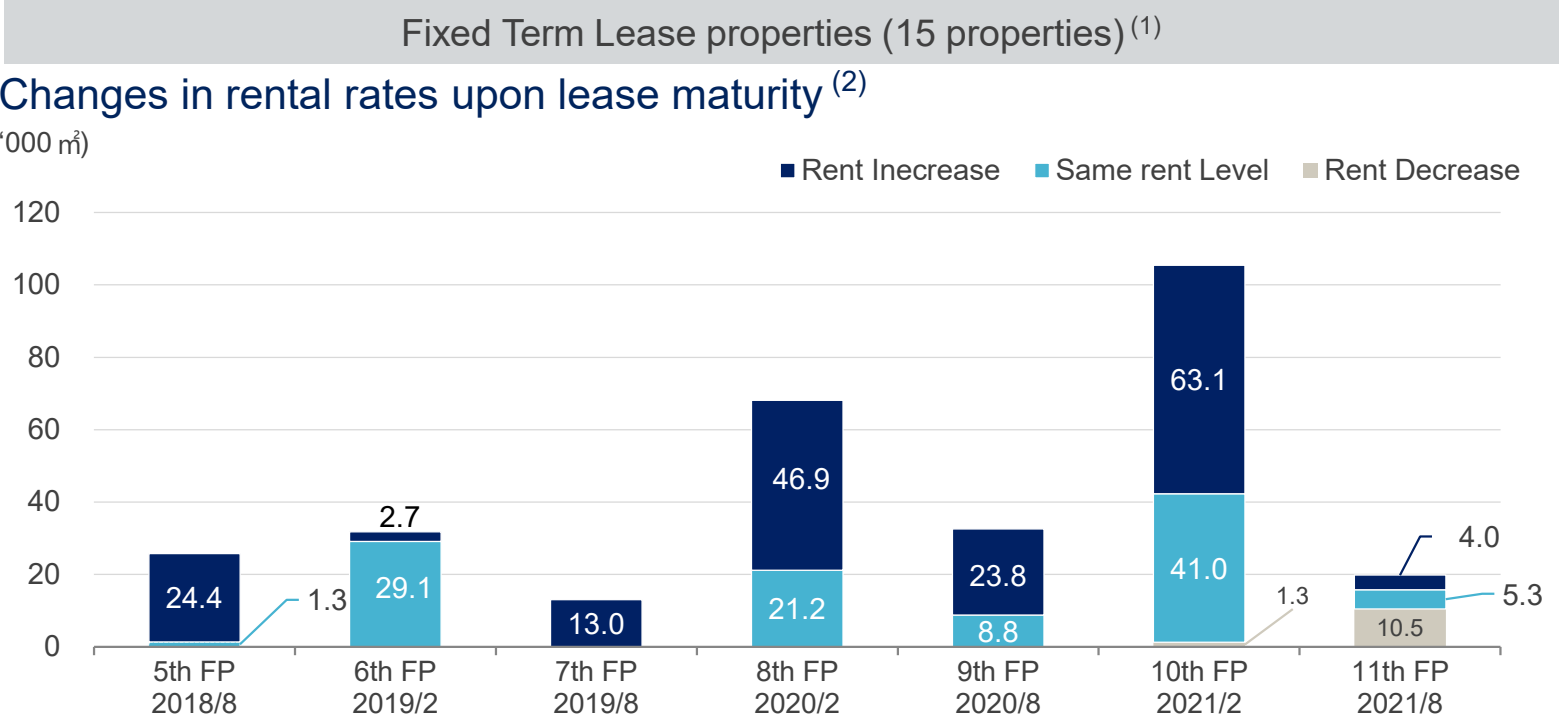
(1) Figures for the entire portfolio (incorporating co-ownership interest %) are shown.  
(2) Percentage of leased area contracted during the 11th FP (warehouse portion only, excluding temporary use)

11th FP Leasing Track Record <sup>(2)</sup>

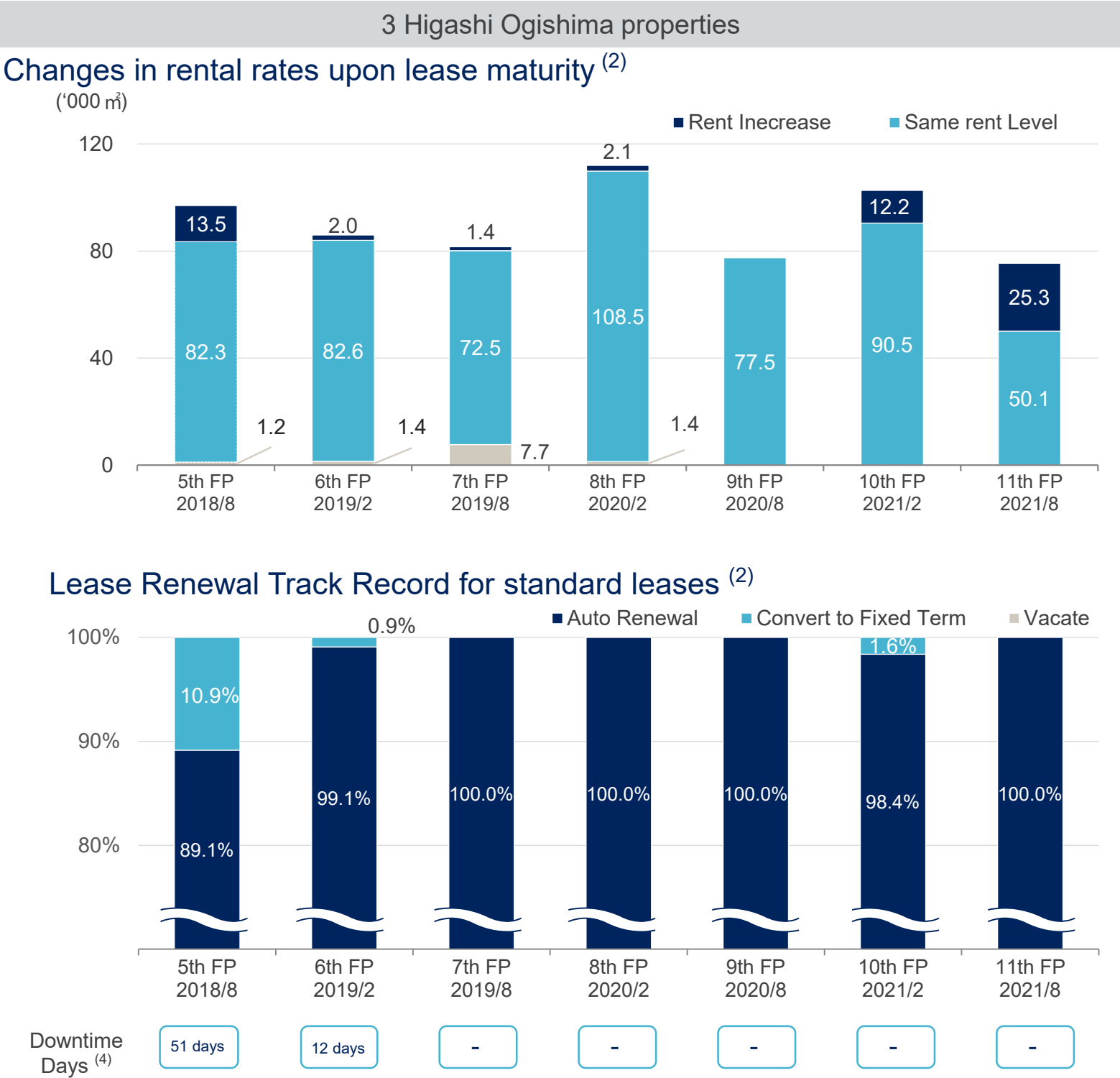
98,000 m<sup>2</sup> of leases rolled over during the 11th FP



# Internal growth – Property operations track record ②



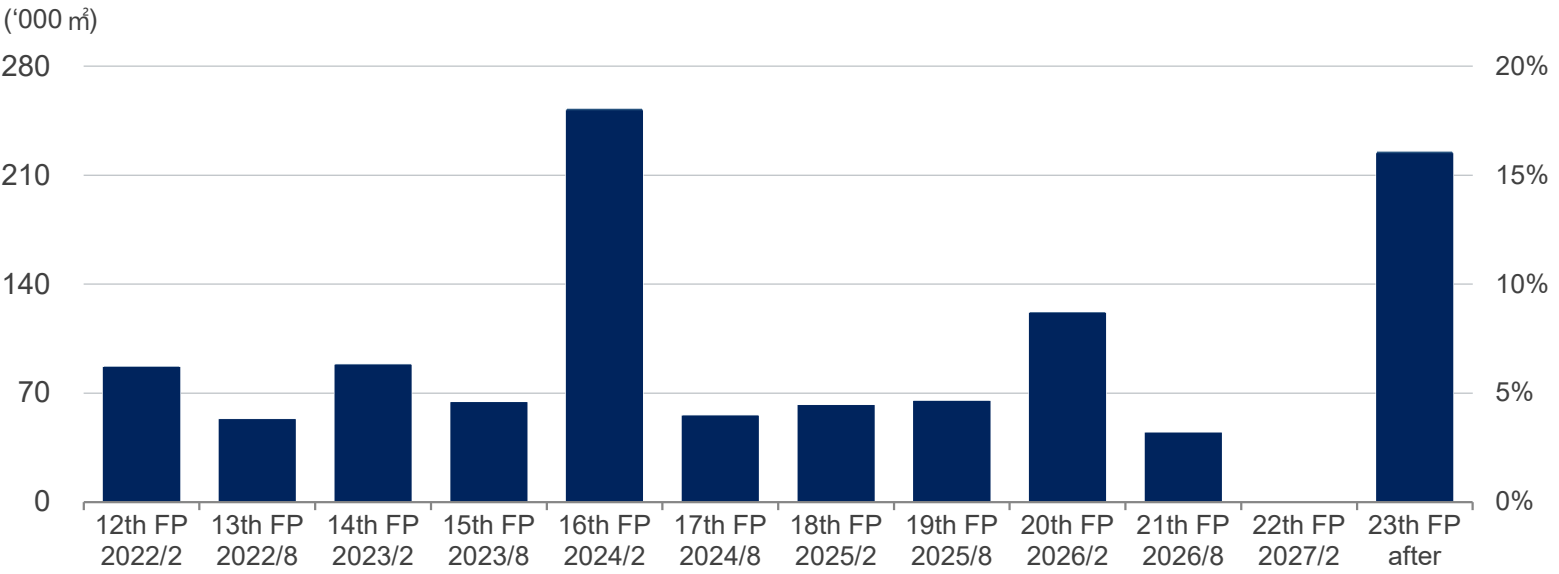
(1) The 15 properties owned as of the end of the 11<sup>th</sup> FP, excluding land assets and 3 Higashi Ogishima assets  
(2) The area where the lease maturity came about during the fiscal period (warehouse only, excludes temporary use)  
(3) The amount a given lease's rent increased/decreased relative to the prior lease's rent level for each lease which matured during the FP (warehouse only, excludes temporary use)  
(4) When tenants vacated during this FP or in prior FPs, these were the average # of downtime days until signing a subsequent tenant (warehouse only)



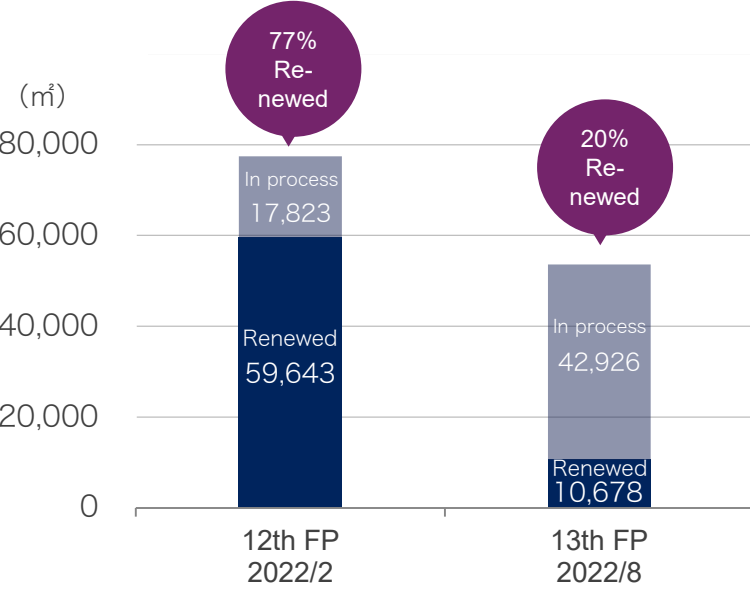
# Future leasing strategy

Fixed Term Lease properties (15 properties)<sup>(1)</sup>

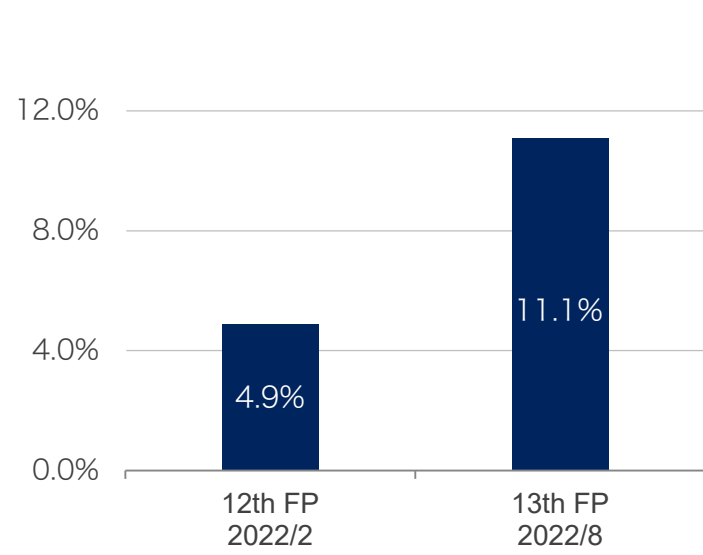
Lease expiration schedule



Lease renewals onwards



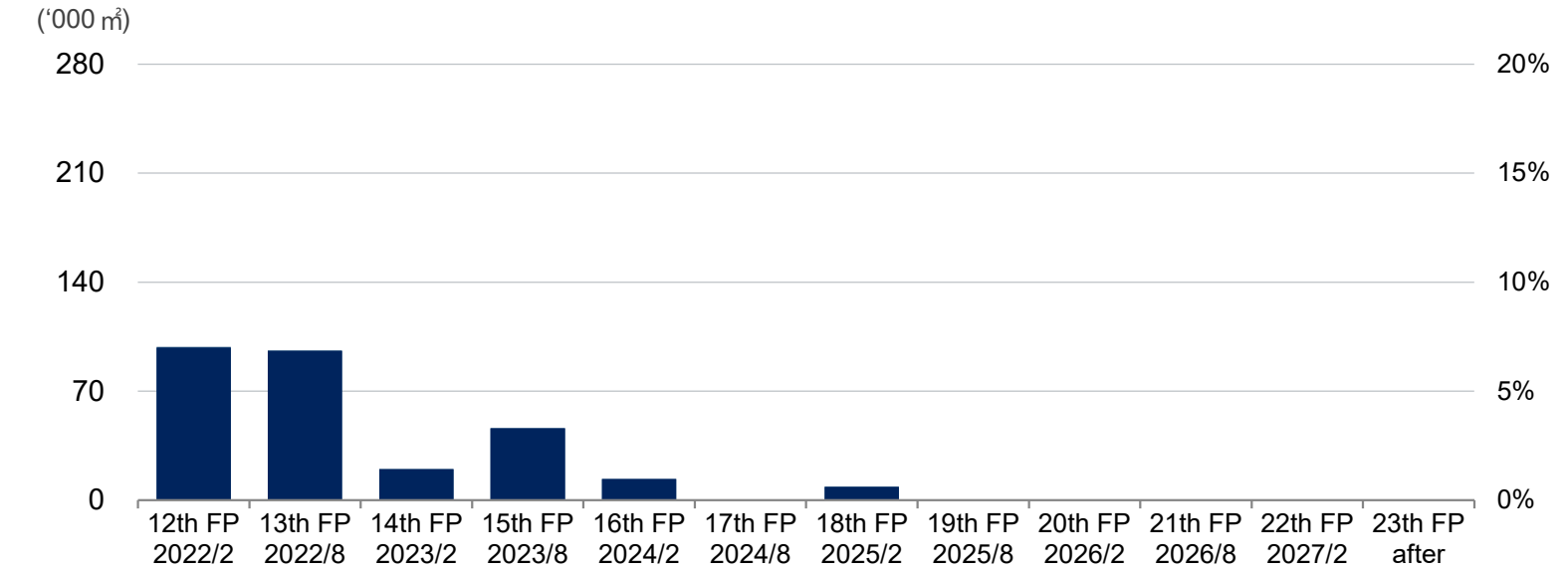
Rent Revision Rates (Fixed-term Lease Properties)



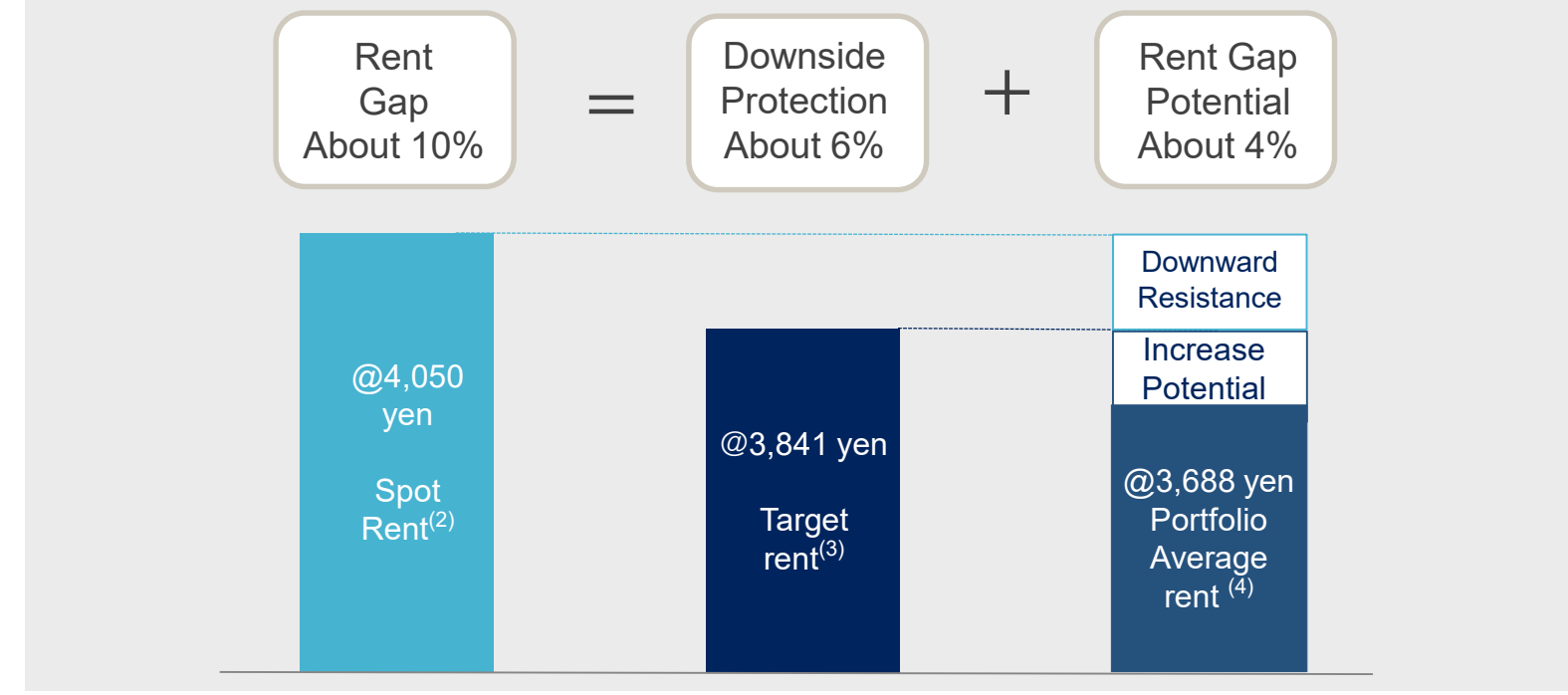
(1) Figures are totals for fixed lease contracts for the warehouse portion of 15 properties, excluding one leasehold interest property and three Higashi-Ogishima properties, among the properties owned as of the end of August 2021.  
(2) Offering rent unit price of the warehouse portion of the newly developed property  
(3) Quoted rent unit price of the warehouse portion prepared by the management company based on the market report  
(4) Rent unit price of the warehouse portion

3 Higashi Ogishima properties

Lease expiration schedule



Rent gap



# Portfolio list ①<sup>(1)</sup>

No.	Property name	Address	Total floor area (㎡)	Year of completion	Acquisition price (Bn yen)	Investment ratio (%)	Appraisal (Bn yen)	NOI Yield <sup>(2)</sup> (%)	Occupancy rate (%)	Fixed Term Lease ratio <sup>(3)</sup> (%)	# of tenants	WALE <sup>(4)</sup> (Years)	PML <sup>(5)</sup> (%)
Tokyo-1	LP Hashimoto <sup>(6)</sup>	Sagamihara, Kanagawa	145,801	Jan 2015	21.2	5.9	24.4	4.6	100.0	100.0	16	3.2	1.3
Tokyo-2	LP Sagamihara <sup>(6)</sup>	Sagamihara, Kanagawa	200,045	Aug 2013	23.0	6.4	26.6	4.8	99.7	100.0	19	2.4	0.5
Tokyo-3	LP Kita Kashiwa	Kashiwa, Chiba	104,302	Oct 2012	25.3	7.1	30.4	4.6	100.0	100.0	6	2.0	0.9
Tokyo-5	LP Nagareyama B	Nagareyama, Chiba	133,414	Jul 2008	26.6	7.4	31.4	4.9	99.9	100.0	8	2.5	2.3
Tokyo-6	LP Higashi Ogishima A	Kawasaki, Kanagawa	100,235	Apr 1987	19.0	5.3	20.6	5.0	97.0	39.0	21	0.8	6.5
Tokyo-7	LP Higashi-Ogishima B	Kawasaki, Kanagawa	117,546	Apr 1991	19.1	5.3	21.8	5.4	95.3	44.6	18	0.8	6.2
Tokyo-8	LP Higashi Ogishima C	Kawasaki, Kanagawa	116,997	Sep 2001	23.7	6.6	26.6	4.9	95.9	43.5	18	1.2	6.3
Tokyo-9	LP Kawagoe	Kawagoe, Saitama	50,742	Jan 2011	11.9	3.3	12.8	4.7	100.0	100.0	4	1.8	4.4
Tokyo-11	LP Kashiwa Shonan	Kashiwa, Chiba	40,878	Jul 2018	9.3	2.6	10.5	5.1	100.0	100.0	1	- <sup>(9)</sup>	1.6
Tokyo-12	LP Sayama Hidaka	Hidaka, Saitama	23,570	Jan 2016	6.4	1.8	6.6	4.6	100.0	100.0	1	- <sup>(9)</sup>	3.5
Tokyo-13	Higashi-Ogishima (Land with leasehold interest)	Kawasaki, Kanagawa	-	-	1.1	0.3	1.6	3.8	100.0	-	1	-	-
Tokyo-14	LP Kawasaki Bay <sup>(6)</sup>	Kawasaki, Kanagawa	289,164	May 2019	32.2	9.0	35.1	4.3	99.9	100.0	13	6.2	3.3
Tokyo-15	LP Shinmoriya	Tsukuba Mirai, Ibaraki	37,089	Jul 2019	8.5	2.4	9.5	4.9	100.0	100.0	1	- <sup>(9)</sup>	0.9



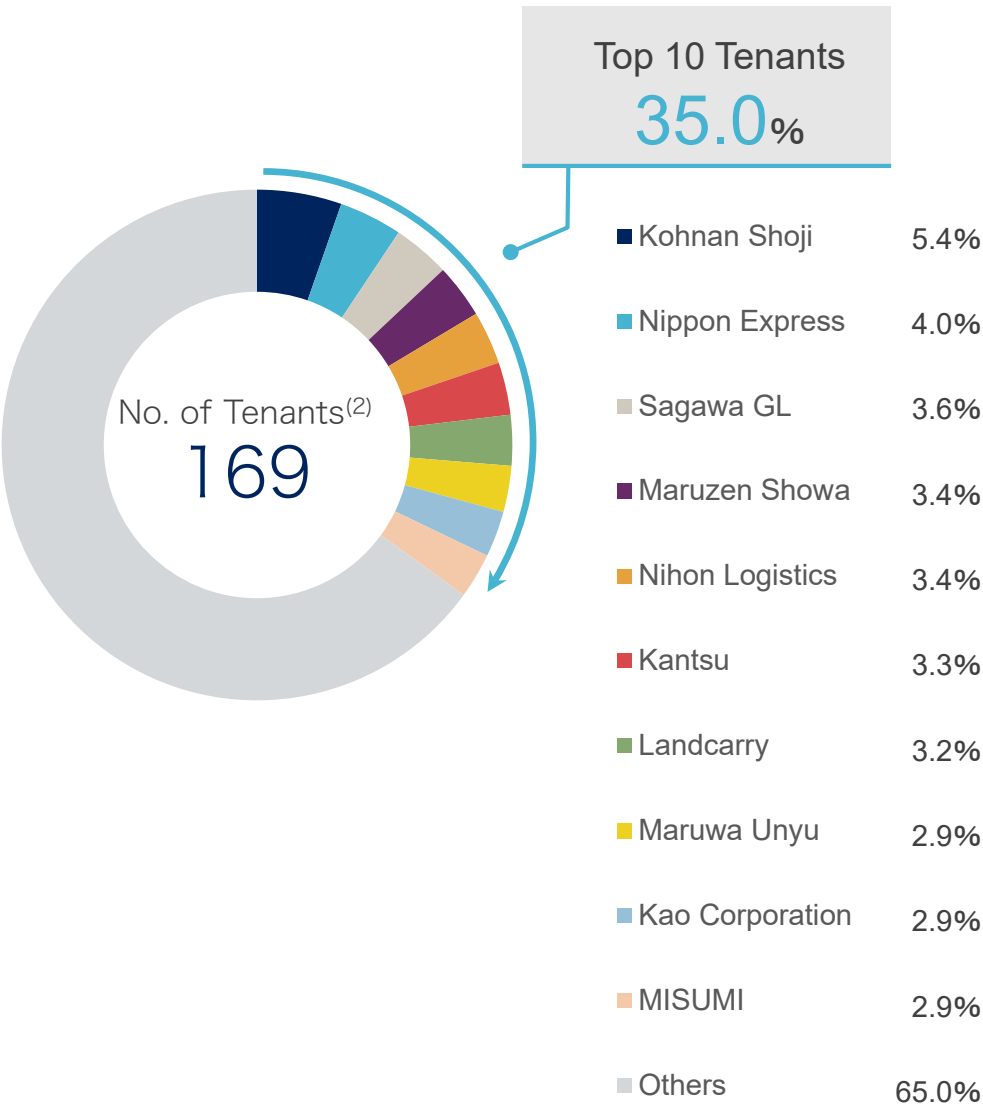
# Portfolio list ②<sup>(1)</sup>

No.	Property name	Address	Total floor area (㎡)	Year of completion	Acquisition price (Bn yen)	Investment ratio (%)	Appraisal (Bn yen)	NOI Yield <sup>(2)</sup> (%)	Occupancy rate (%)	Fixed Term Lease ratio <sup>(3)</sup> (%)	# of tenants	WALE <sup>(4)</sup> (Years)	PML <sup>(5)</sup> (%)
Osaka-1	LP Sakai Minamijimacho	Sakai, Osaka	30,696	Oct 2016	8.1	2.3	8.9	4.8	100.0	100.0	1	- <sup>(9)</sup>	6.5
Osaka-2	LP Sakai Chikko Shinmachi	Sakai, Osaka	20,428	Aug 2018	4.1	1.2	5.0	5.6	100.0	100.0	1	- <sup>(9)</sup>	7.6
Osaka-3	LP Osaka Taisho <sup>(6)</sup>	Osaka, Osaka	117,037	Feb 2018	17.6	4.9	19.7	4.7	96.0	100.0	11	2.8	8.4
Osaka-5	LP Amagasaki	Amagasaki, Hyogo	259,004	Oct 2017 <sup>(7)</sup>	48.2	13.5	60.2	5.3	99.5	100.0	12	2.8	6.2
Osaka-6	LP Sakai <sup>(6)</sup>	Sakai, Osaka	115,552	Mar 2017	12.0	3.4	12.8	4.8	98.6	100.0	6	1.6	8.7
Osaka-7	LP Osaka Bay	Sakai, Osaka	139,551	Feb 2020	40.0	11.2	42.9	4.4	100.0	100.0	11	3.4	8.3
Total / Average			2,042,060		357.8	100.0	407.6	4.8	98.8	89.4	169 <sup>(8)</sup>	3.1	3.1
LLR-3	Osaka Suminoe Logistics Center Project (provisional name) (Preferred Shares)	Osaka, Osaka	-	-	0.2	-	-	-	-	-	-	-	-

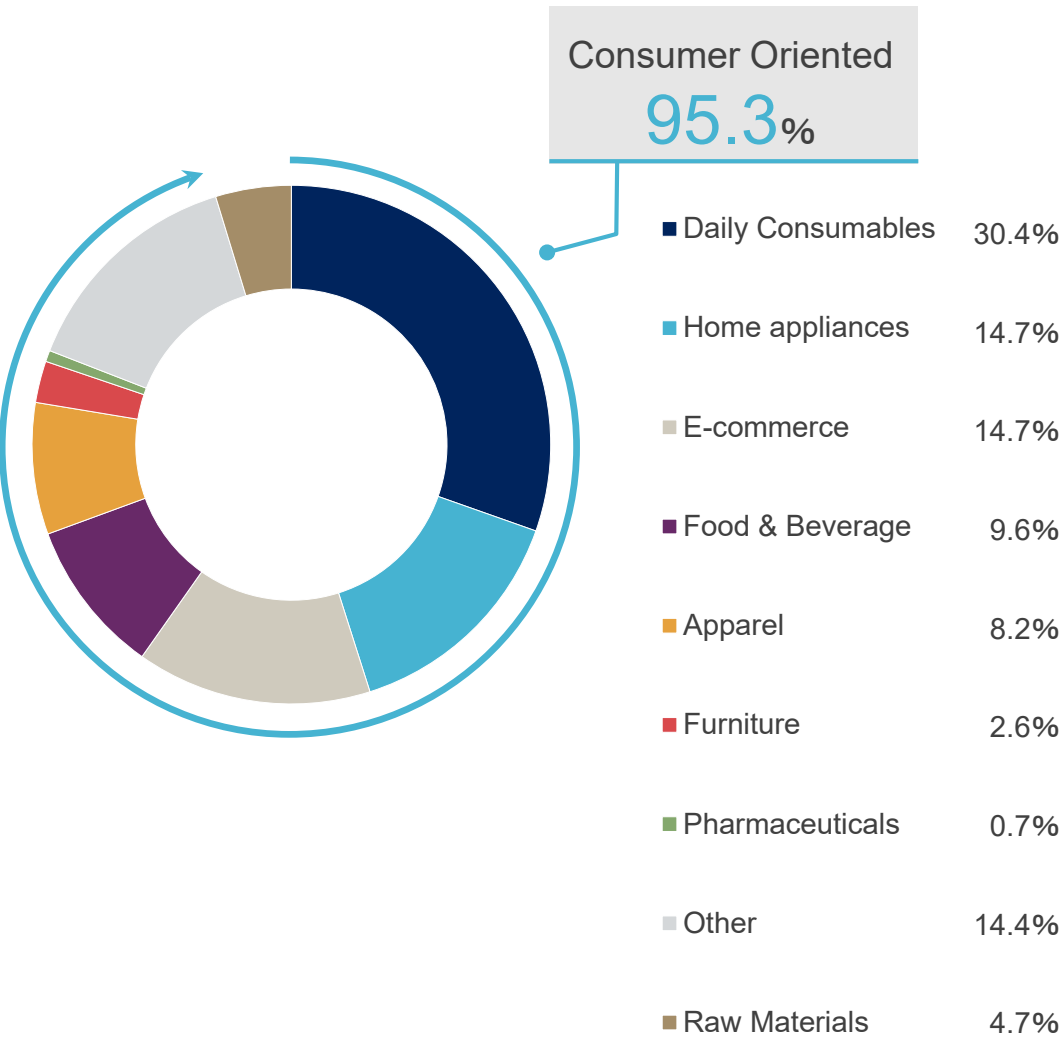
(1) 19 properties owned by LLR as of 8/31/2021  
 (2) NOI Yield is calculated by taking appraisal NOI divided by the acquisition price  
 (3) Based on rental revenues basis  
 (4) Based on leased area basis  
 (5) PML levels are as of March 2021, and based on Tokyo Marine Nichido’s “18 property earthquake risk survey portfolio analysis report”  
 (6) Acquisition price and appraisal values are expressed in relative proportion to LLR’s co-ownership interest. The GFA is shown for the entire property.  
 (7) Conversion of construction work from a plasma TV factory to modern logistics was completed in October 2017  
 (8) Gross number of tenants which means there are some duplicate tenants at various properties  
 (9) Not able to disclose due to tenant approval not having been obtained

# Portfolio with diversified tenant base

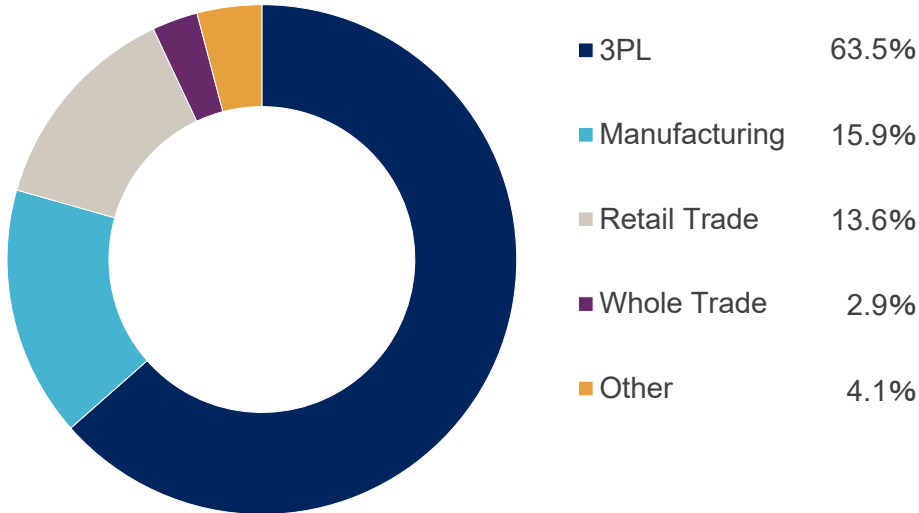
By Tenant Name<sup>(1)</sup>



By End User Type<sup>(3)</sup>



By Tenant Business Profile<sup>(3)</sup>



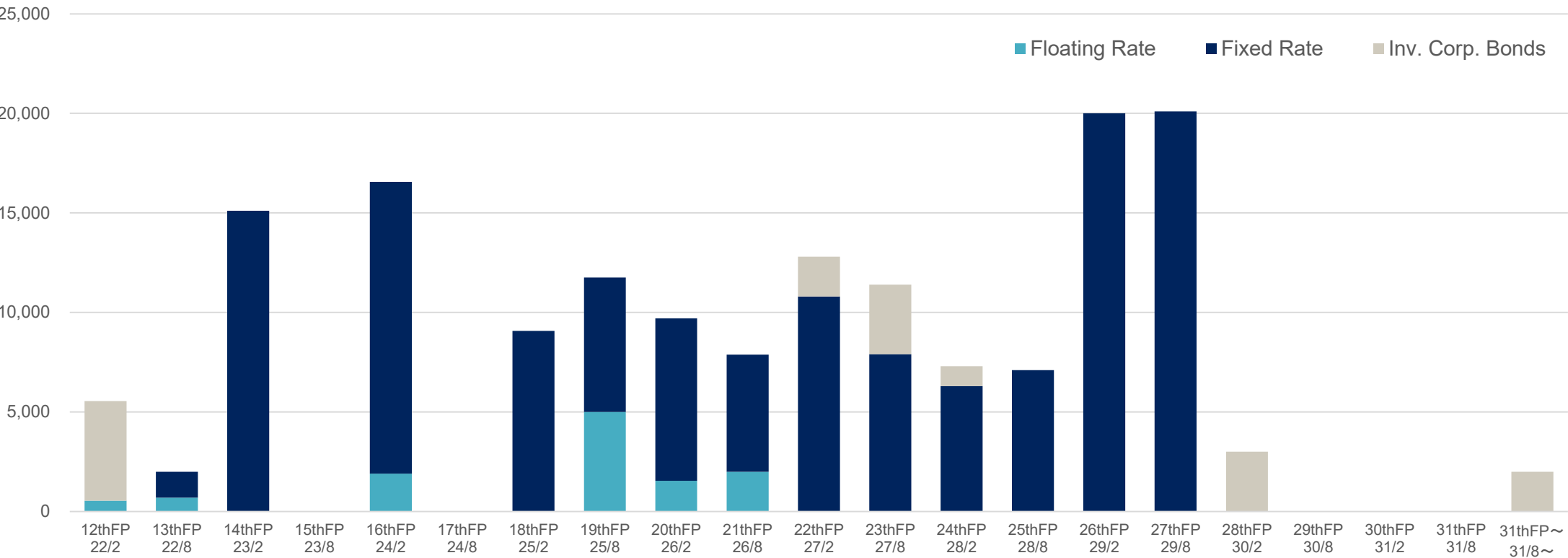
(Note) As of 8/31/2021, 18 properties, excludes leasehold land asset  
 (1) Calculated based on leased area  
 (2) Some properties have overlapping tenants. Net number of tenants is 148  
 (3) Calculated based on leased area (warehouse area only)

# Financial management overview of LLR

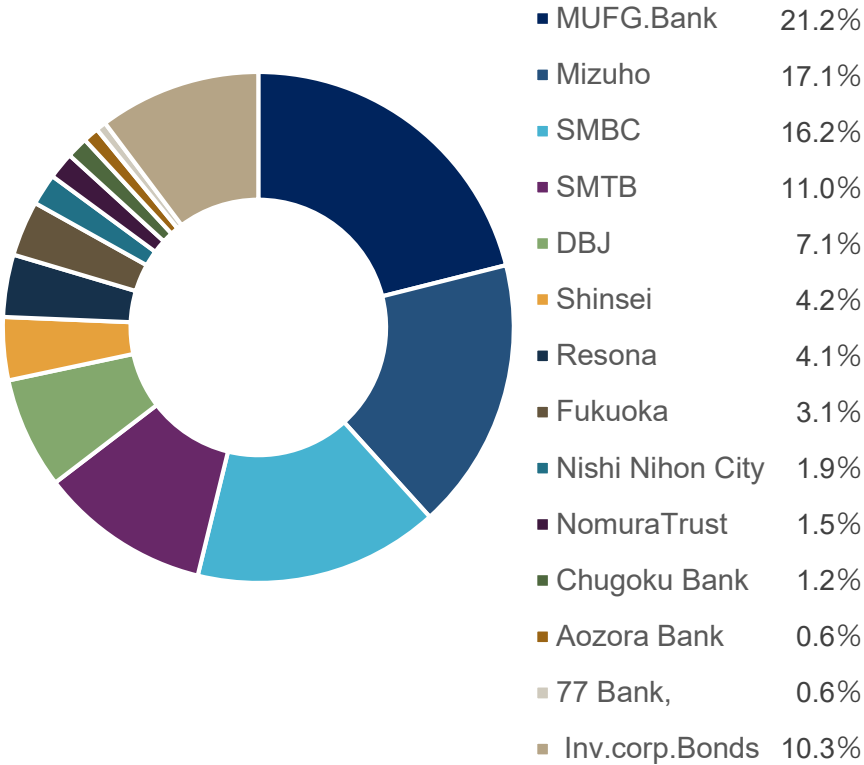
## Built on Strong Financial Management <sup>(1)</sup>



## Maturity Ladder<sup>(1)</sup> (mm yen)



## Bank Syndicate 13 Banks



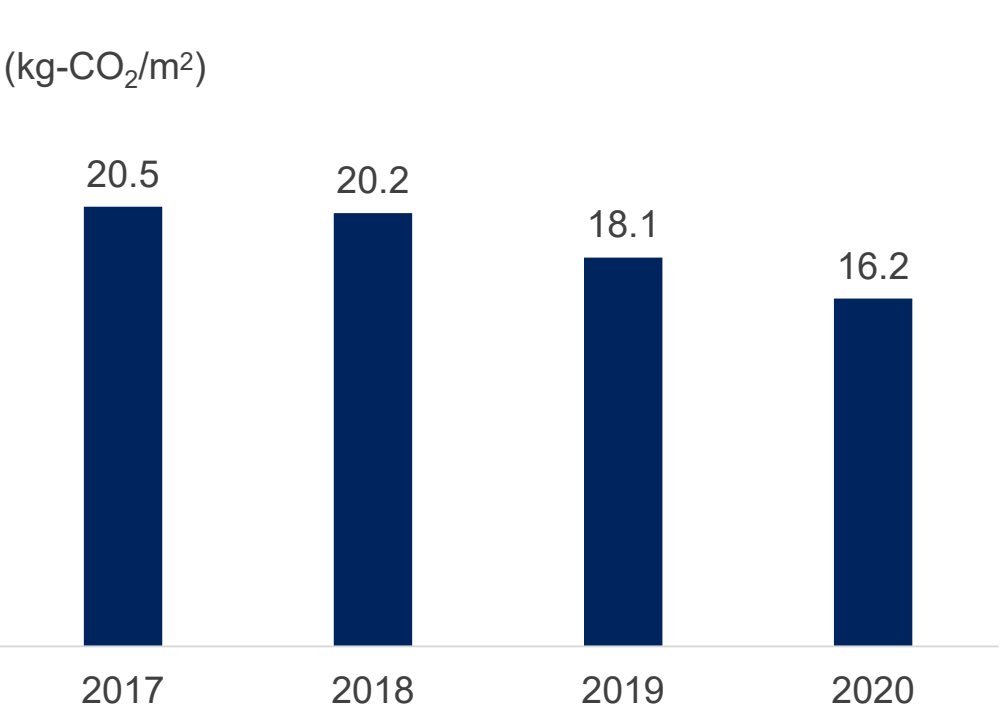
(1) Figures are expressed after an increase in outstanding investment units due to 4th public offering, completion of property acquisitions, repayment of short-term debt.  
(2) LTV is calculated by interest bearing debts ÷ total assets (book value basis), and appraisal LTV is calculated by interest bearing debts ÷ total assets (market value basis)  
(3) Calculated as the sum of total loan borrowings and investment corporation bonds  
(4) Calculated as the balance of interest bearing debt with fixed interest rates ÷ total balance of interest bearing debts

# Our progress so far in reducing carbon footprint

## THE 2020 UPDATE ON ENERGY PERFORMANCE

### Whole-building carbon intensity

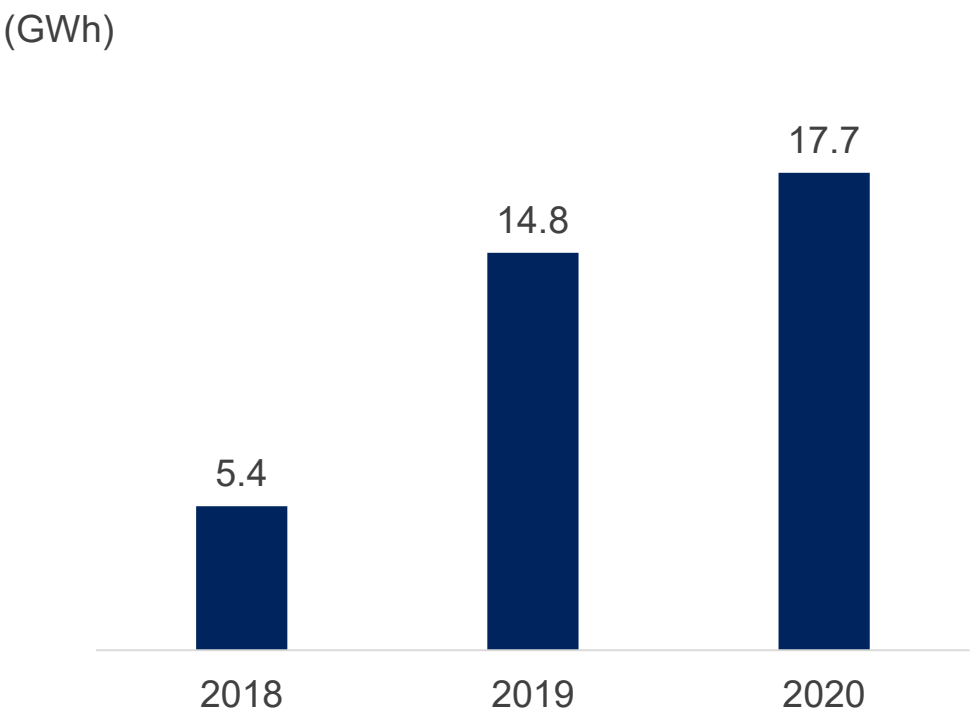
In 2020, LLR made significant progress in reducing its carbon intensity to 16.2 kg-CO<sub>2</sub>/m<sup>2</sup>/year, representing a 20.9% reduction against its 2017 baseline. While it is important to note that the COVID-19 pandemic may have impacted tenant emissions during 2020, LLR’s efforts to improve energy efficiency were also key contributors to these results.



Note: Whole-building carbon intensity covers both landlord-controlled and tenant-controlled carbon.

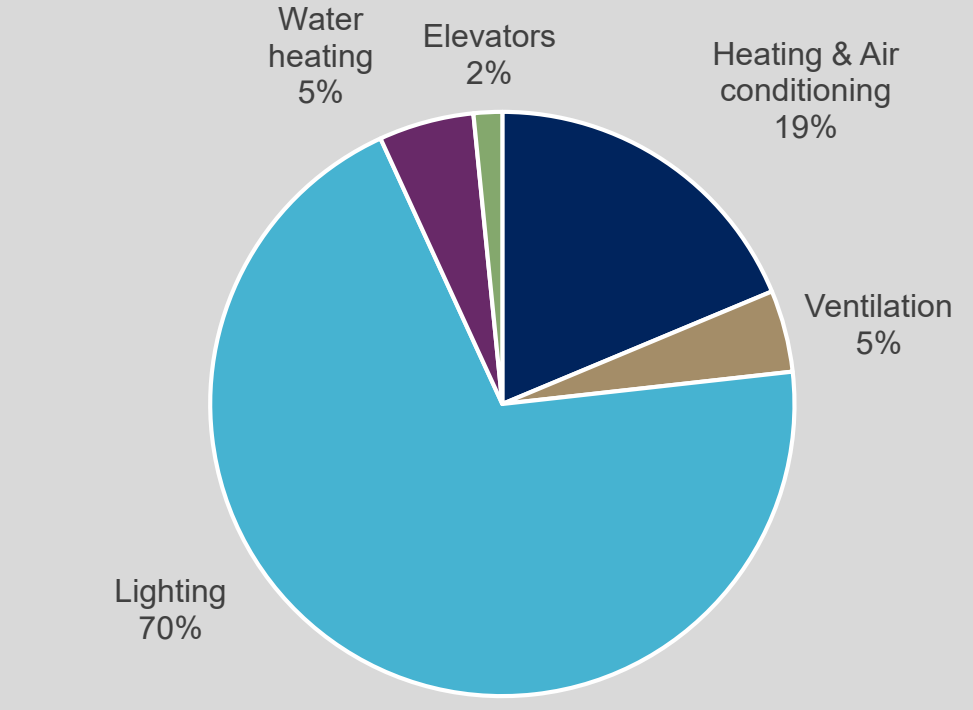
### On-site solar energy generation

LLR’s continued efforts to increase on-site solar energy capacity, with 25.8 MW capacity installed to date across our portfolio. In 2020, we generated 17.7 GWh of solar energy, which amounts to 31.3% of our total energy consumption.



### Source of energy consumption

Lighting is by far the biggest source of energy consumption. Our data suggests that lighting accounts for 70% of energy consumption. An aspect not covered here is the energy consumption by tenant-installed equipment, which may materially change the energy consumption profile.



Note: Based on an energy audit of 11 buildings that received a Building-Housing Energy-efficiency Labelling System (BELS) certification.



# LaSalle has committed to be on a pathway to net zero carbon by 2050

## ULI Greenprint Net Zero by 2050

In 2020, LaSalle announced its commitment to the Urban Land Institute’s Greenprint Center to reduce landlord-controlled operational carbon emissions for its global portfolio to net zero by 2050.

The goal is in line with the Paris Agreement and findings from the Intergovernmental Panel on Climate Change (“IPCC”) report to limit global warming to 1.5°C.

LaSalle is in the process of developing a global Net Zero Carbon (“NZC”) strategy and setting its interim target for 2030.



## LLR’s approach

As a J-REIT that invests in completed assets, LLR’s focus is on reducing operational carbon emissions to net zero by 2050.

Not only will LLR reduce its own landlord-controlled emissions, LLR will collaborate with tenants to address whole-building performance.

To the extent that we engage in re-development projects in the future as part of our value-add strategy, we will re-visit our NZC strategy to address embodied carbon.

### Key reporting metrics:

- Energy intensity (kWh/m<sup>2</sup>/year)
- Carbon intensity (kg-CO<sub>2</sub>/m<sup>2</sup>/year)
- Solar capacity installed (MW)
- LED lighting (% of area with LED lighting installed)

## Challenges

**Tenant engagement:** We are not in direct control of energy consumption associated with tenant activities, which is estimated to account for approximately 80% of the total carbon emissions at our buildings. Tenant energy use is expected to rise as more tenants install air-conditioners in warehouse spaces to improve workplace environment or introduce automation and robotics technology. Engagement with tenants plays a crucial role in achieving carbon reduction goals.

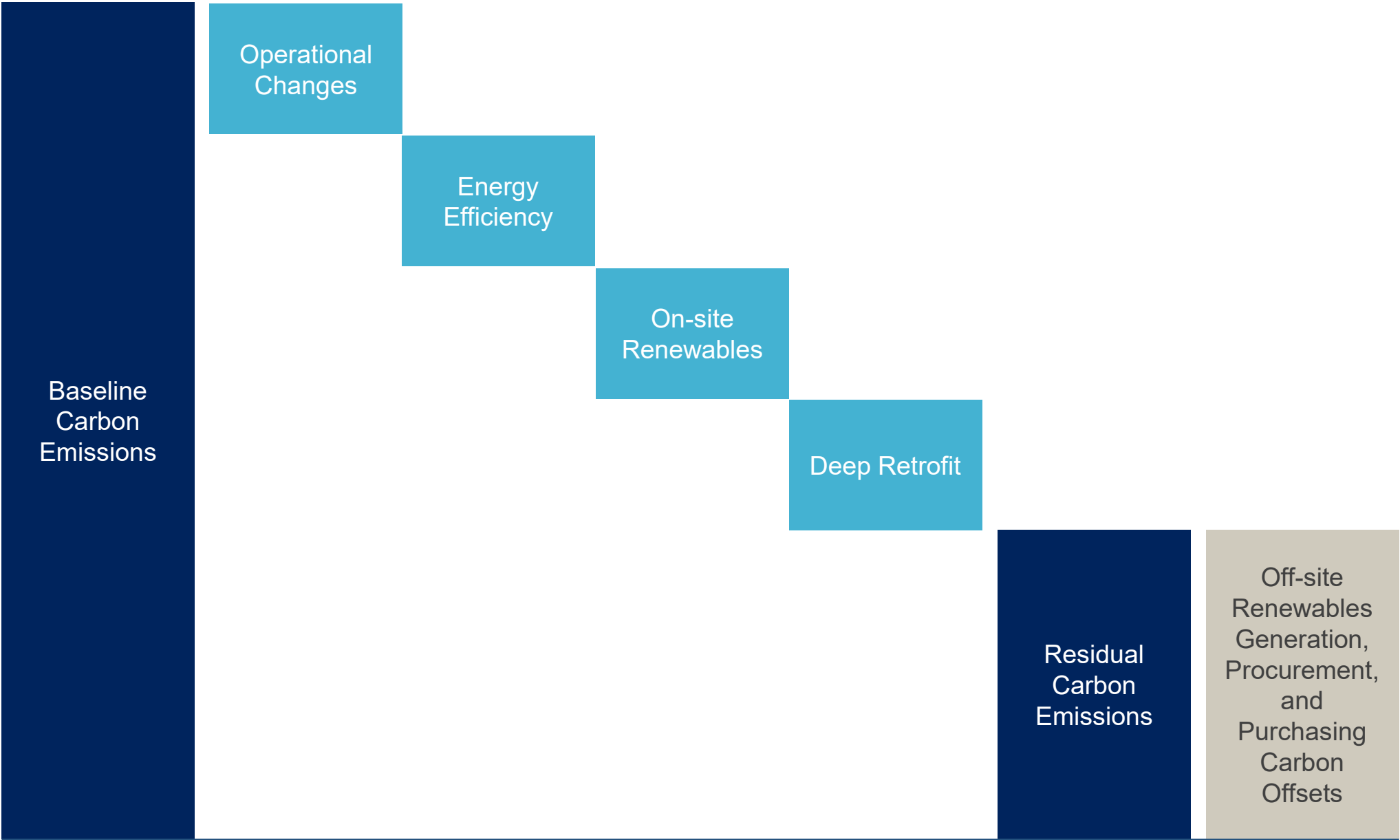
**Evolving market standards:** There is no globally accepted definition of “net zero carbon” in commercial real estate yet. LaSalle continues to actively engage in industry conversations around this topic.

**Regulatory environment:** New government policies and regulations may be enacted that will materially impact costs and pathways toward achieving net zero carbon.

**Financial impact:** While delivering on the net zero commitment to future-proof LLR’s portfolio, the costs of implementing the strategy and how it affects investment returns will need to be carefully analyzed.

# Focus on energy efficiency and on-site renewables

## DE-CARBONAZATION STRATEGY FOLLOWS AN ENERGY HIERARCHY



LLR will follow the principles of an **energy hierarchy** to ensure effort is focused first on improving energy efficiency and on-site renewables.

**Operational changes:** We will continue to optimize our operations as recommended by energy audits.

**Energy efficiency:** Lighting is a significant source of energy consumption at our properties. We are focused on switching to LED lighting, which can significantly reduce energy consumption compared to conventional lighting.

**On-site renewables:** Solar energy will play an important role in reducing our carbon footprint. Under a feed-in tariff (“FIT”) scheme, we have been focusing on the selling of solar energy to energy companies through our rooftop lease agreements. Going forward, we intend to shift on-site generated solar energy to reduce baseline carbon emissions to capture carbon offset value.

**Off-site renewables:** The procurement of renewable energy or green energy certificates comes with extra costs. We will carefully monitor the renewable energy market to identify what options are available to us.

# Verification and certification

## BELS CERTIFICATION AND CRREM TOOLS

### BELS energy performance certification

The Building-Housing Energy-Efficiency Labeling System (“BELS”) is an independent certification scheme supported by the Japanese Ministry of Land, Infra-structure, Transport and Tourism that evaluates and verifies the energy performance of buildings. We believe that the use of third-party certification provides transparency and credibility of energy performance at the asset level.

#### BELS five-star rating

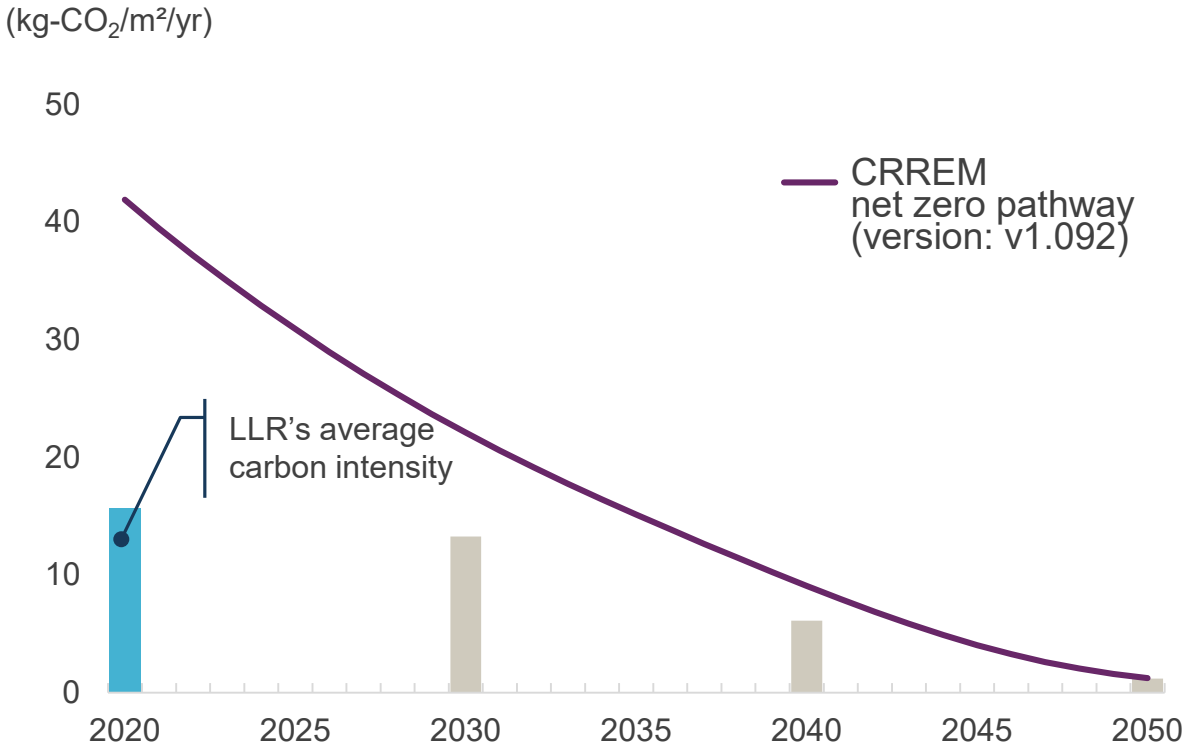
7 buildings

received the highest certification of five stars among our 18-building portfolio. A five-star BELS building reduces the energy intensity by 40% or more against the standards set by the Japanese Government.



### CRREM net zero carbon pathway

The Carbon Risk Real Estate Monitor (“CRREM”) provides the real estate industry with science-based decarbonization pathways aligned with the Paris Climate Goals of limiting global temperature rise to 2°C, with ambition towards 1.5°C. To ensure that LLR’s buildings are on track with a 2050 net zero carbon pathway, we will benchmark energy use intensity performance against the CRREM 1.5°C pathway.



A dark blue world map with a subtle, textured pattern, serving as the background for the slide.

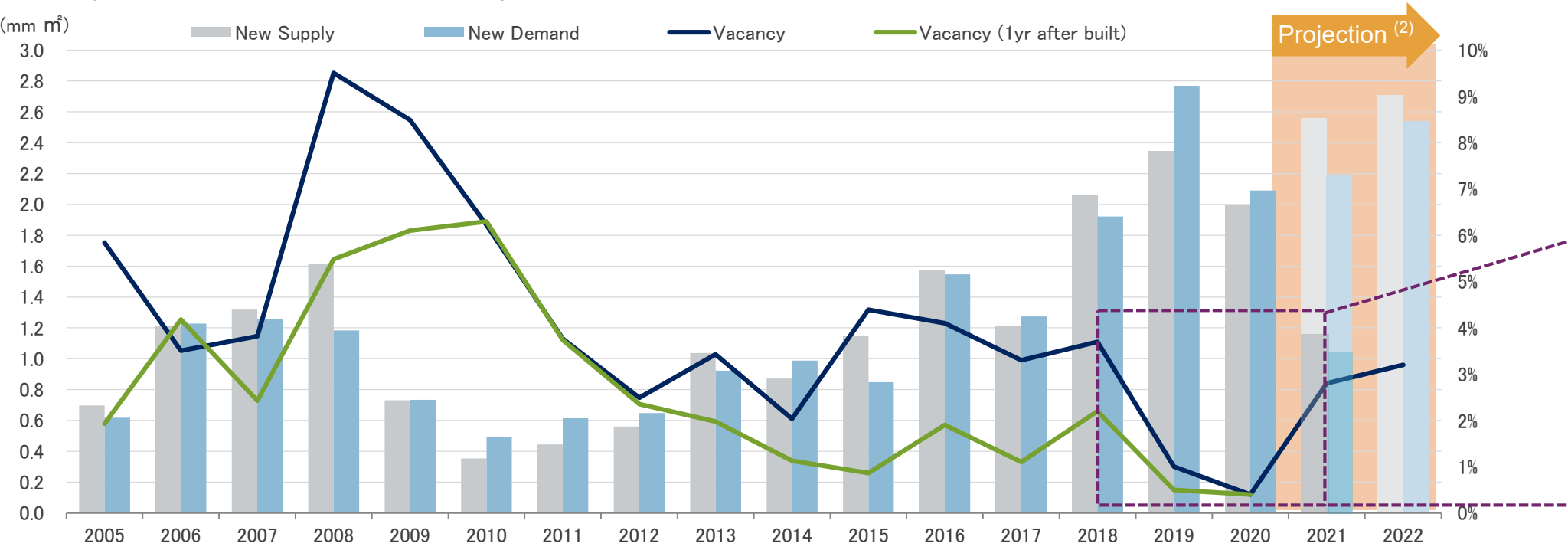
04

## Logistics Real Estate Market Outlook



# Tokyo Area logistics market overview

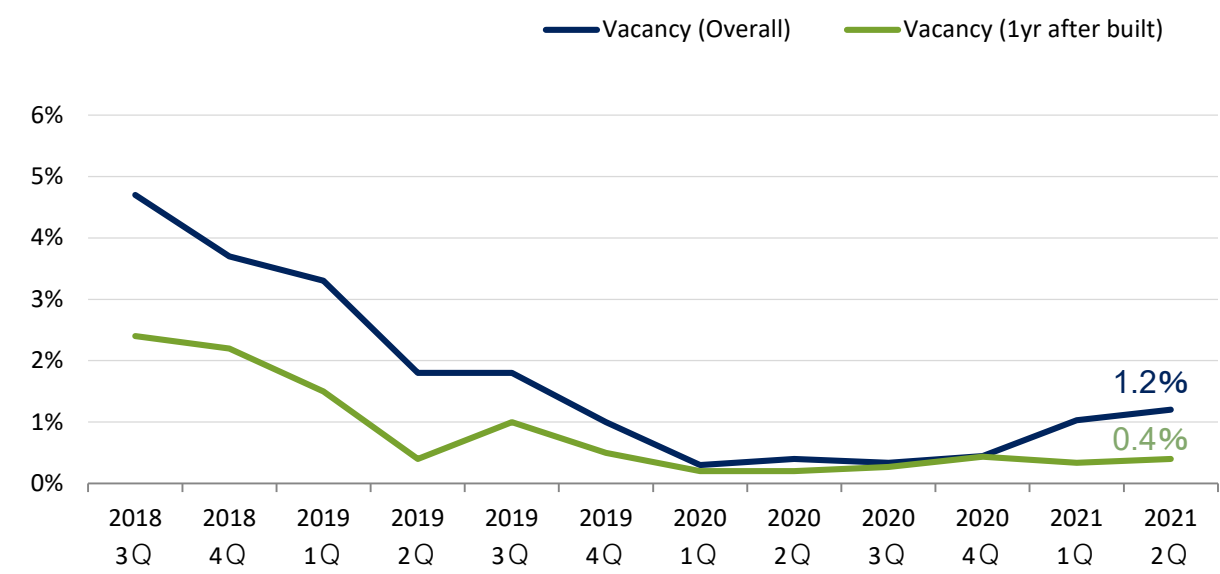
## Supply/Demand and Mid-term Projections <sup>(1)</sup>



Source: CBRE (1) Logistics facilities with GFA greater than 5,000m²  
(2) Light colored bars represent projections

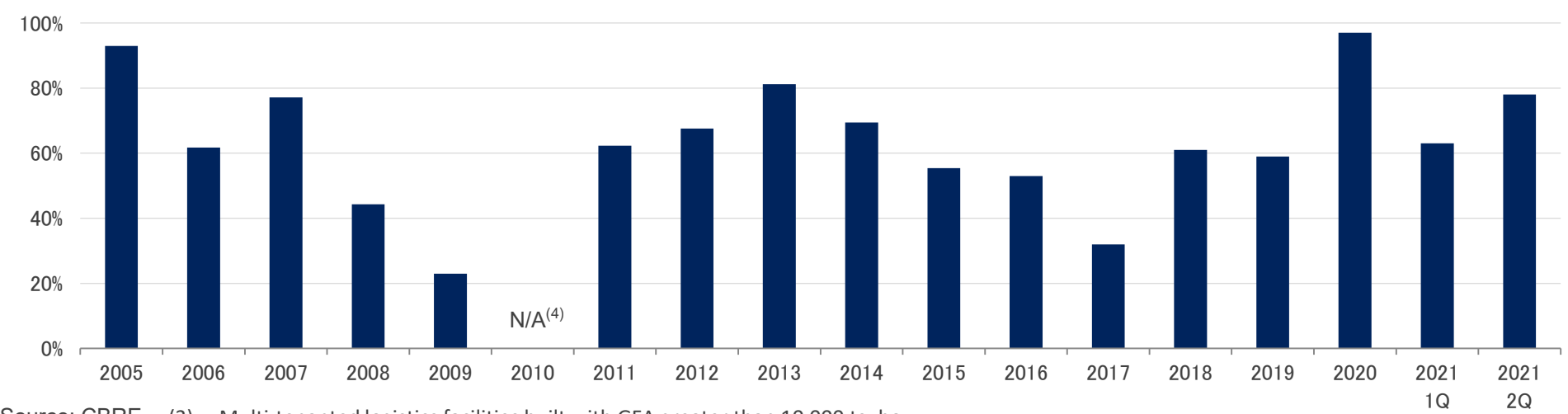
## Recent Vacancy Rate

In 2Q of 2021, new demand of 1.18 million m² exceeded the new supply of 1.02 million m². The current vacancy rate remains at a low level



Source: CBRE

## Change in occupancy for large scale multi-tenanted facilities <sup>(3)</sup> at construction completion



Source: CBRE (3) Multi-tenanted logistics facilities built with GFA greater than 10,000 tsubo  
(4) During these years, there were too few examples to be counted

As of 6/30/2021

2021 Supply

2022 Supply

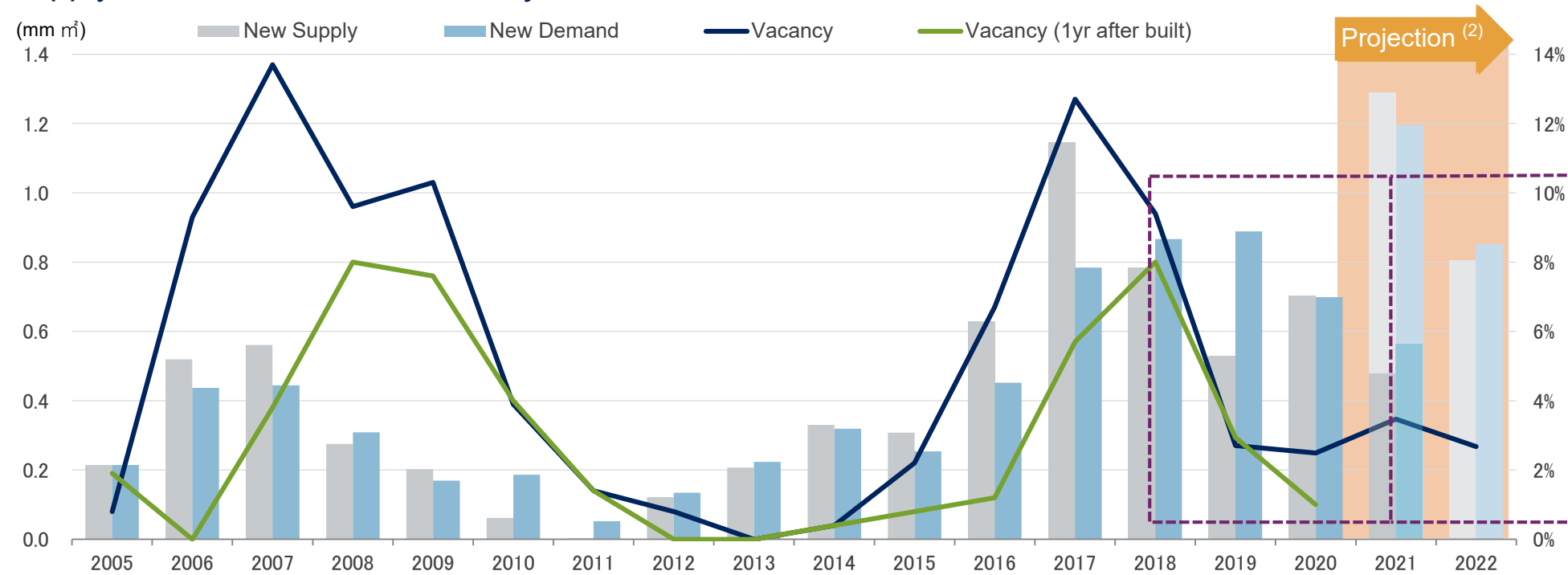
1.2 % (0.4% for 1yr after built)

Approx. 2.55Mn m²

Approx. 2.70Mn m²

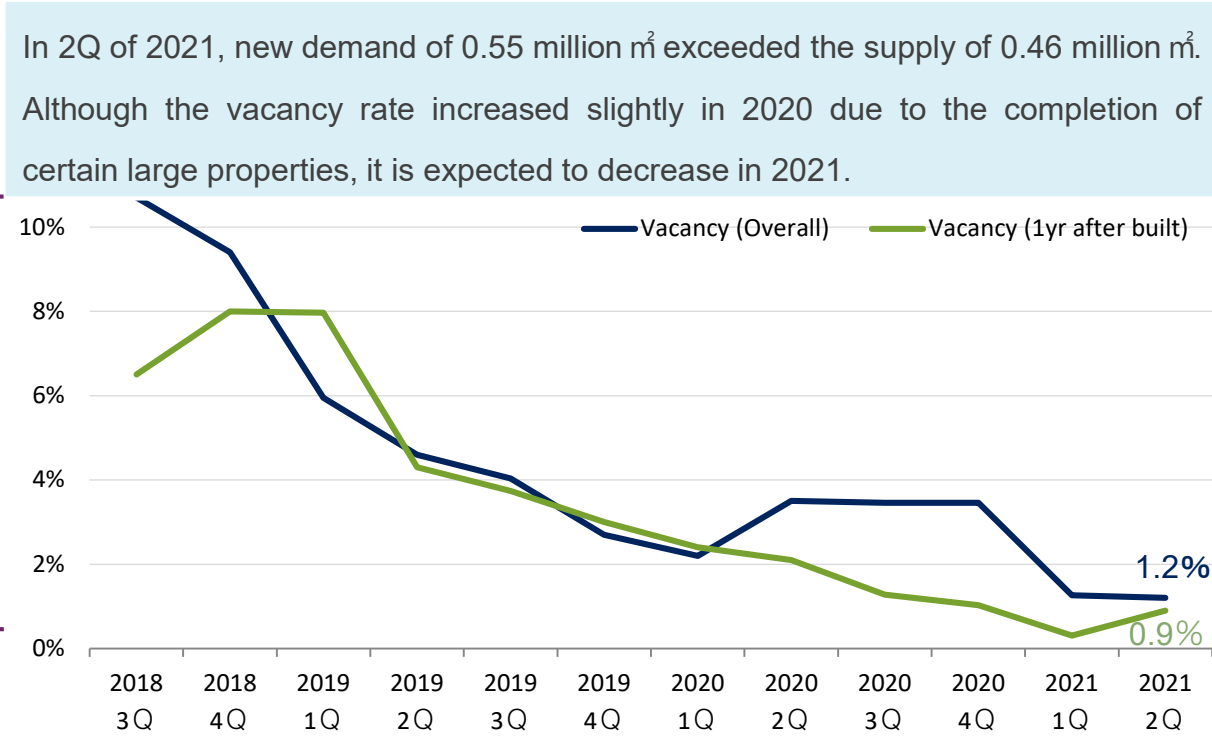
# Osaka Area logistics market overview

## Supply/Demand and Mid-term Projections <sup>(1)</sup>



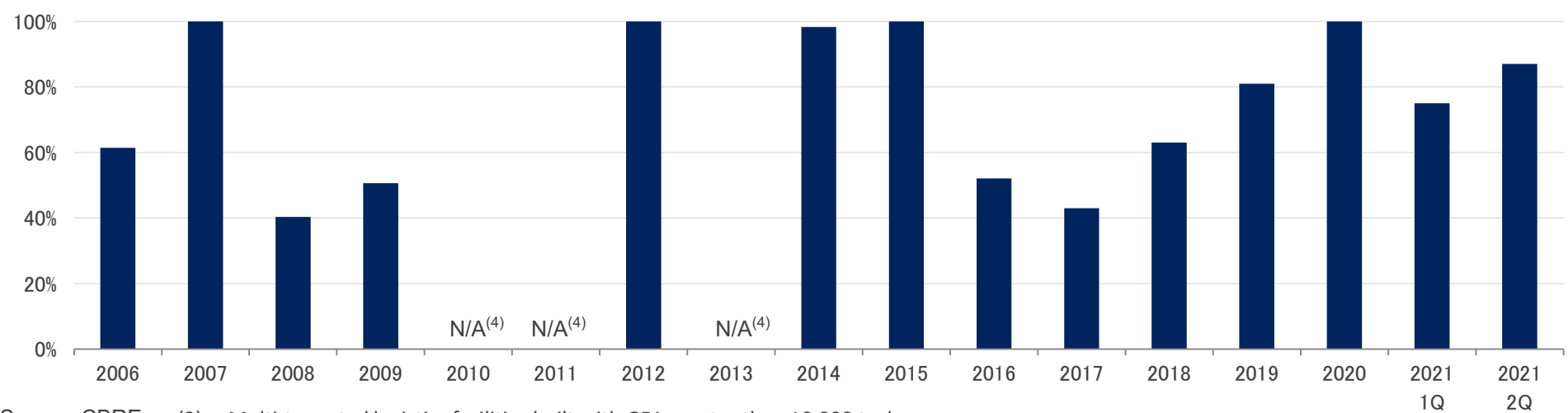
(1) Logistics facilities with GFA greater than 5,000m<sup>2</sup>  
(2) Light colored bars represent projections

## Recent Vacancy Rate



In 2Q of 2021, new demand of 0.55 million m<sup>2</sup> exceeded the supply of 0.46 million m<sup>2</sup>. Although the vacancy rate increased slightly in 2020 due to the completion of certain large properties, it is expected to decrease in 2021.

## Change in occupancy for large scale multi-tenanted facilities <sup>(3)</sup> at construction completion



(3) Multi-tenanted logistics facilities built with GFA greater than 10,000 tsubo  
(4) During these years, there were too few examples to be counted

As of 6/30/2021

2021 Supply

2022 Supply

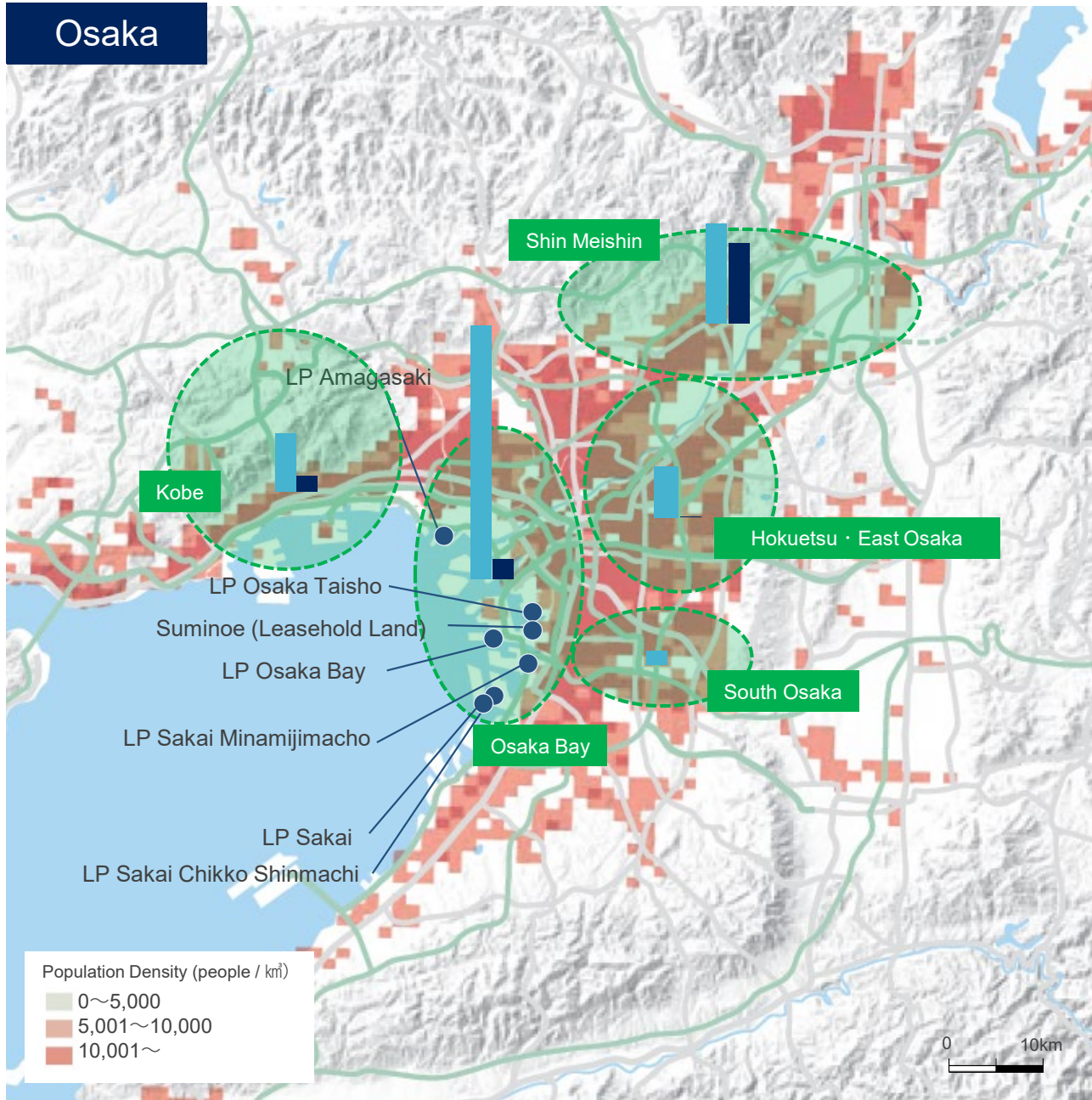
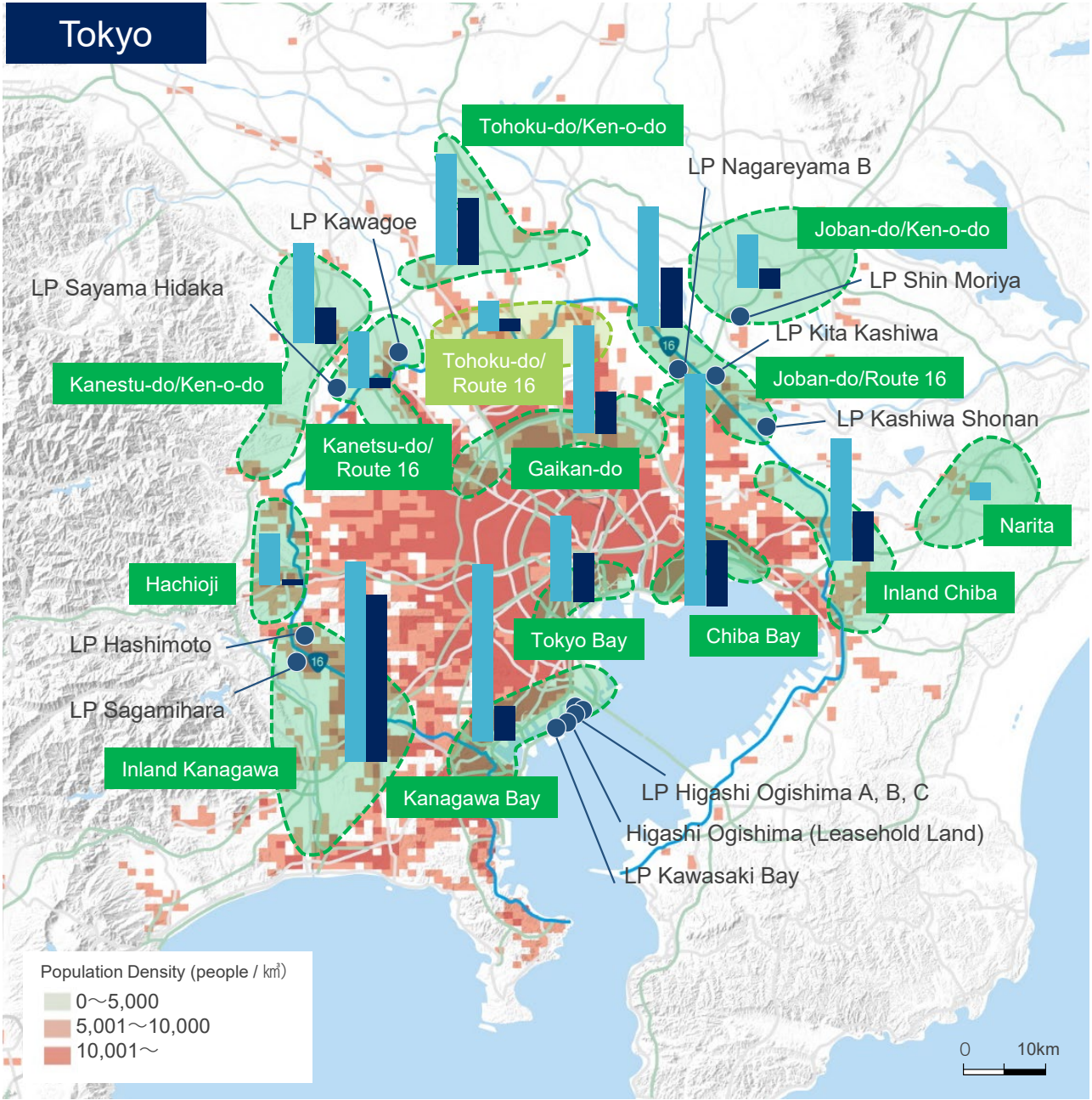
1.2 % (0.9% for 1yr after built)

Approx. 1.29Mn m<sup>2</sup>

Approx. 0.8Mn m<sup>2</sup>



# Tokyo / Osaka Area submarket vacancy rate and supply outlook



Vacancy <sup>(1)</sup> (2Q 2021)	Supply/Demand Situation
0~5%	Supply/Demand is tight
5~10%	Supply/Demand is in equilibrium
10~15%	Supply/Demand softening concerns
15%~	Supply/Demand deteriorating

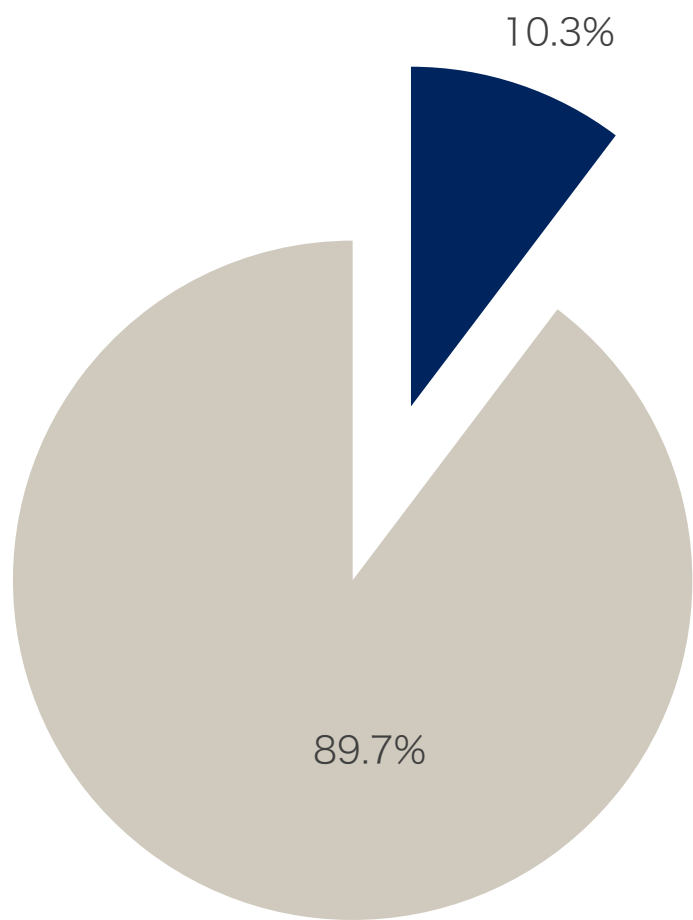
Existing Stock as of 2Q 2021  
Projected supply for 2021 and 2022

Source: CBRE data which was compiled by LRA  
(1) Logistics facilities with GFA greater than 5,000m<sup>2</sup>

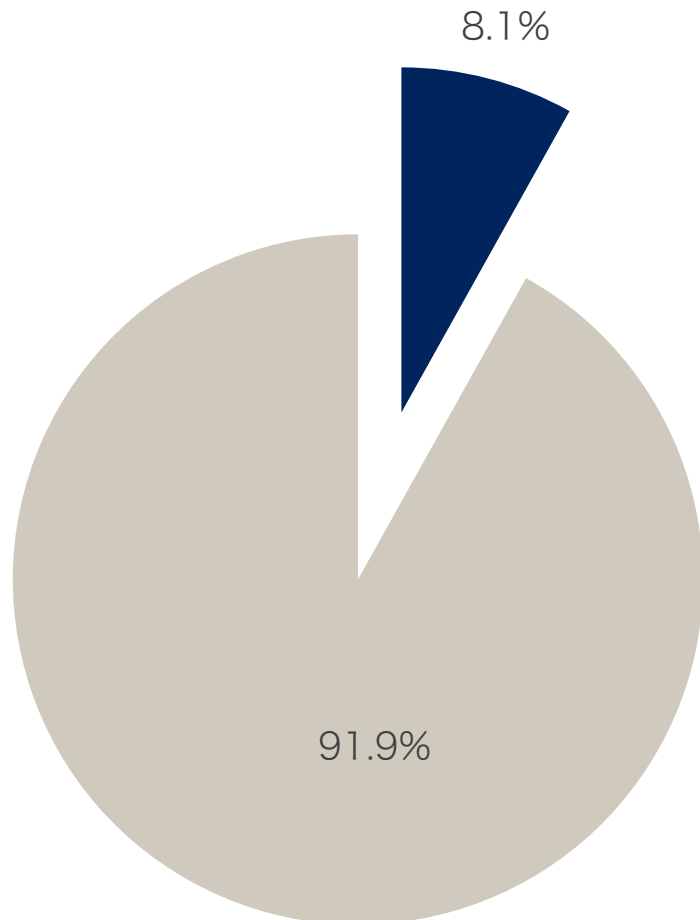
# Existing stock of logistics facilities

Ratio of modern and prime logistics facilities<sup>(1)</sup>

Tokyo Area<sup>(2)</sup>



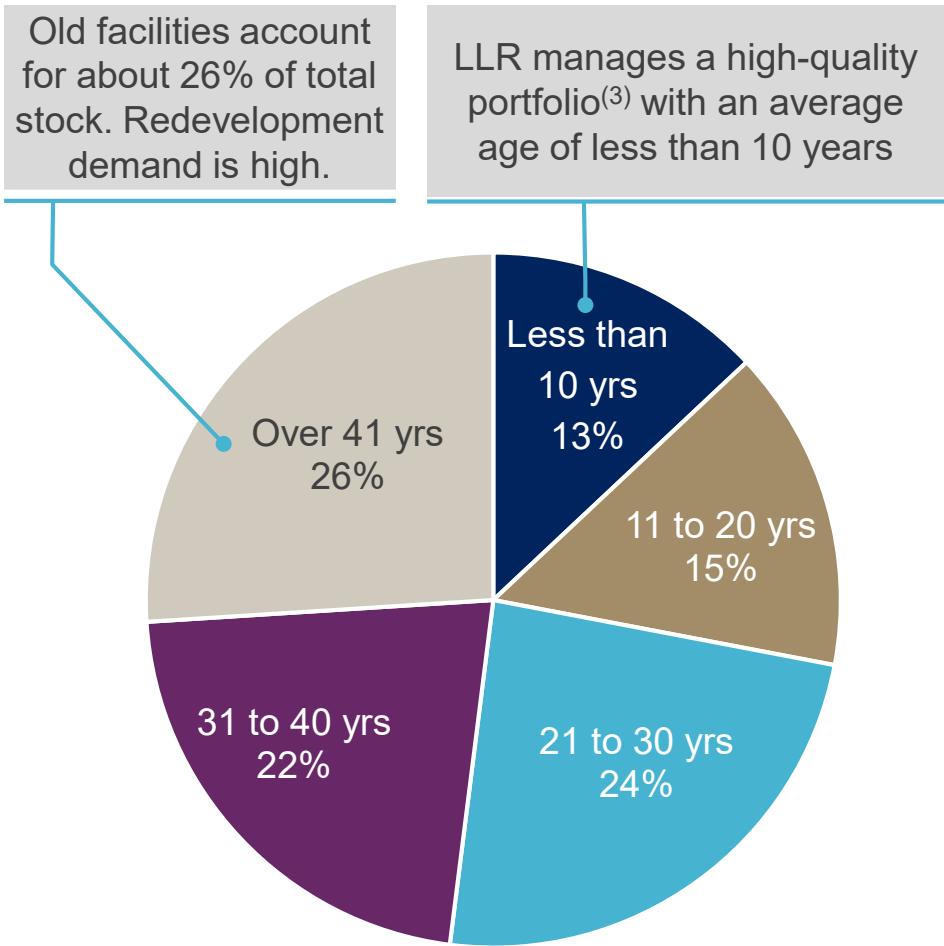
Osaka Area<sup>(2)</sup>



■ Modern Logistics Facilities   ■ Traditional Logistics Facilities

Estimated percentage of logistics facilities by age

Japan



Source: CBRE  
(1) GFA >10,000m<sup>2</sup>, modern leasable facilities that satisfy functional design standards that warrant their modernity. As of March 2020.  
(2) "Tokyo Area" is defined as Tokyo, Kanagawa, Saitama, Chiba, and Ibaraki prefecture. "Osaka Area" is defined as Osaka, Kyoto, Hyogo prefectures.



A dark blue world map is centered on the Atlantic Ocean, showing the continents of North America, South America, Europe, Africa, Asia, and Australia. The map is rendered in a lighter shade of blue against the dark background.

05

## Appendix

# Features of LaSalle LOGIPORT REIT

## 1 Focused investments on Prime Logistics in Tokyo and Osaka

- Portfolio is primarily comprised of large scale logistics facilities in Tokyo and Osaka
- In order to ensure superior mid- to long-term competitiveness, there is a focus given to location and building specifications which are the source of a given properties' characteristics

## 2 Leveraging off of the LaSalle Group's asset management capabilities

- Capitalize upon the LaSalle Group's capabilities as a leading global investment manager with deep roots in core investments
- Utilize LaSalle Japan's wealth of operational experience within the logistics space

### Investment Area Ratios <sup>(1)</sup>



### Average GFA <sup>(1)</sup>

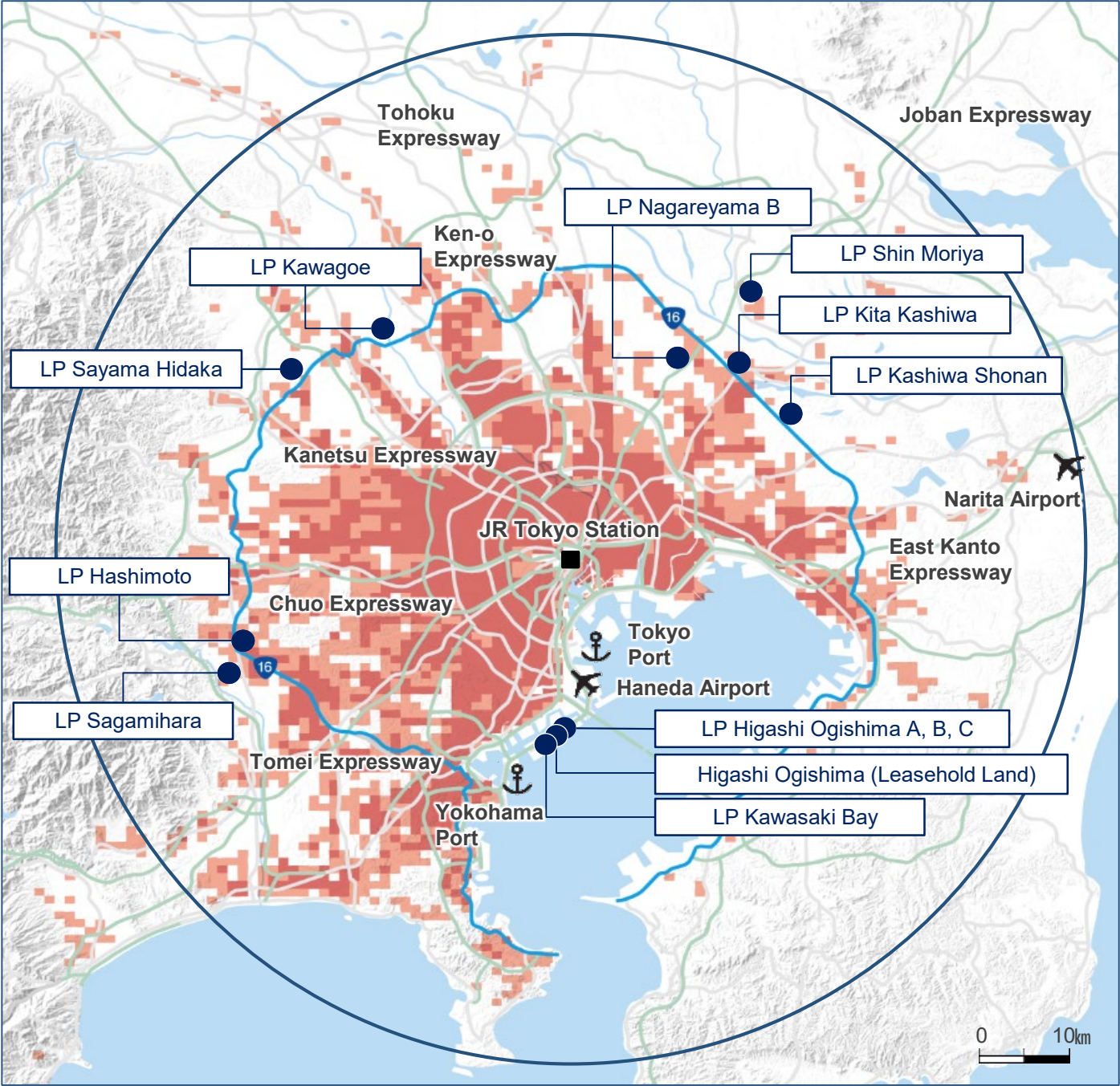


(1) "Investment Area Ratios" and "Average GFA" are calculated based on the total floor area, on a GFA basis, for all logistics properties that have been acquired as of 8/31/2021, respectively. Leasehold land assets have been excluded.

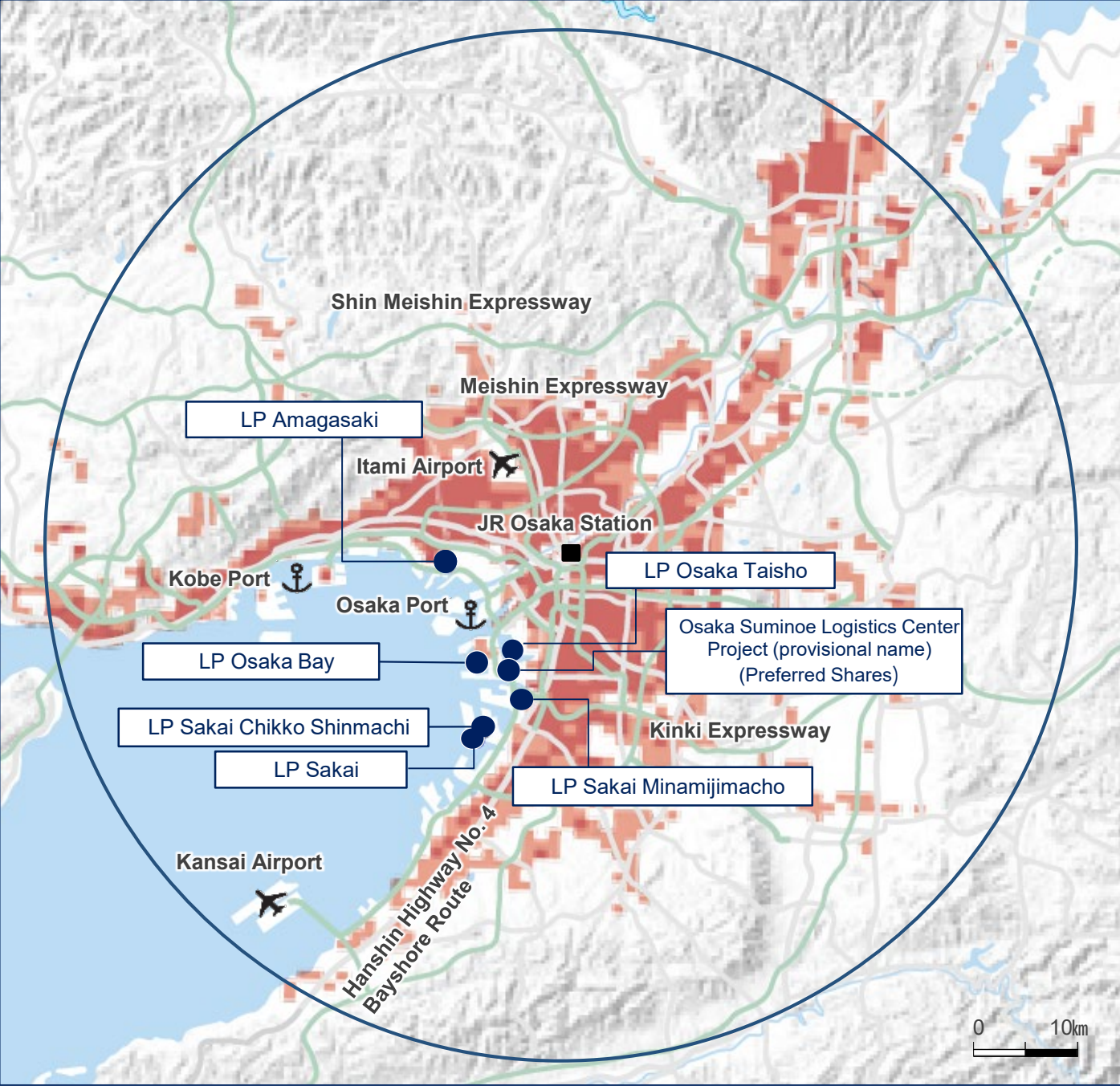


# Portfolio composition and location of LaSalle LOGIPORT REIT assets

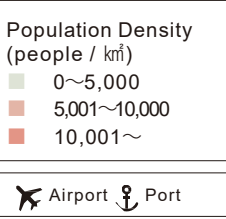
**Tokyo Area** (60km radius from JR Tokyo station)



**Osaka Area** (45km radius from JR Osaka station)




No. of properties <sup>(1)</sup>
19 properties
AUM <sup>(1)</sup>
JPY 357.8 Bn
Tokyo & Osaka Area
100 %

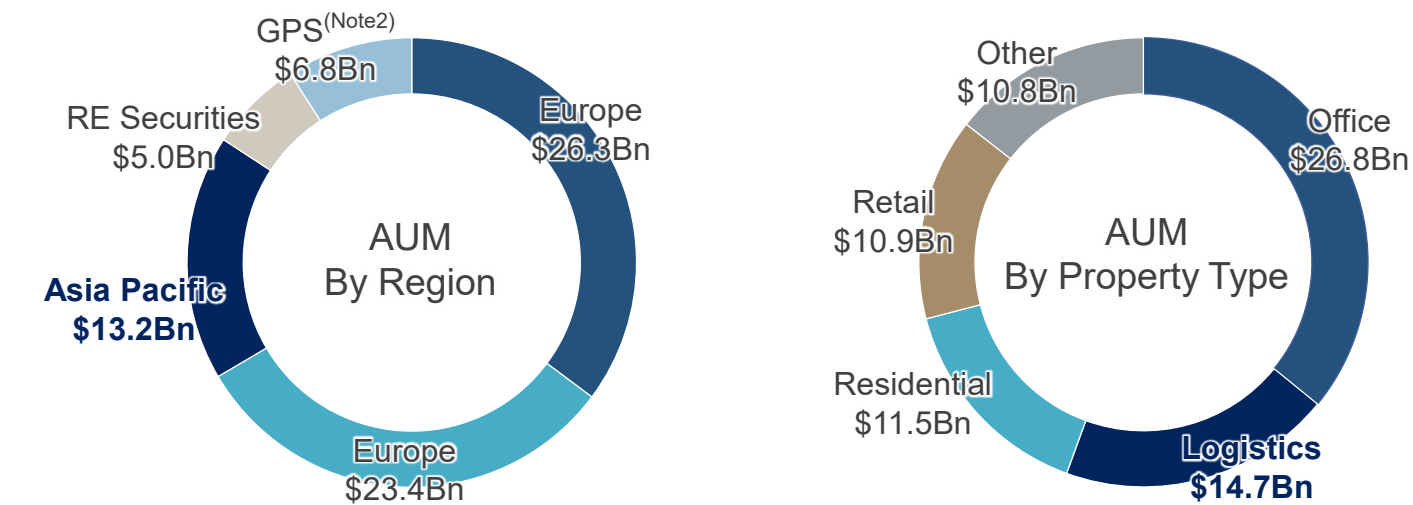


(1) Excluding Preferred Shares




# LaSalle Group is a leading company in real estate core investments

 **LaSalle™** World leading real estate investment management firm



(Note1) As of 6/30/2021  
(Note2) Global Partner Solutions : Fund of funds

 **JLL** Global comprehensive real estate services firm  
(Parent company of LaSalle Investment Management)



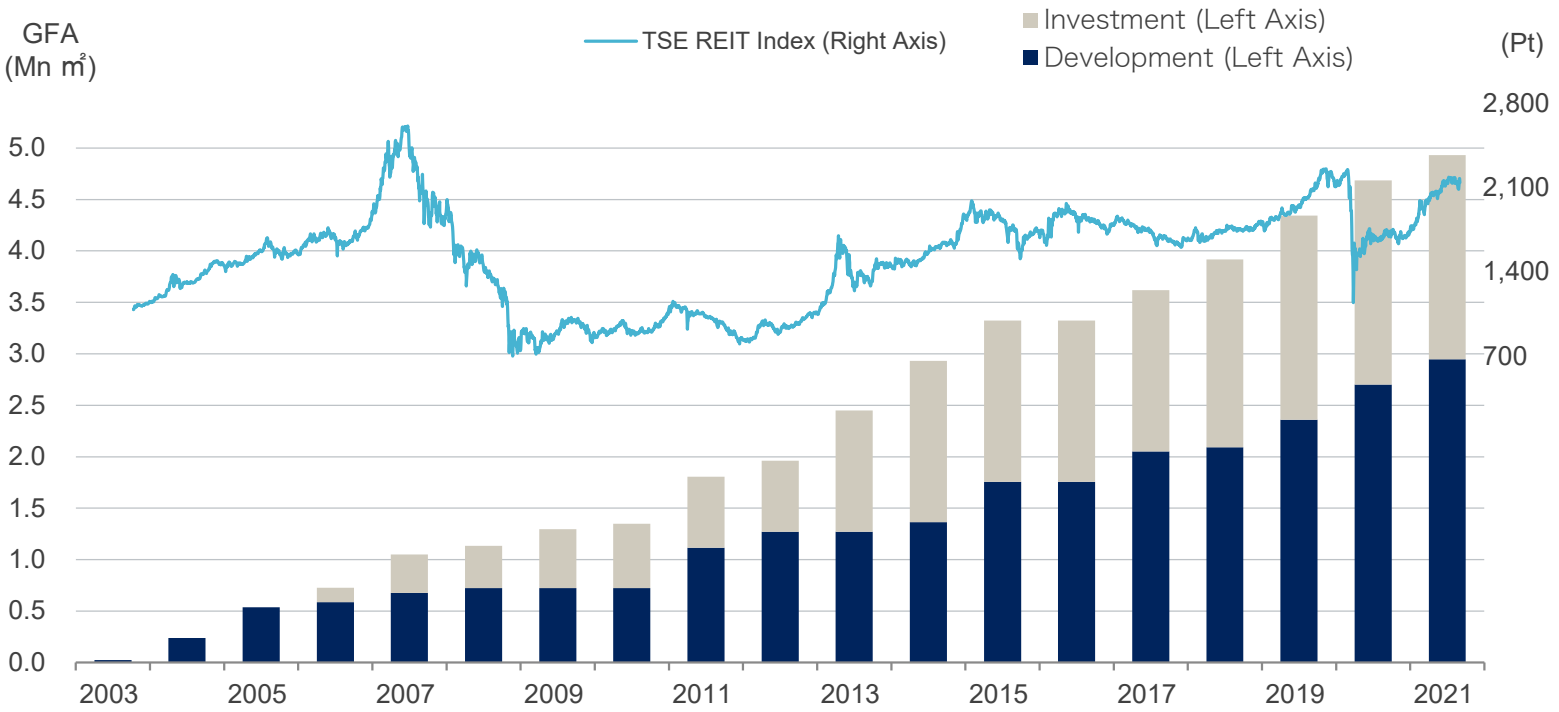
(Note) As of 12/31/2020

## LaSalle Group's track record of logistics properties in Japan

### Development, Investment, and Leasing Track Record <sup>(1)</sup>



### Development, Investment (Aggregated Basis) <sup>(2)</sup>



(1) As of 8/31/2021  
(2) Includes development pipeline  
(3) Sources: CBRE. Sample set is comprised of multi-tenanted logistics with GFA greater than 100,000 m<sup>2</sup> (as of 6/30/2021)

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



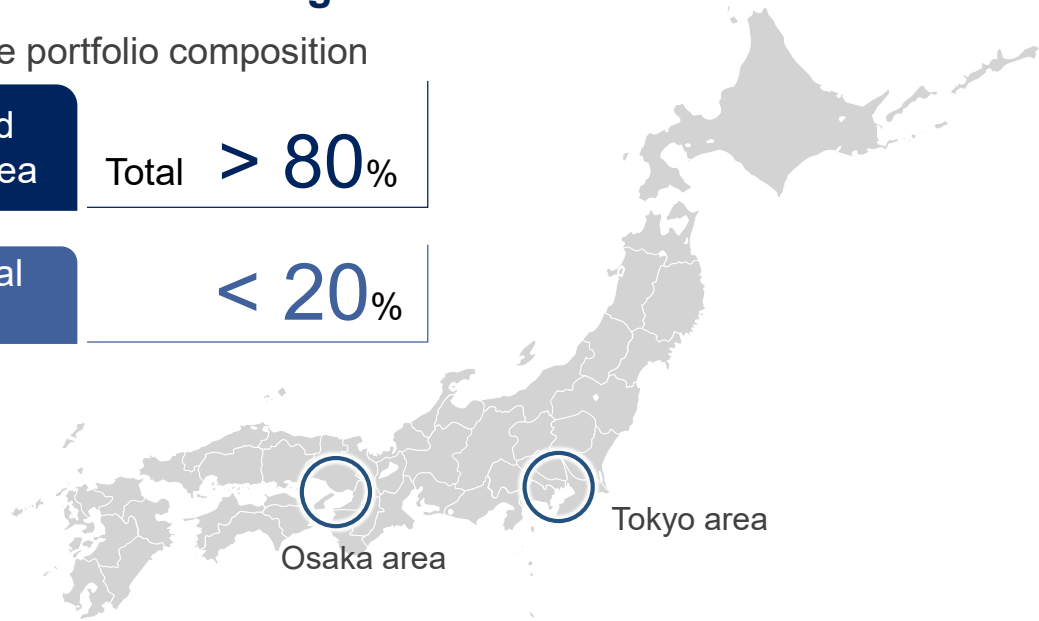
(Note)  
The timeline above reflects the timing to when a purchase and sale contract was consummated for the acquisition of land and building  
The figures below the photos in the above chart indicates the gross floor area of each respective properties  
As of the date of this document, LLR has not decided to acquire any of the properties in the above timeline, and there is no guarantee that LLR can acquire in the future.  
The floor areas of the buildings are based on the building certificates and drawings, etc. and may not be identical with the floor areas in the property registry.  
The building names are what the LaSalle Group uses to identify each property, and may not be identical with the current names



# Investment policy focusing on location and specifications for property competitiveness

## Tokyo and Osaka are target markets

Prospective portfolio composition



## Characteristics of “Prime Logistics”

### Suitable Sites

- ① Excellent access to high consumption areas (dense population areas)
- ② Close proximity to highway interchange nodes
- ③ Located in industrial use zoned areas that allow for 24 hour operations
- ④ Easy public transportation access in order to attract employees

### Large Scale

- ① In general, GFA is greater than 16,500 m<sup>2</sup>

### High Specs

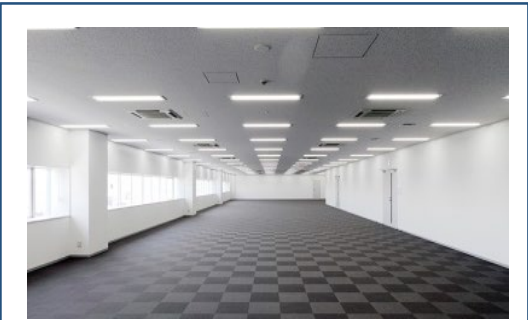
- ① Effective ceiling heights are greater than 5.5m, floor loads can handle in excess of 1.5 t/m<sup>2</sup>, and column spacing is typically 10m x 10m
- ② Large ramp ways for direct truck access to the upper floors or freight elevators with sufficient loading capacity
- ③ Designed with flexible bay partitioning
- ④ Ample office space
- ⑤ High safety features with seismic isolation or resistance performance

## Example of a suitable site in the case of LOGIPORT Hashimoto

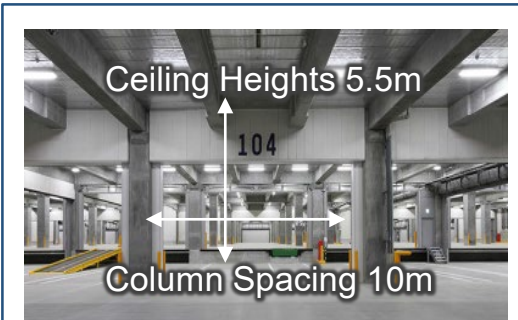




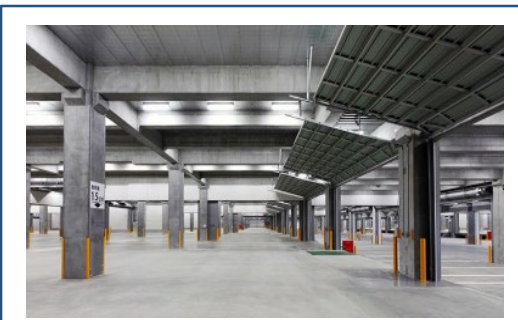
# Features of “Prime Logistics”




**Office space**  
Ample office space




**High End Specifications**  
Effective ceiling heights, floor loading, and column spacing to enhance storage efficiency and work productivity.




**Flexible partitioning of bays**  
Designed with truck berths, vertical conveyor layouts, fire prevention compartmentalization



**Flexible partitioning of bays**  
Designed with truck berths, vertical conveyor layouts, fire prevention compartmentalization




LP Sagami-hara




**Large Scale Ramp Ways**  
Enables truck access to the upper floors, or there are vertical conveyors with sufficient loading capacity.

### Environmental, Energy Efficiency, Security Measures, Enhanced Amenities


#### Environmental, Energy Efficiency




Solar panels for renewable energy utilization



Exterior walls, sandwich panel system for thermal insulation and airtightness.




Automatic lighting sensors for corridors and bathrooms




Obtained S and A rankings, based on CASBEE evaluation for new and existing built.

#### Security Measures




Cafeteria space for employees during breaks



Convenience stores on site for employee satisfaction

#### Ample Amenities



Operation of a commuter bus from the nearest station



24-7, 365 days, operational building management office



# ESG initiatives (1) Basic Policy

## Basic ESG Policy

### Investing in Our Future

LLR’s philosophy is to increase unitholder value through stable, long term growth in cash flows and asset values. LLR believes that the implementation of best practices related to environmental (E), social (S), and governance (G) matters (collectively “ESG”) contributes to the sustainable improvement of unitholder value and is consistent with the basic philosophy set forth by this investment corporation

### ESG Objectives

As a member of the LaSalle Group (“LaSalle”), LaSalle REIT Advisors K.K. (“LRA”), the asset management company of LLR, strives to achieve the following ESG objectives in accordance with LaSalle’s ESG Policy

- Reduce the environmental impact of our business
- Reduce the environmental impact of our clients’ real estate holdings
- Exceed local environmental regulations where appropriate
- Drive thought leadership and innovation on sustainable property investments
- Collaborate with clients, tenants, property managers, and other service providers to provide sustainable management of properties

## Support to ESG Initiatives

### U.N. Principles for Responsible Investing (PRI)

LaSalle signed onto the PRI in 2009. In the 2019 assessment results, LaSalle has been ranked A+ for three consecutive years in the areas of “strategy and governance” and “real estate”



### Task Force on Climate Related Financial Disclosures (TCFD)

LaSalle announced its support for TCFD, set up by Financial Stability Board, in 2019 and is making increased efforts on information disclosure on exposure to climate-related risks



## ESG Promotion Structure

### Sustainability Promotion Committee

Chairman	CEO
Members	Head of Acquisitions, Head of Asset Management, Energy Management Planning Officers, and other personnel in charge of day-to-day implementation
Frequency	Once a year
Main topics	<ul style="list-style-type: none"><li>• Establishment of initiatives based on LaSalle's globally promoted ESG strategy in alignment with the Asset Manager's fiduciary responsibilities</li><li>• Analysis, assessment, and monitoring of climate change risks</li><li>• Monitoring of energy consumption, GHG emissions, water consumption, and waste</li><li>• Establishment of policy on measures at the property level</li></ul>

### Sustainability training

To raise awareness of sustainability and share best practices, LRA conducts annual training for all executives and employees in collaboration with LaSalle's Head of Sustainability for the Asia Pacific region. In 2020, 100% of executives and employees participated in the training.

### United Nations Environment Program Finance Initiatives (UNEP FI)

LaSalle signed onto the UNEP FI in 2018 and work with its real estate working group to promote and sustainable investment behavior as a group member



### ULI Greenprint / Net Zero Carbon x 2050

LaSalle announced its plan to achieve net zero carbon by 2050 by controlling its carbon emissions from global portfolio of managed assets



# ESG initiatives (2) External Evaluation and Certifications, Green Finance

## GRESB Real Estate Assessment “5 Stars” and “Green Star” Achieved





We received the highest GRESB rating of "5 Stars" and "Green Star" for actively implementing initiatives such as disclosure of environmental data, acquisition of DBJ Green Building certifications, improvement of working environment, participation in community services, etc.

## Third Party Evaluations / Certifications

In order to increase transparency and reliability regarding the environmental performance of owned properties, we have been continuously acquiring environmental certifications and evaluations. As of the end of August 2021, 93.2% of the properties owned (based on GFA) have acquired environmental certifications and evaluations. We aim to reach 100% by 2025.

Goal to reach  
100% by 2025

Certification / Evaluation	Number of Properties <sup>(1)</sup>	Gross Floor Area (m <sup>2</sup> )	Ratio (GFA-based)
CASBEE Real Estate Certification <sup>(2)</sup> 	17	1,902,509 m <sup>2</sup>	93.2 %
BELS 	11	1,076,966 m <sup>2</sup>	52.7 %
Total excluding overlaps	17	1,902,509 m <sup>2</sup>	93.2 %

(Note1) Excludes leasehold land assets  
(Note2) Includes both "CASBEE Buildings (New Construction)" for new buildings and "CASBEE-Real Estate" for buildings over one year after completion.

## Green Bonds

LLR will allocate the proceeds of the green bond to existing assets or to acquire new assets that meet the Eligibility Criteria ("Green Eligible Assets"). LLR will also refinance an existing loan or investment corporation bond which will be allocated to assets that are Green Eligible Assets.

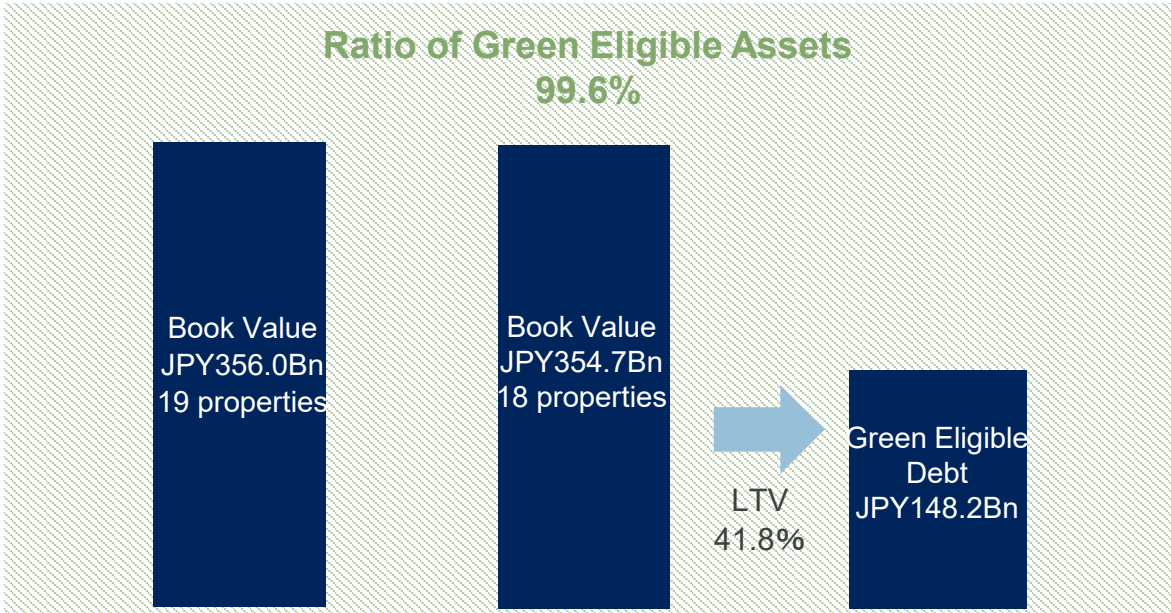
### Issuance of Green Bonds

Amount (JPY)	Coupon	Issuance Date	Maturity Date
3.0Bn	0.59%	Feb. 20, 2020	Feb. 20, 2030
2.0Bn	0.76%	Feb. 16, 2021	Feb. 15, 2036

(Note) The above amount has been fully allocated toward the repayment of debt financing for the acquisition of Green Eligible Assets

### Green Eligible Assets

The ratio of Green Eligible Assets to the portfolio assets (on a book value basis) is 99.6% , which is at the highest level among J-REITs



# ESG initiatives (3) Environmental

Environmental

## Climate change

As part of the Investment Corporation’s aim to increase unitholder value through stable, long-term growth in asset value, we recognize that climate change has a major impact on societies/industries and is an unavoidable risk that is closely related to our business activities. By contributing to the reduction of greenhouse gases (“GHG”) mainly through the reduction of energy consumption, we aim to contribute to a sustainable society.

## Objectives and KPIs

We will monitor GHG emissions per unit on a gross floor area basis using Key Performance Indicators (“KPI”). We will aim to reduce emissions per unit by 30% by 2030 compared to 2017 emission levels (target setting done in 2021). In addition to the KPIs mentioned above, we aim to reduce GHG emissions by introducing LED lighting (for the properties that do not have them yet), as well as introducing highly efficient energy-saving equipment. The introduction of these measures will be based on the timing of medium to long-term repair plans (12 years) of the engineering report and the more near-term repair/maintenance plan (5 years) of the management company.

## Energy performance performance

Item	Basic unit <sup>(1)</sup>	2017*base year	2018	2019	2020 <sup>(2)</sup>	Rate of change compared to base year
Electric consumption	kWh/m <sup>2</sup>	39.43	39.88	36.74	34.14	-13.4%
Gas consumption	kWh/m <sup>2</sup>	4.27	3.47	3.31	3.55	-16.9%
Water Usage	ℓ/m <sup>2</sup>	77.24	75.57	62.72	60.00	-22.3%
CO2 Emissions		0.020	0.020	0.018	0.016	-20.9%
Scope 1	t-CO2/m <sup>2</sup>	0.001	0.001	0.001	0.001	-16.8%
Scope 2		0.020	0.020	0.018	0.016	-20.5%
Waste materials	kg/m <sup>2</sup>	0.09	0.08	0.07	0.07	-18.0%

(Note1) The total area of owned properties includes the properties previously sold out of the portfolio. Also, the area is 100% of the property area and ownership interest is not considered.  
 (Note2) In 2020, we have obtained a Independent Assurance Report from Ernst & Young ShinNihon LLC, (excluding Waste materials).

## Examples of Initiatives



Installation of solar panels

Property with solar panels

12

Portfolio ratio (GFA base)

67.1%



Installation of new air conditioning equipment



Installation of lighting sensors



Installation of LED lighting

Green Leases

20.3%

Sharing electricity consumption data with tenants and establishing a cooperative system for energy conservation

(Note) As of August 30, 2021



# ESG initiatives (4) Social

## Social

### Basic policy

Social responsibility for LLR is to make decisions that support the welfare of employees and the interests of society. LLR will continue its efforts to improve the welfare, health, and safety of its employees, business partners, and local communities, while maintaining the highest standards of corporate ethics

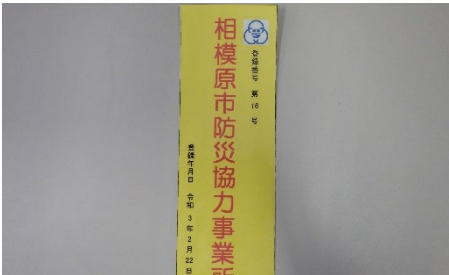
### Contributions to local communities



Cooperation agreement on disaster management with a local government



Donation of disaster supplies



Registering our properties as evacuation centers in case of a disaster

### Safety and Security of Tenants



Emergency storage

### COVID-19 infection prevention



Disinfection of common areas



Installation of partitions

### Google's Mind the Gap Program

"Mind the Gap" is a program by Google that provides opportunities for female junior and senior high school students to learn about information technology. Through a non-profit organization called "BLUE FOR JAPAN", the LaSalle Group cooperated in a "Mind the Gap" program which involved high school students from orphanages.



### Initiatives for employees of asset management companies

Employees are the foundation of all activities at LRA. We aim to create such an organization and workplace culture that respects diversity, evaluates/rewards individual abilities, harnesses growth for skills to respond to future challenges, and fosters employee health/well-being.

#### Diversity (As of December 31, 2020)

- Percentage of female employees 35.3%
- Percentage of female managerial staff 25.0%

#### Training Programs (FY2020)

- Security awareness training
- Basic training for personnel management
- Sustainability training
- On-boarding training for new employees

#### Status of qualifications (As of December 31, 2020)

- Real Estate Brokerage License 64.3%
- ARES Certified Master 85.7%
- Implementing a certain support system for the acquisition of qualifications/licenses

#### Employee satisfaction survey (FY2020)

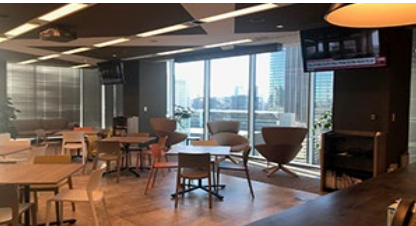
- Employee health conditions survey (twice in total)

#### Benefit

- Satisfactory vacation system
- Incentives for Investment Unit Ownership Association
- Health-conscious beverages

#### Comfort inside the office (cafeteria)

Facilitating communication, Refresh space



### Establishment of a Diversity and Inclusion Committee

In 2020, the LaSalle's Asia-Pacific region has established a Diversity and Inclusion Committee to promote the following basic policies.

- Charity & Community (Contributing to local communities)
- Diversity and Inclusion (Growth through acceptance of diversity and mutual respect)
- Wellbeing (mental and physical health and an orientation toward a fulfilling life)

# ESG initiatives (5) Governance

Governance

## Management Fees that Align with Unitholders’ Interest

(1) Management Fees I :	
NOI (Inclusive of Capital Gain)× 10% (upper limit rate)	
(2) Management Fees II :	
Before tax Net Income × Adjusted EPU×0.002% (upper limit rate)	
(3) Management Fees III :	
Adjusted NAV × NAV per unit in prior FP × 0.6% (upper limit rate)	
(4) Management Fees IV (Acquisition Fee) :	
Transaction Price when acquiring real estate assets × 1.0% (upper limit rate)	
(5) Management Fees V (Merger Fee) :	
Valuation of real estate related assets held by the other party to the Consolidation-type merger or absorption merger × 1.0% (upper limit rate)	

## Aligning Unitholder Interests with LaSalle Group

47,700 units	Same boat investment into LLR made by the LaSalle Group and JLL
Investment Unit Ownership Association	Officers and employees of the Sponsor and Asset Manager, the Sponsor’s CEO, and all full-time Directors of Asset manager participate in this investment program
Share Buyback System Already in Place	Amendment of Asset Management Guideline enabling share buybacks and share extinguishment

## Utilization of outside experts during internal audits of the Asset Management Company

The Asset Management Company conducts internal audits jointly with external experts. We strive to ensure objectivity in audits and address new or complex risks.

## Composition of investment corporation board of directors

Title	Name	Reason for Appointment	Attendance at Board of Directors Meetings (2021)
Executive Officer	Toshimitsu Fujiwara	An experienced corporate officer with insight in all core operations of the real estate investment management industry	100%
Supervisory Officer	Kentaro Shibata	An experienced lawyer with expertise with various laws and regulations including corporate legal affairs	100%
Supervisory Officer	Koji Nishiuchi	An expert in accounting and taxation as a certified accountant with practical experience in real estate transactions	100%
In order to strengthen the supervisory function, a proposal to increase the number of supervisors will be submitted to the General Unitholders Meeting scheduled to be held in November 2021			
Candidate for Supervisory Officer	Rie Takenaga	An experienced real estate appraiser with prior experience as an external member of the LaSalle REIT Advisors Investment Committee	-

## Decision-making Flow Chart of LRA in Related-party Transactions





# ESG initiatives (6) DTU+E

## DTU (Demographics, Technology, Urbanization) + E (Environmental)

Six years ago, the LaSalle Group decided to undertake focused research on the long term “secular” drivers of real estate. As a result, LaSalle developed the DTU (demographics, technology, urbanization) research program to better understand how fundamental drivers of demand interact. LaSalle’s hypothesis is that these secular drivers have the power to shape real estate markets in ways that supersede and outlast the shorter-term property cycles.

- In 2016, LaSalle added a fourth secular trend for real estate investors to focus on in the next decade and beyond. LaSalle has identified a broad array of environmental factors (“E-factors”) that can contribute to improvements in the risk-adjusted returns of real estate investments.
- E-factors include: energy conservation, carbon footprint reduction, climate change, water and waste recycling, and green building ratings to certify sustainable building design.
- E-factors should be an important consideration in the investment analysis of portfolios and assets. Any real estate financial analysis should take into account the rising demand for the sustainability and resilience features of a building. The rising demand occurs through both regulatory and market forces.
- LaSalle has also been tracking the growing awareness by governments and regulatory bodies to the E-factors. National and local governments both realize that real estate is a major user of energy and water, and that activities inside buildings are major generators of recyclable waste. Therefore, construction and management of the built environment can play a major role in reducing carbon emissions, improving water and energy conservation, and stopping unsustainable waste disposal practices.
- The broader market effects – rising tenant preferences for sustainable, healthy, and flexible spaces for work, social interaction, shopping, leisure, storage/distribution, and residential living spaces – also vary greatly between and within countries.
- By adding “E” to the “DTU” framework, LaSalle is committing to continue to conduct and review rigorous research in order to determine how its clients can benefit from sustainability initiatives.





# Fund summary

	10 <sup>th</sup> FP	11 <sup>th</sup> FP
Operating Revenues	9,504 mm yen	10,707 mm yen
Net Operating Income (“NOI”)	7,805 mm yen	8,242 mm yen
Depreciation	1,245 mm yen	1,375 mm yen
After Depreciation NOI	6,560 mm yen	6,867 mm yen
Asset Management Fee	1,147 mm yen	1,343 mm yen
Operating Income	5,316 mm yen	5,974 mm yen
Interest Expense, Financing Related Fees	549 mm yen	589 mm yen
Net Income	4,667 mm yen	5,287 mm yen
Total Distributable Amount	5,040 mm yen	5,699 mm yen
Capital Expenditures	315 mm yen	383 mm yen
FFO	5,912 mm yen	6,662 mm yen
AFFO	5,596 mm yen	6,278 mm yen
Acquisition Price	317,829 mm yen	357,829 mm yen
Tangible Fixed Asset Book Value	316,463 mm yen	356,074 mm yen
Real Estate Appraisal Value	358,420 mm yen	407,690 mm yen
Unrealized Capital Gain	41,956 mm yen	51,615 mm yen
Unrealized Capital Gain (%)	13.3%	14.5%
Interest Bearing Debt	146,344 mm yen	161,320 mm yen
Net Assets	190,874 mm yen	214,911 mm yen
Total Assets	345,529 mm yen	385,675 mm yen
NOI Yield (Acq. Price Basis)	4.95%	4.57%
After Depreciation NOI Yield (Acq. Price Basis)	4.16%	3.81%
LTV (Book Value Basis)	42.4%	41.8%
LTV (Market Value Basis)	37.8%	36.9%
# of Outstanding Units at FP end	1,638,000	1,785,000
NAV	227,790 mm yen	260,827 mm yen

	10 <sup>th</sup> FP	11 <sup>th</sup> FP
Distributions Per Unit (“DPU”)	3,077 yen	3,193 yen
Earnings Per Unit (“EPU”)	2,849 yen	2,962 yen
Distributions in Excess of Earnings Per Unit	228 yen	231 yen
AFFO per unit	3,417 yen	3,517 yen
NAV per unit	142,144 yen	146,121 yen
Net Assets per unit	116,528 yen	120,398 yen
Investment Unit Price (Last Day with Rights)	168,000 yen	197,700 yen
Market Capitalization (as of Last Day of Rights)	275,184 mm yen	352,894 mm yen
Dividend Yield	3.69%	3.20%
Price / Book Ratio	1.44x	1.64x
Price / NAV Ratio	1.21x	1.35x
ROE	4.9%	4.9%
AFFO Payout Ratio	90.1%	90.8%

1. FFO = Net Income + Depreciation Expense
2. AFFO = FFO – Capital Expenditures
3. LTV (Book Value basis) = Interest Bearing Debt ÷ Total Assets
4. LTV (Market Value basis) = Interest Bearing Debt ÷ (Total Assets – Tangible Fixed Asset Book Value + Real Estate Appraisal Value)
5. NAV = Net Assets – Expected Dividend Distribution Amount + Unrealized Capital Gain/Loss
6. Dividend Yield = DPU (Annualized Conversion) ÷ Investment Unit Price
7. Price / Book Ratio (Unit Price Net Assets’ multiple) = Investment Unit Price ÷ Net Assets per unit
8. Price / NAV Ratio = Investment Unit Price ÷ NAV per unit
9. ROE = Net Income (Annualized conversion) ÷ Net Assets
10. AFFO Payout = Total Distributable Amount ÷ AFFO

(Note) “NAV per unit” is calculated based on the increased number of issued investment units and the completion of property acquisitions after the 4th public offering for the 10th fiscal period.

# Per property P&L

## 11th Fiscal Period (3/1/2021 ~ 8/31/2021)

(units: thousands yen)

	LP Hashimoto	LP Sagamihara	LP Kita Kashiwa	LP Nagareyama B	LP Higashi Ogishima A	LP Higashi Ogishima B	LP Higashi Ogishima C	LP Kawagoe	LP Kashiwa Shonan	LP Sayama Hidaka
11 <sup>th</sup> Fiscal Period Operating # of Days	184	184	184	184	184	184	184	184	184	184
① RE Leasing Business Income	634,529	719,714	774,541	765,943	612,137	671,617	757,392	341,523		
Leasing Income	590,141	666,417	697,381	708,159	555,019	584,415	684,969	319,122		
Other Income	44,387	53,296	77,159	57,783	57,117	87,201	72,423	22,401		
② RE Leasing Business Expenses	194,035	225,792	258,528	287,893	180,530	216,370	244,587	117,317		
Outsourced Contracts	20,376	32,441	31,637	29,832	39,294	43,977	56,873	18,292		
Utilities	26,289	32,864	48,898	34,719	15,780	25,206	23,264	16,622	Undisclosed	Undisclosed
Property Taxes	52,919	59,278	72,614	51,058	40,346	61,397	61,059	26,046	(Note)	(Note)
Insurance	819	964	1,210	1,421	1,118	1,404	1,475	526		
Repair & Maintenance	4,596	8,649	5,293	7,921	13,932	11,656	5,684	12,916		
Depreciation	75,505	68,989	95,643	134,272	66,765	68,700	93,210	42,290		
Other Expenses	13,527	22,602	3,230	28,668	3,292	4,028	3,018	623		
③ RE Business P&L (=①－②)	440,493	493,921	516,013	478,049	431,606	455,246	512,805	224,205	191,311	120,652
④ NOI (=③+Depreciation)	515,999	562,911	611,656	612,322	498,371	523,947	606,016	266,495	227,349	141,605

	Higashi Ogishima (Leasehold Land)	LP Kawasaki Bay	LP Shinmoriya	LP Sakai Minamijimacho	LP Sakai Chikko Shinmachi	LP Osaka Taisho	LP Amagasaki	LP Sakai	LP Osaka Bay
11 <sup>th</sup> Fiscal Period Operating # of Days	184	184	184	184	184	184	184	184	124
① RE Leasing Business Income		799,850				473,456	1,629,123	351,472	632,497
Leasing Income		773,036				447,637	1,532,201	336,380	602,074
Other Income		26,814				25,819	96,922	15,092	30,422
② RE Leasing Business Expenses		251,491				167,871	545,448	155,510	177,174
Outsourced Contracts		23,896				18,961	53,971	17,731	15,897
Utilities	Undisclosed	23,333	Undisclosed	Undisclosed	Undisclosed	17,907	68,023	13,355	23,997
Property Taxes	(Note)	89,650	(Note)	(Note)	(Note)	55,425	178,343	42,377	-
Insurance		1,483				1,331	1,866	1,087	1,209
Repair & Maintenance		361				1,428	12,346	465	1,393
Depreciation		107,369				71,800	224,677	53,650	125,094
Other Expenses		5,397				1,016	6,219	26,841	9,581
③ RE Business P&L (=①－②)	22,254	548,359	156,160	144,618	91,496	305,584	1,083,675	195,962	455,322
④ NOI (=③+Depreciation)	22,254	655,728	190,915	175,663	115,799	377,385	1,308,352	249,612	580,417

For those assets denoted with a (Note), consent for disclosure from an end tenant has not been approved, thus the Undisclosed status.



# Income statement & balance sheet

## Income Statement

(units: thousand yen)

Item	10 <sup>th</sup> FP Actuals 2/28/2021	11 <sup>th</sup> FP Actuals 8/31/2021
Operating revenues	9,504,012	10,707,830
Rental revenues	8,836,520	9,478,817
Other rental revenues	625,892	683,684
Dividend income	-	545,328
Gain on sales of real estate properties	41,599	-
Operating expenses	4,187,687	4,733,067
Property-related expenses	2,901,472	3,294,760
Asset management fee	1,147,746	1,343,952
Asset custody and administrative fee	37,439	40,778
Directors' compensations	3,600	3,600
Audit fee	12,000	12,000
Other operating expenses	85,428	37,975
Operating profit	5,316,324	5,974,763
Non-operating income	2,760	2,791
Interest income	115	126
Reversal of distributions payable	549	1,040
Surrender value of insurance policies	2,094	-
Interest on refund	-	1,624
Non-operating expenses	650,923	688,924
Interest expenses	347,220	388,194
Interest expenses on investment corporation bonds	35,167	43,507
Amortization of deferred organization expenses	609	-
Amortization of investment unit issuance expenses	19,344	27,650
Amortization of investment corporation bond	6,695	7,115
Investment unit public offering expenses	81,965	55,615
Borrowing related expenses	159,919	151,094
Loss on redemption of investment securities	-	15,747
Ordinary income	4,668,161	5,288,630
Income before income taxes	4,668,161	5,288,630
Total income taxes	1,076	1,063
Net income	4,667,085	5,287,566
Retained earnings brought forward	229	652
Unappropriated retained earnings	4,667,314	5,288,218

## Balance Sheet

(units: thousand yen)

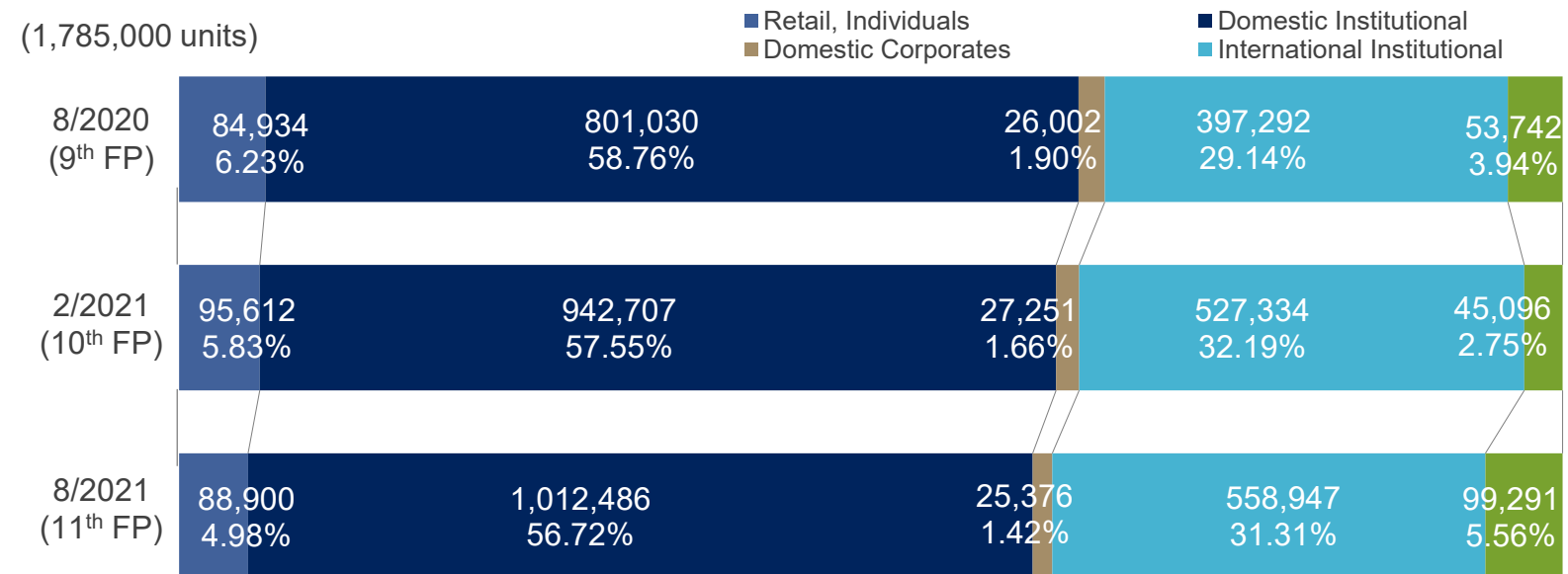
Item	10 <sup>th</sup> FP Actuals 2/28/2021	11 <sup>th</sup> FP Actuals 8/31/2021
Current assets	26,916,425	28,318,666
Cash and deposits	17,259,071	19,293,300
Cash and deposits in trust	6,458,138	7,324,224
Other	3,199,214	1,701,138
Non-current assets	318,465,858	357,184,174
Total property, plant and equipment	316,463,289	356,074,444
Investments and other assets	2,002,569	1,109,730
Deferred assets	147,220	172,256
Investment Unit Issuance Costs	80,110	112,262
Corporate Bond Issuance Costs	67,109	59,994
TOTAL ASSETS	345,529,503	385,675,097
Current Liabilities	10,421,947	12,237,669
Operating accounts payable	303,928	321,876
Short-term loans payable	800,000	700,000
Current portion of investment corporation bonds payable	5,000,000	5,000,000
Current portion of long-term loans payable	550,000	1,850,000
Accounts payable	1,523,733	1,828,471
Advances received	1,683,103	1,896,741
Other	561,181	640,579
Non-current liabilities	144,233,193	158,526,026
Investment corporation bonds payable	11,500,000	11,500,000
Long-term loans payable	128,494,000	142,270,000
Tenant leasehold and security deposits in trust	4,239,193	4,756,026
TOTAL LIABILITIES	154,655,140	170,763,696
Unitholders' equity	190,874,363	214,911,400
Unitholders' capital, net <sup>(1)</sup>	186,207,049	209,623,183
Unappropriated retained earnings/ Total surplus	4,667,314	5,288,218
TOTAL NET ASSETS	190,874,363	214,911,401
TOTAL LIABILITIES + NET ASSETS	345,529,503	385,675,097

(1) Unitholders' Capital is equal to the equity raised at IPO and PO's, less any distributions made through Distributions in Excess of Retained Earnings

# Unitholders summary

(As of August 31, 2021) <sup>(1)(2)</sup>

## Change in Number of Investment Units by Investor Type



## Number of Investors by Ownership Type

	11th FP (As of 8/31/2021)			
	# of investors	% of total investors	# of Units	% of total units
Retail, Individuals	9,076	92.48%	88,900	4.98%
Domestic Institutional	165	1.68%	1,012,486	56.72%
Domestic Corporates	255	2.59%	25,376	1.42%
International Institutional	296	3.01%	558,947	31.31%
Securities Companies	22	0.22%	99,291	5.56%
Totals	9,814	100.0%	1,785,000	100.0%

(1) Ratios are rounded to the nearest hundredth

(2) Includes Sponsor owned investment units of 47,700

(3) Jones Lang LaSalle Co-Investment, Inc. (a subsidiary of JLL) currently held # of LLR units. As shown in the right hand table, the 46,200 units are actually held by Jones Lang LaSalle Co-Investment Inc.

## Major Unitholders (Top 10 Rankings)

	Name of Accounts	# of units	% Ratio
1	Japan Trustee Services Bank, Ltd., (Trust Account)	320,859	17.97%
2	Custody Bank of Japan, Ltd. (Trust Account)	280,145	15.69%
3	The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	84,242	4.71%
4	Custody Bank of Japan, Ltd. (Securities Investment Trust Account)	62,175	3.48%
5	NSI CUSTOMER SECURED 30.7. OMNIBUS	46,200	2.58%
6	SSBTC CLIENT OMNIBUS ACCOUNT	41,366	2.31%
7	SMBC Nikko Securities Inc.	37,444	2.09%
8	Mitsubishi UFJ Trust and Banking Corporation	25,752	1.44%
9	STATE STREET BANK WEST CLIENT-TREATY 505234	25,329	1.41%
10	STATE STREET BANK AND TRUST COMPANY 505103	19,802	1.10%
	Total	943,314	52.84%

# Disclaimer

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This document includes charts and data prepared by LaSalle REIT Advisors K.K. ("the Asset Manager") based on data and indicators published by third parties, in addition to statements relating to LaSalle LOGIPORT REIT (the "Investment Corporation"). This report also contains information regarding the Asset Manager's analysis, judgments and other opinions as of the date of this report.

Recently, the novel coronavirus infections have spread worldwide, adversely affecting not only the Japanese economy as a whole, but also the global economy. If the pandemic outbreak of this novel coronavirus becomes prolonged or further expands, the environment surrounding the assets held by the Investment Corporation may be seriously adversely affected. However, because it is difficult to accurately predict the impact of the novel coronavirus, and the speed and adverse impacts are also difficult to read, this document has been prepared without including projections of the prolonged impacts of the new coronavirus. Therefore, the content of this document does not take into account the negative impact on the operational status of a novel coronavirus disease if it becomes prolonged or further expanded. Please consider this material after considering the above points.

The content of this document is unaudited and does not guarantee its accuracy or certainty. The analysis and judgments of the Asset Manager represent the current views of the Asset Manager and may change or be abolished without notice. In addition, the Investment Corporation and the Asset Management Company do not assume any responsibility for the accuracy and completeness of data and indicators published by third parties (including data based on the real estate appraisal report). Such data and indicators include the appraisal values of real estate held by the Investment Corporation and the survey value of real estate prices. The appraisal value of real estate owned by the Investment Corporation and the survey value of real estate value are as of the time of analysis by real estate appraisers, etc. Therefore, due attention should be paid to the fact that the appraisal value may differ from the appraisal as of the date of the announcement of this financial results, and that uncertainty is increasing due to the expansion of the novel coronavirus. In addition, it is necessary to consider this material on the assumption that the impact of a prolonged or further expanded outbreak of the novel coronavirus may not be sufficiently considered within these appraisals.

This document contains forward-looking statements that are based on management's assumptions and beliefs in light of the current situation. These statements are not guarantees of the Investment Corporation's future performance and financial position. Forward-looking statements in this presentation are based on the assumption that there will be no negative impact from a prolonged or further expansion of the novel coronavirus. These statements do not take into account the negative impact on the operational status of the novel coronavirus if they are prolonged or further expanded.

With regard to the investment in the investment units of the Investment Corporation, there is a risk of loss due to fluctuations in the price of the investment units, etc. In addition, there is a risk that losses on margin transactions, etc. may exceed the principal amount. When making an investment, please carefully read the content of this document to be delivered before the conclusion of the contract, or the prospectus, etc., issued by each securities company, etc.

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The Asset Manager is a Financial Instruments Business Operator based on the Financial Instruments and Exchange Act.