



# 16 th Period Semi-Annual Report

For the fiscal period ended January 31, 2021

**ÆON REIT Investment Corporation** 

#### **AEON REIT Investment Corporation**



AEON REIT invests primarily in retail and related properties\* that form the backbone of local communities.

Retail and related properties are an integral part of the communities in which they are located. We believe that these properties and facilities in which we invest form the backbone of local communities and their retail business infrastructure. We also aim to ensure stable income and achieve steady portfolio growth over the medium-to-long term by investing in retail and related properties that contribute to the betterment of individual lives and local communities.

\*Refers to retail facilities, logistics facilities and related facilities. Retail facilities refers to facilities contain ing retail businesses and other merchandising businesses, entertainment and amusement facilities and other facilities that attract customers (including parking lots and equipment and systems for logistics). Logistics facilities refers to warehouses and other storage facilities for distribution and transport of merchandise and other goods.

### **Contents**

AEON REIT Characteristics	
o Our Unitholders	
6th Period Topics	7
inancial Highlights	8
AEON REIT as Seen through the Numbers	9
inancial Strategy / Risk Management	10
Growth Strategy	12
AEON REIT's Portfolio	16
Strong Fundamentals	24
Effective and Efficient Financial Management	24
Highly Transparent Management Structure	26
nvestment Policy / Distribution Policy	30
Management's Discussion and Analysis	46
inancial Section (Audited)	
Balance Sheets	68
Statements of Income	69
Statements of Changes in Net Assets	70
Statements of Cash Flows	71
Notes to Financial Statements	72
ndependent Auditor's Report	96
Structure and Formation of Investment Corporation Profile of the Asset Manager	98
nvestor Information	

AEON Ueda Shopping Center

We invest primarily in the retail properties of the AEON Group.

# **Investment Focused on Large-Scale Retail Properties**

We invest primarily in retail properties that are an integral part of the communities in which they are located. In this asset class, we are structuring a portfolio of large-scale retail properties that we expect to generate stable cash flow over the medium-to-long term.

			Investment Percentage*		
		Туре	Domestic Real Estate		
			85% or more	15% or less	
	Large-scale	Super regional shopping centers (SRSC)	80% or more		
	retail properties	Regional shopping centers (RSC)			
Retail		Community shopping centers (CSC)			
properties, etc.	Other retail	Neighborhood shopping centers (NSC)	200/		
	properties Supermarkets (SM)		20% or less		
	Logistics facilities		10% or less		

<sup>\*</sup>Investment percentage is calculated on an acquisition price basis.

Share of large-scale retail properties in our portfolio

Currently

(As of January 31, 2021)

# Collaboration with the AEON Group for Stability and Growth

We maintain stability with long-term sources of earnings by investing in retail properties operated by the AEON Group, a leading retailer and developer of large-scale retail properties throughout Japan. We also leverage the AEON Group's retail property expertise to generate growth. Please refer to pages 14 and 15 for details about the AEON Group's features.

#### **∕**EON Group

Consolidated operating

¥8,604.2 billion

**AEON Group employees** 

Approx. 580,000 (As of February 29, 2020)

# **Stable Finances**

Our conservative financial management is based on clear financial policies for target LTV and other matters. As a result, we have strong, stable relationships with financial institutions, primarily megabanks. We have also received a long-term issuer rating of AA- from Japan Credit Rating Agency, Ltd.

**Japan Credit Rating** Agency, Ltd. long-term issuer rating



# **Highly Transparent Management**

For asset acquisitions from the AEON Group or any other related-party transaction, the decision-making process includes a mechanism to incorporate the opinions of independent third parties having no relationship with the Aeon Group. This creates highly transparent management that ensures win-win relationships with both unitholders and the AEON Group. Please refer to page 26 for details.

#### Introduction of Cumulative Investment Unit Purchase Program

On May 1, 2014, we introduced a program that enables directors and employees of AEON REIT and the Asset Manager to acquire AEON REIT's investment units using a cumulative investment program through securities firms. The program will help to further raise awareness toward enhancing the value of AEON REIT's investment unit price and improving business performance to provide greater financial motivation in line with the interests of unitholders.

# **Initiatives on Sustainability**

AEON REIT cares about Environmental, Social and Governance (ESG) issues in all aspects of its operations and cooperates with its stakeholders for such purposes.

#### **Sustainability Policy**

#### 1. Environmental Initiatives

- (1) In order to achieve the realization of a low-carbon society, work to continuously improve energy efficiency and reduce emissions of greenhouse gases through the use of renewal sources of energy.
- (2) Promote peaceful coexistence with the natural environment by paying consideration to the conservation of ecosystems, and through tree planting activities and other real estate management initiatives.
- (3) In order to achieve sustainable use of resources, work towards conservation and recycling of resources through the promotion of water saving and the 3Rs (Reduce, Reuse, Recycle) with regard to the use of resources.
- (4) Observe and conform to environmental-related laws and regulations, etc., and endeavor to prevent environmental pollution.

#### 2. Cooperation with Stakeholders

- (1) By carrying out education and training with regard to environmental issues, endeavor to raise the environmental awareness of our corporate officers and to pay care and attention to the diversity and work-life balance of our employees.
- (2) By utilizing the total, comprehensive power of the AEON Group, endeavor to provide comfortable work environments to the employees of end tenants/associates as well as those of other partner companies, and work to build a sound and healthy cooperative relationships.
- (3) In order to facilitate the advancement of ESG initiatives across the entire supply chain for our real estate operations, endeavor to implement a green procurement strategy.
- (4) Provide support for volunteer activities and places/opportunities for people from local communities to gather for educational and information exchanges, and endeavor to cooperate with communities as a hub for reconstruction efforts in times of disasters.
- (5) Proactively disclose information regarding ESG issues to investors and endeavor to communicate openly with them, and work continuously towards obtaining Green Building certification.

#### **Environmental Certification and Assessment**

#### Recognition by External Institutions in the 16th Period

#### **DBJ Green Building Certification**



AEON MALL KYOTO (re-certified)

Obtained 2020 ★★★★

Controlling air-conditioning through the entire building by adopting energy management systems, and achieving reduction of energy consu high level by installing LED lighting and motion sensors, etc.

#### AEON MALL Mitouchihara (re-certified)

Obtained 2020 ★★★★

Promoting energy and resource saving by installing solar panels and greening wall surfaces on a large scale, and considering disaster prevention through the conclusion of an agreement on disaster relief efforts with Mito City Government, among other

# AEON MALL Ogaki AEON MALL

Obtained 2020 \*\*\*\* Giving consideration to users

convenience, comfort and health by securing charging spaces for electric vehicles, offering free Wi-Fi services in the entire building and implementing AEON MALL

# Chiba-Newtown

Obtained 2020 ★★★★ Promoting energy and resource saving by collecting natural light through large mall and escalator halls, using LED lighting for the common area and adopting water-saving faucets, etc.

# **AEON Sagamihara**

**Shopping Center** Obtained 2020 ★★★ Giving consideration to facility users' convenience and comfort by offering ample parking spaces, securing charging spaces for electric vehicles and offering free Wi-Fi services for people

visiting the town

#### **GRESB Real Estate Assessment**



Assessment of investment corporation

Obtained "5 star." the highest in the five-rank rating, in the global

#### **Examples of Other Individual Initiatives**

#### **Environment**



Greening of walls



Administration office

Social



Emergency evacuation and supply base

### Governance

Transparent decision-making process (for transactions with interested parties)\* Outside members' presence and consent are required for resolutions to be made

Investment Committee Compliance Committee

Same boat investment by the AEON Group Of the AEON REIT investment units issued and outstanding Approx. 18.8% is owned by the AEON Group (as of January 31, 2021)

To Our Unitholders

AEON REIT Investment Corporation



Representative Director and President AEON Reit Management Co., Ltd.



 $Q_{D}$ 

Can you brief us on the overview of the fiscal period ended January 2021 (August 1, 2020 to January 31, 2021)?

The Japanese government again declared a state of emergency in January 2021, given the re-spread of the novel coronavirus (COVID-19) infection since the fall of 2020. This made our external environment harsh, as was the case in the previous fiscal period. However, the entire facilities of all our properties continued full operations throughout the fiscal period ended January 2021 (16th Period). We were able to achieve stable performance for the period thanks to the master lease agreements based on fixed rents and lease agreements for entire buildings.

Our major initiatives in the 16th Period are threefold: acquisition of AEON Ueda Shopping Center, decision on large-scale renovation of AEON MALL Rifu and issuance of Sustainability Retail Bonds, the first such issuance as a J-REIT.

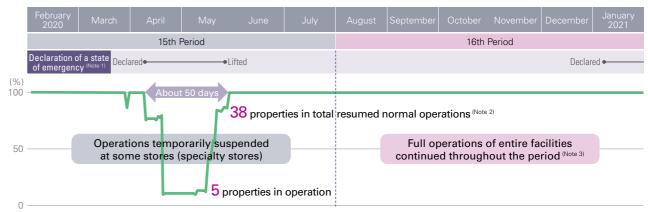
AEON REIT acquired AEON Ueda Shopping Center in October 2020. Abundant cash flows were utilized to acquire the property with cash on hand, resulting in the growth of cash distribution. In addition, with regard to the property, we have concluded a basic agreement with AEON Retail Co., Ltd., a master leasing company, to conduct revitalization works and renovation investment by February 2025. Continuously conducting proactive revitalization investment accompanied by upward revision of rent should allow us to anticipate increases in earnings

from the property going forward.

As for AEON MALL Rifu, renovation work is underway in preparation for the grand opening this summer. Combined with the new building that underwent a grand opening on March 5, 2021, the property will be a shopping center with the largest floor area in the Tohoku region. Along with the renovation work, it was decided to change the master leasing company. With AEON Mall Co., Ltd. operating both the existing building and the new building in an integrated manner, the property's competitiveness will be enhanced and its asset value is expected to increase.

In December 2020, we issued the "Sustainability Retail Bonds" of ¥18 billion, the first such issuance for a J-REIT. This is among the largest amounts of investment corporation bonds ever issued by J-RE-ITs for individual investors. The Bonds were also granted the highest rating of "SU1" from a rating agency for the "JCR Sustainability Finance Framework Evaluation," recognized as fund procurement for acquiring properties that give consideration to the environment and social issues. With this issuance, we achieved extension of the borrowing period while reducing the debt procurement cost. We will continue diversifying our fund procurement means in preparation for future changes in the procurement environment.

#### Status of Full Operations of Domestic Retail Facilities (15th and 16th Periods)



Notes: 1. The state of emergency was declared for Tokyo, Kanagawa, Saitama, Chiba, Osaka, Hyogo and Fukuoka prefectures on April 7, 2020 and nationwide on April 16.

The state of emergency was lifted on May 14, 2020 for prefectures other than Hokkaido, Saitama, Chiba, Tokyo, Kanagawa, Kyoto, Osaka and Hyogo, and was lifted on May 21 for prefectures other than Hokkaido, Saitama, Chiba, Tokyo and Kanagawa and was lifted for all prefectures on May 25.

The state of emergency was again declared for Saitama, Chiba, Tokyo and Kanagawa prefectures on January 7, 2021 and for Osaka, Hyogo, Kyoto, Aichi, Gifu, Fukuoka and Tochigi prefectures on January 14.

The state of emergency was lifted for Tochigi prefecture on February 7, 2021, for Osaka, Hyogo, Kyoto, Aichi, Gifu and Fukuoka prefectures on February 28, and for Saitama, Chiba, Tokyo and Kanagawa prefectures on March 21.

- 2. Out of the 43 properties owned, 3 logistics and 2 overseas properties have been excluded. Among the specialty stores that are continuing operations, some tenants have chosen to suspend operations or shorten work hours on their own judgment.
- 3. Some stores have operated while shortening work hours.
- 4. In the graph above, properties in which specialty stores suspended operations by the judgment of the master lessees are handled as properties that suspended operations, based on publicized materials. The graph indicates the ratio of properties in operation, excluding such properties that suspended operations.



In the wake of the spread of COVID-19, have you reaffirmed anything with regard to the characteristics and strengths of the properties owned by AEON REIT?

Our external environment has been harsh since last year due to the spread of COVID-19. Nevertheless, the retail facilities owned by AEON REIT remain to be always needed in whatever situation, because they are community infrastructure assets and serve the daily lives of people living in the communities. Furthermore, stable rental income is generated by setting master lease agreements for retail facilities that are highly stable on the basis of daily living needs. This is the driving force behind the stability of cash distributions of AEON REIT, and its most prominent feature.

In addition, their locations are dispersed throughout Japan, and they function as community infrastructure assets to support the daily living of customers by responding to the local characteristics of each area. We believe this is why the impact of COVID-19 has been limited for us. This feature will not change even if the infection should spread again in the future.

The reason why AEON REIT refers to the real estate it invests in as community infrastructure

assets is that it believes they are retail facilities supported by and "counted on" in the daily lives of the customers in the communities.

They play an important role in the communities by not only selling goods but also providing a variety of services. In addition, what is most important is that they are facilities that continue to change in response to the changes in lifestyles and the progress in technologies and remain supported by the local communities.

The AEON Group continues to take new initiatives one after another, and provides a variety of services while securing safety and security even under the COVID-19 pandemic. Moreover, it is planned to use some of its malls as venues for vaccinations that will start shortly.

We believe that such future-oriented initiatives will enhance the asset value of the new retail facilities in the era of living with COVID-19 and the post-COVID era, or the asset value of the community infrastructure assets in the new era, and will create strengths for AEON REIT.

To Our Unitholders **AEON REIT Investment Corporation 16th Period Topics** 

#### Community Infrastructure Assets that are Supported by Local Communities and Continue Evolving

- A community platform having many tenants that people visit in their daily lives
- · A facility that responds flexibly to changes in the daily living needs and business environment, and can continuously operate over a long time going forward
- A facility essential to the local society as a place where the local community is developed



Installed solar panels on the roofton or wall surface to help reduce environmental burdens



Drive through and pick up! Prepared a lane in the site for drivers to pick up items they ordered on the website



Strong ability to attract customers Order on the website, pick up at by offering a wide variety of products centering on foodstuff





Signed a disaster relief cooperation agreement with the Ground Self-Defense Force and Japan Airlines



Balloon shelter, an evacuation space upon disaster



A range of tenants visited by consumers on a daily basis Specialty stores meeting a wide range of consumer needs, including cinema and food court



Post office, nursery school, clinic and other tenants providing public services



Holding a variety of events including mall walking, family events, festivals and rakugo (Japanese comic storytelling)

#### **AEON Group's Initiatives in the Living with COVID-19 Era**

the store counter or use exclusive

Implemented initiatives as community infrastructure assets to address changes while thoroughly conducting infection-control measures



"Drive Pickup!" diversifies the ways to receive products to-face shopping without ordered at online supermarket waiting at cash registers



New shopping style "Regi-go" allows non-face-



dressing changes in demand Mask shops opened regularly for customers to enjoy choosing masks that



"Drive-in theater" provides unordinary experiences not obtained at movie theaters



Sales strengthened to meet demand for daily necessities in short supply



Implemented initiatives to invigorate both customers and the communities hased on the "Customer First" philosophy

### In closing, do you have a message for the unitholders?

Although it is yet to be predicted when the turmoil caused by COVID-19 would end completely, AEON REIT again demonstrated stable performance during the fiscal period under review, bolstered by its unique strengths including "lease agreements that generate stable earnings" and "acquisition of community infrastructure assets operated by the AEON Group."

We believe that, just because we are in such a business environment, the importance of the retail facilities of the AEON Group that are highly regarded in terms of customers feeling "safe and secure" will be further heightened. With an eye on the future era of living with COVID-19 and the post-COVID era, we are resolved to steadily accumulate

our achievements in external growth and internal growth through investments in the community infrastructure assets.

At present, renewed attention is being paid to investments in J-REITs, and the market remains strong. While it is necessary to prudently discern how the situation will evolve going forward, we feel that, for AEON REIT, there are more options worth considering for enhancing unitholder value. As we move forward, while emphasizing stability, we will endeavor to achieve growth by taking advantage of our strengths of ample cash flows and abundant pipelines.

We are resolved to continue operations with an aim to make AEON REIT a REIT highly evaluated and chosen by unitholders.

### **Acquisition of AEON Ueda Shopping Center**

On October 15, 2020, AEON REIT acquired AEON Ueda Shopping Center, a community infrastructure asset rooted in the local community, by utilizing ample cash on hand.

Such renovation investments as exterior wall painting and revitalization are planned to take place going forward, in anticipation for increased rent in the future.



Acquisition price	¥5,350 millio
Location	Ueda City, Nagano Pre
Site area	35,815.73 m
Total floor area	61,349.07 m
Completion date	June 30, 200
Parking capacity	1,700 vehicle
Trade area populati	on
Within	3 km: approx. 59,00
Within	5 km: approx. 99,00

Within 10 km: approx. 180,000

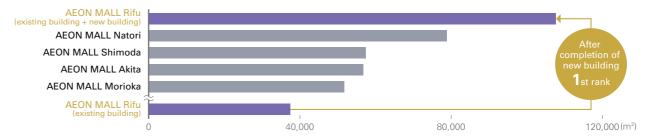
### **Decision on Renovation of AEON Mall Rifu**

AEON REIT decided to temporarily suspend operations of AEON MALL Rifu as of January 31, 2021 and re-open the entire building after renovation in the summer of 2021. When re-opening in the summer of 2021, the property, together with the new building to open on the adjacent land, will be reborn as the largest retail facility in the Tohoku region.



Note: AEON REIT does not own the new building at present, and has made no decision to acquire it. There is no guarantee, either, that AEON REIT can acquire it in the future.

#### Ranking of All Shopping Centers in Tohoku by Area (Store Area Basis)



Note: The graph above compares the total floor area of properties developed by the AEON Group. At present, AEON REIT does not own or has not decided to acquire AEON MALL Natori, AEON MALL Shimoda and AEON MALL Akita. There is no quarantee, either, that AEON REIT can acquire them in the future.

# **Issuance of Sustainability Bonds**

In December 2020, AEON REIT issued Sustainability Bonds, the first such bonds for individual investors among J-REITs. This represents the largest issue amount among the investment corporation bonds for individuals ever issued by J-RE-ITs. With the issuance, AEON REIT secured stable funds as well as reduced the debt procurement cost and extended the average duration of interest-bearing debt.

Issue amount	Maturity	Interest rate
¥18 billion	10 years	0.992%

Granted "SU1," the highest assessment rank, by Japan Credit Rating Agency, Ltd



#### What are sustainability bonds?

Sustainability bonds are bonds used to fund projects that contribute to solving both environmental and social issues.

**AEON REIT** as Seen through the Numbers

**AEON REIT Investment Corporation** 

As of January 31, 2021

AEON REIT Investment Corporation ("AEON REIT"), which has been listed for more than seven years since November 2013, closed its sixteenth operating period (the "16th Period") on January 31, 2021.

Although the business environment was very difficult with no prediction possible as to when the turmoil caused by COVID-19 would end, AEON REIT again demonstrated stability during the fiscal period under review, bolstered by its unique strengths including "lease agreements that generate stable earnings" and "acquisition of community infrastructure assets operated by the AEON Group."

In addition, partly due to the acquisition of AEON Ueda Shopping Center effectively contributing, distribution per unit exceeded the initial forecast to stand at ¥3,184.

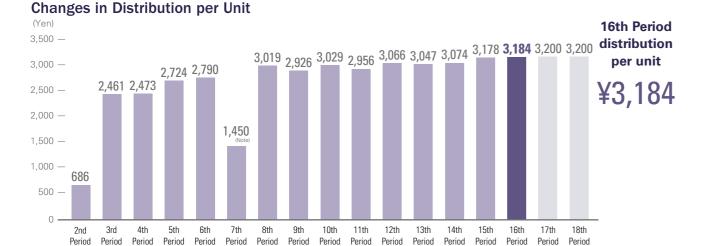
Looking ahead, we are resolved to endeavor even further for achieving "sustainable growth" together with many of our stakeholders including unitholders, customers in local communities and employees.

We would greatly appreciate your continued support of AEON REIT.

#### Nobuaki Seki, Executive Director

_	15th Period Results February 1, 2020 to July 31, 2020 (Millions of yen)	16th Period Results August 1, 2020 to January 31, 2021 (Millions of yen)	17th Period Forecast February 1, 2021 to July 31, 2021 (Millions of yen)	18th Period Forecast August 1, 2021 to January 31, 2022 (Millions of yen)
Operating Revenue	17,574	17,701	17,690	17,762
Net Income	5,953	5,965	5,933	5,999
Total Assets	385,778	386,530	_	_
Net Assets	210,996	211,008	_	_
Net Assets per Unit (Yen)	112,632	112,638	_	_
Distribution per Unit (Yen)	3,178	3,184	3,200	3,200

Note: We are investigating the impact of the earthquake that occurred on February 13, 2021, with its epicenter off the coast of Fukushima Prefecture, and the earthquakes that occurred on March 20, 2021 and May 1 2021, with their epicenters off the coast of Miyagi prefecture, on some properties owned by AEON REIT. We have not taken into consideration such impact for purposes of these forecasts.



Note: AEON REIT temporarily made cash distribution in excess of retained earnings using depreciation that was recorded for the 7th Period, avoiding the situation of paving no cash distribution for the 7th Period.

Results Results

**Investment Properties** 

43 properties

Average Building Age (Note 1)

16.1 years

**Total Acquisition Price** (Note 2)

¥395.5 billion

Average Remaining Lease Term (Note 3)

 $14.6_{\text{years}}$ 

Appraisal Value (Note 4)

¥426.9 billion

Unrealized Gain or Loss (Note 5)

(Appraisal Value minus Book Value)

+¥66.3 billion

+¥4.2 billion (from the previous period

9

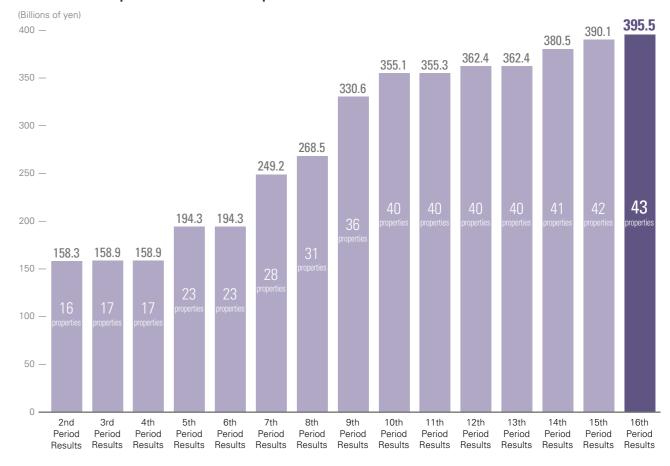
Occupancy Rate Based on Master Lease Agreements

100%

Notes: 1. Average building age represents the weighted average based on acquisition price, with January 31, 2021 set as the record date.

- 2. Total acquisition price indicates the amount (the purchase prices, etc. stated in the sales agreements, etc.) excluding miscellaneous costs (brokerage commissions, taxes and dues, etc.) that were required for the acquisition of the portfolio properties.
- Average remaining lease term indicates the weighted average figure using the acquisition price, based on the lease agreements for each property effective as of January 31, 2021.
- 4. The figure uses the appraisal value indicated in the respective appraisal reports with January 31, 2021 as the appraisal date, or survey price indicated in the respective survey reports of properties.
- Unrealized gain or loss = Appraisal value at end of each fiscal period book value at end of each fiscal period. For AEON MALL SEREMBAN 2, however, the fair value is used for appraisal.
- 6. The calculation of each figure (excluding 5. Above) includes AEON MALL SEREMBAN 2, which AEON REIT owns through an overseas real estate holding corporation.

#### **Number of Properties and Total Acquisition Price**



### **Summary of Financial Data**

14th Period ended January 2020	15th Period ended July 2020
¥15.6 billion	¥9.8 billion
¥150 billion	¥159.8 billion
¥33 billion	¥33 billion
7.7 years	7.2 years
4.5 years	3.8 years
0.82%	0.79%
100%	93.9%
100%	93.9%
43.5%	44.9%
Approx. ¥39 billion	Approx. ¥39 billion
	January 2020  ¥15.6 billion  ¥150 billion  ¥33 billion  7.7 years  4.5 years  0.82%  100%  100%  43.5%

16th Period ended
January 2021
¥31.8 billion
¥159.8 billion
¥51 billion
7.9 years
4.9 years
0.77%
100%
100%
44.8%
Approx. ¥39 billion

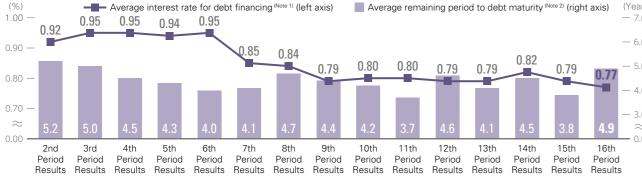
Notes: 1. Includes refinancing (other than bridge loans) and debt financing for acquiring new properties

2. The figures indicate the approximate amount of debt financing capacity when LTV (including tenant leasehold and security deposits) is raised to 50%.

# AEON REIT is Working to Build a Financial Base that Can Survive Any **Change in the Business Environment**

**Extend Remaining Years to Maturity Procure Funds at Low Cost** 

As a rule, AEON REIT is simultaneously pursuing extension of remaining years to maturity and procurement of funds at low cost, in an effort to establish a financial base that can survive any change in the business environment.



Notes: 1. Average interest rate for debt financing is calculated using the following formula:

Average interest rate for debt financing as of the end of each fiscal period = weighted average of the interest rate for each interest-bearing debt as of the end of each fiscal period based on the amount of each interest-bearing debt as of the end of each fiscal period

2. Average remaining period to debt maturity is calculated using the following formula:

Average remaining period to debt maturity as of the end of each fiscal period = average of the remaining periods to the repayment dates or redemption dates indicated in the loan agreements, etc. as of the end of each fiscal period, weighted by the amount of each interest-bearing debt as of the end of each fiscal period

**Diversification of** Maturities

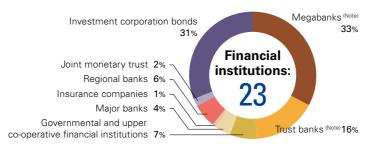
AEON REIT endeavors to respond to any change in the market by diversifying maturities so that they are not concentrated in certain years.

**Diversification of** Fund Procurement AEON REIT disperses risks by diversifying procurement sources and methods, including diversification of lending financial institutions and issuance of investment corporation

#### **Breakdown of Interest-Bearing Debt**

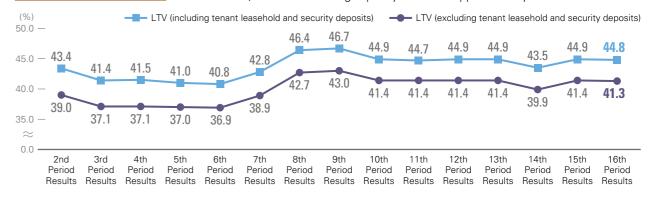
(as of January 31, 2021)

Note: Although Mitsubishi UFJ Trust and Banking Corporation's corporate lending operations were transferred to MUFG Bank, Ltd. as of April 16. 2018 through a company split, the calculation is made in accordance with the name of the financial institutions at the time of borrowing.



### LTV at an Appropriate Level

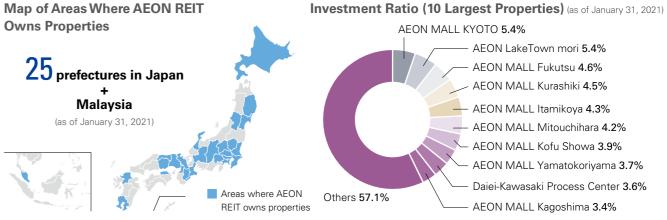
AEON REIT endeavors to keep the ratio of interest-bearing debt to total assets (LTV) at an appropriate level. If the upper limit of LTV including tenant leasehold and security deposits is set at 50%, the debt financing capacity stands at approximately ¥39 billion.

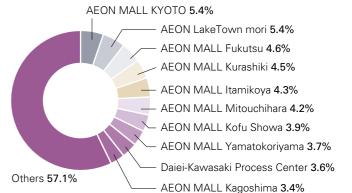


# **Risk Management Measures by AEON REIT**

#### **Diversified Investment**

AEON REIT has diversified its investment areas and investment ratio per property (based on acquisition price) to promote risk diversification against disasters and environmental changes, etc.



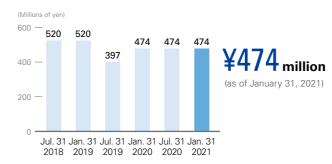


#### **Internal Reserves of Distribution Reserve**

Since the 9th Period ended July 2017, AEON REIT has reserved ¥520 million in preparation for stable management and cash distributions in the future.

AEON REIT reversed the said reserve when damaged by the Hokkaido Eastern Iburi Earthquake that occurred in 2018 as well as by typhoons.

#### Changes in the Balance of Internal Reserves of **Distribution Reserve**



#### **Purchase of Various Types of Insurance**

# **Purchase of** Earthquake and Fire Insurance

AEON REIT has its portfolio of properties in Japan covered by earthquake and fire insurance in an effort to mitigate natural disaster risks.

Earthquake insurance money: up to ¥3,000 million per year (immunity of ¥100 million)

\*Fire insurance also covers wind and flood damages from typhoons and heavy rain Facility liability insurance also covers business indemnity.

#### **Abundant Cash Flows**

• billion annually

AEON REIT has a capacity to generate free cash flows of about ¥7.9 billion per year, which can be utilized upon the occurrence of sudden disasters as well.

Growth Strategy

AEON REIT Investment Corporation

# A long-term framework for stable earnings and collaboration with the AEON Group will drive growth.

#### A Growth Strategy Based on a Win-Win Relationship with the AEON Group

AEON REIT's growth strategy targets portfolio growth over the medium-to-long term by leveraging the comprehensive strengths of the AEON Group. This involves a sound, mutually reinforcing, win-win relationship with the objective of maximizing unitholder value.

#### Our Win-Win Relationship with the AEON Group



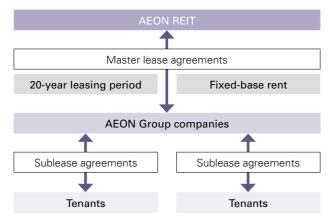
#### 1. A Growth Strategy Based on Stable Earnings

We will build a stable framework for earnings as the foundation for achieving growth by concluding long-term, fixed-base rent master lease agreements with the AEON Group for suburban retail properties with few or no local peers.

#### Fixed-Base Rent over 20-Year Leasing Periods

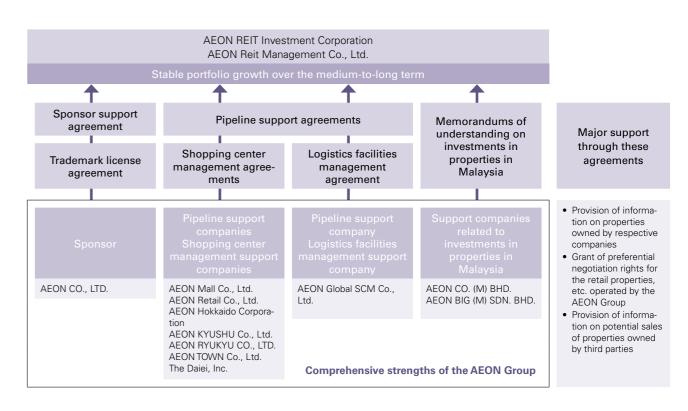
AEON REIT and the AEON Group conclude master lease agreements that provide AEON REIT with fixed-base rent over 20-year leasing periods, providing a long-term, stable source of earnings. AEON REIT enhances capital efficiency, stabilizes cash flow, and increases unitholder value over the medium-to-long term by providing an amount equivalent to depreciation expenses to internal reserves from which it periodically makes optimal distributions according to circumstances.

#### **Lease Structure**



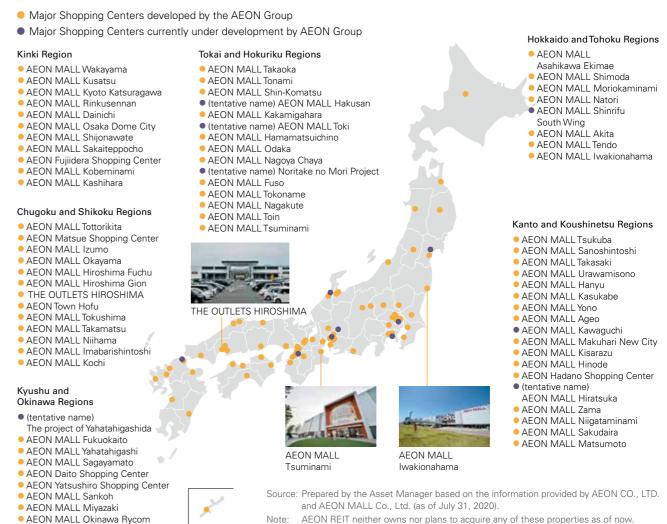
### 2. Expansion and Enhancement of the Support System by the AEON Group

In order to take advantage of the comprehensive strengths of the AEON Group, AEON REIT and the Asset Manager have concluded a sponsor support agreement and a trademark license agreement with AEON CO., LTD. as well as pipeline support agreements, shopping center management agreements and memorandums of understanding on investments in properties in Malaysia and logistics facilities management agreements with respective companies of the AEON Group.



### Major Large-Scale Retail Properties Developed by the AEON Group (As of January 31, 2021)

(Including Properties under Development)

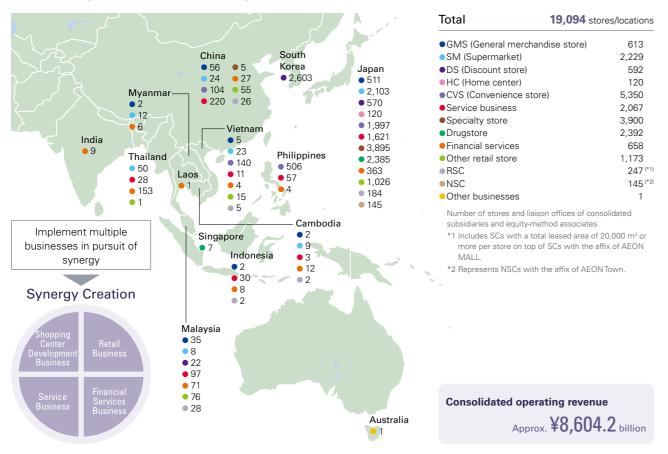


Growth Strategy

AEON REIT Investment Corporation

# Utilizing the Comprehensive Strengths of the AEON Group and Maximizing Unitholder Value

#### AEON Group Conducts Business Operations in 14 Countries (As of February 29, 2020)



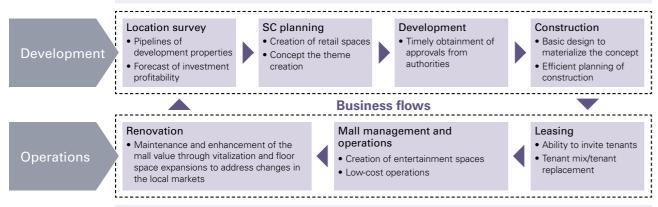
#### **Development and Operation Capabilities of the AEON Group**

# Developing and Operating Retail Properties that Grow Sustainably by Meeting Changes in the Local Communities

The AEON Group totally provides shopping mall services, from developing to managing and operating the facilities.

#### Develop malls in and outside Japan in accordance with local characteristics

The AEON Group utilizes its management resources to develop malls that match the local characteristics in various areas in Japan, as well as working to open stores overseas, including China and the ASEAN countries.



#### Operations to address changes of the times and customers

The AEON Group always provides utmost satisfaction to customers who visit its malls, and continuously works to enhance the mall value through renovations that address changes in customers.

#### **Building Organizations for Efficient and Strategic Mall Operations**

#### Reinforcement of Partnership with Tenant Companies

The AEON Group works to build strong relations with tenants housed in the retail properties of the Group companies by utilizing the "AEON Doyou Tenkai" (AEON friend shop association) that comprises such tenants.

#### Enhancement of "On-Site Capabilities" of Each Staff

The AEON Group implements its own education and training system in order to foster "on-site capabilities" with which its staff meets customer needs in a timely manner.

# Exertion of the Group's Comprehensive Strengths through its Area Strategies that Take Advantage of Economy of Scale

The AEON Group endeavors to achieve low-cost operations by taking advantage of the economy of scale from its wide-ranging store networks extending in and outside Japan and building an efficient operation system. The Group also works to clarify the positions and roles of its malls located in the same trade areas. Through these efforts, the Group aims to expand its market share as it makes the best use of its resources.

#### Initiatives to Share Mutual Interests between Unitholders and the AEON Group

Holding of AEON REIT's investment units by AEON CO., LTD.

Work to keep the unitholding ratio of

19.9 % by AEON CO., LTD.

Properties co-owned with the AEON Group

3 properties in co-ownership (as of the date of this document)

Introduction of Cumulative Investment Unit Purchase Program

- On May 1, 2014, AEON REIT introduced a program that allows its and the Asset Manager's directors and employees to acquire its investment units by using the cumulative investment unit purchase program through securities firms.
- The program helps to further raise their awareness towards enhancing the value of AEON REIT's investment units and
  improving its business performance, and provide them with greater financial motivation in line with the interests of the
  unitholders.

Introduction of an Asset Management Fee Structure Linked to Distribution per Unit (Maximum Rate for Each)

- Management fee I: Total assets (Note 1) × 0.3% × (number of operating days / year)
- ullet Management fee II: Distribution per unit before deducting Management fee II  $\times$  NOI (Note 2)  $\times$  0.001%
- Acquisition fee: Acquisition price × 0.5% (Note 3)
- Disposition fee: Disposition price × 0.5% (Note 4)
- Notes: 1. Total assets are calculated by deducting the entire amount of equity investment related to an overseas real estate holding corporation, etc. from, and adding the amount of total assets of the overseas real estate holding corporation to, the amount of total assets stated in the balance sheets for the fiscal period proximate to the relevant fiscal period.
  - 2. NOI refers to the amount obtained by subtracting expenses related to real estate leasing business (excluding depreciation and loss on retirement of non-current assets) from the sum total of revenues related to real estate leasing business of each fiscal period.
  - 3. Transaction with related parties: Acquisition price  $\times$  0.25%
  - 4. Transaction with related parties: No disposition fee

#### List of Properties Owned by AEON REIT

Property number	Property name	Location	Acquisition price (Millions of yen)	Invest- ment ratio (%)		Appraisal value (Note 1) (Millions of yen)	Total leasable area (m²)
SRSC-1	AEON LakeTown mori (equivalent to 40% quasi co-ownership)	Koshigaya City, Saitama Pref.	¥ 21,190	5.4	September 9, 2008	¥ 24,200	205,711.70
SRSC-2	AEON LakeTown kaze (equivalent to 40% quasi co-ownership)	Koshigaya City, Saitama Pref.	6,730	1.7	September 9, 2008	8,050	127,183.81
RSC-1	AEON MALL Morioka	Morioka City, Iwate Pref.	5,340	1.4	July 23, 2003	6,950	98,968.59
RSC-2	AEON MALL Ishinomaki	Ishinomaki City, Miyagi Pref.	6,680	1.7	March 2, 2007	7,110	60,682.20
RSC-3	AEON MALL Mitouchihara (Note 2)	Mito City, Ibaraki Pref.	16,565	4.2	November 8, 2005	17,715	159,997.49
RSC-4	AEON MALL Ota	Ota City, Gunma Pref.	6,860	1.7	November 17, 2003	8,210	93,165.27
RSC-5	AEON Sagamihara Shopping Center	Sagamihara City, Kanagawa Pref.	10,220	2.6	August 9, 1993	11,300	75,056.62
RSC-6	AEON MALL Ogaki	Ogaki City, Gifu Pref.	4,950	1.3	March 29, 2007	4,950	64,246.26
RSC-7	AEON MALL Suzuka	Suzuka City, Mie Pref.	9,660	2.4	November 12, 1996	10,400	125,253.74
RSC-8	AEON MALL Meiwa	Taki County, Mie Pref.	3,290	0.8	August 6, 2001	3,930	44,193.80
RSC-9	AEON MALL Kasai-Hojo	Kasai City, Hyogo Pref.	7,230	1.8	October 3, 2008	7,720	48,229.25
	AEON MALL Hiezu	Saihaku County, Tottori Pref.	7,780	2.0	March 8, 1999	8,430	102,045.24
RSC-11	AEON MALL Kurashiki	Kurashiki City, Okayama Pref.	17,890		September 15, 1999	19,800	157,274.78
	AEON MALL Ayagawa	Ayauta County, Kagawa Pref.	8,740	2.2	July 18, 2008	8,850	113,149.07
	AEON MALL Nogata (Note 3)	Nogata City, Fukuoka Pref.	11,246	2.8	April 4, 2005	12,900	151,969.51
	AEON MALL KYOTO	Kyoto City, Kyoto Pref.	21,470	5.4	January 7, 2010	23,100	136,468.45
	AEON MALL Sapporo-Hiraoka	Sapporo City, Hokkaido Pref.	5,900	1.5		6,180	78,360.81
	AEON MALL Kushiro-Showa	Kushiro City, Hokkaido Pref.	1,780		September 13, 2000	1,890	51,763.05
	AEON MALL Rifu	Miyagi County, Miyagi Pref.	2,560	0.6	April 18, 2000	2,230	66,478.91
	AEON MALL Yamagata-Minami	Yamagata City, Yamagata Pref.	1,350	0.3		1,490	53,502.94
	AEON MALL Yokkaichi-Kita	Yokkaichi City, Mie Pref.	2,210	0.6	January 23, 2001	2,440	41,447.33
RSC-21	AEON MALL Yamatokoriyama	Yamatokoriyama City, Nara Pref.	14,500	3.7	February 16, 2010	14,800	105,230.88
RSC-22	AEON MALL Chiba-Newtown (Mall, Cinema and Sports building)	Inzai City, Chiba Pref.	12,190	3.1	April 17, 2006	12,600	107,425.97
	AEON MALL Kofu Showa (Note 4)	Nakakoma County, Yamanashi Pref.		3.9	March 11, 2011	17,600	99,772.38
	AEON MALL Tomakomai	Tomakomai City, Hokkaido Pref.	7,840	2.0	April 8, 2005	8,350	71,308.33
RSC-25	AEON MALL Oyama	Oyama City, Tochigi Pref.	6,280	1.6	April 18, 1997	6,550	47,872.33
	AEON MALL Itamikoya	Itami City, Hyogo Pref.	16,860	4.3	February 2, 2011	17,600	122,944.71
RSC-27	AEON MALL Kagoshima	Kagoshima City, Kagoshima Pref.	13,400	3.4		14,200	132,341.35
RSC-28	AEON MALL Tsuchiura	Tsuchiura City, Ibaraki Pref.	12,030	3.0	May 19, 2009	12,600	86,848.51
	AEON MALL Kahoku	Kahoku City, Ishikawa Pref.	9,940	2.5	September 30, 2008	10,800	70,948.14
	AEON MALL Shimotsuma	Shimotsuma City, Ibaraki Pref.	9,552	2.4		9,960	58,402.66
RSC-31	AEON MALL Kyoto Gojo	Kyoto City, Kyoto Pref.	13,333	3.4	January 21, 2004	13,900	87,311.56
RSC-32	AEON MALL Fukutsu	Fukutsu City, Fukuoka Pref.	18,040	4.6	April 20, 2012	18,300	100,020.87
	AEON MALL Tamadaira woods	Hino City, Tokyo	9,667	2.4		10,200	66,575.54
CSC-1	AEON Chigasaki-Chuo Shopping Center		6,410	1.6	October 13, 2000	6,600	63,158.24
CSC-2	AEON STYLE Kemigawahama	Chiba City, Chiba Pref.	3,748	0.9		3,920	29,947.62
CSC-3	AEON Kireuriwari Shopping Center	Osaka City, Osaka Pref.	4,394	1.1	November 21, 2005	4,760	27,603.46
CSC-4	AEON Ueda Shopping Center	Ueda City, Nagano Pref.	5,350	1.4	June 30, 2004	5,570	61,349.07
L-1	Daiei-Kawasaki Process Center	Kawasaki City, Kanagawa Pref.	14,280	3.6	April 22, 1997	15,700	59,265.77
L-2	AEON Minami-Osaka RDC	Sakai City, Osaka Pref.	9,870	2.5		10,800	50,197.06
L-3	Daiei-Ibaraki Process Center	Ibaraki City, Osaka Pref.	6,810	1.7	June 14, 1977	7,590	50,783.58
	Domestic subt	ptal	389,625	98.5	_	420,245	3,554,456.85
M-1	AEON Taman Universiti Shopping Centre	Johor, Malaysia	658 (Note 5) (20 million RM)	0.2	2002	544 (Note 5) (21 million RM)	22,870.00
M-2	AEON MALL SEREMBAN 2	Negeri Sembilan, Malaysia	5,252 (Note 6) (215 million RM)	1.3	2005	6,114 (Note 6) (237 million RM)	81,135.00
	Oversea subto	tal	5,910	1.5	_	6,658	104,005.00
	Total		395,535	100.0	_	¥426,903	3,658,461.85

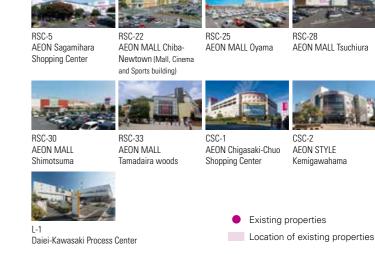
Notes: 1. The appraisal value of each property shows the appraisal value indicated in the respective appraisal reports with January 31, 2021 as the appraisal date, or survey price indicated in the respective survey reports of properties.

- 2. The property has a real estate portion (the adjacent land additionally acquired on April 28, 2015), not collating the trust beneficiary rights on top of the real estate.
- The acquisition price of AEON MALL Nogata is lower than the price paid upon acquisition of the property, as part of its site has been sold.
   The acquisition price, investment ratio, appraisal value and total leasable floor columns of AEON MALL Kofu Showa represent the amounts and figures that include those of the "Extended Building" AEON REIT additionally acquired as of September 3, 2018. Furthermore, the date of
- construction of the "Extended Building" is November 20, 2017.

  5. The acquisition price represents the sum total of the yen-based payments AEON REIT actually made over multiple times to AEON CO. (M) BHD. The amount (the sale price, etc. stated in the sale agreement, etc.) does not include the expenses (commissions, taxes and dues, etc.) required for the acquisition of the property. The applied exchange rate, which is the weighted average based on the exchange rates applied at the respective payments, is RM1 = JPY32.92 (rounded down to the second decimal place). The appraisal value represents the amount equivalent to AEON REIT's pro-rata portion of the rights (18.18%), which is similar to the co-ownership right that is the trust property of the trust in the right pertaining to the trust for which AEON CO. (M) BHD. is the trustee, based on the appraisal value indicated on the appraisal report with the valuation date of January 31, 2021. The exchange rate as of the account settlement date (January 31, 2021) is applied. However, as said date is not a business day, the exchange rate as of the previous business day (January 29, 2021; RM1 = JPY25.80; rounded down to the second decimal place) is used.
- 6. The acquisition price represents the sale price (excluding such expenses as taxes and dues and transaction fees, rounded down to the nearest million yen) stated in the sale and purchase agreement on AEON MALL SEREMBAN 2 concluded between JAMBATAN MANSEIBASH (IM) Sdn. Bhd. and Swiss Advanced Technology Institute (M) Sdn. Bhd. The applied exchange rate is RM1 = JPY24.43 (rounded down to the second decimal place), which is the exchange rate on September 30, 2016 when AEON REIT acquired the property. As for the appraisal value of the property, the method of supporting and supplementing the local appraisal is employed, and the appraisal work is consigned to Japan Real Estate Institute. The figure represents the appraisal value indicated in the appraisal report with the valuation date of January 31, 2021. The exchange rate as of the account settlement date (January 31, 2021) is applied. However, as said date is not a business day, the exchange rate as of the previous business day (January 29, 2021; RM1 = JPY25.80; rounded down to the second decimal place) is used.







AEON REIT's Portfolio

# The state of the s

Hokkaido and Tohoku Regions

Number of properties: 7



RSC-16 /EON MALL Sapporo-Hiraoka Location: Sapporo City, Hokkaido Pref.



RSC-17 /EON MALL Kushiro-Showa Location: Kushiro City, Hokkaido Pref.



CC-24 /EON MALL Tomakomai Location: Tomakomai City, Hokkaido Pref.



RSC-2 /EON MALL Ishinomaki
Location: Ishinomaki City, Miyagi Pref.



RSC-1 /EON MALL Morioka
Location: Morioka City, Iwate Pref.



ÆON MALL Rifu
Location: Miyagi County, Miyagi Pref.



RSC-19 /EON MALL Yamagata-Minami Location: Yamagata City, Yamagata Pref.

### Kanto Region

Number of properties: 13







SRSC-1

✓ FON LakeTown mori
✓ FON LakeTown kaze
Location: Koshiqaya City. Saitama Pref.

- Honored with the 2011 Global Sustainability Design Award, Gold (best of the best winners and honorees) by International Council of Shopping Centers (ICSC)
- Honored with the 12th Annual (FY2009) Developers Chosen by Tenants Grand Prize "Innovation Award" by Senken Shimbun Co., Ltd.



RSC-3 /EON MALL Mitouchihara
Location: Mito City, Ibaraki Pref.



RSC-4 /EON MALL Ota Location: Ota City, Gunma Pref.



RSC-5 /EON Sagamihara Shopping Center Location: Sagamihara City, Kanagawa Pref.



19

RSC-25 /EON MALL Oyama Location: Oyama City, Tochigi Pref.

AEON REIT's Portfolio



RSC-22 /EON MALL Chiba-Newtown (Mall, Cinema and Sports building) Location: Inzai City, Chiba Pref.



RSC-28 /EON MALL Tsuchiura
Location: Tsuchiura City, Ibaraki Pref.



RSC-33 /EON MALL Tamadaira woods
Location: Hino City, Tokyo



CSC-2 /EON STYLE Kemigawahama Location: Chiba City, Chiba Pref.



RSC-30 /EON MALL Shimotsuma Location: Shimotsuma City, Ibaraki Pref.



CSC-1 /EON Chigasaki-Chuo Shopping Center Location: Chigasaki City, Kanagawa Pref.



Daiei-Kawasaki Process Center
Location: Kawasaki City, Kanagawa Pref.

# Tokai, Hokuriku and Chubu Regions

Number of properties: 7



RSC-23 /EON MALL Kofu Showa
Location: Nakakoma County, Yamanashi Pref.



RSC-6 /EON MALL Ogaki Location: Ogaki City, Gifu Pref.



RSC-7 /EON MALL Suzuka
Location: Suzuka City, Mie Pref.



RSC-8 /EON MALL Meiwa
Location: Taki County, Mie Pref.



RSC-20 /EON MALL Yokkaichi-Kita Location: Yokkaichi City, Mie Pref.



RSC-29 /EON MALL Kahoku Location: Kahoku City, Ishikawa Pref.



CSC-4 /EON Ueda Shopping Center Location: Ueda City, Nagano Pref.

AEON REIT's Portfolio

# Kinki Region

Number of properties: 8



RSC-9 /EON MALL Kasai-Hojo Location: Kasai City, Hyogo Pref.



RSC-15 /EON MALL KYOTO
Location: Kyoto City, Kyoto Pref.



RSC-21 /EON MALL Yamatokoriyama Location: Yamatokoriyama City, Nara Pref.



RSC-26 /EON MALL Itamikoya Location: Itami City, Hyogo Pref.



RSC-31 /EON MALL Kyoto Gojo Location: Kyoto City, Kyoto Pref.



SC-3 /EON Kireuriwari Shopping Center Location: Osaka City, Osaka Pref.



/EON Minami-Osaka RDC Location: Sakai City, Osaka Pref.



Daiei Ibaraki Process Center Location: Ibaraki City, Osaka Pref.

Chugoku and Shikoku Regions

Number of properties: 3



Number of properties: 3



RSC-10 /EON MALL Hiezu Location: Saihaku County, Tottori Pref.



RSC-13 /EON MALL Nogata
Location: Nogata City, Fukuoka Pref.



RSC-11 /EON MALL Kurashiki
Location: Kurashiki City, Okayama Pref.



RSC-27 /EON MALL Kagoshima
Location: Kagoshima City, Kagoshima Pref.



RSC-12 /EON MALL Ayagawa
Location: Ayauta County, Kagawa Pref.



RSC-32 /EON MALL Fukutsu
Location: Fukutsu City, Fukuoka Pref.



Number of properties: 2



M-1 /EON Taman Universiti Shopping Centre
Location: Johor, Malaysia



M-2 /EON MALL SEREMBAN 2 Location: Negeri Sembilan, Malaysia

Strong Fundamentals

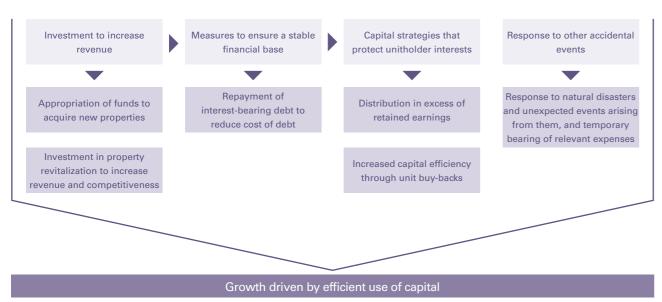
AEON REIT Investment Corporation

## **Effective and Efficient Financial Management**

# We have clear financial policies to ensure a stable financial base and deploy capital strategically.

#### 1. Strategic Cash Management

Many large-scale retail properties are located in suburbs, and therefore have a shorter depreciation schedule than office or residential properties because building value accounts for a greater proportion of the real estate value. Consequently, depreciation expenses tend to be greater relative to real estate value. AEON REIT enhances capital efficiency, stabilizes cash flow, and increases unitholder value over the medium-to-long term by providing an amount equivalent to depreciation expenses to internal reserves from which it periodically makes optimal distributions according to circumstances.



#### 2. Stable Financial Base

AEON REIT operates according to clear financial policies to maintain and improve its strong financial base. These policies include a target loan-to-value (LTV) (Note) ratio; a high ratio of long-term debt to total debt, which is currently 100.0 percent; a high ratio of fixed-rate debt to total debt, which is currently 100.0 percent; and diversification of lenders as of January 31, 2021.

#### (1) Financial Policies

LTV	Maintain an LTV ratio of about 50 percent, with an upper limit of 60 percent
Extended loan maturities and fixed interest rates	Commit to loan maturities according to cash flow conditions based on tenant lease terms and content
Bank formation	Diversify lenders with a focus on megabanks

Note: LTV: (Interest-bearing debt + Tenant leasehold and security deposits)  $\div$  Total assets  $\times$  100

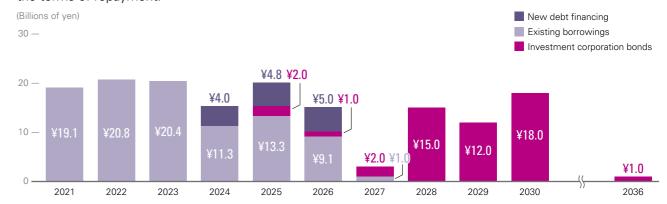
#### (2) Debt (Including Investment Corporation Bonds) (As of January 31, 2021)

Time	Landava	Ame	ount	Drawdown date/	Due date/Maturity	Interest rate
Type	Lenders		Breakdown	Issue date	date	Interest rate
		¥5.0 billion	¥5.0 billion	November 25, 2013	October 20, 2023	Effective fixed rate (Note) 1.76375%
		VO E billion	¥4.0 billion	F-h 07 001F	October 20, 2021	Effective fixed rate (Note) 0.88915%
		¥8.5 billion	¥4.5 billion	February 27, 2015	October 21, 2024	Effective fixed rate (Note) 1.40390%
			¥6.0 billion	March 20, 2016	October 20, 2021	Effective fixed rate (Note) 0.35125%
		¥19.4 billion	¥5.8 billion	March 29, 2016	October 20, 2022	Effective fixed rate (Note) 0.54100%
		#19.4 DIIIION	¥6.6 billion	May 31, 2016	October 20, 2025	Effective fixed rate (Note) 0.99100%
			¥1.0 billion	February 29, 2016	October 20, 2027	Effective fixed rate (Note) 1.40730%
			¥4.8 billion		October 20, 2022	Effective fixed rate (Note) 0.48750%
			¥1.2 billion		October 20, 2022	Fixed rate 0.55000%
		¥19.5 billion	¥6.7 billion	October 20, 2016	October 20, 2023	Effective fixed rate (Note) 0.61375%
			¥2.7 billion		October 20, 2025	Effective fixed rate (Note) 0.87250%
	Syndicate of lenders arranged by		¥4.1 billion		October 20, 2026	Effective fixed rate (Note) 1.00300%
	Mizuho Bank, Ltd., Sumitomo		¥6.1 billion		October 20, 2021	Effective fixed rate (Note) 0.43200%
ong-term	Mitsui Banking Corporation and		¥5.2 billion		October 20, 2022	Effective fixed rate (Note) 0.52800%
	Sumitomo Mitsui Trust Bank,	¥23.3 billion	¥0.2 billion	March 28, 2017	October 20, 2022	Fixed rate 0.63000%
	Limited		¥6.8 billion		October 21, 2024	Effective fixed rate (Note) 0.83800%
			¥5.0 billion		October 20, 2026	Effective fixed rate (Note) 1.09710%
		¥3.7 billion	¥3.4 billion	December 27, 2017	October 20, 2023	Effective fixed rate (Note) 0.52270%
		#3.7 DIIIIO11	¥0.3 billion		October 20, 2023	Fixed rate 0.60000%
		¥12.0 billion	¥3.0 billion		October 20, 2021	Effective fixed rate (Note) 0.37850%
			¥4.6 billion	October 22, 2018	October 20, 2023	Effective fixed rate (Note) 0.59700%
			¥0.4 billion		October 20, 2023	Fixed rate 0.64000%
			¥4.0 billion		October 20, 2025	Effective fixed rate (Note) 0.85100%
		¥0.3 billion	¥0.3 billion	October 21, 2019	October 20, 2022	Effective fixed rate (Note) 0.21500%
			¥4.0 billion	October 20, 2020	October 21, 2024	Effective fixed rate (Note) 0.35900%
		¥13.8 billion	¥4.8 billion		October 20, 2026	Effective fixed rate (Note) 0.51400%
			¥5.0 billion		October 20, 2027	Effective fixed rate (Note) 0.61400%
ong-term (Green Finance)	Sumitomo Mitsui Trust Bank, Limited (Trust unit)	¥3.3 billion	¥3.3 billion	October 21, 2019	October 20, 2022	Effective fixed rate (Note) 0.21500%
Ist Unsecu Corporation	ured Investment n Bond	¥2.0 billion		October 13, 2015	October 10, 2025	Interest rate: 0.961% per annum
2nd Unsec Corporation	ured Investment n Bond	¥1.0 billion		October 19, 2016	October 20, 2026	Interest rate: 0.470% per annum
3rd Unsecured Investment Corporation Bond		¥1.0 billion		October 19, 2016	October 20, 2036	Interest rate: 1.200% per annum
4th Unsecured Investment Corporation Bond		¥2.0 billion		December 8, 2017	December 8, 2027	Interest rate: 0.680% per annum
Corporation		¥15.0	billion	December 7, 2018	December 7, 2028	Interest rate: 0.783% per annum
Corporation	ured Investment n Bond (Green Bonds)	¥12.0	billion	December 6, 2019	December 6, 2029	Interest rate: 0.726% per annum
	ured Investment n Bond (Sustainability Bonds)	¥18.0	billion	December 4, 2020	December 4, 2030	Interest rate: 0.992% per annum

Note: While funds are borrowed at floating rates, the interest rates are fixed in effect by entering into interest rate swap agreements to hedge interest rate fluctuation risk. The figures are the interest rates calculated after taking into consideration the effect of interest rate swaps.

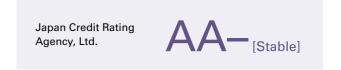
#### (3) Distribution of Maturities (As of January 31, 2021)

As shown below in the distribution of maturities, we borrow at long-term, fixed interest rates and disperse the terms of repayment.



#### (4) Acquisition of Credit Rating

As of the date of this publication, AEON REIT had received a long-term issuer rating of AA- from Japan Credit Rating Agency, Ltd.



Growth Fundamentals

AEON REIT Investment Corporation

# **Highly Transparent Management Structure**

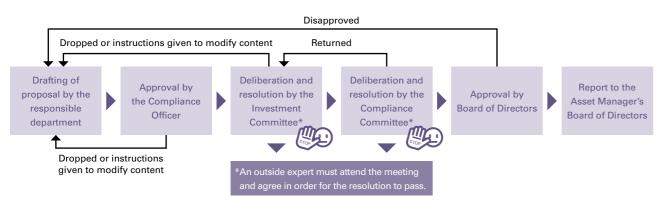
We are deepening collaboration with the AEON Group and structuring management to make decisions that are appropriate for growth over the medium-to-long term.



Nobuaki Seki Executive Director AEON REIT Investment Corporation

### 1. Transparent Decision-Making Process

For asset acquisitions from the AEON Group or any other related-party transaction, the decision-making process includes a mechanism to incorporate the opinions of independent third parties having no relationship with the AEON Group as shown below.



# 2. Unit Ownership by AEON CO., LTD. and Co-Ownership of Properties with the AEON Group

AEON CO., LTD. carefully considers acquiring a portion of any new issue of units by AEON REIT, and maintains its holdings of AEON REIT units at the fixed percentage of 19.9 percent of total units issued. AEON REIT may engage in strategic co-ownership (including quasi co-ownership) of properties with AEON Group companies based on the sponsor support and pipeline support agreements after considering portfolio diversity and the particular features of properties.

# 3. Introduction of an Asset Management Fee Structure Linked to Distribution per Unit

AEON REIT is introducing an asset management fee structure linked to distribution per unit for its Asset Manager, AEON Reit Management Co., Ltd. The structure should synergistically enhance AEON REIT's value.

Asset management fee structure		Calculation method
A	Asset management fee I	Total assets x 0.3% (Note 1) x (asset management days ÷ 365)
Asset management fees	Asset management fee II	Distribution per unit before subtraction of asset management fee II x NOI(Note 2) x 0.001 % (Note 1) (rounded down to the nearest yen)
Acquisition fee		Acquisition payment x 0.5% (Note 1) (Related-party transaction: acquisition payment x 0.25%)
Disposition fee		Disposition receipts x 0.5% <sup>(Note 1)</sup> (Related-party transaction: no disposition fee)

Notes: 1. Each rate shown above represents the maximum rate in each fee category.

### 4. Our Policy for Compensation

Our Articles of Incorporation provide that we may pay our executive director up to ¥1 million per month and each of our supervisory directors up to ¥1 million per month. Our Board of Directors is responsible for determining a reasonable compensation amount for our executive director and each of our supervisory directors, taking into account general price movements and wage movements. We do not have any unit-based compensation plan.

Currently, our executive director is not receiving any compensation from us (although he, in his capacity as the Representative Director, President and Chief Executive Office of the Asset Manager, receives compensation from the Asset Manager).

<sup>2.</sup> In the above table, net operating income (NOI) refers to real estate rental revenue for the relevant fiscal period less real estate leasing expenses (excluding depreciation and losses on disposal of fixed assets).

5. Remuneration Policy for the Asset Manager's Directors, Corporate Auditors and Employees

#### 1. Remuneration for Asset Manager Directors

- (1) The Board of Directors approves remuneration for directors within the limits for total remuneration for directors authorized by the General Meeting of Shareholders.
- (2) Remuneration for individual directors is determined through comprehensive assessment that includes corporate performance, individual evaluation and other circumstances.
- (3) Remuneration for directors is structured as follows (except for outside directors, who receive only base remuneration and do not receive any performance-based remuneration or prepaid retirement allowances):
  - 1) Base remuneration: Determined individually within standard amounts based on position and rank.
  - 2) Performance-based remuneration: Determined within a range of 0 percent to 200 percent of the standard amount according to corporate performance during the relevant fiscal period and individual assessment (e.g., performance for which the director is responsible, degree to which targets were achieved, relative difficulty of responsibilities, and importance of responsibilities). One hundred percent of the standard amount is paid upon achievement of targets set at the beginning of the fiscal period.
  - 3) Prepaid retirement allowance: Determined based on the following formula that applies a coefficient based on position and rank to base remuneration.
    - Prepaid retirement allowance (monthly payment) = Base remuneration x coefficient ÷ 12 (rounded to the nearest thousand yen)

#### 2. Remuneration for Asset Manager Corporate Auditors

- (1) Remuneration for corporate auditors is determined by resolution of the General Meeting of Shareholders.
- (2) Corporate auditors may express opinions, if any, regarding matters including remuneration for corporate auditors as needed to the Board of Directors and the General Meeting of Shareholders.

#### 3. Remuneration for Asset Manager Employees

- (1) Employees of the Asset Manager receive remuneration according to their relative contribution to and expectations for the achievement of management targets.
- (2) Remuneration, methods of calculation and payment, timing of payment, and increases in remuneration are determined according to compensation rules.
- (3) Monthly remuneration is composed of job-based pay, merit pay and adjustments. Employees may receive increases or reductions after twelve months of their current job-based and merit pay based on personnel evaluations during the year. Such increases or decreases will be set based on a pay table determined for each job category.
- (4) Bonuses are calculated based on sales and performance, and are determined after deliberation by the Board of Directors. Bonuses take into account issues including qualifications (pay grades), personnel evaluations, performance, and attendance.

#### **Remuneration for Asset Manager Directors and Corporate Auditors**

March 1, 2020 to February 28, 2021

	Directors		Corporate auditors		Total	
	Number of person(s) remunerated	Remunera- tion	Number of person(s) remunerated	Remunera- tion	Number of person(s) remunerated	Remunera- tion
Remuneration based on Articles of Incorporation and resolutions of the General Meeting of Shareholders	4	¥67 million	1	¥2 million	5	¥70 million (Note 1, 2)

Notes: 1. Remuneration for directors is as per the Companies Act of Japan, Article 361, Paragraph 1, Item 1.

2. Annual remuneration is limited to ¥500 million for directors and ¥100 million for corporate auditors, as per the Extraordinary General Meeting of Shareholders held on August 28, 2012.

#### **Remuneration for Asset Manager Employees**

March 1, 2020 to February 28, 2021

	All employees							
	Number of		Remuneration					
	employees	Total	Fixed	Variable (Note)				
Remuneration based on compensation rules	33	¥274 million	¥208 million	¥66 million				

Note: Please refer to "3. Remuneration for Asset Manager Employees (4)" on how variable remuneration is determined.

The Asset Manager also introduced a unit ownership plan for directors and employees in May 2014.

The plan will keep directors and employees focused on AEON REIT's unit price and improving performance, with the objective of maximizing unitholder value by giving directors and employees an economic incentive to serve unitholder interests by increasing unit price.

There are potential conflicts of interest between AEON REIT and the Asset Manager with respect to remuneration for the Asset Manager's directors, corporate auditors and employees. We believe that the above remuneration policy mitigates such potential conflicts. In addition, the Asset Manager has adopted an internal set of rules that apply to all related-party transactions, such as transactions between AEON REIT and the Asset Manager. These rules require strict compliance by the Asset Manager with laws and regulations regarding related-party transactions. They also contain specific procedures to be followed in the event of a transaction that involves a related party, in order to implement arm's length terms.

#### 1. Investment Policies

#### 1) Basic Philosophy of AEON REIT

AEON REIT Investment Corporation ("AEON REIT") intends to invest primarily in real property-related assets that consist of, or are backed by, properties that are or can be used as retail and related properties<sup>(Note 1)</sup> (including when multiple properties are developed or utilized in an integrated manner).

Note 1: The term "retail properties" refers to retail, logistics, and related properties.

We intend to invest primarily in retail and related properties that are an integral part of the communities in which they are located. We believe that these properties and facilities in which we plan to invest form the backbone of local communities and their retail business infrastructure. We also aim to ensure stable income in the medium-to-long term and achieve steady portfolio growth by investing in retail and related properties that contribute to betterment of individual lives and local communities.

Our sponsor, AEON CO., LTD. ("AEON" or "Sponsor"), is the parent company of the Asset Manager. AEON is a corporate group structured as a holding company called the AEON Group. (Note 2)

Note 2: The AEON Group consists of a pure holding company, AEON CO., LTD. (head office: Mihama-ku, Chiba-shi, Chiba), 287 consolidated subsidiaries and 27 equity-method affiliates (as of February 28, 2021).

The AEON Group aims to enable peaceful, prosperous living to grow in cooperation with the people living in the communities it serves through retail business infrastructure that forms the backbone of local communities. With a basic philosophy that helping the AEON Group grow will help AEON REIT grow, AEON REIT invests primarily in retail and related properties operated by the AEON Group.

#### 2) Portfolio Composition Policy

AEON REIT bases portfolio composition on the following policies.

#### 1. Investment Area

Based on our Articles of Incorporation provisions and the management guidelines of our Asset Man-

ager, we invest primarily in Japan and overseas<sup>(Note 3)</sup> as well.

Note 3: The guidelines of AEON REIT's Asset Manager stipulate that AEON REIT shall invest in Japan and overseas, and that overseas investments will primarily focus on the target areas of Malaysia, other ASEAN countries, and China, along with other countries with growing populations where economic development is expected over the medium-to-long term (Article of Incorporation 28, Paragraph 3).

#### A. Investments in Japan

We invest primarily in retail and related properties operated by the AEON Group in Japan.

We do so because of our focus on the strong earnings base and stable growth potential of various retail and related properties that the AEON Group has already constructed. The AEON Group developed its retail business based on its corporate philosophy of "pursuing peace, respecting humanity, and contributing to local communities." In addition, the AEON Group regards the retail business as a local industry that is rooted in and grows with the community because the retail business is able to create sites and neighborhoods.

In accordance with the basic philosophy above, in principle AEON REIT will acquire assets in Japan with a policy of selectively investing in retail and related properties operated by the AEON Group in established commercial areas that are closely related to the community and that help maximize our unitholder value. In addition, AEON REIT will invest throughout Japan to construct a geographically diversified portfolio that is not concentrated in any one area.

#### B. Investments overseas

As presented in A. Investments in Japan above, AEON REIT primarily invests in Japan. We are also selectively considering investment in AEON Group retail properties overseas because we anticipate that the retail and related properties the AEON Group develops in countries and regions that are expected to develop economically over the medium-to-long term will generate stable cash flow.

With this in mind, our target investment areas are Malaysia and other ASEAN countries, (Note 4) China, and other countries with growing populations where economic development is expected over the medium-to-long term. We will determine the retail

properties to be acquired upon careful consideration of factors including population dynamics, economic growth, country risks, laws, tax regulations, political systems and cultural compatibility in the relevant country or area.

Note 4: Indonesia, Malaysia, the Philippines, Singapore, Thailand, Brunei, Vietnam, Laos, Myanmar and Cambodia constitute the ASEAN region

#### 2. Investment Targets and Ratios

AEON REIT will invest in the following types of retail and other properties. Real estate in Japan will account for 85 percent or more of our portfolio, and overseas real estate will account for 15 percent or less. Moreover, investments in large-scale retail properties will constitute 80 percent or more of our portfolio. However, we will review these ratios as our portfolio expands.

#### A. Retail properties in Japan

#### (i) Target Investments

We will primarily invest in retail properties operated by the AEON Group in Japan. We believe that retail property size is positively correlated with customer traffic and a large floor space allows flexibility when dividing the retail area into sections. We therefore plan to invest mainly in large-scale retail properties that have few or no nearby competitors and a comparative advantage in various locations.

Furthermore, the AEON Group is a retail industry leader in establishing an advanced supply chain utilizing its own logistics facilities to support the operation of retail properties and the rest of its retail business. We will also invest in logistics facilities that are closely related to the AEON Group's

retail business.

#### (ii) Investment Percentage

Of the property types shown below, we categorize SRSCs, RSCs and CSCs as large-scale retail properties, which will account for 80 percent or more of our portfolio based on acquisition price. Logistics facilities will account for not more than 10 percent of our portfolio based on acquisition price.

# B. Overseas retail properties: the first J-REIT to invest in properties outside Japan

#### (i) Target Investments

In principle, AEON REIT will minimize the risks of investing in areas outside Japan by investing in retail and other properties that we will lease entirely to the AEON Group under a master lease agreement that ensures the AEON Group can and will manage and operate it.

In addition, we will carefully assess potential investments by reviewing the risks specific to overseas properties, including (1) country risk, (2) operational risk, and (3) currency risk, by considering the compatibility of laws, accounting and tax systems in Japan and overseas while also considering factors including political and economic trends.

#### (ii) Investment Percentage

The overseas retail and other properties in which we invest shall account for not more than 15 percent of our portfolio on an acquisition price basis.

		Investment Percentage (Note)			
	Туре	Domestic Real Estate	Overseas Real Estate		
		85% or more	15% or less		
	Super regional shopping centers (SRSC)				
Large-scale retail properties	Regional shopping centers (RSC)	80% or more			
retail properties	Community shopping centers (CSC)				
Other retail	Neighborhood shopping centers (NSC)	200			
properties	Supermarkets (SM)	20% or less			
Logistics facilities		10% or less			

Note: Investment percentage is calculated on an acquisition price basis. Acquisition and disposition of real estate and related assets may result in short-term variance with the above ratios. The same shall apply hereafter.

#### 3) Investment Guidelines

AEON REIT will acquire properties in Japan and overseas according to the following investment guidelines.

#### 1. Location

AEON REIT will invest throughout Japan to construct a geographically diversified portfolio that is not concentrated in any one area.

Overseas, we will invest in the ASEAN region, China and other countries and regions with growing populations where economic development is expected over the medium-to-long term.

#### 2. Investment Amount

In principle, investment amount per property shall be ¥500 million or more (acquisition price excluding consumption or other taxes). In principle, investment amount per property overseas shall be ¥500 million or more when converted into yen at the time of acquisition.

#### 3. Acquisition Price

Investment decisions shall involve comprehensive deliberations that are based on our valuation of properties and take appraisal values into consideration.

In the case of a related-party transaction, the property must be acquired at or lower than the appraisal value (excluding taxes, brokerage fees, acquisition costs, costs for creating trusts, reserved funds in trust accounts, income from trusts, periodic settlements such as fixed asset taxes, and other miscellaneous expenses).

This also applies to acquisitions of overseas assets.

#### 4. Seismic Review

In principle, we shall invest in properties that have been constructed, reinforced or otherwise modified to meet applicable new earthquake resistance building codes (which are based on the Building Standards Act; 1950, Law No. 201; as amended in 1981) or have been deemed to have seismic capacity equivalent thereto. In the case of investments overseas, we will determine the properties to be acquired based on a comprehensive judgment

taking into account the practical operations in the relevant country or area, in addition to compliance with standards under applicable laws and regulations.

#### 5. Earthquake Probable Maximum Loss (PML)

In principle, we shall invest so that overall PML<sup>(Note 5)</sup> of our portfolio in Japan does not exceed 10 percent. We shall consider taking out earthquake insurance if we acquire a property with a PML that exceeds 15 percent. For overseas assets, we will comply with the earthquake resistance standards under applicable national or regional laws, and shall make investment decisions based on comprehensive deliberations that take into account the ability to obtain PML values in the region, the availability of earthquake insurance, and local practices.

Note 5: PML indicates the level of damage that may result from an earthquake of the assumed maximum size (major earthquake that occurs once every 475 years = major earthquake with a 10% probability of occurring within 50 years, or a probability of 0.211 percent) for the assumed scheduled use period (50 years = the useful life of a general building) expressed as a ratio of the replacement cost to the estimated expenses required to restore the damaged property to its pre-earthquake condition. However, the estimated loss only includes damage the earthquake causes directly to the building itself (structure, finishing, architectural equipment) and does not include damage to equipment furniture and fixtures; losses caused by water or fire after the earthquake; compensation for victims; or collateral damage such as loss of sales caused by disruption of sales activities. The same applies hereafter. We will make investment decisions using alternative standards in the absence of PML regulations and standards in countries or regions overseas.

#### 6. Insurance Coverage Policy

We will take out necessary fire and casualty insurance for portfolio assets to cover the risks of damage to properties from fire or accident and demands for compensatory damages from third parties

As presented in 5. Earthquake Probable Maximum Loss (PML) above, we will comprehensively consider earthquake insurance if PML for a specific property exceeds 15 percent, taking into account the impact on the property and the portfolio as a whole in the event of an earthquake as well as the feasibility of obtaining earthquake coverage.

However, even if the PML does not exceed 15 percent, we may take out earthquake insurance for the property after comprehensively taking into account the cost effectiveness including insurance

premiums and deductibles (Note 6).

Note 6: As of October 25, 2016, the asset management company revised its asset management guidelines to determine its policy for taking out insurances when the individual PML value does not exceed 15 percent.

#### 7. Environmental and Geological Conditions

In principle, we shall invest in properties for which the treatment and storage of asbestos and other hazardous substances within the buildings or the appearance and condition of soil within the premises meets the requirements under the Air Pollution Control Act and the Soil Contamination Countermeasures Act of Japan and other environmental laws and ordinances or for which relevant countermeasures have otherwise been taken. However, we may acquire properties when we can expect prompt corrective action after acquisition. For overseas assets, we will make investment decisions based on comprehensive deliberation that takes into account practical operations in the relevant country or area, in addition to compliance with environmental, geological and other standards under applicable laws and regulations.

#### 8. Tenants

In principle, we shall confirm the social credibility of potential tenants and their economic viability by evaluating and analyzing data such as rent rates, lease terms, tenant businesses, and competitiveness. This applies to assets both in Japan and overseas.

#### 9. Property Rights

In principle, we shall confirm ownership, leasing, surface and other property rights. For shared or leased properties, we shall comprehensively consider property characteristics to confirm that owners of such property rights have no issues (e.g. creditworthiness and reputation) and that the property has few or no restrictions on or risks to operations, management or assignment. For overseas assets, we will make investment decisions based on comprehensive deliberation that takes into account practical operations in the relevant country or area, after investigating the property-related rights in the relevant country or area.

# 10.Investment in Properties with Stable Operations

In principle, AEON REIT will ensure stable cash flow by investing largely in real estate that generates stable cash flow, and will not invest in real estate such as non-operating properties that are not generating cash flow because they are under development.

However, we may selectively decide to invest in properties that have experienced a short-term decline in occupancy rate in instances such as when we anticipate a swift increase in future occupancy rate and when we expect to collaborate with the AEON Group as a tenant opening stores and in leasing. We will do so after careful deliberation. The same applies to overseas assets.

#### 4) Due Diligence Guidelines

Prior to investment in a property, the Asset Manager will conduct economic, physical and legal due diligence, generally covering the following topics. The Asset Manager will consider the appropriateness of the property by determining and evaluating issues such as factors that may inhibit the maintenance and improvement of asset value. To this end, the Asset Manager will consult engineering reports, market reports and earthquake risk-assessments prepared by third parties with research capacity and expertise, and conduct on-site investigation and hearings with scheduled assignees and others.

For investments in overseas properties, the Asset Manager will conduct due diligence<sup>(Note 7)</sup> using the same guidelines that are applicable to investments in Japan, taking into account the legal system and any special circumstances in the relevant country or area.

Note 7: Due diligence for overseas real estate shall include the items in the table below and also review of connections with roads and the supply of public services (e.g., water, gas, and sewage disposal services).

#### **Economic, Physical and Legal Due Diligence of Properties**

	Tenant evaluation  Market analysis	Tenant (and sublessees when needed; applicable to the following) creditworthiness (including business, operations, history, financial results and financial condition)  Status of tenant rent payments, existence of any disputes between the tenant and the current owner, or any possibility thereof  Purpose of the lease, structure of the lease agreement, terms and conditions of the lease agreement and whether it permits assignment  Past occupancy rates and rent  The percentage of each building that each existing tenant occupies and tenant distribution  Commercial area (population, number of households, commercial index)  Review of market rental rates and occupancy rates of similar properties in the surrounding area  Status of potential competing properties in the surrounding area  Plans for the development of new properties in the surrounding area  Tenant demand trends  Potential for attracting new tenants
_		<ul> <li>Potential for property disposition (sale)</li> <li>For overseas properties: review economic trends, political trends, business practices, and other issues</li> <li>Current lease structure and stability of rent</li> <li>Variance between current and market rent and outlook</li> </ul>
	Revenues	<ul> <li>Potential for tenant relocation and ease of finding replacement tenants</li> <li>Outlook for issues such as gaining or losing tenants and rent decreases</li> <li>Medium- and long-term leasing policies of the property manager and the master lessee</li> </ul>
	Expenses	<ul> <li>Potential for changes in taxes and public charges (e.g., expiration of tax abatement period, increase in valuation due to factors including redevelopment progress)</li> <li>Structure of outsourced property management agreements, level of management provided by the property manager, appropriateness of management fees</li> <li>Structure of outsourced building management agreements, level of management provided by the building manager, appropriateness of management fees</li> <li>Cost of utilities and utility reimbursements from tenants</li> <li>Estimated responsibility for and appropriateness of repair and renewal expenses based on historical and planned repairs and current state of disrepair</li> <li>Status of reserve fund for repairs and the appropriateness of the amount of such fund (stratified ownership of a building, etc.)</li> </ul>
	Location	<ul> <li>Circumstances of streets and access to main highways</li> <li>Convenience of railways and other public transport</li> <li>Status of surrounding land; history of floods, fires and other disasters</li> <li>Location and proximity of convenient facilities and public facilities in the surrounding area</li> <li>Name recognition, reputation and size of the relevant area</li> <li>Stability and growth potential of the commercial area; competitive situation; status of development of surrounding areas; potential for conversion of purpose (in the case of retail properties)</li> </ul>
Physical due diligence	Building, facility and specifications analysis	<ul> <li>Design, main structure, building age, architect and construction company, confirmation and inspection organization, etc.</li> <li>Internal and external condition of the property</li> <li>Leasable area, ceiling height, air conditioning, floor weight capacity, security systems, electric power capacity, lighting intensity, layout compatible with plotting lease, disaster prevention equipment, water supply and drainage facilities, elevating machines, parking lot and other common facilities</li> </ul>
	Building review	<ul> <li>Document review including design documents, building certification documents, inspection documents</li> <li>On-site inspection of outdoor facilities, rooftop, exterior finish, facilities, etc.</li> <li>Review and verification of long-term repair plan set out in the engineering report</li> <li>Status of compliance with applicable laws and regulations including the Building Standards Act and the City Planning Act of Japan (Law No. 100 of 1968, as amended)</li> <li>Seismic capacity (seismic capacity that meets new earthquake resistance building codes or equivalent)</li> <li>Verification of earthquake PML</li> </ul>

Physical due diligence	Building management	Terms and conditions of the outsourced building management agreements (including structure and specification standards); status of management of buildings; interviews with the building management company and others  Existence and content of detailed building management rules; quality and creditworthiness of the management companies
	Environmental due diligence	<ul> <li>History and status of use and storage of asbestos, PCBs and other hazardous substances</li> <li>Issues including geological conditions, land use history, and soil contamination</li> </ul>
	Legal restrictions and compliance	<ul> <li>Whether properties are in compliance with applicable laws and regulations</li> <li>Existence of building, application or use restrictions due to building codes, regulations, agreements, or other applicable legal restrictions</li> </ul>
	Boundary survey	<ul> <li>Property boundaries; existence and status of encroachments</li> <li>Determination of actual measured area</li> <li>Existence of boundary disputes</li> </ul>
Legal due diligence	Tenant analysis	Review of lease agreements, sublease agreements, use agreements, etc.     Existence of disputes with tenants
	Property rights related investigation	<ul> <li>Confirmation of property rights related to land and buildings, including ownership rights, surface rights, lease rights, co-ownership rights, stratified ownership rights and stratified co-ownership rights; review of various agreements and other documentation incidental to such property rights</li> <li>Existence of disputes with owners of adjacent property rights</li> <li>Conditions of trust agreements</li> </ul>

# 5) Standards for Outsourcing to Third Parties and Assessments by Third Parties

Based on our management guidelines, we have adopted standards for outsourcing and assessments to maintain the quality of outsourced services and order placement, for the fair selection of service providers and suppliers, and for renewing service provider contracts in Japan. As a general rule, however, we shall not outsource asset management services, which have been entrusted to the Asset Manager. For overseas properties, we comply with statutory standards in the relevant country or region, and we base our decision whether and to what extent to outsource a service on a comprehensive consideration of practices in each region.

#### Outsourcing Standards for Each Type of Outsourced Service

Services are outsourced to service providers that satisfy specific standards to maintain designated quality levels for service implementation and service experience and performance according to the particular requirements of the outsourced services.

Specifically, for outsourced property management services we generally review the service provider's (1) scale; (2) ability to perform the services; (3) compliance with laws and regulations; and (4) cost.

For property management service providers outside of Japan, we do not take (1) scale into consideration. For real estate appraisal services, due diligence, and engineering reports, we review the service provider's (1) scale; (2) ability to perform the services; (3) compliance with laws and regulations; and (4) any history of misconduct on the part of the service provider. For providers of real estate appraisal services, due diligence, and engineering reports outside of Japan, we do not take (1) scale into consideration.

#### 2. Outsourcing Conditions

When AEON REIT and the Asset Manager outsource services, the service providers are responsible for establishing the appropriate mechanisms to provide services and report to us, to maintain confidentiality, and to cooperate with ongoing monitoring efforts. However, contracted items are negotiable. The responsibilities and duties of the service providers are specified in service outsourcing agreements.

#### 6) Forward Commitment Policies (Note 8)

We may enter into contracts to acquire properties under which the settlement of the contract occurs one or more months following the execution of the contract. Before making a decision to enter into any

such contract, we will carefully consider the following:

- contract termination penalties contained in the contract, the impact of any such contracts on our overall portfolio profits and our level of cash distributions (including the delisting standard of the Tokyo Stock Exchange)
- the time period between the execution and settlement of the contract, potential market risks caused by changes during this period in financial and real estate market conditions, and method for funding settlement.

Note 8: The purchase agreements for the overseas properties we intend to acquire are forward commitment contracts. We determine the advisability of executing these agreements after individually considering the risks associated with executing them.

#### 7) Operation and Property Management Policies

We follow the policies and standards set forth below in operating and managing assets acquired in Japan. The standards for operating and managing assets acquired overseas will be based on, and generally be the same as, the standards used in Japan.

#### 1. Basic Policy

Our goal is to achieve stable earnings over the medium-to-long term, maintain and improve the value of our portfolio, and enhance tenant satisfaction. We will therefore maintain and increase rental revenue and occupancy rate, conduct appropriate management and repair, and optimize management costs and raise efficiency based on the approaches below.

#### 2. Adoption of Asset Management Plan

The Asset Manager will establish an asset management plan for the management and operation of our operating properties in accordance with the Asset Manager's internal rules, such as its asset management guidelines, and will manage and operate such properties in accordance with such plan. The asset management plan will provide concrete management and operation plans for our operating properties. It will consist of (1) income and expense plans for each of our portfolio properties; (2) an income and expense plan for the company as a whole that is based on those for each prop-

erty; and (3) other plans. The asset management plan will be reviewed for adoption by the Investment Committee following approval by the Compliance Officer.

The asset management plan will also be reviewed for adoption by the Compliance Committee after approval by the Investment Committee if deemed necessary by the Compliance Officer.

In principle, formulating the asset management plan above will involve the review of detailed information for each of our operating properties in cooperation with the support companies and the property manager.

In principle, the asset management plan will be reviewed every fiscal period and amended as appropriate, and may be amended from time to time as necessary.

#### 3. Leasing Policy

When we acquire retail and related properties operated by the AEON Group, our basic policy will be to enter into a master lease agreement for the entire property with an AEON Group company as the lessee at the time of acquisition. The policy will be the same for assets acquired overseas.

We will utilize property managers to the maximum extent possible, share information with the master lessee, survey and identify market trends, and investigate appropriate leasing terms for individual properties.

When entering into lease agreements with the master lessees, the Asset Manager will confirm the creditworthiness of the master lessees, check for relationships with anti-social forces including end tenants, and make comprehensive determinations concerning the possibility of lease renewals.

#### Policies Concerning Selection of Property Managers and Monitoring

We will select property managers that we believe can contribute to raising our overall profitability. We will take into consideration the property manager's real estate operation and management experience and capabilities, performance with the target property, feasibility of carrying out operations in accordance with the operating plan, cost levels, continuity of operations, and other relevant factors.

To carry out the above policy on an even higher level, we will outsource property management services to the AEON Group when we determine that the AEON Group would be appropriate as the property manager for the relevant retail and related properties.

In such cases, we will periodically assess the level of services, compensation amounts, and other factors relating to the outsourced services in accordance with the Rules on Transactions with Interested Parties and the Outsourcing and Evaluation Standards, and if we determine that the performance of appropriate services and compensation levels cannot be maintained, we will then consider the cancellation or non-renewal of the agreement. For additional details, please refer to 5) Standards for Outsourcing to Third Parties and Assessments by Third Parties; 1. Outsourcing Standards for Each Type of Outsourced Service above.

# Policies Relating to Repairs and Capital Expenditures

We will make repairs and capital expenditures needed to maintain and enhance the profitability of investment assets over the medium-to-long term after consulting with the property manager, taking into consideration the condition and attributes of the investment asset, tenant needs, and other factors.

We will generally take the depreciation expenses of the entire portfolio into consideration when making decisions about repairs and capital expenditures. We will promptly implement repairs and capital expenditures that are required for raising tenant satisfaction from an operational perspective. We will also time investments to raise shopping center value to coincide with large-scale renovations when end-tenant leases expire, including plans to concurrently renew exclusive tenant space and common areas in cooperation with the master lessee.

#### 6. Disposition Policy

In general, we expect to own properties for medium-to-long-term operation, and do not expect short-term dispositions of our properties. However, we may consider the short-term disposal of any of our properties if we believe it would support our goal of maintaining stable revenues from our portfolio

When disposing of properties, we will refer to the opinions of third parties such as appraisers, and will comprehensively assess factors including the impact on our overall portfolio after considering issues including market research reports, examples of similar transactions, and the future profitability of the property in question.

#### 8) Financing Policies

#### 1. Equity Finance

We may issue additional investment units to acquire or repair properties, return tenant leasehold and security deposits, pay our operating expenses, repay debt, or other purposes. With the objective of stable long-term growth, we will flexibly issue new units with due consideration of the potential for dilution of our investment units. Dilution refers to reduced voting rights, net income and distributions per share as a result of the issue of new units.

#### 2. Debt Finance

We may take on borrowings, including in the call money market, or issue investment corporation bonds to obtain capital largely to acquire or repair properties; pay dividends; obtain required operating capital; and repay borrowings, including tenant leasehold and security deposits, loans, and shortand long-term investment corporation bonds (collectively, "investment corporation bonds") in order to help us steadily increase operating assets and operate our assets efficiently and consistently. However, the use or the purpose of funds raised through the issuance of short-term investment corporation bonds must be within the scope prescribed in laws and regulations. We may only obtain loans from qualified institutional investors as specified by the Financial Instruments and Exchange Act (Law No. 25 of 1948, as amended) and by Article 67, Paragraph 15 of the Act on Special Measures Concerning Taxation (Law No. 26 of 1957, as amended).

The maximum amount of each loan and each issue of investment corporation bonds shall be ¥1 trillion, and the aggregate amount of all such debt

shall not exceed ¥1 trillion. In general, we intend to obtain unsecured and unguaranteed financing. However, we may obtain loans or issue investment corporation bonds by collateralizing our properties.

When investing in overseas real estate, we may obtain loans denominated in local currency. We may also procure funds in Japanese yen and convert the funds into local currency based on market conditions and other factors at the time of procurement.

# A. Ratio of interest-bearing liabilities to total assets and loan-to-value (LTV) ratio (Note 9)

We will consider our external and internal growth strategies while maintaining a strong financial base with a conservative ratio of liabilities to assets. We have set an upper limit of 60 percent for our LTV ratio, and generally intend to operate with an LTV ratio of approximately 50 percent. We may, however, temporarily exceed the 60 percent threshold as a result of property acquisitions or other events.

Note 9: LTV: (Interest-bearing debt + Leasehold and security deposits)  $\div$  Total assets

# B. Extended loan maturities and fixed interest rates

We commit to loan maturities according to cash flow conditions based on tenant lease terms and content. We also consider extended loan maturities and fixed interest rates to reduce various risks and operate properly.

# C. Bank formation with a focus on megabanks and diversification of financing sources and methods

We use the AEON Group's creditworthiness when obtaining loans, with the goal of appropriately diversifying lender financial institutions with a focus on megabanks. We also diversify debt financing by comprehensively considering market conditions and financial position in using indirect and direct financing methods that include the issuance of investment corporation bonds.

#### 3. Derivative Transactions

We may use derivatives mainly to hedge the interest-rate risk associated with loans and other debt in light of economic conditions and interest rate movements.

We may also use derivatives to hedge the foreign-exchange risk associated with investments in overseas real estate, largely for foreign-currency receivables such as rent and payables.

# 4. Use of Leasehold and Security Deposits Leasehold and security deposits that we receive

Leasehold and security deposits that we receive from tenants are a stable, low-cost source of capital that we may use effectively.

We also hold cash and deposits in amounts deemed appropriate in light of factors including our commitment lines to address various financial needs including repair expenses; capital expenditures; distributions; minor debt repayments; working capital for our operations; refunding leasehold deposits; and real estate-related asset purchases.

#### 5. Credit Ratings

As of the date of this publication, we have obtained an AA- long-term issuer rating from Japan Credit Rating Agency, Ltd. This rating is not a rating of our investment units. We have made no request for the investment units to receive a credit rating from a credit rating agency and have no plans for such a credit rating to be provided or submitted for inspection by a credit rating agency.

#### 6. Investment Policy for Surplus Funds

We carefully manage surplus funds based on due consideration of the interest rate environment, cash flow and the safety and liquidity of the investment.

# 9) Information Management and Disclosure Policy

 We maintain transparency for investors and make timely, appropriate disclosure of the information investors need for investment decisions. Our policy for timely and appropriate disclosure involves considering the transparency and comprehensibility of information and meeting investor needs with disclosure that is not legally required.

- We have structured a system for aggregating and quickly disclosing accurate and useful information to provide opportunities for investors to fairly access information.
- 3. We appropriately disclose information specified by the Act Concerning Investment Trusts and Investment Corporations, the Financial Instruments and Exchange Act, the Tokyo Stock Exchange, and the Investment Trusts Association, Japan in the required format.

### 2. Target Investments

#### 1) Asset Types Targeted for Investment

 We invest in the assets listed below in accordance with the basic policies specified in Article of Incorporation 27.

#### A. Real estate

- B. The assets listed below (collectively, "Real estate equivalents"; Real estate and Real estate equivalents are collectively referred to as "Real estate, etc.")
  - (i) Real estate leasehold rights
  - (ii) Surface rights
  - (iii) The assets listed in (1) or (2) (i) or (ii) pursuant to the foreign laws and regulations
  - (iv) Trust beneficiary interests in a trust that has as trust assets real estate, real estate leasehold rights, surface rights, or assets listed in (iii) (including blanket trusts in which cash incidental to the real estate is also entrusted)
- (v) Trust beneficiary interests in a trust that has cash as its initial trust asset, the purpose of which is managing trust assets by investing in real estate, real estate leasehold rights, surface rights, or assets listed in (iii)
- (vi) Equity interests in anonymous associations related to real estate (equity interests in contracts that provide for distribution of earnings from the

- management of the assets listed in (1) real estate and (2) (i) through (v) that one party invests for a counterparty to manage)
- (vii) Trust beneficiary interests of a trust that has cash as its initial trust assets, the purpose of which is managing trust assets by investing primarily in the assets listed in (vi)
- (viii) Assets having a nature similar to assets listed in (iv) through (vii) structured in accordance with foreign laws and regulations
- C. The following securities, the purpose of which is investment primarily in Real Estate, etc. (including the rights that should be indicated in the subject securities/certificates in instances in which securities/certificates indicating the interests are not issued) (collectively "Real Estate-Backed Securities;" and the Real Estate, etc. and the Real Estate-Backed Securities are referred to collectively as the "Real Estate-Related Assets")
  - Preferred equity securities (as defined in the Act on Securitization of Assets, Law No. 105 of 1998, as amended ("Asset Securitization Act"))
  - (ii) Beneficiary certificates (as defined in the Act Concerning Investment Trusts and Investment Corporations ("Investment Trusts Act"))
  - (iii) Investment securities (as defined in the Investment Trusts Act)
  - (iv) Beneficiary certificates of specific purpose trusts (as defined in the Asset Securitization Act)
  - (v) Equity interests in anonymous associations (equity interests in anonymous associations as defined in Article 2,
     Paragraph 2, Item 5 of the Financial Instruments and Exchange Act ("FIEA"))
  - (vi) Assets having a nature similar to assets listed in (i) through (v) structured in accordance with foreign laws and regulations

- We invest in the specified assets listed below in addition to the specified assets listed in 1 above
- A. Other specified assets
- (i) Deposits
- (ii) Call loans
- (iii) Japanese national government bonds (as defined in the FIEA)
- (iv) Japanese regional government bonds (as defined in the FIEA)
- (v) Corporate bonds issued under special Acts (as defined in the FIEA)
- (vi) Specified corporate bonds as prescribed in the Asset Securitization Act (as defined in the Asset Securitization Act)
- (vii) Corporate bonds (as defined in the FIEA, excluding corporate bonds with new share subscription rights)
- (viii) Negotiable certificates of deposit
- (ix) Trust beneficiary certificates for loan trusts (as defined in the FIEA)
- (x) Commercial paper (as defined in the FIEA)
- (xi) Monetary claims (as defined in the Order for Enforcement of the Act on Investment Trusts and Investment Corporations Cabinet Order No. 480 of 2000, as amended ("Investment Trusts Act Enforcement Order," excluding those falling under (xiv))
- (xii) Share certificates (as defined in the FIEA)
- (xiii) Securities or certificates issued by a foreign country or foreign party, with the nature of those securities or certificates listed in (iii) through (vii) or (xi), (x) or (xii)
- (xiv) Monetary claims against the corporation holding overseas real estate
- (xv) Trust beneficiary interests in a trust that has cash as its initial trust assets, the purpose of which is managing the trust assets by investing primarily in the assets listed in (i) through (xii)
- (xvi) Securities (securities pursuant to Article 3, Paragraph 1 of the Investment Trusts

Act Enforcement Order, same hereinafter; excluding securities enumerated above)

- B. Interests in derivative transactions (for the purposes of this paragraph, as defined in the Investment Trusts Act Enforcement Order)
- C. Facilities generating renewable energy (as defined in the Investment Trusts Act Enforcement Order)
- 3. In addition to the above, we may invest in the following rights, etc., the acquisition of which is deemed necessary or useful in connection with Real Estate-Related Assets, etc. or in light of the investment perspective as defined in Article of Incorporation 28
- A. Trademark rights, etc. based on the Trademark Act (trademarks or the exclusive or non-exclusive right to use trademarks)
- B. Copyrights, etc. as defined in the Copyright
  Act
- C. Movables (as defined in the Civil Code, excluding assets falling under facilities generating renewable energy)
- D. Rights to use hot spring water sources as prescribed by the Hot Springs Act and facilities associated with these hot springs
- E. Specified contributions (as defined in the Asset Securitization Act)
- Equity interests in partnerships as defined in the Civil Code (excluding assets enumerated above)
- G. Casualty insurance policies and rights or profits associated with them
- H. Carbon dioxide equivalent quotas or other similar assets or emission rights (including emission rights for greenhouse gases) based

on the Act on Promotion of Global Warming Countermeasures

#### I. Easements

- J. Rights, etc. structured according to the laws and regulations of relevant countries and regions when we make investments in our primary area of Real Estate, etc. based on our Articles of Incorporation (including rights that, according to the laws and regulations of the relevant country or region, are the same as or similar to beneficiary interests in trusts that have Real Estate, etc., as the primary investment asset, but excluding assets enumerated above)
- K. Shares issued by Japanese and foreign corporations for the exclusive management of assets in countries outside of Japan (including other contributions, but excluding assets enumerated above)
- L. In addition to the above, we may invest in the other rights, the acquisition of which is deemed necessary or useful in connection with investments in Real Estate-Related Assets, etc. or in light of the investment perspective as defined in the Articles of Incorporation
- In addition to the above, we may acquire other rights that we hold in conjunction with our organization management.
- As provided for in the Order for Enforcement of the Act on Investment Trusts and Investment Corporations, we may also acquire equity interests in corporations holding overseas real estate.
- 3. Distribution Policy

#### 1) Distribution Policy

AEON REIT shall, in principle, make distributions pursuant to the following policy, and shall follow the

"Rules relating to Real Estate Investment Trusts and Real Estate Investment Corporations" stipulated by the Investment Trusts Association (Article of Incorporation 35, Paragraph 1).

- The distributable amount ("Distributable Amount") arising from the management of our Investment Assets will be the amount of profit prescribed in Article 136, Paragraph 1 of the Investment Trusts Act.
- 2. We shall determine the amount of distributions, which shall exceed 90% of the distributable profit (but, in any case, not to be greater than the Distributable Amount); (however, if there is a change in the method of calculation due to the amendment to laws and regulations, then the amount as calculated after such change), as defined in the special taxation measures for investment corporations as set forth in Article 67-15, Paragraph 1 of the Act on Special Measures Concerning Taxation (the "Special Taxation Measures for Investment Corporations"). However, this shall not apply if there is a loss for tax purposes or if there are no taxable earnings because of a tax loss carryforward, and the amount will be reasonably determined by the Investment Corporation. Furthermore, we may set aside funds from the Distributable Amount for the long-term repair reserve, reserve for payment and reserve for distributions, as well as similar reserves and allowances that we consider necessary to maintain or increase the value of our investment assets. In addition to the foregoing, the investment corporation may set aside funds for reserves for adjustments of temporary difference, etc. and reverse allowances for adjustments of temporary difference, etc.
- The amount of profit not allocated to distributions and retained and the amount of profit earned by the Closing Date shall be invested in accordance with the stipulations of our basic investment policy and investment perspective, etc.

#### 2) Distributions in Excess of the Amount of Profit

In cases that we determine to be appropriate, based on trends in the economic environment, the real estate market and the leasing market, etc., the state of its assets or the state of its finances or other similar reasons, or, in the case where we can reduce corporation tax, etc. that may be imposed on us, we may make distributions of funds in excess of the Distributable Amount, consisting of the distribution amount specified in 2. above plus an amount that is no greater than 60 percent of the depreciation costs for the relevant fiscal period. Further, if, in the case described above, the amount of funds distributed does not satisfy the requirements for Special Taxation Measures for Investment Corporations stipulated in laws and regulations, we may determine an amount of funds with the objective of satisfying such requirements (Article of Incorporation 35, Paragraph 2).

#### 3) Method for Distribution of Funds

Distributions of funds shall be in cash and, in principle, shall be made within three months from the Closing Date to unitholders or to pledgees of investment units registered or recorded in the last registry of unitholders as of the Closing Date in accordance with the number of investment units (Article of Incorporation 35, Paragraph 3).

# 4) Period of Exclusion of Right to Demand Distributions

Once three full years have elapsed from the date of the start of the payment of a distribution, we will no longer be obligated to make the payment of such distribution. No interest shall accrue on unpaid distributions (Article of Incorporation 35, Paragraph 4).

#### 4. Restrictions on Investment

# 1) Restrictions on Investment Prescribed by the Articles of Incorporation

The restrictions on investment prescribed by Article of Incorporation 30 are as follows.

- Monetary claims and marketable securities as defined in the Investment Trusts Act Enforcement Order (excluding Real Estate, etc., Real Estate-Backed Securities, and the specified assets in Article of Incorporation 29, Paragraph 2, (1) (xi) of the preceding article and the securities prescribed in Paragraph 2, (1) (xvi) of the preceding article shall not be the subject of active investments, and in cases where there are surplus funds, investments shall be made in such assets, taking security and liquidity of investment into consideration, and in other cases, investment shall be made taking into consideration relevance with Real Estate-Related Assets.
- Investment in rights relating to derivative transactions as defined in the Investment Trusts Act Enforcement Order shall be limited to investment for the purpose of hedging against risks including interest rate risk arising from our liabilities and currency risk relating to our investment assets.

# 2) Investment Limits Pursuant to the FIEA and Investment Trusts Act Enforcement Order

The investment corporation is subject to investment limits pursuant to the FIEA and Investment Trusts Act Enforcement Order. Main restrictions are as follows.

# Limits on Asset Management by the Asset Manager

A registered investment corporation must entrust the management of its assets to an asset management company.

The asset management company is prohibited from performing certain acts related to the business of managing the assets of said investment corporation. As a result, an investment corporation is subject to certain investment restrictions. Main prohibited acts are as follows.

#### A. Internal transactions

Transactions between an asset management company and its directors or officers are prohibited (FIEA, Article 42, Paragraph 2, Item 1), except for

certain cases specified in Article 128 of the Cabinet Office Ordinance regarding the FIEA (2011, Cabinet Office Ordinance No. 52, as amended; "Ordinance 52") that are considered unlikely to result in failure to protect the interests of unitholders, damage fair transactions or discredit the financial instruments business.

#### B. Reciprocal transactions with managed assets

Transactions between asset management companies of investment corporation assets are prohibited (FIEA, Article 42, Paragraph 2, Item 2), except for certain cases specified in Ordinance 52, Article 129 that are considered unlikely to result in failure to protect the interests of unitholders, damage fair transactions or discredit the financial instruments business.

#### C. Transactions for the benefit of third parties

An asset management company may not undertake transactions in certain financial instruments, indices or options based on fluctuations in the price, index, value, or amount of consideration related to transactions in the assets of an investment corporation, without a legally valid reason, with the objective of benefiting a third party other than the investment corporation or said investment (FIEA, Article 42, Paragraph 2, Item 3).

# D. Transactions harmful to the interests of the investment corporation

An asset management company may not undertake transactions that are other than upon normal terms and conditions for such transactions, and further, such transactions upon said conditions would be harmful to the interests of the investment corporation (FIEA, Article 42, Paragraph 2, Item 4).

# E. Prohibition of sales and purchases when separate management is not ensured

An asset management company may not undertake transactions (transactions listed in FIEA Article 2, Paragraph 8, Items 1 and 2 and Items 7 through 9) in connection with money invested or contributed for the following rights or securities (including types specified by a Cabinet Order) when said money is not managed separately as stipulated by govern-

ment ordinance from the property that belongs to the entity that conducts the relevant business to be operated using such money, or any other property pertaining to other businesses conducted by that entity (FIEA Article 40.3).

- (i) Rights listed in FIEA Article 2, Paragraph 2, Items 5 and 6
- (ii) Marketable securities are limited to those listed in FIEA Article 2, Paragraph 1, Item 21 (FIEA Enforcement Order; 1968, Cabinet Order No. 321, as amended; the "FIEA Enforcement Order")
- (iii) Rights listed in FIEA Article 2, Paragraph 2, Item 7 (limited to those listed in the FIEA Enforcement Order)

# F. Other transactions defined by cabinet office ordinances

In addition to the above, the asset management company may not undertake the following actions as defined by Cabinet Office Ordinance that are considered likely to result in failure to protect the interests of unitholders, damage fair transactions or discredit the financial instruments business (FIEA Article 42, Paragraph 2, Item 7, FIEA Article 44, Paragraph 3, Item 1, Ordinance 52, Article 130)

- (i) Transactions among the auditors, officers and employees of an asset management company (excluding all items listed in Ordinance 52, Article 128)(Ordinance 52, Article 130, Paragraph 1, Item 1)
- (ii) Transactions for the benefit of the investment management company or third parties that would be harmful to the interests of the investment corporation (Ordinance 52, Article 130, Paragraph 1, Item 2)
- (iii) Transactions for the benefit of third parties (including the parent or subsidiary companies of the asset management company) that are not necessary according to investment management policies, the financial condition of assets under management, or market conditions (Ordinance 52, Article 130, Paragraph 1, Item 3).
- (iv) Asset management that introduces unfair restrictions or other limitations from external entities (Ordinance 52, Article 130,

- Paragraph 1, Item 4).
- (v) The sale or purchase of investment securities, or similar transactions, with the objective of unfairly inflating transaction amounts or artificially inflating prices (Ordinance 52, Article 130, Paragraph 1, Item 5).
- (vi) Transactions between third parties and their agents (excluding specific transactions to which all rights holders have agreed pursuant to advance explanation of the rationale for the transaction provided by the asset management company) (Ordinance 52, Article 130, Paragraph 1, Item 6).
- (vii) Other activities prohibited by Cabinet Office Ordinance
- 2. Limitation on Acquisition of the Same Issue of Units

A registered investment corporation may not acquire the same units issued by a corporation in excess of 50/100 of total number of said issued and outstanding units. (Investment Trusts Act Article 194, Investment Trusts Act Enforcement Order Article 221).

Restriction on Acquisition of Own Units and Acceptance of Pledge

An investment corporation may not acquire units issued by itself, or accept them for the purpose of pledge, unless it acquires units issued by itself in the following cases (Investment Trusts Act Article 80, Paragraph 1):

- A. when the investment corporation acquires its investment units for value by entering into agreements with unitholders (Article of Incorporation 5, item 2);(Note 10)
- Note10: The Investment Trusts Act was amended on June 12, 2013 with the addition of the exception for the acquisition of own units as presented in A above. The revised Investment Trusts Act will be enforced by government ordinances within 18 months of its June 19, 2013 promulgation date. In accordance with the amended Investment Trusts Act, AEON REIT has amended its Articles of Incorporation with a provision to permit the acquisition of its own units with compensation pursuant to the agreement of unitholders (Article of Incorporation 5, Paragraph 2). However, the provision in Article of Incorporation 5, Paragraph 2 becomes effective on the effective date of the revision to the Investment Trusts Act that allows an investment corporation to acquire its own units with compensation pursuant to the agreement of unitholders (Article of Incorporation 41, Paragraph 1).

- B. when the units are acquired from another investment corporation as the surviving entity of a merger;
- C. when purchasing units pursuant to the provisions of the Investment Trusts Act; or
- D. when purchasing units pursuant to other government ordinances regarding the Investment Trusts Act.
- 4. Restriction on Acquisition of Parent Corporation's Units by Subsidiary Corporation
  An investment corporation (subsidiary), a majority of the units of which is owned by another investment corporation (parent), may not acquire the units of such parent investment corporation except in the following cases (Investment Trusts Act, Article 81, Paragraph 1, Item 2):
- A. when the units are acquired from another investment corporation as the surviving entity of a merger; or
- B. when purchasing units pursuant to other government ordinances regarding the Investment Trusts Act of Japan.

When either a parent investment corporation and its subsidiary investment corporation or its subsidiary investment corporation owns a majority of the units issued by another investment corporation, the other investment corporation is considered to be a subsidiary of the said parent investment corporation (Investment Trusts Act, Article 81, Paragraph 4).

#### 3) Other Investment Restrictions

- 1. Subscription and MarginTrading of Securities
  The investment corporation may not subscribe to,
  or conduct margin trading of, securities.
- 2. Borrowing and Investment Corporation Bonds
- A. The investment corporation may borrow funds, including in the call market, or issue investment corporation bonds to support steady growth in investment assets and effi-

cient, stable asset management. The investment corporation may procure funds to acquire assets; pay repair costs, other maintenance and management expenses, or distributions; for its operations; or to repay its debts, including the refund of leasehold deposits and security deposits, the repayment of borrowing and the redemption of investment corporation bonds (including short-term investment corporation bonds). However, the use or the purpose of funds raised through the issuance of short-term investment corporation bonds must be within the scope prescribed in laws and regulations. Furthermore, the investment corporation may only borrow from qualified institutional investors as prescribed by the FIEA (limited to institutional investors as defined in Article 67-15 of the Special Taxation Measures Act; Article of Incorporation 36, Paragraph 1).

- B. The investment corporation may collateralize investment assets as collateral when borrowing or issuing investment corporation bonds as prescribed in the preceding paragraph (Article of Incorporation 36, Paragraph 2).
- C. The maximum amount of each loan and each issue of investment corporation bonds shall be ¥1 trillion, and the aggregate amount of all such debt shall not exceed ¥1 trillion (Article of Incorporation 36, Paragraph 3).
- 3. Concentration of Investment

Concentration of investment is not legally restricted. Please refer to 1. Investment Policies above for policies related to investment that is diversified by the intended purpose and location of real estate.

#### 4. Investment in Other Funds

The Articles of Incorporation do not restrict investments in other funds (investment units or the trust beneficiary certificates of investment trusts).

**Management's Discussion and Analysis** 

47

### Summary of Selected Financial Data

August 1, 2018 to February 1, 2019   August 1, 2020   A		(Exce		Millions of yen		ated)	Millions of U.S. dollars (Note 4) (Except per unit data)
Revenues related to real estate leasing business   16,197   16,226   16,761   17,447   17,568		August 1, 2018 to	February 1, 2019	August 1, 2019 to	February 1, 2020	August 1, 2020 to	16th Period August 1, 2020 to January 31, 2021
Dusiness		¥ 16,329	¥ 16,357	¥ 16,895	¥ 17,574	¥ 17,701	\$ 169
Expenses related to real estate leasing business  Operating income  6,335  6,226  6,645  6,782  6,802  Ordinary income  5,448  5,416  5,800  5,954  5,965  Net income (net loss)  Net operating income (NOI) from property leasing Note 2)  Funds from operation (FFO) Note 2)  7,500  Ratio of FFO to total cash distributions (%) losse 2)  Expenses and the first state of the firs		16,197	16,226	16,761	17,447	17,568	168
business Operating income 6,335 6,226 6,645 6,782 6,802 Ordinary income 5,448 5,416 5,800 5,954 5,965 Net income (net loss) 5,325 5,492 5,758 5,953 5,965  Net operating income (NOI) from property leasing Note 2) Funds from operation (FFO) (Note 2		9,993	10,131	10,249	10,791	10,899	104
Ordinary income         5,448         5,416         5,800         5,954         5,965           Net income (net loss)         5,325         5,492         5,758         5,953         5,965           Net operating income (NOI) from property leasing fluore 2)         11,553         11,472         12,020         12,260         12,338           Funds from operation (FFO) fluore 2)         9,750         9,934         10,308         10,589         10,633           Total cash distributions         5,449         5,415         5,758         5,953         5,964           Ratio of FFO to total cash distributions (%) fluore 2)         55.9         54.5         55.9         56.2         56.1           Depreciation (%) fluore 2)         4,424         4,442         4,549         4,635         4,668           Capital expenditures         1,398         416         605         875         824           Total assets         362,296         362,417         375,594         385,778         386,530         3,1           Interest-bearing debt         150,000         150,000         150,000         159,800         159,800         15,800           Net assets         198,019         198,062         210,810         210,996         211,008         2,4		9,068	9,196	9,290	9,822	9,897	94
Net income (net loss)	Operating income	6,335	6,226	6,645	6,782	6,802	65
Net operating income (NOI) from property leasing Note 2)	Ordinary income	5,448	5,416	5,800	5,954	5,965	57
Funds from operation (FFO) (Note 2) 9,750 9,934 10,308 10,589 10,633 Total cash distributions 5,449 5,415 5,758 5,953 5,964 Ratio of FFO to total cash distributions (%) (Note 2) 55.9 54.5 55.9 56.2 56.1  Depreciation 4,424 4,442 4,549 4,635 4,668 Capital expenditures 1,398 416 605 875 824  Total assets 362,296 362,417 375,594 385,778 386,530 3,11 1,11 1,11 1,11 1,11 1,11 1,11 1,	Net income (net loss)	5,325	5,492	5,758	5,953	5,965	57
Funds from operation (FFO) (Note 2) 9,750 9,934 10,308 10,589 10,633 Total cash distributions 5,449 5,415 5,758 5,953 5,964 Ratio of FFO to total cash distributions (%) (Note 2) 56.9 54.5 55.9 56.2 56.1  Depreciation 4,424 4,442 4,549 4,635 4,668 Capital expenditures 1,398 416 605 875 824  Total assets 362,296 362,417 375,594 385,778 386,530 3,416 10,000 150,000 150,000 159,800 159,800 1,410,000 150,000 150,000 150,000 150,000 150,000 1,410,0		11,553	11,472	12,020	12,260	12,338	118
Ratio of FFO to total cash distributions (%) (Note 2) 55.9 55.9 56.2 56.1  Depreciation 4,424 4,442 4,549 4,635 4,668 Capital expenditures 1,398 416 605 875 824  Total assets 362,296 362,417 375,594 385,778 386,530 3,000 150,000 150,000 159,800 159,800 1,000 150,000 150,000 150,000 159,800 1,000 150,000 150,000 150,000 150,000 150,000 150,000 1,000 150,000 150,000 1,000		9,750	9,934	10,308	10,589	10,633	101
S5.9   S4.5   S5.9   S6.2   S6.1	•	5,449	5,415	5,758	5,953	5,964	57
Capital expenditures         1,398         416         605         875         824           Total assets         362,296         362,417         375,594         385,778         386,530         3,61           Interest-bearing debt         150,000         150,000         150,000         159,800         159,800         1,59,800         2,00,400         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         2,000         1,000		55.9	54.5	55.9	56.2	56.1	
Total assets 362,296 362,417 375,594 385,778 386,530 3,1   Interest-bearing debt 150,000 150,000 150,000 159,800 159,800 1,1   Net assets 198,019 198,062 210,801 210,996 211,008 2,1   Unitholders' capital (Note 6) ¥192,172 ¥192,172 ¥204,568 ¥204,568 ¥204,568 \$1,9    Total number of investment units issued and outstanding (Units) 1,777,347 1,873,317 1,873,317 1,873,317    FFO per unit (¥/\$) (Note 2) 5,485 5,589 5,502 5,652 5,676   Net assets per unit (¥/\$) 111,413 111,437 112,528 112,632 112,638 1,0   Distribution per unit (¥/\$) 3,066 3,047 3,074 3,178 3,184    Distribution of retained earnings per unit (¥/\$)   Distribution in excess of retained earnings per unit (¥/\$)   Distribution in excess of retained earnings per unit (¥/\$)	Depreciation	4,424	4,442	4,549	4,635	4,668	44
Interest-bearing debt Net assets 150,000 150,000 150,000 159,800 159,800 159,800 1,000 159,800 1,000 159,800 1,000 159,800 1,000 159,800 1,000 159,800 1,000 1,000 159,800 1,000 1,000 159,800 1,000 1	Capital expenditures	1,398	416	605	875	824	7
Interest-bearing debt Net assets 150,000 150,000 150,000 159,800 159,800 159,800 1,000 159,800 1,000 159,800 1,000 159,800 1,000 159,800 1,000 159,800 1,000 1,000 159,800 1,000 1,000 159,800 1,000 1	Total assets	362,296	362,417	375,594	385,778	386,530	3,699
Unitholders' capital (Note 6)	Interest-bearing debt						1,529
Total number of investment units issued and outstanding (Units)  FFO per unit (\(\frac{1}{2}\)\) \(\frac{1}{2}\) \(\frac{5}{485}\) \(\frac{5}{589}\) \(\frac{5}{502}\) \(\frac{5}{652}\) \(\frac{5}{676}\) \(\text{Net assets per unit (\(\frac{1}{2}\)\)}\) \(\frac{1}{2}\) \	Net assets	198,019	198,062	210,801	210,996	211,008	2,019
and outstanding (Units)  FFO per unit (¥/\$) (Note 2)  FFO per unit (¥/\$) (Note 2)  Net assets per unit (¥/\$)  Distribution per unit (¥/\$)  Distribution of retained earnings per unit (¥/\$)  Distribution in excess of retained earnings per unit (¥/\$)  Distribution in excess of retained earnings per unit (¥/\$)  Distribution in excess of retained earnings per unit (¥/\$)	Unitholders' capital (Note 6)	¥192,172	¥192,172	¥204,568	¥204,568	¥204,568	\$1,957
Net assets per unit (¥/\$) 111,413 111,437 112,528 112,632 112,638 1,000		1,777,347	1,777,347	1,873,317	1,873,317	1,873,317	
Distribution per unit (¥/\$) 3,066 3,047 3,074 3,178 3,184  Distribution of retained earnings per unit (¥/\$) 3,066 3,047 3,074 3,178 3,184  Distribution in excess of retained earnings per unit (¥/\$) — — — — — — — — — — — — — — — — — — —	FFO per unit (¥/\$) (Note 2)	5,485	5,589	5,502	5,652	5,676	54
Distribution of retained earnings per unit (¥/\$)  Distribution in excess of retained earnings per unit (¥/\$)  and the state of the stat	Net assets per unit (¥/\$)	111,413	111,437	112,528	112,632	112,638	1,078
(¥/\$)       3,060       3,047       3,074       3,178       3,184         Distribution in excess of retained earnings per unit (¥/\$)	Distribution per unit (¥/\$)	3,066	3,047	3,074	3,178	3,184	30
earnings per unit (¥/\$)		3,066	3,047	3,074	3,178	3,184	30
		_	_	_	_	_	_
Payout ratio (%) (Note 2) 102.3 98.6 100.0 100.0 100.0	Payout ratio (%) (Note 2)	102.3	98.6	100.0	100.0	100.0	
Return on assets (ROA) (%) (Note 2) 1.5 1.5 1.6 1.6 1.5	Return on assets (ROA) (%) (Note 2)	1.5	1.5	1.6	1.6	1.5	
Return on equity (ROE) (%) (Note 2) 2.7 2.8 2.8 2.8 2.8							
Equity ratio (%) (Note 2) 54.7 54.6							
Loan to value (LTV) (%) (Note 2) 44.9 43.5 44.9 44.8							
Number of days in the period (Note 3) 184 181 184 182 184							
Number of investment properties (Note 5) 40 40 41 42 43	Number of investment properties (Note 5)	40	40	41	42	43	
Total leasable area (m²) (Note 5) 3,430,516 3,430,516 3,530,537 3,597,112 3,658,461							
Occupancy rate (%) (Note 2, 5) 100 100 100 100 100							

Notes: 1. Operating revenues do not include consumption tax.

- 2. Calculations used above are as follows:
  - NOI from property leasing: Revenues related to real estate leasing business Expenses related to real estate leasing business + Depreciation
  - FFO: Net income (excluding Gain or Loss on sale of investment properties) + Depreciation
  - Ratio of FFO to total cash distributions: Total cash distributions (including distribution in excess of retained earnings) ÷ FFO × 100
  - FFO per unit: FFO ÷ Total number of investment units issued and outstanding
  - Payout ratio: Distribution per unit (excluding distribution in excess of retained earnings) ÷ Net income per unit × 100. The payout ratio for the 14th Period was calculated as follows because of the issue of new investment units: Total cash distributions (excluding distribution in excess of retained earnings) ÷ Net income × 100
  - ROA: Income (loss) before income taxes / (Total assets at beginning of period + Total assets at end of period)  $\div$  2 × 100
  - ullet ROE: Net income (loss) / (Net assets at beginning of period + Net assets at end of period)  $\div$  2  $\times$  100
  - $\bullet$  Equity ratio: Net assets at end of period  $\div$  Total assets at end of period  $\times$  100

- LTV: (Interest-bearing debt + Tenant leasehold and security deposits) ÷ Total assets × 100
- Occupancy rate: Total leased area ÷ Total leasable area at the end of the period. The occupancy rate is 100 percent as of January 31, 2021 because AEON REIT operated all properties under master lease agreements.
- 3. Number of days in the period refers to the number of days of actual asset management.
- 4. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥104.48 to \$1, the approximate rate of exchange at January 29, 2021.
- 5. The figure includes AEON MALL SEREMBAN 2 that AEON REIT owns through the Overseas SPC.
- 6. The figure represents the net value obtained by subtracting the deduction from unitholders' capital.

#### Operations and Results

#### (1) Overview

AEON REIT was established on November 30, 2012 in accordance with the Act on Investment Trusts and Investment Corporations (Act No. 198 of 1951, as amended; hereinafter, the "Investment Trusts Act"), with AEON Reit Management Co., Ltd. (hereinafter, the "Asset Manager") serving as the organizer. AEON REIT was listed on the Real Estate Investment Trust Securities Market (J-REIT market) of the Tokyo Stock Exchange (securities code: 3292) on November 22, 2013.

In the fiscal period under review (16th fiscal period), AEON REIT acquired AEON Ueda Shopping Center (acquisition price: ¥5,350 million) in October 2020 by utilizing cash on hand.

The real estate held by AEON REIT as of January 31, 2021 totaled 43 properties in Japan and overseas, including AEON MALL SEREMBAN 2 it owns through an overseas real estate holding corporation established in Malaysia (hereinafter, the "Overseas SPC"), with a total acquisition price of ¥395,535 million. Total leasable area is 3,658,461.85 m² and the occupancy rate of the entire portfolio is 100.0% as of the same date.

#### (2) Operating Environment and Performance

#### **Operating Environment**

In the fiscal period under review, the Japanese economy faced a severe situation, impacted by the novel coronavirus infection (COVID-19). It is currently picking up, however, with the real GDP growth rate (first preliminary estimates) for October - December 2020 increasing 3.0% quarter on quarter, backed by the recovery in consumer spending thanks to the "Go To" campaigns of the government and an increase in exports mainly for the U.S. and China. On the other hand, the outlook still remains uncertain, with the government again declaring a state of emergency in January 2021.

The real estate investment market as a whole was stagnant in the first half of 2020 under the impact of COVID-19, but remained at the similar level as the previous year for the full year due to continued monetary easing and certain asset types staying in good shape, among other factors. Accordingly, it should become even more important going forward to discern the profitability of individual properties and timeliness of transactions.

In the J-REIT market, the Tokyo Stock Exchange (TSE) REIT Index had remained lower than the same period of the previous year, partly due to the impact of COVID-19. However, with monetary easing underway, the Index recovered to 1,846.41 points at the end of the fiscal period under review (based on closing price).

#### Performance

Under these conditions, AEON REIT and the Asset Manager steadily promoted external growth by newly acquiring a property, utilizing cash on hand. With the acquisition of AEON Ueda Shopping Center (acquisition price: ¥5,350 million) in October 2020, AEON REIT expanded its portfolio size to ¥395.5 billion.

With regard to internal growth, AEON REIT conducted work at AEON MALL Nogata, AEON MALL Sapporo Hiraoka and AEON MALL Shimotsuma to change the material of smoke barriers used to suppress smoke

diffusion in the case of a fire from glass to incombustible film, thereby achieving upward revision of rents for these three properties. The replacement will keep damage from falling smoke barriers in times of disaster to a minimum and effectively allow for prompt restoration. Given such, AEON REIT has continued its endeavors on disaster prevention and mitigation.

#### Financing

In the fiscal period under review, AEON REIT conducted debt financing of ¥18,000 million, ¥4,000 million, ¥4,800 million and ¥5,000 million (¥31,800 million in total) to fund the refinance of borrowings of ¥31,800 million maturing on October 20, 2020. Of the ¥18,000 million, AEON REIT made early repayment on December 21, 2020, using the proceeds from issuing the 7th Series Unsecured Investment Corporation Bonds (ranking pari passu only among investment corporation bonds; total issue amount of ¥18,000 million) for individual investors on December 4, 2020 and combining with some cash on hand.

As of January 31, 2021, AEON REIT had a balance of interest-bearing debt totaling ¥159,800 million, remaining unchanged from July 31, 2020, with the LTV ratio (the ratio of the balance of interest-bearing debt plus tenant leasehold and security deposits and tenant leasehold and security deposits in trust to total assets held by AEON REIT) standing at 44.8%.

The ratio of long-term interest-bearing debt (the ratio of long-term interest-bearing debt (including the current portion of long-term loans payable) to total interest-bearing debt) was 100.0% as of January 31, 2021. The ratio of fixed-rate debt (the ratio of interest-bearing debt with fixed interest payment (including interest-bearing debt with interest fixed through swaps) to total interest-bearing debt) was 100.0% as of the same date. Together with the abovementioned LTV, these figures indicate that AEON REIT has maintained a sound and conservative financial structure. AEON REIT works to diversify the repayment dates and extend maturities of interest-bearing debt with an aim to further reinforce its financial base.

As of January 31, 2021, AEON REIT had the following credit rating.

Credit Rating Agency	Rating type	Credit Rating	Outlook
Japan Credit Rating Agency, Ltd.	Long-term issuer credit rating	AA-	Stable

#### Initiatives on sustainability

AEON REIT is making endeavors for Environment, Social, and Governance (ESG) awareness. It works to reduce environmental burden and coordinate and cooperate with its stakeholders in pursuit of realizing a sustainable society as its corporate social responsibility.

As a result, the endeavors were recognized by external institutions. In the 16th fiscal period ended January 2021, AEON REIT obtained "Green Star" in the GRESB (Global Real Estate Sustainability Benchmark) Real Estate Assessment in November 2020, marking the fifth consecutive year of recognition with the highest ranking. In the GRESB survey conducted in 2020, AEON REIT also received "Five Star," which is given only to high ranking entities on the overall score, for the first time.

In January 2021, AEON REIT obtained DBJ Green Building Certification for five properties (first obtainment for three properties and re obtainment for two properties). As of the end of the 16th fiscal period (January 31, 2021), AEON REIT has obtained the DBJ Green Building Certification for 22 properties, BELS certification for 1 property, and CASBEE Certification for Buildings for 4 properties. In addition, AEON REIT issued sustainability bonds in the fiscal period under review, the first such arrangement for it.

On top of these, the Asset Manager was certified by the CERTIFIED 2021 Health & Productivity Management Outstanding Organizations Recognition Program (for SMEs) in March 2021. Going forward, both AEON REIT and the Asset Manager will continue to take initiatives on ESG issues in a proactive manner.

#### Results and Cash Distribution

As a result of the above operations, AEON REIT posted operating revenue of ¥17,701 million, operating income of ¥6,802 million, ordinary income of ¥5,965 million, and net income of ¥5,965 million for the 16th fiscal period ended January 31, 2021.

As for cash distribution for the 16th fiscal period, distribution per unit came to ¥3,184.

AEON REIT will not pay the portion in excess of the amount of profit defined in Article 35, Paragraph 2 of the Articles of Incorporation of AEON REIT.

#### Distribution Information

Pursuant to the policy for cash distribution set forth in Article 35, paragraph 1 of the Articles of Incorporation of AEON REIT, distributions shall be limited to the amount within profits, and also the amount of earnings in excess of an amount equivalent to ninety hundredths (90/100) of distributable profits, as stipulated in Article 67- 15 of the Act on Special Measures Concerning Taxation. In consideration of this policy, AEON REIT will pay distributions of profits at the total amount of ¥5,964,641,328, which is the amount that does not exceed the unappropriated retained earnings (¥5,965,827,712) and is the greatest value among integral multiples of 1,873,317, which is the total number of investment units issued and outstanding; provided, however, that AEON REIT will not pay the portion of the amount that exceeds the profits defined in Article 35, paragraph 2 of the Articles of Incorporation of AEON REIT.

		Thousands	of yen (Except pe	r unit data)					
	12th Period August 1, 2018 to January 31, 2019	13th Period February 1, 2019 to July 31, 2019	14th Period August 1, 2019 to January 31, 2020	15th Period February 1, 2020 to July 31, 2020	16th Period August 1, 2020 to January 31, 2021				
Unappropriated retained earnings (undisposed loss)	¥5,327,579	¥5,492,445	¥5,758,754	¥5,953,869	¥5,965,827				
Appropriations to reserves	398,233	474,782	474,574	474,865	475,583				
Total cash distributions	5,449,345	5,415,576	5,758,576	5,953,401	5,964,641				
(Distribution per unit)	(3,066)	(3,047)	(3,074)	(3,178)	(3,184)				
Distribution of retained earnings	5,449,345	5,415,576	5,758,576	5,953,401	5,964,641				
(Distribution of retained earnings per unit)	(3,066)	(3,047)	(3,074)	(3,178)	(3,184)				
Return of capital	_	_	_	_	_				
(Return of capital per unit)	(—)	(—)	(—)	(—)	(-)				
Distribution from reserve for temporary difference adjustments included in return of capital (Distribution per unit from reserve for temporary difference adjustments included in return of capital per unit)	— (—)	(—)	— (—)	(—)	- (-)				
Distribution reducing unitholders' capital for tax purposes included in return of capital (Distribution reducing unitholders' capital included in return of capital per unit)	— (—)	— (—)	— (—)	— (—)	_ (_)				

#### **Equity Finance**

Changes in unitholders' capital and total investment units issued and outstanding of AEON REIT in the last five years through the date of this document are as follows.

Date	Summary	Total Investme and Outs (Un	standing	Unitholder (Millions o	Remarks	
		Increase Balance		Increase	crease Balance	
September 14, 2016	Capital reduction without compensation		1,309,467	(1,626)	141,369	(Note 2)
September 14, 2016	Cash distribution in excess of retained earnings (return of capital to unitholders)		1,309,467	(1,898)	139,470	(Note 3)
February 22, 2017	Public offering	310,900	1,620,367	35,767	175,238	(Note 4)
March 14, 2017	Third-party allotment	15,545	1,635,912	1,788	177,026	(Note 5)
September 27, 2017	Public offering	134,700	1,770,612	14,424	191,451	(Note 6)
October 24, 2017	Third-party allotment	6,735	1,777,347	721	192,172	(Note 7)
September 3, 2019	Public offering	91,400	1,868,747	11,805	203,977	(Note 8)
October 1, 2019	Third-party allotment	4,570	1,873,317	590	204,568	(Note 9)

Notes: 1. The figure represents the net value obtained by subtracting the deduction from unitholders' capital.

- 2. The undisposed loss of ¥1,626,970 thousand that was recorded in the 7th fiscal period ended July 31, 2016 has been eliminated as AEON REIT implemented a capital reduction without compensation (deducting the amount from unitholders' capital), as set forth in Article 136-2 of the Investment Trusts Act.
- 3. AEON REIT made a resolution at its Board of Directors meeting held on September 14, 2016 to make cash distribution in excess of retained earnings (¥1,450 per unit) (return of unitholders' capital that corresponds to distribution through capital reduction under Japanese tax laws) as cash distribution for the 7th fiscal period. Payment started on October 14, 2016.
- 4. Public offering of new investment units for ¥118,950 per unit (excluding underwriting fee: ¥115,046 per unit) for the purpose of procuring funds for new property acquisitions.
- 5. Third-party allotment of new investment units for ¥115,046 per unit in conjunction with the public offering and capital increase.
- 6. Public offering of new investment units for ¥110,662 per unit (excluding underwriting fee: ¥107,086 per unit) for the purpose of procuring funds for new property acquisitions.
- 7. Third-party allotment of new investment units for ¥107,086 per unit in conjunction with the public offering and capital increase.
- 8. Public offering of new investment units for ¥133,477 per unit (excluding underwriting fee: ¥129,164 per unit) for the purpose of procuring funds for new property acquisitions.
- 9. Third-party allotment of new investment units for ¥129,164 per unit in conjunction with the public offering and capital increase.

#### Historical Unit Price

Our investment units are listed on the Real Estate Investment Trust Securities Market of the Tokyo Stock Exchange. Highest and lowest closing prices by period are as follows.

(Yen)

	12th Period August 1, 2018 to January 31, 2019	13th Period February 1, 2019 to July 31, 2019	14th Period August 1, 2019 to January 31, 2020	15th Period February 1, 2020 to July 31, 2020	16th Period August 1, 2020 to January 31, 2021
Highest	¥131,900	¥144,200	¥157,700	¥146,700	¥138,200
Lowest	116,800	125,900	134,000	69,600	106,200

#### Assets, Liabilities and Net Assets

Total assets as of January 31, 2021 increased ¥751 million from July 31, 2020 to ¥386,530 million. While current assets decreased ¥943 million, total property and equipment increased ¥1,561 million to ¥299,221 million mainly due to property acquisition.

Current liabilities decreased ¥11,960 million from July 31, 2020 to ¥21,327 million, mainly due to lack of short-term loans payable, while non-current liabilities increased by ¥12,700 million to ¥154,194 million mainly due to issuance of new investment corporation bonds (sustainability bonds).

AEON REIT had no short-term loans payable as of January 31, 2021. Current portion of long-term loans payable totaled ¥19,100 million and long-term loans payable totaled ¥89,700 million (including ¥3,300 million in green finance) as of the same date, with investment corporation bonds standing at ¥51,000 million.

Consequently, interest-bearing debt as of January 31, 2021 totaled ¥159,800 million, remaining unchanged from July 31, 2020. Tenant leasehold and security deposits in trust were ¥13,492 million, the same amount as of the end of the previous fiscal period.

Net assets increased ¥11 million from July 31, 2020 to ¥211,008 million as a result of an increase in unappropriated retained earnings.

#### Significant Events after the Balance Sheet Date

Not applicable

# Borrowings

Loans by lender as of January 31, 2021 are as follows.

# Short-Term Loans Payable

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Mizuho Bank, Ltd.	February 3, 2020	3,300	_		October 20, 2020		(Note 3)	
Sumitomo Mitsui Banking Corporation		3,300	_	0.28949		Bullet repayment		Unsecured
Sumitomo Mitsui Trust Bank, Limited		3,200	_					unguaran- teed
Subtotal	_	¥9,800	_	_	_	_	_	_

## Current Portion of Long-Term Loans Payable

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Mizuho Bank, Ltd.		4,000	_					
Sumitomo Mitsui Banking Corporation		4,000	_					
Sumitomo Mitsui Trust Bank, Limited		4,000	_					
MUFG Bank, Ltd.	1	4,000	_	4.47050	0	D II .		Unsecured
Development Bank of Japan Inc.	November 25, 2013	2,000	_	1.17250 (Note 2)	October 20, 2020	Bullet repayment	(Note 3)	and unguaran- teed
The Norinchukin Bank		1,000	_					
The Mie Bank, Ltd.		1,000	_					
Mizuho Trust & Banking Co., Ltd.		1,000	_					
Resona Bank, Ltd.		1,000	_					
MUFG Bank, Ltd.		_	1,000					
The Norinchukin Bank		_	900					
Mizuho Trust & Banking Co., Ltd.		_	500					
Resona Bank, Ltd.		_	500					Unsecured
Development Bank of Japan Inc.	February 27, 2015	_	500	0.88915 (Note 2)	October 20, 2021	Bullet repayment	(Note 3)	and unguaran-
Mizuho Bank, Ltd.		_	200					teed
Sumitomo Mitsui Banking Corporation		_	200					
Sumitomo Mitsui Trust Bank, Limited		_	200					

					1	1		1
MUFG Bank, Ltd.		_	1,200					
Mizuho Bank, Ltd.		_	700					
Sumitomo Mitsui Banking Corporation		_	700					
Sumitomo Mitsui Trust Bank, Limited		_	700					
Mizuho Trust & Banking Co., Ltd.	March	_	600	0.35125	October	Bullet		Unsecured
The Norinchukin Bank	29, 2016	_	500	(Note 2)	20, 2021	repayment	(Note 3)	unguaran-
Resona Bank, Ltd.		_	400					teed
The Mie Bank, Ltd.		_	300					
The Hyakugo Bank, Ltd.		_	300					
The 77 Bank, Ltd.		_	300					
The Hiroshima Bank, Ltd.		_	300					
MUFG Bank, Ltd.		_	1,300					
Mizuho Bank, Ltd.		_	1,100					
Sumitomo Mitsui Banking Corporation		_	900					Unsecured
Sumitomo Mitsui Trust Bank, Limited		_	900					
The Norinchukin Bank	March	_	700	0.43200	October	Bullet	(Note 4)	and
Development Bank of Japan Inc.	28, 2017	_	400	(Note 2)	20, 2021	repayment		unguaran- teed
Mizuho Trust & Banking Co., Ltd.		_	300					
AEON BANK, LTD.		_	300					
Nippon Life Insurance Company		_	200					
Mizuho Bank, Ltd.		_	500					
The Norinchukin Bank		_	500					
The Gunma Bank, Ltd.	October 22, 2018		500					
The Yamaguchi Bank, Ltd.		_	500	0.37850	October	Bullet	(Note 4)	Unsecured and
MUFG Bank, Ltd.			400	(Note 2)	20, 2021	repayment		unguaran-
Sumitomo Mitsui Banking Corporation		_	300					teed
Mizuho Trust & Banking Co., Ltd.		_	300					
Subtotal	_	¥22,000	¥19,100	_	_	_		_

### Long-Term Loans Payable

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Mizuho Bank, Ltd.		1,000	1,000					
Sumitomo Mitsui Banking Corporation		1,000	1,000					Unsecured
The Mie Bank, Ltd.	November	1,000	1,000	1.76375 (Note 2)	October	Bullet	(Note 3)	and
MUFG Bank, Ltd.	25, 2013	1,000	1,000	(11010 2)	20, 2023	repayment		unguaran- teed
Sumitomo Mitsui Trust Bank, Limited		1,000	1,000					1000
MUFG Bank, Ltd.		1,000	_					
The Norinchukin Bank	]	900	_					
Mizuho Trust & Banking Co., Ltd.		500	_					
Resona Bank, Ltd.	]	500	_					Unsecured
Development Bank of Japan Inc.	February 27, 2015	500	_	0.88915 (Note 2)	October 20, 2021	Bullet repayment	(Note 3)	and unguaran-
Mizuho Bank, Ltd.		200	_					teed
Sumitomo Mitsui Banking Corporation		200	_					
Sumitomo Mitsui Trust Bank, Limited		200	_					
Mizuho Bank, Ltd.		1,300	1,300					
Sumitomo Mitsui Banking Corporation		1,000	1,000					Unsecured
Sumitomo Mitsui Trust Bank, Limited	February 27, 2015	1,000	1,000	1.40390 (Note 2)	October 21, 2024	Bullet repayment	(Note 3)	and unguar- anteed
MUFG Bank, Ltd.		900	900					
The Mie Bank, Ltd.		300	300					
Mizuho Bank, Ltd.	February	600	600	1.40730	October	Bullet	(Note 3)	Unsecured and
Sumitomo Mitsui Trust Bank, Limited	29, 2016	400	400	(Note 2)	20, 2027	repayment	(11010 0)	unguaran- teed
MUFG Bank, Ltd.		1,200	_					
Mizuho Bank, Ltd.		700	_					
Sumitomo Mitsui Banking Corporation		700	_					
Sumitomo Mitsui Trust Bank, Limited		700	_					
Mizuho Trust & Banking Co., Ltd.	March	600	_	0.35125	October	Bullet	(Note 3)	Unsecured and
The Norinchukin Bank	29, 2016	500	_	(Note 2)	20, 2021	repayment		unguaran-
Resona Bank, Ltd.		400	_					teed
The Mie Bank, Ltd.		300	_					
The Hyakugo Bank, Ltd.		300						
The 77 Bank, Ltd.		300	_					
The Hiroshima Bank, Ltd.		300	_					

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
MUFG Bank, Ltd.		1,300	1,300					
Mizuho Bank, Ltd.		900	900					
Sumitomo Mitsui Banking Corporation		900	900					
Sumitomo Mitsui Trust Bank, Limited	March	700	700	0.54100	October	Bullet	(Note 3)	Unsecured and
Development Bank of Japan Inc.	29, 2016	600	600	(Note 2)	20, 2022	repayment		unguaran- teed
The Norinchukin Bank		500	500					
Mizuho Trust & Banking Co., Ltd.		500	500					
AEON BANK, LTD.		400	400					
Mizuho Bank, Ltd.		1,500	1,500					
Sumitomo Mitsui Banking Corporation		1,500	1,500					Unsecured
Sumitomo Mitsui Trust Bank, Limited	May 31, 2016	1,500	1,500	0.99100 (Note 2)	October 20, 2025	Bullet repayment	(Note 3)	and unguaran-
MUFG Bank, Ltd.		1,500	1,500					teed
AEON BANK, LTD.		300	300					
The Mie Bank, Ltd.		300	300					
MUFG Bank, Ltd.		1,000	1,000					
Mizuho Bank, Ltd.		800	800					
Sumitomo Mitsui Banking Corporation		600 600						
Sumitomo Mitsui Trust Bank, Limited	October	500	500	0.48750	October	Bullet	(Note 4)	Unsecured and
The Norinchukin Bank	20, 2016	500	500	(Note 2)	20, 2022	repayment		unguaran-
Mizuho Trust & Banking Co., Ltd.		500	500					teed
Resona Bank, Ltd.		400	400					
The Hyakugo Bank, Ltd.		300	300					
AEON BANK, LTD.		200	200					
Nippon Life Insurance Company		500	500					Unsecured
Meiji Yasuda Life Insurance Company	October 20, 2016	500	500	0.55000	October 20, 2022	Bullet repayment	(Note 4)	and unguaran-
The Hiroshima Bank, Ltd.		200	200					teed
MUFG Bank, Ltd.		1,500	1,500					
Mizuho Bank, Ltd.		900	900					
Sumitomo Mitsui Banking Corporation		900	900					
Mizuho Trust & Banking Co., Ltd.	October	900	900	0.61275	October	Dullet		Unsecured
Sumitomo Mitsui Trust Bank, Limited	20, 2016		20, 2023	Bullet repayment	(Note 4)	and unguaran- teed		
The Norinchukin Bank		700	700					iccu
Resona Bank, Ltd.		400	400					
Development Bank of Japan Inc.		400	400					
AEON BANK, LTD.		200	200					

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Mizuho Bank, Ltd.		900	900					
Sumitomo Mitsui		700	700					Unsecured
Banking Corporation	October	700	700	0.87250	October	Bullet	(Note 4)	and
Sumitomo Mitsui Trust Bank, Limited	20, 2016	600	600	(Note 2)	20, 2025	repayment		unguaran- teed
MUFG Bank, Ltd.		500	500					
Mizuho Bank, Ltd.		1,000	1,000					
Sumitomo Mitsui Banking Corporation		1,000	1,000					Unsecured
Sumitomo Mitsui Trust Bank, Limited	October 20, 2016	800	800	1.00300 (Note 2)	October 20, 2026	Bullet repayment	(Note 4)	and unguaran-
MUFG Bank, Ltd.		800	800					teed
The Mie Bank, Ltd.		300	300					
AEON BANK, LTD.		200	200					
MUFG Bank, Ltd.		1,300	_					
Mizuho Bank, Ltd.		1,100	_					
Sumitomo Mitsui Banking Corporation		900	_					
Sumitomo Mitsui Trust Bank, Limited		900	_					Unsecured
The Norinchukin Bank	March	700	_	0.43200	October	Bullet	(Note 4)	and
Development Bank of Japan Inc.	28, 2017	400	_	(Note 2)	20, 2021	repayment		unguaran- teed
Mizuho Trust & Banking Co., Ltd.		300	_					
AEON BANK, LTD.		300	_					
Nippon Life Insurance Company		200	_					
Mizuho Bank, Ltd.		1,400	1,400					
Sumitomo Mitsui Banking Corporation		1,200	1,200					
Sumitomo Mitsui Trust Bank, Limited	March	900	900	0.52800	October	Bullet	(Note 4)	Unsecured and
Shinsei Bank, Limited	28, 2017	800	800	(Note 2)	20, 2022	repayment		unguaran-
The Daisan Bank, Ltd.		500	500					teed
The Hyakugo Bank, Ltd.		300	300					
MUFG Bank, Ltd.		100	100					
MUFG Bank, Ltd.		1,300	1,300					
Mizuho Bank, Ltd.		1,100	1,100					
Sumitomo Mitsui Banking Corporation		900	900					
Sumitomo Mitsui Trust Bank, Limited		800	800					
Development Bank of Japan Inc.	March	700	700	0.83800	October	Bullet	(Note 4)	Unsecured and
The Norinchukin Bank	28, 2017	500	500	(Note 2)	21, 2024	repayment		unguaran-
Shinsei Bank, Limited		500	500					teed
Mizuho Trust & Banking Co., Ltd.		400	400					
AEON BANK, LTD.		300	300					
Nippon Life Insurance Company		300	300					

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Mizuho Bank, Ltd.		800	800					
Sumitomo Mitsui Banking Corporation		800	800					
Sumitomo Mitsui Trust Bank, Limited	March	800	800	1.09710	October	Bullet		Unsecured
Meiji Yasuda Life Insurance Company	28, 2017	800	800	(Note 2)	20, 2026	repayment	(Note 4)	unguaran- teed
MUFG Bank, Ltd.		700	700					
The Mie Bank, Ltd.		600	600					
AEON BANK, LTD.		500	500					
The Hiroshima Bank, Ltd.	March 28, 2017	200	200	0.63000	October 20, 2022	Bullet repayment	(Note 4)	Unsecured and unguaran- teed
Mizuho Bank, Ltd.		1,200	1,200					
Sumitomo Mitsui Banking Corporation		800	800					Unsecured
Sumitomo Mitsui Trust Bank, Limited	December 27, 2017	800	800	0.52270 (Note 2)		Bullet repayment	(Note 4)	and unguaran- teed
The Juroku Bank, Ltd.		300	300					leeu
Momiji Bank, Ltd.		300	300					
The Hiroshima Bank, Ltd.	December 27, 2017	300	300	0.60000	October 20, 2023	Bullet repayment	(Note 4)	Unsecured and unguaran- teed
Mizuho Bank, Ltd.		500	_					
The Norinchukin Bank		500	_					
The Gunma Bank, Ltd.		500	_					
The Yamaguchi Bank, Ltd.	October	500	_	0.37850	October	Bullet	(Note 4)	Unsecured and
MUFG Bank, Ltd.	22, 2018	400	_	(Note 2)	20, 2021	repayment		unguaran-
Sumitomo Mitsui Banking Corporation		300	_					teed
Mizuho Trust & Banking Co., Ltd.		300	_					
The Hyakugo Bank, Ltd.		900	900					
MUFG Bank, Ltd.		800	800					
Mizuho Bank, Ltd.		500	500					
The Norinchukin Bank		500	500					Unsecured
AEON BANK, LTD.	October	500	500	0.59700	October	Bullet	(A) **	and
Resona Bank, Ltd.	22, 2018	400	400	(Note 2) 20, 2023	repayment	(Note 4)	unguaran-	
The 77 Bank, Ltd.		400	400				teed	
Sumitomo Mitsui Banking Corporation		300	300					
Mizuho Trust & Banking Co., Ltd.		300	300					
The Hiroshima Bank, Ltd.	October 22, 2018	400	400	0.64000	October 20, 2023	Bullet repayment	(Note 4)	Unsecured and unguaran- teed

					1	1		
Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Mizuho Bank, Ltd.		900	900					
MUFG Bank, Ltd.		800	800					
Sumitomo Mitsui Banking Corporation		500	500					Unsecured
Sumitomo Mitsui Trust Bank, Limited	October 22, 2018	500	500	0.85100 (Note 2)	October 20, 2025	Bullet repayment	(Note 4)	and unguaran-
The Norinchukin Bank		500	500					teed
Mizuho Trust & Banking		400	400					
Co., Ltd.								
AEON BANK, LTD.		400	400					
The Chiba Bank, Ltd.	October 21, 2019	300	300	0.21500 (Note 2)	October 20, 2022	Bullet repayment	(Note 4)	Unsecured and unguaran- teed
Mizuho Bank, Ltd.		_	1,100					
Sumitomo Mitsui		_	800					
Banking Corporation			000					
Sumitomo Mitsui Trust Bank, Limited	Ostobor	_	800	0.25000	Ostobor	Dullat		Unsecured
MUFG Bank, Ltd.	October 20, 2020		800	0.35900 (Note 2)	October 21, 2024	Bullet repayment	(Note 4)	and unguaran-
Mizuho Trust & Banking	20, 2020		800		21,2021	Topaymont		teed
Co., Ltd.		_	300					
Development Bank of Japan Inc.		_	200					
Mizuho Bank, Ltd.		_	1,200					
Sumitomo Mitsui			900					
Banking Corporation			300					
Sumitomo Mitsui Trust		_	900					Unsecured
Bank, Limited	October			0.51400	October	Bullet	(Note 4)	and
MUFG Bank, Ltd.	20, 2020	_	900	(Note 2)	20, 2026	repayment		unguaran-
The Norinchukin Bank		_	300					teed
Development Bank of Japan Inc.		_	300					
The Mie Bank, Ltd.			300					
Mizuho Bank, Ltd.		_	800					
Sumitomo Mitsui								
Banking Corporation		_	800					
Sumitomo Mitsui Trust			800					
Bank, Limited		_	800					Unsecured
MUFG Bank, Ltd.	October 20, 2020	_	800	0.61400	October	Bullet	(Note 4)	and
Development Bank of		_	700	(Note 2)	20, 2027	repayment		unguaran-
Japan Inc.								teed
The Norinchukin Bank			400					
Mizuho Trust & Banking Co., Ltd.		_	400					
The Mie Bank, Ltd.			300					
Subtotal	_	¥91,700	¥ 86,400			_		

#### Long-Term Loans Payable (Green Finance)

Lender	Drawdown Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Average Interest Rate (Note 1) (%)	Repayment Date	Repayment Method	Use of Funds	Remarks
Sumitomo Mitsui Trust Bank, Limited (Trust unit)	October 21, 2019	3,300	3,300	0.21500 (Note 2)	October 20, 2022	Bullet repayment	(Note 5)	Unsecured and unguaran- teed
Subtotal	_	¥ 3,300	¥ 3,300	_	_	_	_	_
Total long-term loans	_	¥ 95,000	¥ 89,700	_	_	_	_	_
Total borrowings	_	¥126,800	¥108,800	_	_	_	_	_

Notes: 1. The average interest rate represents the weighted average of the interest rates of each loan agreement at period-end. For loans covered by interest rate swaps conducted to hedge the interest rate fluctuation risk, the weighted average reflecting the swaps is indicated.

- 2. Although these loans have variable interest rates, the interest payables have been fixed through interest rate swaps. Accordingly, the weighted average reflecting the swaps is indicated.
- 3. The loans are used for acquiring trust beneficiary rights in real estate.
- 4. The loans are used to partially fund refinancing of loans.
- 5. The loans are used to fund repayment of loans allocated for the acquisition of Green Qualified Assets.

  Furthermore, Green Qualified Assets refer to properties that meet either the Qualification criteria 1 or Qualification criteria 2 below. The same shall apply hereafter.
- Qualification criteria 1: Relevant properties have obtained or are expected to obtain any specified certification
- Qualification criteria 2: Real estate under management has undergone facility renovations aimed at making improvements that are beneficial from an environmental perspective, such as energy efficiency and water consumption performance

### Investment Corporation Bonds (as of January 31, 2021)

Bond	Issue Date	Balance at Beginning of Period (Millions of yen)	Balance at End of Period (Millions of yen)	Interest Rate (%)	Maturity Date	Redemption Method	Use of Funds	Remarks
1st unsecured investment corporation bonds	October 13, 2015	¥ 2,000	¥ 2,000	0.961	October 10, 2025	Bullet repayment (Note 1)	(Note 2)	Unsecured and unguaran- teed (Note 5)
2nd unsecured investment corporation bonds	October 19, 2016	1,000	1,000	0.470	October 20, 2026	Bullet repayment (Note 1)	(Note 2)	Unsecured and unguaran- teed (Note 5)
3rd unsecured investment corporation bonds	October 19, 2016	1,000	1,000	1.200	October 20, 2036	Bullet repayment (Note 1)	(Note 2)	Unsecured and unguaran- teed (Note 5)
4th unsecured investment corporation bonds	December 8, 2017	2,000	2,000	0.680	December 8, 2027	Bullet repayment (Note 1)	(Note 2)	Unsecured and unguaran- teed (Note 5)
5th unsecured investment corporation bonds	December 7, 2018	15,000	15,000	0.783	December 7, 2028	Bullet repayment (Note 1)	(Note 2)	Unsecured and unguaran- teed (Note 6)
6th unsecured investment corporation bonds (green bonds)	December 6, 2019	12,000	12,000	0.726	December 6, 2029	Bullet repayment (Note 1)	(Note 3)	Unsecured and unguaran- teed (Note 6)
7th unsecured investment corporation bonds (sustainability bonds)	December 4, 2020	_	18,000	0.992	December 4, 2030	Bullet repayment (Note 1)	(Note 4)	Unsecured and unguaran- teed (Note 6)
Total investment corporation bonds	_	¥33,000	¥51,000	_	_	_	_	_

Notes: 1. The Company is allowed to redeem the investment corporation bonds by purchase at any time on and after the day following the payment date, unless otherwise stipulated by the depository.

- 2. The funds are used for repayment of loans.
- 3. The funds are used for repayment of loans allocated for the acquisition of Green Qualified Assets.
- 4. The bonds are used to fund repayment of loans allocated for the acquisition of Sustainability Qualified Assets.

  Furthermore, Sustainability Qualified Assets refer to properties that meet both the Sustainability eligibility criteria 1 (Green Projects) and Sustainability eligibility criteria 2 (Social Projects) below.
- Sustainability eligibility criteria 1: Relevant properties that have obtained or are expected to obtain any predetermined certification
- Sustainability eligibility criteria 2: Projects that meet two or more items from (i) through (v) below and are deemed to contribute to realizing fulfilled lives of people and to local communities as life infrastructure assets of the local communities
- (i) Facilities that are sufficiently creating local employment
- (ii) Facilities that can supply necessary resources and evacuation spaces at the time of disaster, based on the disaster prevention agreements concluded with local governments
- (iii) Facilities that contribute to healthy and cultural lives of community people, with childcare facilities or medical facilities housed as tenants (iv) Facilities that serve as basic infrastructure for the daily lives of community people, with such public tenants as post offices housed (v) Facilities that offer barrier-free or gender-free facilities
- 5. The investment corporation bonds are equipped with pari passu clause among specified investment corporation bonds.
- 6. The investment corporation bonds are equipped with pari passu clause among investment corporation bonds.

## Short-Term Investment Corporation Bonds

None

## Acquisitions and Sales during the 16th Period

			isition	Sale				
Type of Assets	Property Name	Acquisition Date	Acquisition Price (Millions of yen) (Note)	Sale Date	Sale Price (Millions of yen) (Note)	Book Value (Millions of yen)	Gain or Loss on Sale (Millions of yen)	
Trust beneficiary rights in real estate	AEON Ueda Shopping Center	October 15, 2020	¥5,350	_	_	_	_	
Total	_	_	¥5,350	_	_	_	_	

Note: Acquisition price and sale price represent the amount (the sale and purchase price, etc., shown on the sale and purchase agreement, etc.) excluding expenses incurred on the acquisition or disposition of the real estate, etc. and the shares (commission, taxes and dues, etc.).

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### Capital Expenditures

#### **Planned Capital Expenditures**

The following table shows the major items of capital expenditures for renovation works, etc. (mainly those exceeding ¥30 million per renovation work) that AEON REIT currently plans to conduct for the properties it owned as of January 31, 2021. The planned work expenses include portions that will be expensed as incurred for accounting purposes.

Property Name (Location)	Purpose	Scheduled Period	Estimated Cost of Construction Works (Millions of yen)		
	·		Total Amount	Payment for the Period	Total Amount already Paid
AEON LakeTown mori (Koshigaya City, Saitama Pref.)	Work on exterior renewal	From July 2021 to October 2021	¥ 65	_	_
AEON LakeTown kaze (Koshigaya City, Saitama Pref.)	Renewal work for waterproofing	From April 2021 to June 2021	53	_	_
AEON MALL Mitouchihara (Mito City, Ibaraki Pref.)	Renewal of air-conditioning units	From October 2021 to November 2021	32	_	_
AEON MALL Ota	Renewal of air-conditioning units	From February 2021 to May 2021	123	_	_
(Ota City, Gunma Pref.)	Renewal of air-conditioning units	From August 2021 to November 2021	197	_	_
AEON Sagamihara Shopping Center (Sagamihara City, Kanagawa Pref.)	Renewal of air-conditioning units	From September 2021 to November 2021	162	_	_
	Renewal of air-conditioning units	From March 2021 to June 2021	66	_	_
	Replacement of extra-high-tension gas insulated switchgear No. 2	From February 2021 to May 2021	72	_	_
AEON MALL Suzuka	New installation of garbage storage	From April 2021 to June 2021	45	_	_
(Suzuka City, Mie Pref.)	Revitalization	From June 2021 to August 2021	81	_	_
	Renewal of hot/cold water generators	From October 2021 to October 2021	83	_	_
	Renewal of air-conditioning units	From October 2021 to October 2021	33	_	_
AEON MALL Hiezu (Saihaku County, Tottori Pref.)	Renewal of sanitary facilities in the East Building	From March 2021 to March 2021	32	_	_
AEON MALL Kurashiki (Kurashiki City, Okayama Pref.)	Renewal of air-conditioning units	From November 2020 to May 2021	265	_	_
AEON MALL Nogata (Nogata City, Fukuoka Pref.)	Renewal of air-conditioning units	From September 2021 to November 2021	122		
AEON MALL Kushiro-Showa (Kushiro City, Hokkaido Pref.)	Renewal of air-conditioning units	From May 2021 to October 2021	74	_	_

Property Name (Location)	Purpose	Scheduled Period	Estimated Cost of Construction Works (Millions of yen)		
, , , , ,			Total Amount	Payment for the Period	Total Amount already Paid
	Painting of exterior wall	From November 2020 to July 2021	332	_	_
AEON MALL Rifu	Renewal of sanitary facilities	From March 2021 to July 2021	57	_	_
(Miyagi County, Miyagi Pref.)	Parking lot waterproofing	From March 2021 to August 2021	297	_	_
	Work on fire shutters	From May 2021 to August 2021	48	_	_
AEON MALL Yokkaichi-Kita (Yokkaichi City, Mie Pref.)	Renewal of air-conditioning units	From March 2021 to May 2021	36	_	_
AEON MALL Oyama (Oyama City, Tochigi Pref.)	Renewal of air-conditioning units	From September 2021 to October 2021	38	_	_
AEON Chigasaki-Chuo Shopping Center (Chigasaki City, Kanagawa Pref.)	Exterior wall painting	From April 2021 to January 2022	360	_	_
AEON Ueda Shopping Center (Ueda City, Nagano Pref.)	Exterior wall painting	From April 2021 to November 2021	271	_	_

#### **Capital Expenditures during the 16th Period**

The following table shows the major items of capital expenditures (those exceeding ¥30 million per work) AEON REIT conducted during the 16th fiscal period for the properties it owned as of January 31, 2021. The capital expenditures for the 16th fiscal period amounted to ¥824 million. Combined with ¥656 million in repairs and maintenance that was classified as expenses AEON REIT conducted construction work of ¥1,481 million in total during the fiscal period.

Property Name (Location)	Purpose	Period	Cost of Construction Works (Millions of yen)
AEON MALL Sapporo-Hiraoka (Sapporo City, Hokkaido Pref.)	Installation of anti-smoke hanging walls	From November 2020 to December 2020	¥ 37
AEON MALL Kushiro-Showa (Kushiro City, Hokkaido Pref.)	Renewal of rooftop waterproofing	From April 2020 to September 2020	82
AEON MALL Shimotsuma (Shimotsuma City, Ibaraki Pref.)	Installation of anti-smoke hanging walls	From November 2020 to January 2021	36
AEON MALL Oyama (Oyama City, Tochigi Pref.)	Renewal of emergency power generators	From January 2021 to January 2021	30
AEON MALL Ota (Ota City, Gunma Pref.)	Renewal of air-conditioning units	From September 2020 to December 2020	173
AEON MALL Yokkaichi-Kita (Yokkaichi City, Mie Pref.)	Renewal of air-conditioning units	From October 2020 to November 2020	34
AEON MALL Nogata (Nogata City, Fukuoka Pref.)	Installation of anti-smoke hanging walls	From September 2020 to December 2020	82

#### **Additions to Reserves for Long-Term Renovations**

None

### Asset Management Expenses

(Thousands of yen)

	15th Period February 1, 2020 to July 31, 2020	16th Period August 1, 2020 to January 31, 2021
Asset management fees (Note)	¥794,124	¥ 815,802
Asset management fee I	503,845	523,152
Asset management fee II	290,279	292,650
Asset custody fees	19,891	19,910
Agent fees	56,469	57,971
Directors' remuneration	3,600	3,600
Other expenses	94,921	103,828
Total	¥969,007	¥1,001,112

Note: Asset management fees above do not include fees paid upon acquisition or disposition of real estate that are calculated based on the purchase or sale price. Real estate acquisition fees totaled ¥26,750 thousand in the 16th Period and ¥48,335 thousand in the 15th Period.

#### Transactions with Related Parties

#### (1) Purchase and Sale Transactions with Related Parties

Not applicable

#### (2) Leasing to Related Parties

Lessee	Total Rent Received (Millions of yen)	
AEON Retail Co., Ltd.	¥ 7,722	
AEON Mall Co., Ltd.	7,514	
AEON Hokkaido Corporation	677	
AEON KYUSHU Co., Ltd.	589	
The Daiei, Inc.	588	
AEON Global SCM Co., Ltd.	289	
AEON CO. (M) BHD. (Note 1)	20 (791 thousand RM)	
Total	¥17,402	

Notes: 1. The amount of total rent received is converted to Japanese yen using the exchange rate (the average exchange rate during the month prior to the transaction) at the time of the transaction.

2. "Related parties" are defined as related parties of the asset management companies under asset management agreement with AEON REIT as defined in Article 123 of Order for Enforcement of the Act on Investment Trusts and Investment Corporations, and Article 26, Section 27 of the Regulations regarding management reports of investment trusts and investment corporations set by The Investment Trusts Association, Japan. The same shall apply hereafter.

#### (3) Leasing from Related Parties

Lessor	Total Rent Paid (Millions of yen)
AEON Retail Co., Ltd.	¥1,176
AEON Mall Co., Ltd.	908
AEON Hokkaido Corporation	165
AEON KYUSHU Co., Ltd.	32
Total	¥2,282

#### (4) Fees Paid

Type of Fee Total Fees (A) (Thousands of yen)	Total Face (A)	Transactions with Related Parties		
	Recipient	Fees Paid (B) (Thousands of yen)	Share of Total Fees (B/A) (%)	
Management service fees	¥ 45,293	AEON DELIGHT CO., LTD.	¥ 9,204	20.3
Interest expenses	456,246	AEON BANK, LTD.	10,720	2.3
Insurance expenses	395,072	AEON INSURANCE SERVICE CO., LTD.	395,072	100.0

Notes: 1. The above table includes fees paid for transactions with related parties of the Asset Manager during the 16th Period.

- 2. In addition to the fees above, the amount paid to AEON DELIGHT CO., LTD. for repair work during the 16th Period was ¥384,416 thousand.
- 3. Interest expenses include financial fees, interests paid and accrued interests
- 4. Amounts do not include consumption taxes.

Information Required under Article 22(2)(d) of the EU Alternative Investment Fund Managers Directive (AIFMD)

(1) Material Changes in Information Listed in Article 23 of AIFMD during the Financial Period Covered by the Report (Six-month fiscal period ended January 31, 2021)

None

#### Risk Factors

An investment in our units involves significant risks. The principal risks with respect to investment in AEON REIT are as follows.

#### **Property and Business Risks**

- Any adverse conditions in Japan's retail industry or the Japanese economy could adversely affect us.
- We are dependent on the AEON Group for substantially all of our rental income; therefore, our financial condition and ability to make distributions may be adversely affected by lease terminations by, the bankruptcy or insolvency of, or a downturn in the business of the AEON Group.
- Our reliance on the Sponsor and other AEON Group companies could have a material adverse effect on our business.
- There are potential conflicts of interest between us and certain AEON Group companies, including the Asset Manager.
- As the first J-REIT to hold a property outside of Japan, we are subject to uncertainties to which other J-REITs may not be subject, which may make it difficult to evaluate our prospects.
- We may not be able to acquire properties to execute our growth and investment strategy in a manner that is accretive to earnings.
- Illiquidity in the real estate market may limit our ability to grow or adjust our portfolio and our master lease agreements could make our investments more illiquid.
- The past experience of the AEON Group in the Japanese real estate market is not an indicator or guarantee of our future results.
- The high concentration of retail properties in our portfolio may entail special risks not shared by J-REITs that invest in a more diversified range of real estate or real estate-related assets.
- Any inability to obtain financing for future acquisitions could adversely affect the growth of our portfolio.

- Liquidity and other limitations on our activities under debt financing arrangements may adversely affect our business, financial condition and results of operations.
- Increases in prevailing market interest rates may increase our interest expense and may result in a decline in the market price of our units.
- A high LTV ratio may increase our exposure to changes in interest rates and have a material adverse effect on our business, financial condition and results of operations.
- We may suffer impairment losses relating to our properties.
- Decreases in master lessees' leasehold deposits and/or security deposits may increase our funding costs.
- Any property defect may adversely affect our business, financial condition and results of operations.
- We may suffer large losses in the case of a natural or man-made disaster.
- We rely on expert appraisals and engineering, environmental and seismic reports, which are subject to significant uncertainties.
- We rely on industry and market data that are subject to significant uncertainties.
- We rely on third parties to evaluate the compliance of properties that we own or may acquire with building codes and earthquake standards, and we may suffer significant costs or incur sizable liabilities if any non-compliance is subsequently discovered.
- The environmental assessments of our properties made prior to our ownership may not uncover all environmental liabilities, and Japanese laws subject property owners to strict environmental liabilities.
- Entering into forward commitment contracts or contracts to purchase properties under development may expose us to contractual penalties and market risks.
- Unitholders have limited control over changes in our investment policies.
- Our success depends on the performance of service providers to which we are required to assign various key functions.
- Our performance depends on the efforts of key personnel of the Asset Manager.
- J-REITs and their asset managers are subject to tight supervision by the regulatory authorities.
- The Malaysian ringgit may be subject to exchange controls.
- The Asset Manager has limited experience in operating a J-REIT.

#### **Taxation Risks**

- Our failure to satisfy a complex series of requirements pursuant to Japanese tax regulations would disqualify us from certain taxation benefits and significantly reduce our cash distributions to our unitholders.
- If the Japanese tax authorities disagree with the interpretations of the Japanese tax laws and regulations we used for prior periods, we may be forced to pay additional taxes for those periods.
- We may not be able to benefit from reductions in certain transfer taxes enjoyed by gualified J-REITs.
- Changes in Japanese tax laws may significantly increase our tax burden.
- We may be subject to taxes in countries other than Japan due to our investments outside of Japan and our investors may not be able to take advantage of available credits associated with such taxes.

#### Legal and Regulatory Risks

- Our ownership rights in some of our properties may be declared invalid or limited.
- Our leasehold or subleasehold rights may be terminated or may not be asserted against a third party in some cases
- Properties for which third parties hold leasehold interests in the land and own the buildings on the land may subject us to various risks.
- Some of the properties we acquire may be designated as reserved land (horyu-chi) or provisionally allocated land (kari-kanchi) and our rights relating to such properties may be affected by the operation of the Land Readjustment Act.

- We may from time to time own properties in the form of stratified ownership (kubun shoyu) interests and our rights relating to such properties may be affected by the rights and intentions of other owners.
- Some of the properties we may acquire may be held in the form of a property or trust beneficiary co-ownership interest, and our rights relating to such properties may be affected by the intentions of other owners
- We may hold interests in some properties through preferred shares of a special purpose company (tokutei mokuteki kaisha) in the future, and illiquidity in the market for such shares may limit our ability to sell our interest, and our rights relating to the properties held by such special purpose companies may be limited.
- We may hold interests in some properties through Japanese anonymous association (tokumei kumiai) agreements, and our rights relating to such properties may be limited.
- Our Malaysian property or any part of it may be acquired compulsorily.
- We will own most of our properties through trust beneficiary interests and may suffer losses as a trust beneficiary.
- There are important differences regarding the rights of unitholders in a J-REIT compared to those of share-holders in a corporation.
- Tax increases or adverse changes in applicable laws may affect our potential liabilities relating to our properties and operations.

#### Risks Related to the Impact of Infectious Diseases and Epidemics, Etc.

The outbreak of COVID-19 has disrupted business operations worldwide and had a materially adverse effect on the global economy, including in Japan, and its impact may continue to worsen. The performance of retail properties owned by AEON REIT may deteriorate due to decreased foot traffic; a decline in demand for those properties may result in their lower market value; and self-isolation measures may harm the quality of the services offered by the Asset Manager and its tenants.

# **AEON REIT Investment Corporation Balance Sheets**

As of July 31, 2020 and January 31, 2021

	(Thousan	ds of ven)	(Thousands of U.S. dollars
	Previous fiscal period	(Thousands of yen) Previous fiscal period Current fiscal period	
		(As of January 31, 2021)	Current fiscal period (As of January 31, 2021
Assets	, , . , , ,	, , , , , , , , , , , , , , , , , , , ,	
Current assets			
Cash and deposits (Note 10, 12)	¥ 17,834,541	¥ 16,217,497	\$ 155,221
Cash and deposits in trust (Note 10, 12)	7,690,798	8,195,175	78,437
Prepaid expenses	409,924	584,140	5,590
Income taxes receivable Other	15	51	0 72
Total current assets	<u>12,658</u> 25,947,937	7,567 25,004,432	239,322
Non-current assets	25,947,937	25,004,432	239,322
Property and equipment (Note 4)			
Land	108,463	108,463	1,038
Buildings in trust	210,903,537	214,750,260	2,055,419
Accumulated depreciation	(45,697,850)	(50,321,257)	(481,635
Buildings in trust, net	165,205,687	164,429,002	1,573,784
Structures in trust	1,448,544	1,450,642	13,884
Accumulated depreciation	(998,758)	(1,041,853)	(9,971
Structures in trust, net	449,786	408,788	3,912
Tools, furniture and fixtures in trust	18,927	18,927	181
Accumulated depreciation	(6,633)	(8,372)	(80
Tools, furniture and fixtures in trust, net	12,294	10,554	101
Land in trust	131,883,801	134,264,615	1,285,074
Construction in progress in trust	242	242	2.002.012
Total property and equipment Intangible assets (Note 4)	297,660,275	299,221,667	2,863,913
Leasehold rights in trust	55,246,917	55,246,917	528,779
Total intangible assets	55,246,917	55,246,917	528,779
Investments and other assets	33,240,317	33,240,317	320,773
Shares of subsidiaries and associates (Note 12)	6,078,453	6,078,453	58,178
Long-term prepaid expenses	581,497	615,194	5,888
Lease and guarantee deposits	10,460	10,460	100
Total investments and other assets	6,670,411	6,704,109	64,166
Total non-current assets	359,577,604	361,172,694	3,456,859
Deferred assets			
Investment unit issuance expenses	27,577	19,983	191
Investment corporation bond issuance costs	225,130	333,071	3,187
Total deferred assets	252,707	353,054	3,379
Total assets Liabilities	¥385,778,249	¥386,530,182	\$3,699,561
Current liabilities			
Operating accounts payable	¥ 319,763	¥ 1,029,695	\$ 9,855
Short-term loans payable	9,800,000	- 1,020,000	Ψ 0,000
Current portion of long-term loans payable (Note 5, 12)	22,000,000	19,100,000	182,810
Accounts payable - other	397,073	400,266	3,831
Accrued expenses	78,631	101,071	967
Income taxes payable	605	605	5
Accrued consumption taxes	496,005	473,580	4,532
Provision for loss on disaster	_	26,429	252
Other	195,008	195,412	1,870
Total current liabilities	33,287,085	21,327,060	204,125
Non-current liabilities			
Investment corporation bond (Note 5, 12)	33,000,000	51,000,000	488,131
Long-term loans payable (Note 5, 12)	95,000,000	89,700,000	858,537
Tenant leasehold and security deposits (Note 12)	2,628	2,628	25
Tenant leasehold and security deposits in trust (Note 12)		13,492,071	129,135
Total non-current liabilities	141,494,700	154,194,700	1,475,829
Total liabilities <b>Net assets</b> <sup>(Note 6)</sup>	174,781,786	175,521,760	1,679,955
Unitholders' equity	200 002 002	200 002 002	1 001 710
Unitholders' capital  Deduction from unitholders' capital	208,093,893	208,093,893	1,991,710
Other deduction from unitholders' capital	(3,525,697)	(3,525,697)	(33,745
Total deduction from unitholders' capital	(3,525,697)		
Unitholders' capital, net	204,568,196	204,568,196	1,957,965
Surplus	207,000,100	207,000,100	1,007,000
Voluntary reserve			
Distribution reserve	474,397	474,397	4,540
Total voluntary reserve	474,397	474,397	4,540
Unappropriated retained earnings (undisposed loss)	5,953,869	5,965,827	57,100
Total surplus	6,428,266	6,440,224	61,640
Total unitholders' equity	210,996,463	211,008,421	2,019,605
Total net assets (Note 6)	210,996,463	211,008,421	2,019,605
Total liabilities and net assets	¥385,778,249	¥386,530,182	\$3,699,561

The accompanying notes form an integral part of these financial statements.

# **AEON REIT Investment Corporation Statements of Income**

For the six-month periods ended July 31, 2020 and January 31, 2021

	(Thousands of yen)		(Thousands of U.S. dollars)	
	Previous fiscal period (From February 1, 2020 to July 31, 2020)	Current fiscal period (From August 1, 2020 to January 31, 2021)	Current fiscal period (From August 1, 2020 to January 31, 2021)	
Operating revenue				
Rent revenue - real estate (Note 8)	¥17,447,363	¥17,568,111	\$168,148	
Dividends received (Note 8)	126,990	133,418	1,276	
Total operating revenue	17,574,353	17,701,529	169,425	
Operating expenses				
Expenses related to rent business (Note 8)	9,822,609	9,897,925	94,735	
Asset management fee	794,124	815,802	7,808	
Asset custody fee	19,891	19,910	190	
Administrative service fees	56,469	57,971	554	
Directors' compensation	3,600	3,600	34	
Taxes and dues	5,227	5,901	56	
Other operating expenses	89,693	97,926	937	
Total operating expenses	10,791,616	10,899,037	104,316	
Operating income	6,782,736	6,802,491	65,108	
Non-operating income				
Interest income	177	255	2	
Refund of unpaid distributions	984	987	9	
Insurance income	58,027	_	_	
Interest on tax refund	195	_	_	
Foreign exchange gains	_	454	4	
Total non-operating income	59,384	1,696	16	
Non-operating expenses				
Interest expenses	503,768	456,246	4,366	
Interest expenses on investment corporation bonds	126,348	156,604	1,498	
Amortization of investment unit issuance expenses	14,008	7,593	72	
Amortization of investment corporation bond issuance costs	13,296	15,351	146	
Investment corporation bond issuance costs	_	21,367	204	
Borrowing related expenses	165,691	154,630	1,479	
Provision for loss on disaster	_	26,429	252	
Other	64,710	_	_	
Total non-operating expenses	887,824	838,223	8,022	
Ordinary income	5,954,296	5,965,964	57,101	
Income (loss) before income taxes	5,954,296	5,965,964	57,101	
Income taxes - current (Note 9)	605	605	5	
Total income taxes	605	605	5	
Net income (loss)	5,953,691	5,965,359	57,095	
Retained earnings brought forward	177	468	4	
Unappropriated retained earnings (undisposed loss) (Note 7	¥ 5,953,869	¥ 5,965,827	\$ 57,100	

The accompanying notes form an integral part of these financial statements.

# **AEON REIT Investment Corporation Statements of Changes in Net Assets**

For the six-month periods ended July 31, 2020 and January 31, 2021

Previous fiscal period (From February 1, 2020 to July 31, 2020)

									(Thous	ands of yen)
		Unitholders' equity								
		Deduction from unitholders' capital		Surplus						
		Other deduction	Total deduction		Voluntary	reserve	Unappropriat- ed retained			
	Unitholders' capital	from	from from tholders' unitholders'	Unitholders' capital, net	Distribution reserve	Total voluntary reserve	earnings (undisposed To	Total surplus	Total unitholders' equity	Total net assets
Balance at beginning of current period	¥208,093,893	(¥3,525,697)	(¥3,525,697	¥204,568,196	¥474,397	¥474,397	¥5,758,754	¥6,233,151	¥210,801,347	¥210,801,347
Changes of items during period Dividends of surplus Net income							(5,758,576) 5,953,691	(5,758,576) 5,953,691	(5,758,576) 5,953,691	(5,758,576) 5,953,691
Total changes of items during period	_	_	_	_	_	_	195,115	195,115	195,115	195,115
Balance at end of current period	¥208,093,893	(¥3,525,697)	(¥3,525,697	¥204,568,196	¥474,397	¥474,397	¥5,953,869	¥6,428,266	¥210,996,463	¥210,996,463

Current fiscal period (From August 1, 2020 to January 31, 2021)

	,		,	, - ,					(Thous	sands of yen)	
		Unitholders' equity									
		Deduction from unitholders' capital				Surplus					
		Other deduction	Total deduction		Voluntary	reserve	Unappropriat- ed retained				
	Unitholders' capital	from unitholders' capital	from unitholders' capital	Unitholders' capital, net	Distribution reserve	Total voluntary reserve	earnings (undisposed loss)	Total surplus	Total unitholders' equity	Total net assets	
Balance at beginning of current period	¥208,093,893	(¥3,525,697)	(¥3,525,697)	¥204,568,196	¥474,397	¥474,397	¥5,953,869	¥6,428,266	¥210,996,463	¥210,996,463	
Changes of items during period Dividends of surplus Net income							(5,953,401) 5,965,359	(5,953,401) 5,965,359	(5,953,401) 5,965,359	(5,953,401) 5,965,359	
Total changes of items during period	_	_	_	_	_	_	11,958	11,958	11,958	11,958	
Balance at end of current period	¥208 093 893	(¥3 525 697)	(¥3 525 697)	¥204 568 196	¥474 397	¥474 397	¥5 965 827	¥6 440 224	¥211 NN8 421	¥211 NN8 421	

Current fiscal period (From August 1, 2020 to January 31, 2021)

,			,	, ====,				(TI	nousands of l	J.S. dollars)
		Unitholders' equity								
			ion from rs' capital		Surplus					
		Other Total deduction				Voluntary recerve		Unappropriat- ed retained		
	Unitholders' capital	from from	from unitholders'	m Iders' Unitholders'	Distribution reserve	Total voluntary reserve	earnings (undisposed loss)	Total surplus	Total unitholders' equity	Total net assets
alance at beginning of current period	\$1,991,710	(\$33,745)	(\$33,745)	\$1,957,965	\$4,540	\$4,540	\$56,985	\$61,526	\$2,019,491	\$2,019,491
nanges of items during period Dividends of surplus Net income							(56,981) 57,095	(56,981) 57,095	(56,981) 57,095	(56,981) 57,095
otal changes of items during period	_	_	_	_	_	_	114	114	114	114
alance at end of current period	\$1,991,710	(\$33,745)	(\$33,745)	\$1,957,965	\$4,540	\$4,540	\$57,100	\$61,640	\$2,019,605	\$2,019,605

The accompanying notes form an integral part of these financial statements.

# **AEON REIT Investment Corporation Statements of Cash Flows**

For the six-month periods ended July 31, 2020 and January 31, 2021

	(Thousand	(Thousands of U.S. dollars)		
	Previous fiscal period	Current fiscal period	Current fiscal period	
	(From February 1, 2020 to July 31, 2020)	(From August 1, 2020 to January 31, 2021)	(From August 1, 2020 to January 31, 2021)	
Cash flows from operating activities				
Income before income taxes	¥ 5,954,296	¥ 5,965,964	\$ 57,101	
Depreciation	4,635,481	4,668,242	44,680	
Amortization of investment corporation bond issuance costs	13,296	15,351	146	
Amortization of investment unit issuance expenses	14,008	7,593	72	
Interest income	(177)	(255)	(2)	
Interest expenses	630,117	612,850	5,865	
Insurance income	(58,027)	_	-	
(Decrease) increase in provision for loss on disaster	(50,792)	26,429	252	
Increase (decrease) in accrued consumption taxes	447,777	(22,424)	(214)	
Decrease (increase) in prepaid expenses	191,887	(174,216)	(1,667)	
(Decrease) increase in operating accounts payable	(576,247)	567,792	5,434	
Increase in accounts payable - other	6,599	3,193	30	
Decrease (increase) in long-term prepaid expenses	112,186	(33,697)	(322)	
Other, net	8,873	3,608	34	
Subtotal	11,329,280	11,640,433	111,413	
Interest income received	98	333	3	
Interest expenses paid	(629,882)	(590,410)	(5,650)	
Proceeds from insurance income	56,824	_	-	
Income taxes paid	(605)	(641)	(6)	
Net cash provided by operating activities	10,755,716	11,049,715	105,759	
Cash flows from investing activities				
Purchase of property and equipment in trust	(5,225,352)	(6,087,494)	(58,264)	
Purchase of intangible assets in trust	(5,408,141)	_	_	
Proceeds from tenant leasehold and security deposits in trust	284,427	_	_	
Net cash used in investing activities (Note 10)	(10,349,066)	(6,087,494)	(58,264)	
Cash flows from financing activities				
Proceeds from short-term loans payable	9,800,000	18,000,000	172,281	
Repayments of short-term loans payable	_	(27,800,000)	(266,079)	
Proceeds from long-term loans payable	_	13,800,000	132,082	
Repayments of long-term loans payable	_	(22,000,000)	(210,566)	
Proceeds from issuance of investment corporation bonds	_	17,876,707	171,101	
Dividends paid	(5,757,157)	(5,951,133)	(56,959)	
Net cash (used in) provided by financing activities	4,042,842	(6,074,426)	(58,139)	
Effect of exchange rate change on cash and cash equivalents	485	(461)	(4)	
Net increase (decrease) in cash and cash equivalents	4,449,978	(1,112,667)	(10,649)	
Cash and cash equivalents at beginning of period	21,075,362	25,525,340	244,308	
Cash and cash equivalents at end of period (Note 10)	¥25,525,340	¥24,412,672	\$233,658	

The accompanying notes form an integral part of these financial statements.

Financial Section (Audited)

# **AEON REIT Investment Corporation Notes to Financial Statements**

For the six-month periods ended July 31, 2020 and January 31, 2021

# 1. Organization

AEON REIT Investment Corporation (the "Company") is a real estate investment trust mainly investing in retail properties that form local communities' retail business infrastructure.

The Company was established on November 30, 2012, with AEON Reit Management Co., Ltd. as the organizer under the Act on Investment Trusts and Investment Corporations of Japan (the "Investment Trusts Act") and registered with the Kanto Local Finance Bureau on December 20, 2012.

On November 22, 2013, the Company was listed on the real estate investment trust securities market of Tokyo Stock Exchange.

In the fiscal period under review (16th fiscal period), AEON REIT acquired AEON Ueda Shopping Center (acquisition price: ¥5,350 million) in October 2020 by utilizing cash on hand.

As a result, the real estate held by the Company as of January 31, 2021 totaled 43 properties in Japan and overseas, including AEON MALL SEREMBAN 2 it owns through an overseas real estate holding corporation (hereinafter, the "Overseas SPC"), with a total acquisition price of ¥395,535 million. Total leasable area is 3,658,461.85 m² and the occupancy rate of the entire portfolio is 100.0% as of the same date.

# 2. Basis of Presentation

The Company maintains its books of accounts in accordance with the provisions set forth in the Investment Trusts Act, the Financial Instruments and Exchange Act of Japan and other related accounting regulations and in conformity with accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards (hereinafter "IFRS"). The accompanying financial statements have been compiled from the financial statements that were filed with the Director of the Kanto Local Finance Bureau as required by the Financial Instruments and Exchange Act of Japan. In preparing the accompanying financial statements, certain rearrangements have been made to the financial statements issued domestically in order to present them in a form that is more familiar to readers outside Japan.

The accompanying financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and operates. As permitted by the regulation under the Financial Instruments and Exchange Act of Japan, amounts of less than one thousand yen have been omitted. As a result, the totals shown in the accompanying financial statements in yen do not necessarily agree with the sums of the individual amounts.

The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥104.48 to \$1, the approximate rate of exchange at January 29, 2021. Such translations should not be construed as representations that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollars at that or any other rate.

The Company does not prepare consolidated financial statements. The Company has six-month fiscal periods ending January 31 and July 31 of each calendar year.

# 3. Summary of Significant Accounting Policies

# (a) Valuation Standard and Method for Securities

#### Securities

Shares of subsidiaries and associates

Shares issued by an overseas real estate holding corporation, as set forth in Article 221-2-1 of the Ordinance for Enforcement of the Act on Investment Trusts and Investment Corporations, are stated utilizing the moving-average cost method.

#### (b) Property and Equipment

Property and equipment are stated at cost. Depreciation of property and equipment is computed by the straight-line method over the following useful lives:

Buildings in trust 3 to 51 years
Structures in trust 3 to 35 years
Tools, furniture and fixtures in trust 6 years

#### (c) Long-term Prepaid Expenses

Long-term prepaid expenses are amortized by the straight-line method.

# (d) Accounting for Provisions

#### Provision for loss on disaster

Of the expenses for restoration works for the properties that were damaged by Typhoon Haishen, the amount that was reasonably estimated as of the end of the fiscal period ended January 31, 2021, was recorded as allowance for loss on disaster.

# (e) Foreign Currency Translation

Receivables and payables denominated in foreign currencies are translated into yen at the exchange rate in effect at the balance sheet date, and differences arising from the translation are included in the statements of income.

# (f) Investment Unit Issuance Expenses

Investment unit issuance expenses are capitalized and amortized by the straight-line method over three years.

#### (g) Investment Corporation Bond Issuance Costs

Investment corporation bond issuance costs are capitalized and amortized by the straight-line method over the respective terms of the investment corporation bonds.

#### (h) Income Taxes

The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences.

#### (i) Consumption Taxes

National and local consumption taxes are excluded from transaction amounts.

AEON REIT Investment Corporation

#### (i) Property-related Taxes

Property-related taxes, such as fixed asset tax, city planning tax, and depreciable asset tax, are imposed on real property held on a calendar year basis. The amount of such taxes assessed and determined by the local government that corresponds to the respective fiscal period is charged to expense as expenses related to rent business.

Generally, the seller of a property is liable for property-related taxes for the calendar year in which the property is disposed and is reimbursed by the buyer for a tax amount calculated from the date of disposal through the end of the calendar year. The tax amount is not charged to expense but capitalized as part of the acquisition cost for the respective property.

Capitalized property-related taxes for the six-month period ended January 31, 2021 are ¥13,624 thousand (\$130 thousand). Capitalized property-related taxes for the six-month period ended July 31, 2020 were ¥101,790 thousand.

#### (k) Revenue Recognition

Revenue from leasing of retail space includes fixed rental revenue and the amount equivalent to fixed asset tax, city planning tax, and depreciable asset tax, which are all recognized on an accrual basis over the life of each lease.

#### (I) Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand, cash in trust, demand deposits, deposits in trust, and highly liquid short-term investments that are readily convertible, bear little risk in price fluctuations, and mature within three months from the date of acquisition.

#### (m) Hedge Accounting

The Company enters into derivative transactions for the purpose of hedging risks defined in the Articles of Incorporation of the Company pursuant to the regulations that stipulate the basic policy of risk management. The Company hedges the risks of fluctuation in interest rates on borrowings using interest rate swaps.

The Company applies the exceptional treatment where interest rate swaps that qualify for hedge accounting and meet specific criteria are not remeasured at fair value but differentials paid or received under swap agreements are recognized and included in interest expenses or income. The Company does not assess hedge effectiveness since the interest rate swaps meet the criteria required for such exceptional treatment.

#### (n) Accounting Treatment for Trust Beneficiary Rights in Real Estate

For trust beneficiary rights in real estate, all assets and liabilities with respect to assets in trust as well as all revenues generated and expenses incurred with respect to assets in trust are recorded in the relevant accounts for balance sheets and statements of income of the accompanying financial statements.

# 4. Investment and Rental Properties

The Company holds retail properties for rental purposes. The following table shows the carrying amount and fair value of these rental properties for the six-month periods ended July 31, 2020 and January 31, 2021.

The amounts for the six-month period ended July 31, 2020 and the amounts for the six-month period ended January 31, 2021 do not include AEON Mall Seremban 2 held through the overseas SPC.

	As of / For the six-month period ended				
	July 31, 2020	January 31, 2021	January 31, 2021		
	(Thousands of yen)		(Thousands of U.S. dollars)		
Carrying amount (Note 1)					
Balance at beginning of period	¥346,837,778	¥352,907,192	\$3,377,748		
Changes during period (Note 2, 3)	6,069,413	1,561,392	14,944		
Balance at end of period	¥352,907,192	¥354,468,585	\$3,392,693		
Fair value at end of period (Note 4)	¥415,024,959	¥420,789,380	\$4,027,463		

Notes: 1. The carrying amount is stated at acquisition cost less accumulated depreciation.

- Of the changes during the fiscal period for the six-month period ended July 31, 2020, the increase is mainly due to acquisition of a property (AEON MALL Tamadaira woods) amounting to ¥9,828,982 thousand and capital expenditures at existing properties amounting to ¥875,912 thousand, while the decrease is principally attributable to depreciation amounting to ¥4,635,481 thousand.
- 3. Of the changes during the fiscal period for the six-month period ended January 31, 2021, the increase is mainly due to acquisition of a property (AEON Ueda Shopping Center) amounting to ¥5,405,165 thousand and capital expenditures at existing properties amounting to ¥824,469 thousand, while the decrease is principally attributable to depreciation amounting to ¥4,668,242 thousand.
- 4. The fair value at the end of the period is the sum of the appraisal or survey values provided by an independent real estate appraiser.

Please refer to "8. (a) Revenues and Expenses Related to Real Estate Leasing Business" for revenues and expenses related to investment and rental property.

#### **Limitations on Management of Assets**

For the six-month period ended July 31, 2020

The Company owns the shares of JAMBATAN MANSEIBASHI (M) Sdn. Bhd., which falls under the category of an overseas real estate holding corporation in the sense that the Company holds the shares issued by an overseas real estate holding corporation or equity interests in the corporation with the number of issues or the value of equity interests surpassing the number or value obtained by multiplying the total number of shares issued by the corporation or the total value of the equity interests in the corporation (excluding the treasury shares or equity investment on its own of the corporation) by the rate designated in Article 221 of the Regulation for Enforcement of the Act on Investment Trusts and Investment Corporations. Matters related to JAMBATAN MANSEIBASHI (M) Sdn. Bhd. are as follows. Furthermore, the financial statements based on Malaysia's accounting standards (equivalent to IFRS) have been audited by PwC Malaysia. Audit procedures for the financial statements of the period ended July 2020 have not yet been completed.

(1) Total acquisition price of shares of JAMBATAN MANSEIBASHI (M) Sdn. Bhd.

RM240,185,002 (¥6,078,453,998) (Note)

Note: The value converted to Japanese yen from Malaysian Ringgit indicates the sum total of the yen-based payments AEON REIT made in multiple installments for the shares of the Overseas SPC. The amount includes the expenses required for the acquisition of the shares.

(2) Ratio of the number of shares of JAMBATAN MANSEIBASHI (M) Sdn. Bhd. that belong to the Company's assets to the total number of shares issued by JAMBATAN MANSEIBASHI (M) Sdn. Bhd. 100%

AEON REIT Investment Corporation

# (3) Amounts of major items in the balance sheets and statements of income of JAMBATAN MAN-SEIBASHI (M) Sdn. Bhd.

With regard to the closing of accounts of JAMBATAN MANSEIBASHI (M) Sdn. Bhd. for the fiscal period ended January 2020 (August 1, 2019 to January 31, 2020), audits have been completed by PwC Malaysia on the basis of Malaysia's accounting standards (equivalent to IFRS). Of the company's audited financial statements for the fiscal period ended January 2020 based on the relevant laws, amounts of major items in the balance sheets and statements of income are as follows.

Items on the balance sheets					
	As of January 31, 2020				
	RM (Thousands of yen) (Note 1, 2)				
Total current assets	RM 19,300,323 (¥ 515,318)				
Total non-current assets	194,714,536 ( 5,198,878)				
(Of which, total investment properties)	194,714,536 ( 5,198,878)				
Total current liabilities	790,577 ( 21,108)				
Total non-current liabilities	— (     —)				
Total net assets	RM213,224,281 (¥5,693,088)				

Notes: 1. For the balance sheets, figures of the financial statements prepared on the basis of Malaysia's accounting standards (equivalent to IFRS) have been reclassified to figures based on Japanese accounting standards (although disclosure is not based on Japanese accounting standards).

RM5,098,164 (¥133,774 thousand) was paid as dividend to the Company on November 6, 2019. In receiving dividends, the Company conducts forward exchange transactions in which the exchange rate for converting RM to Japanese yen is set in advance, and the applied exchange rate for such transactions is RM1 = JPY26.23 (rounded down to the second decimal place).

2. The exchange rate on the closing date (January 31, 2020) (RM1 = JPY26.70; rounded down to the second decimal place) is used for the conversion.

#### Items on the statements of income

1161113 011 1116 3181611161113 01 1111011116	
	For the period from August 1, 2019 to January 31, 2020
	RM (Thousands of yen) (Note 1, 2)
Net sales	RM7,639,228 (¥198,849)
Income (loss) before income taxes	2,330,292 ( 60,657)
Net income (loss)	RM 627,564 (¥ 16,335)

Notes: 1. For the statements of income, figures of the financial statements prepared on the basis of Malaysia's accounting standards (equivalent to IFRS) have been reclassified to figures based on Japanese accounting standards (although disclosure is not based on Japanese accounting standards). RM5,172,698 (¥126,990 thousand) was paid as dividend to the Company on May 8, 2020. In receiving dividends, the Company conducts forward exchange transactions in which the exchange rate for converting RM to Japanese yen is set in advance, and the applied exchange rate for such transactions is RM1 = JPY24.55 (rounded down to the second decimal place).

2. The average exchange rate for the period (RM1 = JPY26.03; rounded down to the second decimal place) is used for the conversion.

#### For the six-month period ended January 31, 2021

The Company owns the shares of JAMBATAN MANSEIBASHI (M) Sdn. Bhd., which falls under the category of an overseas real estate holding corporation in the sense that the Company holds the shares issued by an overseas real estate holding corporation or equity interests in the corporation with the number of issues or the value of equity interests surpassing the number or value obtained by multiplying the total number of shares issued by the corporation or the total value of the equity interests in the corporation (excluding the treasury shares or equity investment on its own of the corporation) by the rate designated in Article 221 of the Regulation for Enforcement of the Act on Investment Trusts and Investment Corporations. Matters related to JAMBATAN MANSEIBASHI (M) Sdn. Bhd. are as follows. Furthermore, the financial statements based on Malaysia's accounting standards (equivalent to IFRS) have been audited by PwC Malaysia. Audit procedures for the financial statements of the period ended January 2021 have not yet been completed.

(1) Total acquisition price of shares of JAMBATAN MANSEIBASHI (M) Sdn. Bhd.

RM240,185,002 (¥6,078,453,998) (Note)

Note: The value converted to Japanese yen from Malaysian Ringgit indicates the sum total of the yen-based payments AEON REIT made in multiple installments for the shares of the Overseas SPC. The amount includes the expenses required for the acquisition of the shares.

(2) Ratio of the number of shares of JAMBATAN MANSEIBASHI (M) Sdn. Bhd. that belong to the Company's assets to the total number of shares issued by JAMBATAN MANSEIBASHI (M) Sdn. Bhd. 100%

(3) Amounts of major items in the balance sheets and statements of income of JAMBATAN MAN-SEIBASHI (M) Sdn. Bhd.

With regard to the closing of accounts of JAMBATAN MANSEIBASHI (M) Sdn. Bhd. for the fiscal period ended July 2020 (February 1, 2020 to July 31, 2020), audits have been completed by PwC Malaysia on the basis of Malaysia's accounting standards (equivalent to IFRS). Of the company's audited financial statements for the fiscal period ended July 2020 based on the relevant laws, amounts of major items in the balance sheets and statements of income are as follows.

Items on the balance sheets					
	As of July 31, 2020  RM (Thousands of yen) (Note 1, 2)				
Total current assets	RM 19,310,244 (¥ 476,769				
Total non-current assets	190,169,401 ( 4,695,282)				
(Of which, total investment properties)	190,169,401 ( 4,695,282				
Total current liabilities	728,531 ( 17,987)				
Total non-current liabilities	— (       —)				
Total net assets	RM208,751,113 (¥5,154,064)				

Notes: 1. For the balance sheets, figures of the financial statements prepared on the basis of Malaysia's accounting standards (equivalent to IFRS) have been reclassified to figures based on Japanese accounting standards (although disclosure is not based on Japanese accounting standards).

RM5,172,698 (¥126,990 thousand) was paid as dividend to the Company on May 8, 2020. In receiving dividends, the Company conducts forward exchange transactions in which the exchange rate for converting RM to Japanese yen is set in advance, and the applied exchange rate for such transactions is RM1 = JPY24.55 (rounded down to the second decimal place).

2. The exchange rate on the closing date (July 31, 2020) (RM1 = JPY24.69; rounded down to the second decimal place) is used for the conversion.

# Items on the statements of income

items on the statements of income	
	For the period from February 1, 2020 to July 31, 2020
	RM (Thousands of yen) (Note 1, 2)
Net sales	RM7,760,030 (¥195,552)
Income (loss) before income taxes	2,410,881 ( 60,754)
Net income (loss)	RM 699,530 (¥ 17,628)

Notes: 1. For the statements of income, figures of the financial statements prepared on the basis of Malaysia's accounting standards (equivalent to IFRS) have been reclassified to figures based on Japanese accounting standards (although disclosure is not based on Japanese accounting standards).

RM5,244,665 (¥133,418 thousand) was paid as dividend to the Company on December 7, 2020. In receiving dividends, the Company conducts forward exchange transactions in which the exchange rate for converting RM to Japanese yen is set in advance, and the applied exchange rate for such transactions is RM1 = JPY25.43 (rounded down to the second decimal place).

2. The average exchange rate for the period (RM1 = JPY25.20; rounded down to the second decimal place) is used for the conversion.

Notes to Financial Statements

# 5. Long-term Loans Payable and Investment Corporation Bonds

Long-term loans payable and investment corporation bonds outstanding as of July 31, 2020 and January 31, 2021 are as follows:

	_	As of				
	Average interest rate	July 31, 2020	January 31, 2021	January 31, 2021		
	(%)	(Thousan	ds of yen)	(Thousands of U.S. dollars)		
Long-term loans payable						
Unsecured loans due on						
October 20, 2020	1.17250 (Note 1)	¥ 22,000,000	¥ –	\$ -		
Unsecured loans due on	4 7007F (Note 1)	F 000 000	F 000 000	47.050		
October 20, 2023 Unsecured loans due on	1.76375 (Note 1)	5,000,000	5,000,000	47,856		
October 20, 2021	0.88915 (Note 1)	4,000,000	4,000,000	38,284		
Unsecured loans due on	0.00010	4,000,000	4,000,000	30,204		
October 21, 2024	1.40390 (Note 1)	4,500,000	4,500,000	43,070		
Unsecured loans due on						
October 20, 2027	1.40730 (Note 1)	1,000,000	1,000,000	9,571		
Unsecured loans due on						
October 20, 2021	0.35125 (Note 1)	6,000,000	6,000,000	57,427		
Unsecured loans due on						
October 20, 2022	0.54100 (Note 1)	5,800,000	5,800,000	55,513		
Unsecured loans due on						
October 20, 2025	0.99100 (Note 1)	6,600,000	6,600,000	63,169		
Unsecured loans due on	0 407F0 (Note 1)	4 000 000	4.000.000	45.044		
October 20, 2022	0.48750 (Note 1)	4,800,000	4,800,000	45,941		
Unsecured loans due on October 20, 2022	0.55000	1,200,000	1,200,000	11,485		
Unsecured loans due on	0.55000	1,200,000	1,200,000	11,400		
October 20, 2023	0.61375 (Note 1)	6,700,000	6,700,000	64,127		
Unsecured loans due on	0.01070	0,700,000	0,700,000	04,127		
October 20, 2025	0.87250 (Note 1)	2,700,000	2,700,000	25,842		
Unsecured loans due on		=/: 00/000	_,,,,,,,,			
October 20, 2026	1.00300 (Note 1)	4,100,000	4,100,000	39,241		
Unsecured loans due on						
October 20, 2021	0.43200 (Note 1)	6,100,000	6,100,000	58,384		
Unsecured loans due on						
October 20, 2022	0.52800 (Note 1)	5,200,000	5,200,000	49,770		
Unsecured loans due on						
October 21, 2024	0.83800 (Note 1)	6,800,000	6,800,000	65,084		
Unsecured loans due on	4 00740 (Note 1)	F 000 000	F 000 000	47.050		
October 20, 2026 Unsecured loans due on	1.09710 (Note 1)	5,000,000	5,000,000	47,856		
October 20, 2022	0.63000	200,000	200,000	1,914		
Unsecured loans due on	0.03000	200,000	200,000	1,014		
October 20, 2023	0.52270 (Note 1)	3,400,000	3,400,000	32,542		
Unsecured loans due on		27.007000	2,122,222			
October 20, 2023	0.60000	300,000	300,000	2,871		
Unsecured loans due on						
October 20, 2021	0.37850 (Note 1)	3,000,000	3,000,000	28,713		
Unsecured loans due on						
October 20, 2023	0.59700 (Note 1)	4,600,000	4,600,000	44,027		
Unsecured loans due on						
October 20, 2023	0.64000	400,000	400,000	3,828		
Unsecured loans due on	0.0F100 (Note 1)	4 000 000	4.000.000	20.204		
October 20, 2025	0.85100 (Note 1)	4,000,000	4,000,000	38,284		
Unsecured loans due on October 20, 2022	0.21500 (Note 1)	300,000	300,000	2,871		
Unsecured loans due on	0.21500	300,000	300,000	2,071		
October 20, 2022						
(green finance)	0.21500 (Note 1)	3,300,000	3,300,000	31,584		
			, , ,			

	_	As of					
	Average interest rate	July 31, 2020	January 31, 2021	January 31, 2021			
	(%)	(Thousand	ds of yen)	(Thousands of U.S. dollars)			
Unsecured loans due on							
October 21, 2024	0.35900 (Note 1)	_	4,000,000	38,284			
Unsecured loans due on							
October 20, 2026	0.51400 (Note 1)	_	4,800,000	45,941			
Unsecured loans due on							
October 20, 2027	0.61400 (Note 1)	_	5,000,000	47,856			
Subtotal	_	¥117,000,000	¥108,800,000	\$1,041,347			
Investment corporation bonds	(Note 2)						
1st unsecured investment corporation bonds due on October 10, 2025 (Note 3)	0.961	¥ 2,000,000	¥ 2,000,000	\$ 19,142			
2nd unsecured investment	0.001	. 2,000,000		Ψ .072			
corporation bonds due on October 20, 2026 (Note 3)	0.470	1,000,000	1,000,000	9,571			
3rd unsecured investment corporation bonds due on October 20, 2036 (Note 3)	1.200	1.000.000	1,000,000	9,571			
4th unsecured investment corporation bonds due on December 8, 2027 (Note 3)	0.680	2,000,000	2,000,000	19,142			
5th unsecured investment corporation bonds due on December 7. 2028 (Note 4)	0.783	15,000,000	15,000,000	143,568			
6th unsecured investment corporation bonds due on December 6, 2029	0.763	15,000,000	13,000,000	143,300			
(green bonds) (Note 4, 5)	0.726	12,000,000	12,000,000	114,854			
7th unsecured investment corporation bonds due on December 4, 2030							
(sustainability bonds) (Note 4, 6)	0.992	_	18,000,000	172,281			
Subtotal		33,000,000	51,000,000	488,131			
Total	_	¥150,000,000	¥159,800,000	\$1,529,479			

Notes: 1. Weighted average that reflects the use of swaps to fix interest payments on variable rate loans.

<sup>2.</sup> The investment corporation bonds can be retired by purchase on the day following the payment date, unless otherwise determined by the relevant book-entry transfer institutions.

<sup>3.</sup> The bonds were issued with pari passu conditions among specified investment corporation bonds.

<sup>4.</sup> The bonds were issued with pari passu conditions among investment corporation bonds.

<sup>5.</sup> The funds are used for repayment of loans allocated for the acquisition of Green Qualified Assets.

<sup>6.</sup> The funds are used for repayment of loans allocated for the acquisition of Sustainability Qualified Assets.

# 6. Net Assets

In accordance with the Investment Trusts Act, investment units issued by the Company shall have no par value, and when the Company has issued an investment unit after its establishment, it shall incorporate the total amount to be paid in for the investment unit into unitholders' capital in net assets. In addition, the Company shall maintain its net assets of ¥50,000 thousand or more in accordance with the Investment Trusts Act. The total number of investment units which the Company is authorized to issue is 10,000,000 units, and the total number of investment units issued and outstanding as of July 31, 2020 and January 31, 2021 is 1,873,317 units and 1,873,317 units, respectively.

# 7. Appropriation of Retained Earnings

Pursuant to the policy on the distribution of funds in Article 35, Paragraph 1 of the Articles of Incorporation of the Company, distributions shall be limited to the amount of profit and exceed 90% of the distributable profit of the Company as stipulated in Article 67-15 of the Act on Special Measures Concerning Taxation.

For the six month period ended July 31, 2020, the Company decided to distribute ¥5,953,401,426, which is the amount that does not exceed the unappropriated retained earnings (¥5,953,869,533) and is the greatest value among integral multiples of 1,873,317, which is the number of investment units issued and outstanding; provided, however, that the Company will not pay the portion of the amount that exceeds the profits defined in Article 35, Paragraph 2 of its Articles of Incorporation.

For the six month period ended January 31, 2021, the Company decided to distribute ¥5,964,641,328, which is the amount that does not exceed the unappropriated retained earnings (¥5,965,827,712) and is the greatest value among integral multiples of 1,873,317, which is the number of investment units issued and outstanding; provided, however, that the Company will not pay the portion of the amount that exceeds the profits defined in Article 35, Paragraph 2 of its Articles of Incorporation.

Distributions of retained earnings and disposition of undisposed loss for the six-month periods ended July 31, 2020 and January 31, 2021 are as follows:

_					
	For the six-month period ended				
	July 31, 2020	January 31, 2021	January 31, 2021		
	(Thousan	(Thousands of U.S. dollars)			
Unappropriated retained earnings (undisposed loss)	¥5,953,869	¥5,965,827	\$57,100		
Total cash distributions	5,953,401	5,964,641	57,088		
Distribution per unit (yen; U.S. dollars)	3,178	3,184	30		
Retained earnings brought forward	¥ 468	¥ 1,186	\$ 11		

## 8. Statements of Income

# (a) Revenues and Expenses Related to Real Estate Leasing Business

Revenues and expenses related to real estate leasing business for the six-month periods ended July 31, 2020 and January 31, 2021 consist of the following:

	For the six-month period ended						
	July 31, 2020	January 31, 2021	January 31, 2021				
_	(Thousan	ds of yen)	(Thousands of U.S. dollars)				
Revenues related to real estate leasing business							
Rent revenue - real estate							
Rent	¥17,378,083	¥17,507,008	\$167,563				
Other lease business revenue - real estate	69,279	61,102	584				
Total revenues related to real estate leasing business	¥17,447,363	¥17,568,111	\$168,148				
Expenses related to real estate leasing business							
Expenses related to rent business							
Property and facility management fees	¥ 44,752	¥ 45,293	\$ 433				
Repairs and maintenance expenses	617,292	656,826	6,286				
Insurance expenses	182,826	185,816	1,778				
Trust fees	21,694	22,000	210				
Land rent paid	2,280,479	2,283,162	21,852				
Taxes and dues	1,980,637	1,979,637	18,947				
Depreciation	4,635,481	4,668,242	44,680				
Water charges	51,798	49,422	473				
Other expenses related to rent business	7,645	7,522	71				
Total expenses related to real estate leasing business	¥ 9,822,609	¥ 9,897,925	\$ 94,735				
Operating income from real estate leasing business	¥ 7,624,754	¥ 7,670,185	\$ 73,412				

#### (b) Breakdown of Dividends Received

For the six month period ended July 31, 2020, the entire amount of the profit available for dividend (RM5,172,698 (¥126,990 thousand)) based on the results of the fiscal period ended January 2020 of JAM-BATAN MANSEIBASHI (M) Sdn. Bhd. was paid to AEON REIT as dividends (Note 3), which were calculated on the following basis.

(Unit: RM (Thousands of yen))
RM 7,639,228 (¥198,849)
664,013 ( 17,284)
99,789 ( 2,597)
5,000,000 ( 130,150)
11,875,426 ( 309,117)
6,875,426 ( 178,967)
1,702,728 ( 44,322)
5,172,698 ( 126,990)
RM 5,172,698 ( 126,990)

Notes: 1. The table above is based on the accounting standards of Malaysia (equivalent to IFRS), although disclosure is not based on the Malaysian standards.

- 2. For the exchange rate, the period-average exchange rate (RM1 = JPY26.03 (rounded down to the second decimal place)) is used.
- 3. Profit available for dividend and dividends are converted to the yen value by using the forward exchange rate on May 8, 2020 of RM 1 = JPY24.55 (rounded down to the second decimal place.)

Notes to Financial Statements

For the six month period ended January 31, 2021, the entire amount of the profit available for dividend (RM5,244,665 (¥133,418 thousand)) based on the results of the fiscal period ended July 2020 of JAMBATAN MANSEIBASHI (M) Sdn. Bhd. was paid to AEON REIT as dividends (Note 3), which were calculated on the following basis.

	(Unit: RM (Thousands of yen))
Revenues	RM7,760,030 (¥195,552)
Property operating expenses	668,626 ( 16,849)
Other expenses	135,388 ( 3,411)
Unrealized gain from valuation of investment properties	— (     —)
Net profit before taxation	6,956,016 ( 175,291)
Net profit before taxation after deducting unrealized gain	6,956,016 ( 175,291)
Tax expense on net income before income taxes after deducting unrealized gain	1,711,351 ( 43,126)
Profit available for dividend (Note 3)	5,244,665 ( 133,418)
Dividends (Note 3)	RM5,244,665 (¥133,418)

Notes: 1. The table above is based on the accounting standards of Malaysia (equivalent to IFRS), although disclosure is not based on the Malaysian standards

- 2. For the exchange rate, the period-average exchange rate (RM1 = JPY25.20 (rounded down to the second decimal place)) is used.
- 3. Profit available for dividend and dividends are converted to the yen value by using the forward exchange rate on December 2, 2020 of RM 1 = JPY25.43 (rounded down to the second decimal place.)

# 9. Income Taxes

The following table shows a reconciliation between the statutory tax rate and effective tax rate for the six-month periods ended July 31, 2020 and January 31, 2021.

	For the six-mo	For the six-month period ended			
	July 31, 2020	January 31, 2021			
		(%)			
Statutory tax rate	31.46	31.46			
Deductible cash distributions	(31.46)	(31.45)			
Other	0.01	0.00			
Effective tax rate	0.01	0.01			

Deferred tax assets and liabilities consist of the following:

	As of						
	July 31, 2020	January 31, 2021					
	(Thousan	(Thousands of U.S. dollars)					
Deferred tax assets							
Tax loss carried forward	¥278,102	¥274,980	\$2,631				
Valuation allowance	(278,102)	(274,980)	(2,631)				
Total	_	_	_				
Net deferred tax assets	¥ —	¥ –	\$ -				

Tax loss carried forward and amount of deferred tax assets by carry-forward period:

For the six-month period ended July 31, 2020

	1 year or less	1 year through 2 years	2 years through 3 years	3 years through 4 years	4 years through 5 years	5 years or more	Total	
	(Thousands of yen)							
Tax loss carried forward (Note)	¥—	¥—	¥—	¥—	¥—	¥278,102	¥278,102	
Valuation allowance	_	_	_	_	_	(278,102)	(278,102)	
Total deferred tax assets	¥—	¥—	¥—	¥—	¥—	¥ —	¥ —	

Note: Tax loss carried forward represents the amount multiplied by the effective statutory tax rate.

For the six-month period ended January 31, 2021

	1 year or less	1 year through 2 years	0 0		through	5 years or more	Total	
	(Thousands of yen)							
Tax loss carried forward (Note)	¥—	¥—	¥—	¥—	¥274,980	¥—	¥274,980	
Valuation allowance	_	_	_	_	(274,980)	_	(274,980)	
Total deferred tax assets	¥—	¥—	¥—	¥—	¥ —	¥—	¥ —	

	1 year or less	1 year through 2 years	2 years through 3 years	3 years through 4 years	4 years through 5 years	5 years or more	Total	
	(Thousands of U.S. dollars)							
Tax loss carried forward (Note)	\$—	\$—	\$—	\$—	\$2,631	\$—	\$2,631	
Valuation allowance	_	_	_	_	(2,631)	_	(2,631)	
Total deferred tax assets	\$—	\$—	\$—	\$—	\$ —	\$—	\$ —	

Note: Tax loss carried forward represents the amount multiplied by the effective statutory tax rate.

# 10. Cash and Cash Equivalents

Cash and cash equivalents as of July 31, 2020 and January 31, 2021 consist of the following:

		As of				
	July 31, 2020	July 31, 2020 January 31, 2021				
	(Thousan	ds of yen)	(Thousands of U.S. dollars)			
Cash and deposits	¥17,834,541	¥16,217,497	\$155,221			
Cash and deposits in trust	7,690,798	8,195,175	78,437			
Cash and cash equivalents	¥25,525,340	¥24,412,672	\$233,658			

#### 11. Leases

The Company leases its retail properties to tenants. The future minimum lease payments to be received under non-cancelable operating leases of properties as of July 31, 2020 and January 31, 2021 are as follows:

	As of					
	July 31, 2020	January 31, 2021				
	(Thousan	(Thousands of U.S. dollars)				
Due within 1 year	¥ 34,321,776	¥ 35,111,576	\$ 336,060			
Due after 1 year	83,247,461	89,446,139	856,107			
Total	¥117,569,237	¥124,557,716	\$1,192,168			

#### 12. Financial Instruments

#### (a) Status of Financial Instruments

#### (i) Policy for financial instruments

The Company's basic policy is to execute a stable, flexible and efficient financial strategy. It procures funds by borrowing, issuing investment corporation bonds (including short-term investment corporation bonds) and investment units and other means for purposes including portfolio growth through property acquisitions.

The Company enters into derivative transactions only to hedge risks such as risk of fluctuations in interest rates associated with borrowings and exchange rate fluctuation risk associated with operating receivables and payables denominated in foreign currencies.

# (ii) Nature and extent of risks arising from financial instruments and risk management

Loans payable and investment corporation bonds are used mainly for acquiring real estate and trust beneficiary rights in real estate.

Tenant leasehold and security deposits in trust are deposits received from tenants under lease agreements. Loans payable with floating interest rates are exposed to the risk of fluctuations in interest rates. However, by appropriately managing the debt ratio, etc., it is possible to limit the impact of a rise in market interest rates on the Company's operations. Furthermore, for some of the loans payable with floating interest rates, derivative transactions (interest rate swaps) are utilized as hedging instruments in order to hedge the risk of fluctuations in interest rates and to fix interest expenses. The hedge effectiveness of interest rate swaps is assessed by comparing the cumulative changes in cash flows of hedging instruments and hedged items and based on the respective amount of changes. However, the assessment of hedge effectiveness is omitted for those interest rate swaps that meet the criteria for exceptional treatment.

Derivative transactions are conducted and managed in accordance with internal regulations that specify the basic policy for risk management.

Loans payable, investment corporation bonds and tenant leasehold and security deposits in trust are exposed to liquidity risks. However, the Company manages these risks through preparing monthly financing plans, maintaining liquidity, and other means by its asset manager.

Operating receivables denominated in foreign currencies associated with the acquisition of overseas properties are exposed to the risk of fluctuations in exchange rates. However, since the percentage of these receivables to total assets is low, they are handled under a system in which the asset manager monitors the risk and examines the necessity of hedging it with the use of derivative transactions such as forward foreign exchange contract transactions.

The Company may be engaged in foreign currency denominated transactions in connection with investments in overseas real estate, etc. Such transactions carry the risk of fluctuations in exchange rates, and exchange rate fluctuations may negatively affect the Company's earnings. If the yen increasingly appreciates against other currencies, the yen-based value of foreign currency denominated transactions that arise in connection with investments in overseas real estate, etc. may be diminished to negatively impact the Company's net income for the relevant fiscal period.

Moreover, if there are foreign denominated assets and liabilities in connection with investments in overseas real estate, etc., certain accounts of these assets and liabilities will be converted into the yen at the exchange rate prevailing on the closing date for the preparation of financial statements. Due to exchange rate fluctuations, these accounts may negatively affect the Company's net income.

# (iii) Supplementary explanations on fair values of financial instruments

The fair values of financial instruments include values based on market prices or reasonably calculated values if there are no market prices available. As certain assumptions are used in calculating these values, if different assumptions are used, these values could vary.

#### (b) Fair Values of Financial Instruments

The following table shows carrying amounts, fair values, and unrealized gains or losses of financial instruments as of July 31, 2020 and January 31, 2021. Financial instruments whose fair values are extremely difficult to determine are not included in the following table. Please refer to Note 2 below.

					As of				
	Ju	ly 31, 202	20	Jan	uary 31, 2	021	January 31, 2021		
	Carrying amount	Fair value	Unrealized gain (loss)	Carrying amount	Fair value	Unrealized gain (loss)	Carrying amount	Fair value	Unrealized gain (loss)
•			(Thousan	ds of yen)			(Thousar	nds of U.S	. dollars)
Assets									
(1) Cash and deposits	¥ 17,834,541 ¥	17,834,541	¥ —	¥ 16,217,497 ¥	16,217,497	¥ —	\$ 155,221	\$ 155,221	\$ —
(2) Cash and deposits in trust	7,690,798	7,690,798	_	8,195,175	8,195,175	i —	78,437	78,437	_
Total	¥ 25,525,340 ¥	25,525,340	¥ —	¥ 24,412,672 ¥	£ 24,412,672	¥ —	\$ 233,658	\$ 233,658	\$ —
Liabilities									
(3) Short-term loans payable	¥ 9,800,000 ¥	9,800,000	¥ —	¥ —¥	· —	¥	\$ —	\$ —	\$ —
(4) Current portion of long-term loans payable	22,000,000	22,145,603	145,603	19,100,000	19,127,922	27,922	182,810	183,077	267
(5) Investment corporation bonds	33,000,000	32,564,900	(435,100)	51,000,000	50,572,700	(427,300)	488,131	484,041	(4,089)
(6) Long-term loans payable	95,000,000	96,936,540	1,936,540	89,700,000	91,346,882	1,646,882	858,537	874,300	15,762
Total	¥159,800,000 ¥	161,447,043	¥1,647,043	¥159,800,000 ¥	£161,047,504	¥1,247,504	\$1,529,479	\$1,541,419	\$11,940
(7) Derivative transactions	¥ —¥	_	¥ —	¥ — ¥	<b>∮</b> —	¥	\$ —	\$ —	\$ —

Notes: 1. Methods used to calculate fair values of financial instruments

#### Assets

#### (1) Cash and deposits and (2) Cash and deposits in trust

The carrying amounts of these items approximate fair values because of their short maturities.

#### Liabilities

#### (3) Short-term loans payable

The carrying amounts of these items approximate fair values because of their short maturities.

#### (4) Current portion of long-term loans payable and (6) Long-term loans payable

Because interest rates of long-term loans payable with floating interest rates are to be revised periodically, their carrying amounts approximate fair values. Fair value of long-term loans payable with fixed interest rates is calculated by discounting the total of principal and interest at the rate assumed when a new, similar loan corresponding to the remaining period is made. Fair value of interest rate swaps, to which the exceptional treatment is applied, is included in the fair value of long-term loans payable, a hedged item.

Notes to Financial Statements

#### (5) Investment corporation bonds

The fair value of investment corporation bonds is based on the reference price disclosed by the Japan Securities Dealers Association.

#### (7) Derivative transactions

Please refer to "13. Derivatives" described below.

2. Carrying amount of financial instruments whose fair value is extremely difficult to determine

_	As of					
	July 31, 2020	January 31, 2021				
	(Thousand	(Thousands of U.S. dollars)				
Shares of subsidiaries and associates	¥ 6,078,453	¥ 6,078,453	\$ 58,178			
Tenant leasehold and security deposits	2,628	2,628	25			
Tenant leasehold and security deposits in trust	13,492,071	13,492,071	129,135			
Total	¥19,573,154	¥19,573,154	\$187,338			

Shares of subsidiaries and associates, tenant leasehold and security deposits as well as tenant leasehold and security deposits in trust that are deposited by lessees of rental properties are not subject to fair value disclosure because their fair values are extremely difficult to determine as there are no market prices available and it is not possible to reasonably estimate their future cash flows.

3. Redemption schedule for monetary claims

	Due in 1 year or less	Due after 1 year through 2 years	Due after 2 years through 3 years	Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years
As of July 31, 2020			(Thousan	ds of yen)		
Cash and deposits	¥17,834,541	¥—	¥—	¥—	¥—	¥—
Cash and deposits in trust	7,690,798	_	_	_	_	_
Total	¥25,525,340	¥—	¥—	¥—	¥—	¥—

	Due in 1 year or less	Due after 1 year through 2 years	Due after 2 years through 3 years	Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years
As of January 31, 2021			(Thousan	ds of yen)		
Cash and deposits	¥16,217,497	¥—	¥—	¥—	¥—	¥—
Cash and deposits in trust	8,195,175	_	_	_	_	_
Total	¥24,412,672	¥—	¥—	¥—	¥—	¥—

	Due in 1 year or less	Due after 1 year through 2 years	Due after 2 years through 3 years	Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years
As of January 31, 2021			(Thousands o	f U.S. dollars)		
Cash and deposits	\$155,221	\$-	\$-	\$-	\$-	\$-
Cash and deposits in trust	78,437	_	_	_	_	_
Total	\$233,658	\$-	\$-	\$-	\$-	\$-

4. Repayment schedule for investment corporation bonds and loans payable

	Due in 1 year or less	Due after 1 year through 2 years	Due after 2 years through 3 years	Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years			
As of July 31, 2020	(Thousands of yen)								
Short-term loans payable	¥ 9,800,000	¥ —	¥ —	¥ —	¥ —	¥ —			
Current portion of long- term loans payable	22,000,000	_	_	_	_	_			
Investment corporation bonds	_	_	_	_	_	33,000,000			
Long-term loans payable	_	19,100,000	20,800,000	20,400,000	11,300,000	23,400,000			
Total	¥31,800,000	¥19,100,000	¥20,800,000	¥20,400,000	¥11,300,000	¥56,400,000			

	Due in 1 year or less	Due after 1 year through 2 years	Due after 2 year through 3 years	s Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years
As of January 31, 2021			(Thousa	nds of yen)		
Current portion of long- term loans payable	¥19,100,000	¥ –	¥ –	. ¥ –	¥ –	¥ –
Investment corporation bonds	_	_	-		2,000,000	49,000,000
Long-term loans payable	_	20,800,000	20,400,000	15,300,000	13,300,000	19,900,000
Total	¥19,100,000	¥20,800,000	¥20,400,000	¥15,300,000	¥15,300,000	¥68,900,000

IOtal	¥13,100,000	¥20,000,000	¥20,400,000	¥15,300,000	¥15,300,000	₹00,300,000
	Due in 1 year or less	Due after 1 year through 2 years	Due after 2 years through 3 years	Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years
As of January 31, 2021			(Thousands o	of U.S. dollars)		
Current portion of long- term loans payable	\$182,810	\$ -	\$ -	\$ -	\$ -	\$ -
Investment corporation bonds	_	_	_	_	19,142	468,989
Long-term loans payable	_	199,081	195,252	146,439	127,297	190,467
Total	\$182,810	\$199,081	\$195,252	\$146,439	\$146,439	\$659,456

# 13. Derivatives

The following table shows derivative transactions, to which hedge accounting is applied, as of July 31, 2020 and January 31, 2021. The Company enters into derivative transactions only for hedging purposes.

# As of July 31, 2020

			Contract	amount	_	
Method of hedge accounting	Туре	Hedged item	Total	Due after 1 year	Fair value	
			(TI	nousands of ye	n)	
Exceptional treatment for hedge accounting of interest rate swaps	Interest rate swaps (fixed rate payment, floating rate receipt)	Long-term loans payable	¥114,900,000	¥92,900,000	(Note)	

# As of January 31, 2021

				Contract amount		Contract amount		
Method of hedge accounting	Туре	Hedged item	Total	Due after 1 year	Fair value	Total	Due after 1 year	Fair value
			(T	housands of ye	n)	(Thousa	nds of U.S.	dollars)
Exceptional treatment for hedge accounting of interest rate swaps	Interest rate swaps (fixed rate payment, floating rate receipt)	Long-term loans payable	¥106,700,000	¥87,600,000	(Note)	\$1,021,248	\$838,437	(Note)

Note: Interest rate swaps, to which exceptional treatment is applied, are accounted for as a single unit with the hedged item, long-term loans payable. Thus, the fair value of the interest rate swaps is included in the fair value of "(6) Long-term loans payable" in "12. Financial Instruments, (b) Fair Values of Financial Instruments."

# 14. Related Party Transactions

As of / For the six-month period ended July 31, 2020

						Rela	tionship				
Attribute	Name	Location	Capital stock or investments in capital (Millions of yen)	Business or occupation	Ownership of voting rights (%)	Interlocking directors	Business relationship	Nature of transaction	Amount of transaction (Thousands of yen)	Account title	Ending balance (Thousands of yen)
Subsidiary of other affiliate	AEON Reit Management Co., Ltd.	Chiyoda Ward, Tokyo	¥ 350	Investment management business	_	Interlocking directorate: 1	Asset manager	Payment of asset management fee (Note 3)	¥ 842,459 (Note 1, 2)	Accounts payable - other	¥ 319,309
Subsidiary of other affiliate	AEON Retail Co., Ltd.	Chiba City, Chiba Pref.	¥ 100	Retail business	_	_	Lessee and recipient of land rent payment	Rent revenue – real estate	¥7,596,862 (Note 1, 2)	Tenant leasehold and security deposits in trust	¥6,113,373
								Land rent paid, etc.	¥1,176,195 (Note 1, 2)	_	_
Subsidiary of other affiliate	AEON Mall Co., Ltd.	Chiba City, Chiba Pref.	¥42,364	Real estate business	_	_	Lessee and recipient of land rent payment	Rent revenue – real estate	¥7,511,938 (Note 1, 2)	Tenant leasehold and security deposits	¥ 2,628
										Tenant leasehold and security deposits in trust	¥6,700,651
								Land rent paid, etc.	¥ 905,747 (Note 1, 2)	_	_
Subsidiary of other affiliate	AEON Hokkaido Corporation	Sapporo City, Hokkaido Pref.	¥ 6,100	Retail business	_	_	Lessee and recipient of land rent payment	Rent revenue – real estate	¥ 677,127 (Note 1, 2)	_	_
								Land rent paid, etc.	¥ 165,475 (Note 1, 2)	_	_
Subsidiary of other affiliate	AEON BANK, LTD.	Koto Ward, Tokyo	¥51,250	Banking business	_	_	Lender	Interest expenses	¥ 10,511 (Note 1, 2)	Long-term loans payable	¥3,300,000
										Accrued expenses	¥ 693
Subsidiary of other affiliates	AEON CO. (M) BHD.	Kuala Lumpur, Malaysia	702 million RM	Retail business	_	_	Lessee	Rent revenue - real estate (Note 3)	¥ 20,189 (Note 1, 2, 3)	_	_
Officer	Nobuaki Seki	_	_	Executive Director of the Company and Representative Director and President of AEON Reit Management Co., Ltd.	(owned) Direct 0.0%	Executive Director o Representative Dire AEON Reit Manager	ctor and President of	Payment of asset management fee to asset manager	¥ 842,459 (Note 1, 4, 5, 6)	Accounts payable - other	¥ 319,309

Notes: 1. The amount of transaction does not include consumption taxes.

<sup>2.</sup> Transaction terms are determined through price negotiations based on current market prices.

<sup>3.</sup> Amount of transaction is converted to Japanese yen based on the exchange rate at the time of the transaction (based on the average spot exchange rate of the month preceding the month in which the transaction was carried out).

<sup>4.</sup> Transaction terms are determined taking into consideration current market prices.

<sup>5.</sup> The asset management fee represents transactions performed by Nobuaki Seki in the role of representative of a third party (AEON Reit Management Co., Ltd.). The amount of the asset management fee is in accordance with the terms set forth in the Articles of Incorporation of the Company.

<sup>6.</sup> The amount of the asset management fee includes ¥48,335 thousand as asset management fee for property acquisitions.

# As of / For the six-month period ended January 31, 2021

							Relationship	_	Amount of		
Attribute	Name	Location	Capital stock or investments in capital (Millions of yen)	Business or occupation	Ownership of voting rights (%)	Interlockii director:		Nature of transaction	transaction (Thousands of yen) [Thousands of U.S. dollars]	Account title	Ending balance (Thousands of yen) [Thousands of U.S. dollars]
Subsidiary of other affiliate	AEON Reit Management Co., Ltd.	Chiyoda Ward, Tokyo	¥ 350	Investment management business	_	Interlocking directorate: 1	Asset manager	Payment of asset management fee (Note 3)	¥ 842,552 (Note 1, 2) [\$8,064]	Accounts payable - other	¥ 321,918 [\$3,081]
Subsidiary of other affiliate	AEON Retail Co., Ltd.	Chiba City, Chiba Pref.	¥ 100	Retail business	_	_	Lessee and recipient of land rent payment	Rent revenue – real estate	¥7,722,863 (Note 1, 2) [\$73,917]	Tenant leasehold and security deposits in trust	¥ 6,113,373 [\$58,512]
								Land rent paid, etc.	¥1,176,195 (Note 1, 2) [\$11,257]	_	_
Subsidiary of other affiliate	AEON Mall Co., Ltd.	Chiba City, Chiba Pref.	¥ 42,372	Real estate business	-	-	Lessee and recipient of land rent payment	Rent revenue – real estate	¥7,514,999 (Note 1, 2) [\$71,927]	Tenant leasehold and security deposits	¥ 2,628 [\$25]
										Tenant leasehold and security deposits in trust	¥ 6,700,651 [\$64,133]
								Land rent paid, etc.	¥ 908,460 (Note 1, 2) [\$8,695]	_	_
Subsidiary of other affiliate	AEON Hokkaido Corporation	Sapporo City, Hokkaido Pref.	¥ 6,100	Retail business	_	_	Lessee and recipient of land rent payment	Rent revenue – real estate	¥ 677,192 (Note 1, 2) [\$6,481]	_	_
							tone paymone	Land rent paid, etc.	¥ 165,475 (Note 1, 2) [\$1,583]	_	_
Subsidiary of other affiliate	AEON BANK, LTD.	Koto Ward, Tokyo	¥ 51,250	Banking business	_	_	Lender	Interest expenses	¥ 10,720 (Note 1, 2) [\$102]	Long-term loans payable	¥ 3,000,000 [\$28,713]
										Current portion of long-term loans payable	¥ 300,000 [\$2,871]
										Accrued expenses	¥ 703 [\$6]
Subsidiary of other affiliates	AEON CO. (M) BHD.	Kuala Lumpur, Malaysia	702 million RM	Retail business	_	_	Lessee	Rent revenue - real estate (Note 3)	¥ 20,070 (Note 1, 2, 3) [\$192]	_	_
Officer	Nobuaki Seki	-	_	Executive Director of the Company and Representative Director and President of AEON Reit Management Co., Ltd.	(owned) Direct 0.0%	Representativ	rector of the Company and ve Director and President of lanagement Co., Ltd.	Payment of asset management fee to asset manager	¥ 842,552 (Note 1, 4, 5, 6) [\$8,064]	Accounts payable - other	¥ 321,918 [\$3,081]

Notes: 1. The amount of transaction does not include consumption taxes.

<sup>2.</sup> Transaction terms are determined through price negotiations based on current market prices.

<sup>3.</sup> Amount of transaction is converted to Japanese yen based on the exchange rate at the time of the transaction (based on the average spot exchange rate of the month preceding the month in which the transaction was carried out).

<sup>4.</sup> Transaction terms are determined taking into consideration current market prices.

<sup>5.</sup> The asset management fee represents transactions performed by Nobuaki Seki in the role of representative of a third party (AEON Reit Management Co., Ltd.). The amount of the asset management fee is in accordance with the terms set forth in the Articles of Incorporation of the Company.

<sup>6.</sup> The amount of the asset management fee includes ¥26,750 thousand (\$256 thousand) as asset management fee for property acquisitions.

## 15. Per Unit Information

Net assets per unit as of July 31, 2020 and January 31, 2021 and net income per unit for the six-month periods then ended are as follows:

-	As of / For the six-month period ended						
	July 31, 2020	January 31, 2021					
	(Ye	(U.S. dollars)					
Net assets per unit	¥112,632	¥112,638	\$1,078				
Net income per unit	¥ 3,178	¥ 3,184	\$ 30				
Weighted average number of investment units for the period (Units)	1,873,317	1,873,317					

Net income per unit is calculated by dividing net income by the weighted average number of investment units outstanding during the period. Diluted net income per unit is not presented since there were no potentially dilutive investment units.

# 16. Segment Information

Segment information for the six-month periods ended July 31, 2020 and January 31, 2021 is omitted as the Company is comprised of a single reportable segment engaged in the real estate leasing business.

# **Related Information**

#### (i) Information by product and service

For the six-month periods ended July 31, 2020 and January 31, 2021, disclosure is omitted since operating revenue from external customers of products and services within a single category were more than 90% of operating revenue on the statements of income.

#### (ii) Information by geographical area

# Operating revenue

For the six-month periods ended July 31, 2020 and January 31, 2021, disclosure is omitted since operating revenue from external customers in Japan exceeded 90% of operating revenue on the statements of income.

## Property and equipment

For the six-month periods ended July 31, 2020 and January 31, 2021, disclosure is omitted since the amount of property and equipment located in Japan exceeded 90% of property and equipment on the balance sheets.

# (iii) Information by major customer

_	Operating re	period ended		
Name of customer	July 31, 2020	January 31, 2021	January 31, 2021	Related segment
	(Thousand	ds of yen)	(Thousands of U.S. dollars)	
AEON Retail Co., Ltd.	¥7,596,862	¥7,722,863	\$73,917	Real estate leasing business
AEON Mall Co., Ltd.	¥7,511,938	¥7,514,999	\$71,927	Real estate leasing business
AEON Hokkaido Corporation	¥ 677,127	¥ 677,192	\$ 6,481	Real estate leasing business
The Daiei, Inc.	¥ 640,342	¥ 637,927	\$ 6,105	Real estate leasing business
AEON KYUSHU Co., Ltd.	¥ 589,513	¥ 589,430	\$ 5,641	Real estate leasing business
AEON Global SCM Co., Ltd.	¥ 289,620	¥ 289,620	\$ 2,772	Real estate leasing business
AEON CO. (M) BHD. (Note)	¥ 20,189	¥ 20,070	\$ 192	Real estate leasing business

Note: Amount of operating revenue is converted to Japanese yen based on the exchange rate at the time of the transaction (based on the average spot exchange rate of the month preceding the month in which the transaction was carried out).

# 17. Subsequent Events

Not applicable

#### 18. Others

#### Unapplied Accounting Standard and Implementation Guidance

- "Accounting Standard for Revenue Recognition" (Corporate Accounting Standards No. 29 issued by Accounting Standards Board of Japan ("ASBJ") on March 30, 2018)
- "Implementation Guidance on Accounting Standard for Revenue Recognition" (Implementation Guidance of Corporate Accounting Standards No. 30 issued by ASBJ on March 30, 2018)

#### (1) Overview

The International Accounting Standard Board ("IASB") and the Financial Accounting Standards Board ("FASB") have jointly developed the comprehensive accounting standard for revenue recognition, and have published "Revenue from Contracts with Customers" (IFRS No. 15 issued by IASB and Topic 606 issued by FASB) in May 2014. As IFRS No. 15 is effective for annual periods beginning on or after January 1, 2018 and Topic 606 is effective for annual periods beginning after December 15, 2017, ASBJ has developed the comprehensive accounting standard for revenue recognition, and announced it along with the implementation guidance.

As a basic policy to develop the accounting standards for revenue recognition, ASBJ decided to incorporate the basic principles from IFRS No. 15 in order to ensure the comparability among Financial Statements based on IFRS, U.S. GAAP and Japanese GAAP. The comparability between the financial statements is one of the benefits of the consistency with IFRS No. 15. In addition, in the case there is an item where consideration should be given to special treatment in Japan, the alternative treatment is accepted to the extent consistency is maintained.

# (2) Scheduled date of the application

AEON REIT will adopt the Accounting Standard and Implementation Guidance from the beginning of the six-month period ending January 31, 2022.

# (3) Impact of the application of the respective Accounting Standard and Implementation Guidance

The impact on the financial statements from adoption of the Accounting Standard and Implementation Guidance for Revenue Recognition is currently being assessed.

Independent Auditor's Report



#### **Independent Auditor's Report**

To the Board of Directors of AEON REIT Investment Corporation

#### **Opinion**

We have audited the financial statements of AEON REIT Investment Corporation (the Company), which comprise the balance sheets as at January 31, 2021, and the statements of income, statements of changes in net assets and statements of cash flows for the six months period then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at January 31, 2021, and its financial performance and its cash flows for the six months period then ended in accordance with accounting principles generally accepted in Japan.

#### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in Japan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Japan, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

# Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern and disclosing, as applicable, matters related to going concern.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

# Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with auditing standards generally accepted in Japan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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As part of an audit in accordance with auditing standards generally accepted in Japan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to
  fraud or error, design and perform audit procedures responsive to those risks, and obtain audit
  evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not
  detecting a material misstatement resulting from fraud is higher than for one resulting from error,
  as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override
  of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, while the purpose of the financial statement audit is not to express an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate whether the presentation and disclosures of the financial statements are in accordance
  with accounting principles generally accepted in Japan, the overall presentation, structure and
  content of the financial statements, including the disclosures, and whether the financial statements
  represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with management regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide management with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

#### **Convenience translation**

The U.S. dollar amounts in the accompanying financial statements with respect to the six months period ended at January 31, 2021 are presented solely for convenience. Our audit also included the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 2 to the financial statements.

Wataru Wada Designated Engagement Partner Certified Public Accountant Hideo Ohta Designated Engagement Partner Certified Public Accountant

May 19, 2021

The original copy of the Independent Auditor's Report is in the Asset Manager, AEON Reit Management Co., Ltd.

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Foreign corporations

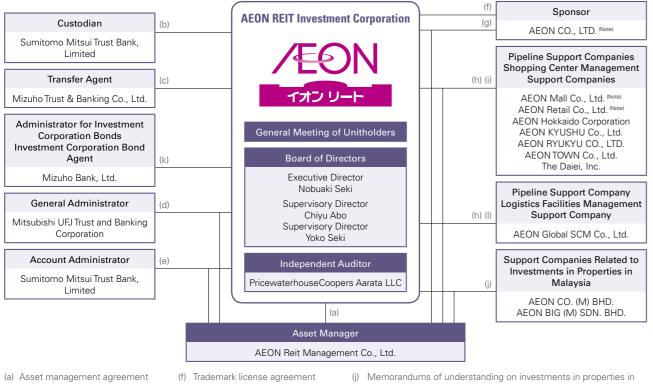
Individuals

and others

22,993

1.3%

#### **Structure and Formation of AEON REIT Investment Corporation**



- (b) Asset custody agreement
- (c) Transfer agency agreement

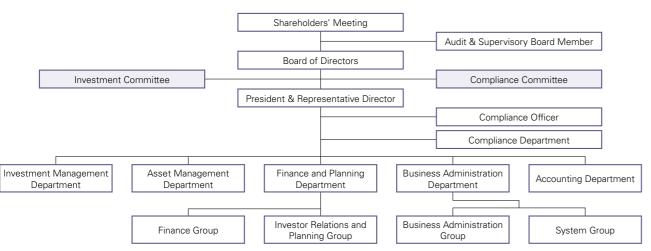
- (d) General administration agreement (i) Shopping center management (e) Account administration agreement
- (g) Sponsor support agreement
  - (k) Fiscal, issuing, and payment agency agreement Bond Agency Agreement, Bond Administration Agreement
  - (I) Logistics facilities management agreement

Note: AEON CO., LTD., AEON Mall Co., Ltd. and AEON Retail Co., Ltd. qualify as designated related parties.

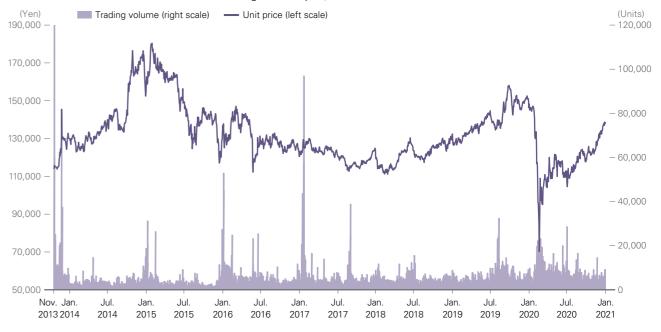
(h) Pipeline support agreements

#### **Profile of the Asset Manager**

Name	AEON Reit Management Co., Ltd.
Paid-in Capital	¥350 million (as of the date of this document)
Shareholder	AEON CO., LTD. (100%)
President & Representative Director	Nobuaki Seki
License/Permission/ Registration	<ul> <li>License for building lots and building transaction business: Governor of Tokyo (2) No. 94328</li> <li>Permission for discretionary transaction agent, etc., under the Building Lots and Building Transaction Business Act: Minister of Land, Infrastructure, Transport and Tourism, Permit No. 73</li> <li>Registration of financial instruments business: Kanto Local Finance Bureau, Director-General (Financial Instruments), No. 2668</li> <li>Member of The Investment Trusts Association Japan</li> </ul>

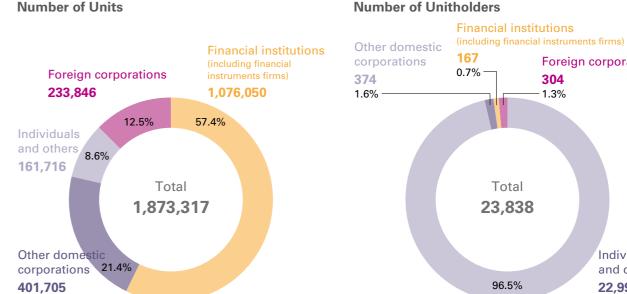


#### AEON REIT Investment Unit Price (Listing to January 31, 2021)

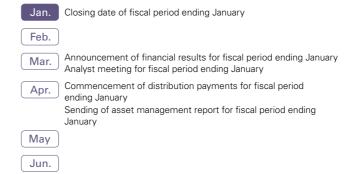


#### Unitholders by Type (As of January 31, 2021)

#### **Number of Units**



#### IR Schedule



Closing date of fiscal period ending July

Announcement of financial results for fiscal period ending July Analyst meeting for fiscal period ending July

Commencement of distribution payments for fiscal period

Sending of asset management report for fiscal period ending July

Nov.

Dec.