



**9th Fiscal Period (Ended December 31, 2020)**

# **Presentation Material**

Securities code: 3470



**marimo Regional Revitalization REIT, Inc.**

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## Summary of Financial Results for 9th Fiscal Period





- The impact of the COVID-19 is minor, and dividends per unit **reached a new record high since listing.**
- Ratio of unrealized gain and NAV per unit also marked **the highest since listing.**
- Investment unit price is **on a recovery trend.**

## Asset size

85% UP from  
the time of  
listing

End of 8th FP  
29.955 billion yen → **29.955** billion yen

End of 9th FP

## NAV per unit

Highest  
since  
listing

End of 8th FP  
134,365 yen → **136,800** yen

End of 9th FP

## Dividends per unit

Highest  
since  
listing

Forecasts for the 9th FP <sup>(Note 1)</sup> → **3,546** yen

Results of the 9th FP

## Investment unit price

4.2% UP

End of 8th FP  
106,600 yen → **111,100** yen

End of 9th FP

Ratio of unrealized gain <sup>(Note 2)</sup>Highest  
since  
listing

End of 8th FP  
20.7% → **22.4**%

End of 9th FP

## LTV to total assets

Remained  
flat

End of 8th FP  
48.5% → **48.6**%

End of 9th FP

(Note 1) The forecast for the 9th Fiscal Period is the forecast announced on August 19, 2020 (includes dividends in excess of earnings).

(Note 2) "Ratio of unrealized gain" is calculated by dividing the difference between the total appraisal value and total book value by the total book value and is rounded to the first decimal place. The figure does not guarantee the amount of profit calculated with the ratio.

**Established a good relationship between PM companies and tenants. Diversification of areas/tenants has been effective.**

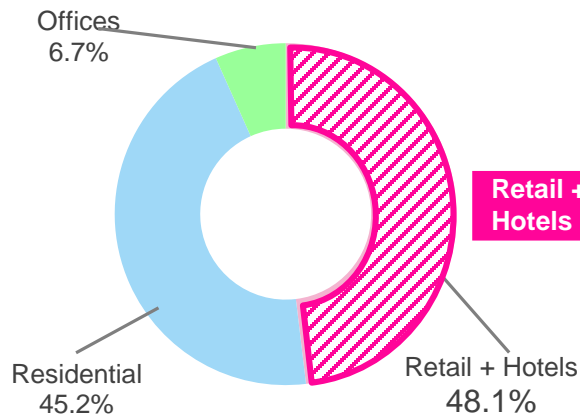
**Tenants that requested for rent reduction/exemption:**

**Previous FP (8th) 27.1% → Current FP (9th) 0%**

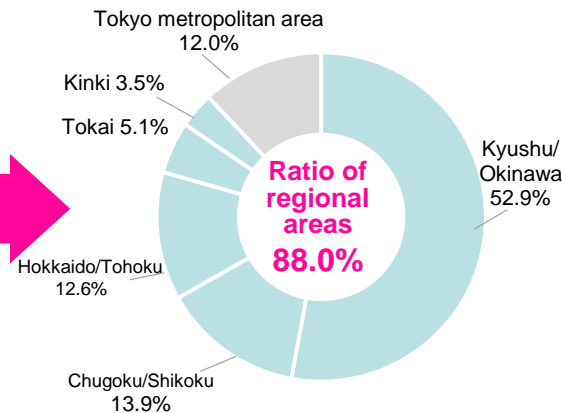
**Tenant marimo REIT dealt with:**  
(Payment deferral, free rent, etc.)

**Previous FP (8th) 3.6% → Current FP (9th) 0%**

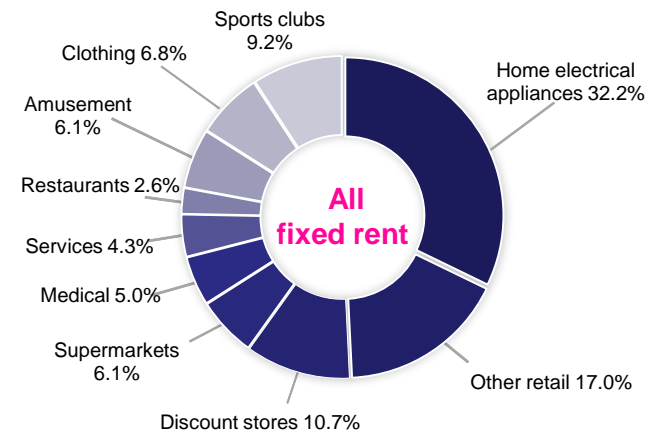
## Breakdown by Type



## Area Diversification



## Tenant Diversification



## Characteristics of regional retail facilities

◆ Small impact of inbound tourism ◆ Mainly lifestyle-oriented tenants ◆ Many car users

(Note) The pie charts for breakdown by type and area diversification on this page are created based on the acquisition price and that by tenant diversification is created based on rent.

# Impact of COVID-19 (2)

**Although there have been few cancellations attributable to COVID-19, will pay close attention to future tenant movements.**

- Number of cancellations attributable to COVID-19 ⇒ **Only one**
- A state of emergency was declared for the second time centering on large metropolitan areas in January 2021 ⇒ **Pay close attention to tenant movements**

	Number of properties	Status in 9th FP	(Property name, number of cancellations, size of canceled area)
Residential properties	15 properties	✓ Impact of COVID-19: <b>No apparent impact</b>	-
Retail facilities	13 properties	✓ Impact of COVID-19: <b>Few cancellations by tenants</b> ✓ <b>Number of cancellations: 3/55 tenants</b> (Number of cancellations in the 8th FP: 0/55 tenants) ✓ <b>Number of cancellations attributable to COVID-19: 1/3 properties</b> (Restaurants in MRR Omuta (100 tsubo))	◆ MRR Omuta (Omuta City, Fukuoka) 2 cancellations <b>300 tsubo in total</b> ◆ MRR Kumamoto (Kumamoto City, Kumamoto) 1 cancellation <b>102 tsubo</b>
Hotels	1 property	◆ Route-Inn Ichinomiya Ekimae (Ichinomiya City, Aichi) ✓ Impact of COVID-19: <b>No apparent impact</b> ✓ <b>Strong performance (accommodation for local sports events and construction-related workers)</b>	-
Offices	2 properties	✓ Impact of COVID-19: <b>No apparent impact</b> ✓ <b>Number of cancellations: 2/25 tenants</b> ✓ (Number of cancellations in the 8th FP: 0/25 tenants)	◆ PLEAST Hakata Gion Bldg. (Fukuoka City, Fukuoka) 1 cancellation <b>60 tsubo</b> ⇒ <b>New contract concluded</b> ◆ MRR Delta Building (Hiroshima City, Hiroshima) 1 cancellation <b>43 tsubo</b> ⇒ <b>New application received</b>





	9th FP Forecasts (Note 1) (A)	9th FP Results (B)	Variation (B) - (A)	Factors
(million yen)				(million yen)
Operating revenue (Note 2)	1,283	1,281	-1	Operating revenue -1
Operating income (Note 2)	575	581	+6	Decrease in rent -3 (Increase) PLEAST Hakata Gion Bldg., A Awajieki-higashi, etc.: +4 (Decrease) A Sendai Kakyoin, A Sobudai, etc.: -7
Ordinary income (Note 2)	471	479	+8	Increase in other income +7 (Income from key money, restoration costs, etc.) (MRR Delta Building, A Awajieki-higashi, A Hakataeki-Minami, etc.)
Net income (Note 2)	470	478	+8	Decrease in utilities revenue -5 (MRR Kumamoto and MRR Itoshima)
				Operating expenses +7
				Reduction in utilities expenses +6 (MRR Kumamoto, MRR Itoshima, etc.)
				Reduction in repair costs +5 (Decrease) MRR Kumamoto, A Sendai Kakyoin, etc.: +13 (Increase) MRR Delta, Yamada Denki Tecc Land Togitsu Store, etc.: -8
				Increase in outsourcing expenses -4 (A Kamimaezu, etc.)
				Non-operating expenses +2
				Receipt of non-life insurance money +2 (Yamada Denki Tecc Land Togitsu Store)

EPU 1.8%UP

DPU 1.1%UP

	9th FP Forecasts (Note 1) (A)	9th FP Results (B)	Variation (B) - (A)
(yen)			
Dividends per unit (excluding dividends in excess of earnings) (1)	3,082	3,136	+54
Dividends in excess of earnings per unit (2)	425	410 (Note 3)	-15
Dividends per unit (1) + (2) (including dividends in excess of earnings)	3,507	3,546	+39

(Note 1) Announced on August 19, 2020

(Note 2) Rounded down to the nearest specified unit

(Note 3) Payout ratio before adjustment 76.4%  
Payout ratio after adjustment 75.0%  
Dividend ratio (against ratio of depreciation) 25.7%

(Note 4) + indicates net income increasing factor and  
- indicates net income decreasing factor

(Note 5) A refers to "Artiza." The same applies hereafter.



# Earnings Forecasts (Note 1)

(million yen)	9th FP Results (A)	10th FP Forecasts (B)	Variation (B) - (A)	11th FP Forecasts (C)	Variation (C) - (B)
<b>Operating revenue (Note 2)</b>	1,283	1,308	+27	1,290	-18
<b>Operating income (Note 2)</b>	581	564	-17	549	-14
<b>Ordinary income (Note 2)</b>	479	472	-7	439	-32
<b>Net income (Note 2)</b>	478	471	-7	438	-32
(yen)					
<b>Dividends per unit (excluding dividends in excess of earnings) (1)</b>	3,136	3,086	-50	2,871	-215
<b>Dividends in excess of earnings per unit (2)</b>	410	443	+33	486	+43
<b>Dividends per unit (1) + (2) (including dividends in excess of earnings)</b>	<b>3,546</b>	<b>3,529</b> (Note 3)	-17	<b>3,357</b> (Note 4)	-172

(Note 1) The forecasts for the 10th Fiscal Period and 11th Fiscal Period do not guarantee actual results.

(Note 2) Rounded down to the nearest specified unit

(Note 3)  
Payout ratio before adjustment 75.9%  
Payout ratio after adjustment 75.0%  
Dividend ratio (against ratio of depreciation) 27.4%

(Note 4)  
Payout ratio before adjustment 74.6%  
Payout ratio after adjustment 74.6%  
Dividend ratio (against ratio of depreciation) 29.9%

## Assumptions for the forecasts for the 10th FP and 11th FP

### Forecasts for 10th FP

#### Operating revenue +27

Increase in rent, etc.	+7
(Increase) A Sengen-cho, PLEAST Hakata Gion Bldg., etc.:	+21
(Decrease) MRR Omuta, etc.:	-14

Increase in other rent income MRR Omuta (Contract cancellation penalty), etc.	+19
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#### Operating expenses -32

Increase in fixed asset tax (for acquisitions through previous PO)	-15
Increase in repair costs (A Matsumoto, A Sendai, etc.)	-27
Decrease in expenses other than those above	+10

#### Non-operating expenses, etc. -12

Reacquisition of ERs for properties acquired upon IPO (every 5 years)	-10
Borrowing-related expenses (statement of opinion, etc.), etc.	-2

#### Non-operating income +10

Non-life insurance money (MRR Omuta), etc.	
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### Forecasts for 11th FP

#### Operating revenue -18

Increase in rent A Sengen-cho (on a daily basis in the beginning of 10th FP)	+5
Contract cancellation penalty (absence), etc.	-23

#### Operating expenses -10

Increase in repair costs (A Sendai)	
-------------------------------------	--

#### Non-operating expenses, etc. +14

ER, borrowing related expenses (absence), etc.	+16
Expenses related to General Meeting of Unitholders	-2

#### Non-operating income -18

Non-life insurance money (absence)	-13
Borrowing related expenses	-5
Refinancing of Tranche C (IPO)	

(Note) + indicates net income increasing factor -  
indicates net income decreasing factor



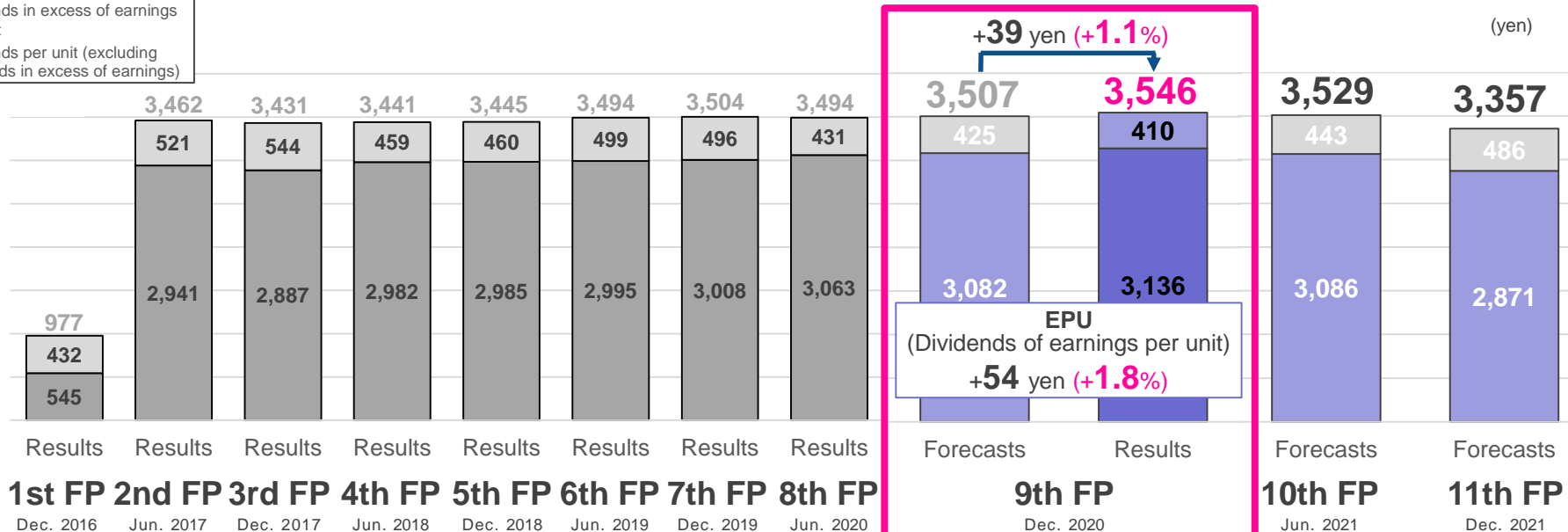


# Changes in Dividends per Unit and NAV per Unit

## Changes in Dividends per Unit

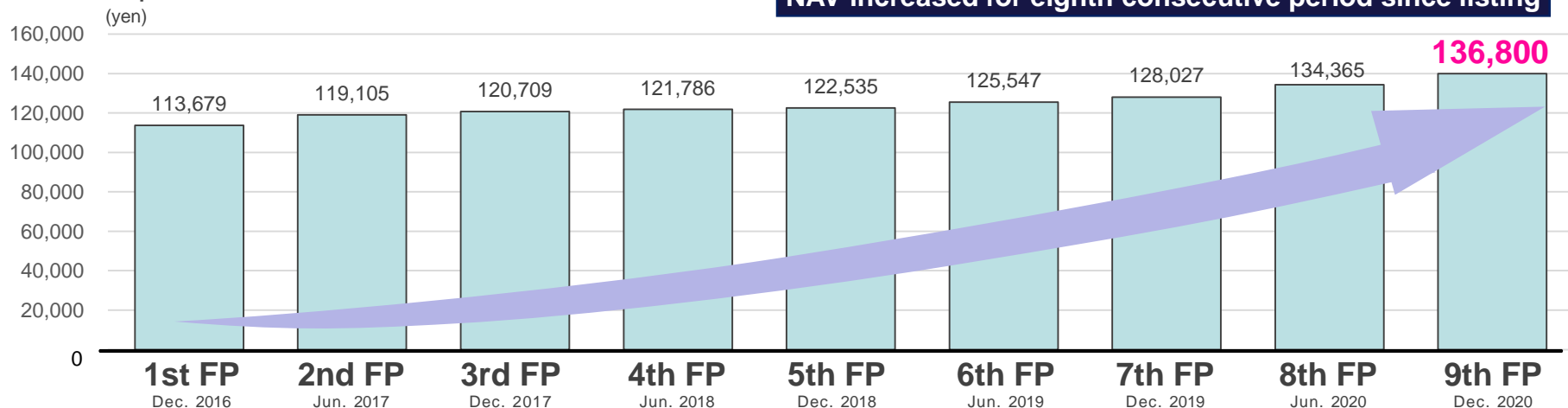
## Stable dividends and steady growth of EPU

- Dividends in excess of earnings per unit
- Dividends per unit (excluding dividends in excess of earnings)



## NAV per Unit

## NAV increased for eighth consecutive period since listing



(Note) The forecasts for the 9th Fiscal Period and 10th Fiscal Period do not guarantee actual results.

02

## Management Results for 9th Fiscal Period



## Efforts for increasing income and reducing costs

### ■ Efforts for Increasing Income

- Increase in rent by applying solid wood flooring



- Increase in rent associated with renewal of contracts (MRR Delta Building)
  - 1 section (60 tsubo) Rent increase rate: **8.7 %**
  - 1 section (50 tsubo) Rent increase rate: **15.5 %**

### ■ Efforts for Reducing Costs

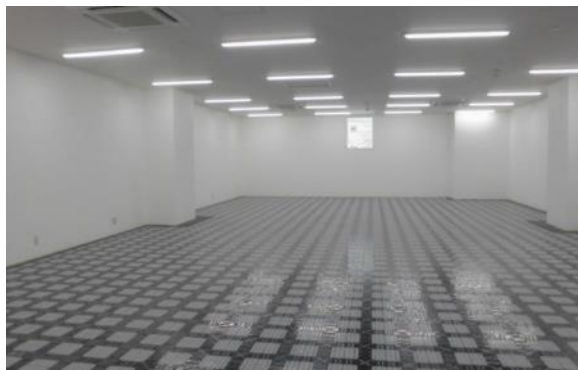
- Introduction of electronic breaker (Artiza Matsumoto, Artiza Chiyoda)



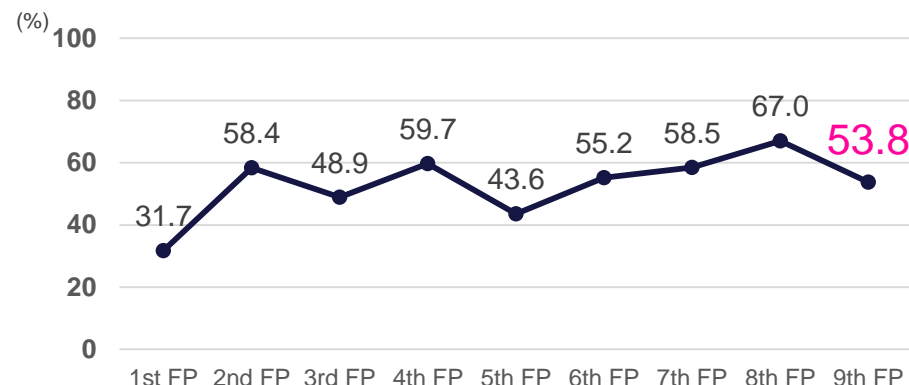
# Pursuing Increase of Asset Value (2)

## Efforts for Improving Customer Satisfaction

- OA-compatible floors, air-conditioning, new installation of ducts (capital expenditures) ...MRR Kumamoto

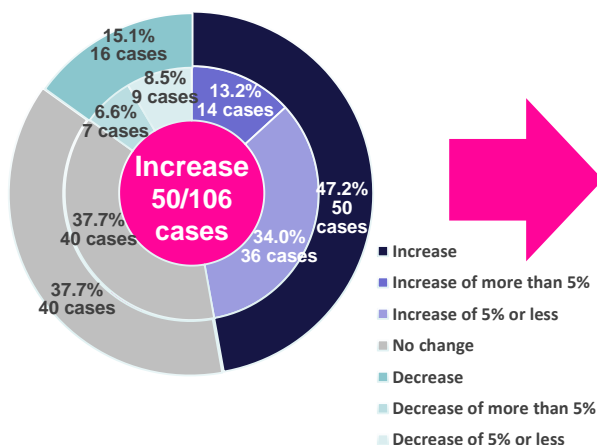


## Change in Target Downtime (within 60 days) Achievement Ratio

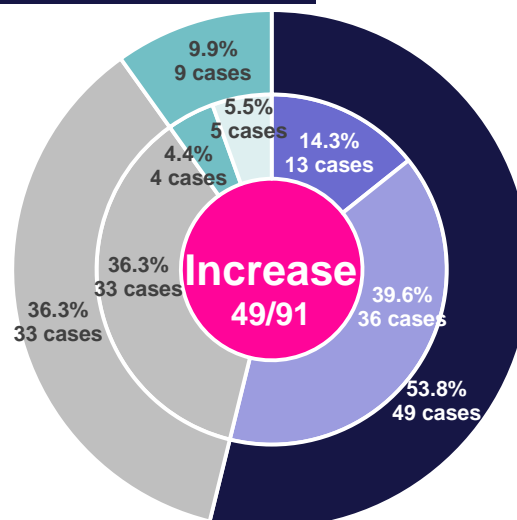


## Increase/Decrease in Residential Rent

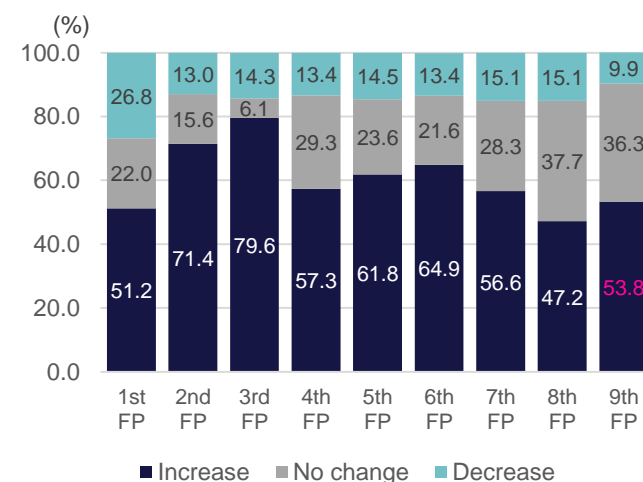
### 8th Fiscal Period



### 9th Fiscal Period



### Change from the 1st FP to 9th FP





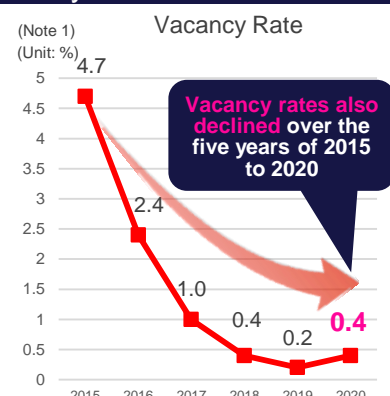
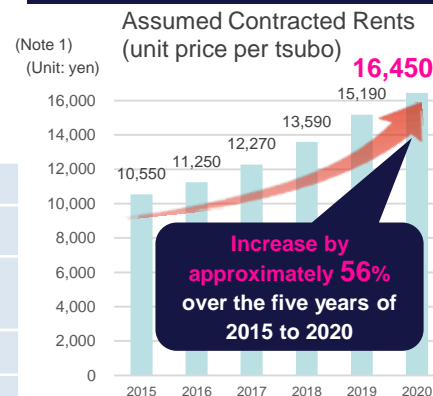
# PLEAST Hakata Gion Bldg. (Internal Growth) marimo Regional Revitalization REIT, Inc.

Subleasing the entire building ⇒ Effect of switching to individual leases: **Increase in rent of 2.82 million yen/month (Increase rate of around 56%)**



Location	Hakata Ward, Fukuoka City, Fukuoka
Appraisal NOI yield	7.6% ⇒ <b>8.0%</b>
Period-end book value	750 million yen (ratio of unrealized profit: <b>72 %</b> )
Acquisition price	800 million yen
Appraisal value	1,230 million yen ⇒ <b>1,290 million yen</b>
Completion date	Aug. 2008

## Office market in Fukuoka City remains favorable



(Note 1) Prepared by the asset manager based on CBRE's "Japan Office Market Review"

### Property descriptions

- The property is located approximately 130 meters southwest of Gion Station on the Fukuoka City Subway Kuko Line (approximately a 1-minute walk).
- As Gion Station is only one stop from Hakata Station or around 6 to 7 minutes on foot, accessing the city center is extremely easy.
- There are many retail stores and restaurants around the neighboring area.
- The neighboring area belongs to a commercial district with many medium-rise office buildings, etc.

### ◆ Subleasing the entire building (April 26, 2020)

1st to 10th floors  
(approximately 584 tsubo)

Total rent  
**5 million yen per month (8,540 yen per tsubo)**

### ◆ After switching to individual leases (April 27, 2020)

10th floor	vacant
9th floor	Continued occupancy
8th floor	Vacant
7th floor	Sublease succession
6th floor	Sublease succession
5th floor	Sublease succession
4th floor	Sublease succession
3rd floor	Sublease succession
2nd floor	Sublease succession
1st floor	Sublease succession

Subleasing company occupying only the 9th floor

Cancellation notice in July Scheduled to move out at the end of December

### ◆ Individual leases (End of January 2021)

10th floor	From Sep. 1
9th floor	Leasing
8th floor	From Jan. 7
7th floor	Leasing
6th floor	From Jan. 1
5th floor	Leasing
4th floor	Leasing
3rd floor	Leasing
2nd floor	Leasing
1st floor	Leasing

**Rent increase  
Tenant  
Diversification  
100% occupancy  
Rent gap**

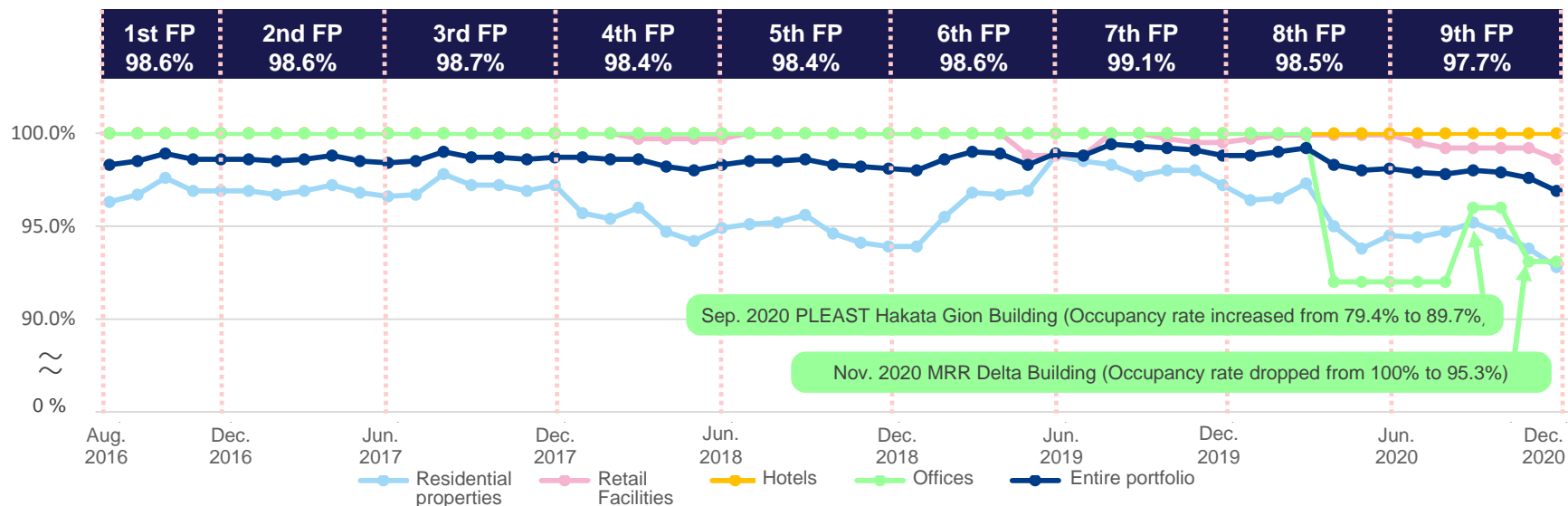
1st to 10th floors  
(approximately 584 tsubo)

Total rent  
Approximately **7.82 million yen per month (13,390 yen per tsubo)**

Unit rent increase by approximately **56%**

	7th FP End of Dec. 2019	8th FP End of Jun. 2020	9th FP End of Dec. 2020	End of Jan. 2021
Occupancy rate	100%	79.4%	89.7%	<b>100%</b>
Monthly rent (10,000 yen)	500	595	688	<b>782</b>
Appraisal value (million yen)	1,020	1,230	<b>1,290</b>	—
Appraisal NOI yield	6.2%	7.6%	<b>8.0%</b>	—
Number of tenants	1/1	10/12	11/12	<b>12/12</b>
Type	Sublease	Switched to individual leases from April 27, 2020		

## Average occupancy rate for entire portfolio during fiscal periods



Occupancy rate (Note) (%)	1st FP (Dec. 2016)	2nd FP (Jun. 2017)	3rd FP (Dec. 2017)	4th FP (Jun. 2018)	5th FP (Dec. 2018)	6th FP (Jun. 2019)	7th FP (Dec. 2019)	8th FP (Jun. 2020)	9th FP (Dec. 2020)					
	End of December	End of June	End of December	End of June	End of December	End of June	End of December	End of Jun.	End of Jul.	End of Aug.	End of Sep.	End of Oct.	End of Nov.	End of Dec.
Residential properties	96.9	96.6	97.2	94.9	93.9	98.8	97.2	94.5	94.4	94.7	95.2	94.6	93.8	92.8
Retail facilities	100	100	100	99.7	100	98.8	99.5	99.9	99.5	99.2	99.2	99.2	99.2	98.6
Hotels	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Offices	100	100	100	100	100	100	100	92.0	92.0	92.0	96.0	96.0	93.1	93.1
Entire portfolio	98.6	98.4	98.7	98.3	98.1	98.9	98.8	98.1	97.9	97.8	98.0	97.9	97.6	96.9

(Note) For 1st to 8th FPs, occupancy rates at the end of the fiscal period are indicated; and for 9th FP, those at the end of the month are indicated.



# Financial Status (period ended December 2020)

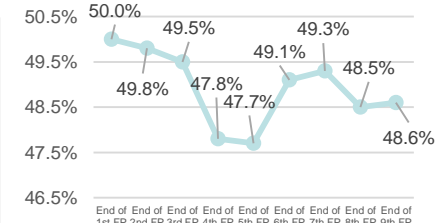


**marimo Regional Revitalization REIT, Inc.**

(million yen, rounded down to nearest specified unit)

Lender	Balance of borrowings at end of 8th FP	New borrowings in 9th FP	Amount repaid in 9th FP	Balance of borrowings at end of 9th FP	Floating or fixed	Interest rate	Borrowing date	Maturity date	Remarks
Syndicate of lenders arranged by Sumitomo Mitsui Banking	3,500	—	—	3,500	Fixed	0.86669%	Aug. 1, 2016	Aug. 2, 2021	Unsecured & unguaranteed
・Sumitomo Mitsui Banking ・The Hiroshima Bank	1,387	—	15	1,372		1.09908%		Aug. 1, 2023	
・Sumitomo Mitsui Trust Bank	4,840	—	—	4,840	Floating	3M TIBOR + 0.6%	Jan. 23, 2018	Feb. 1, 2021	
・The Bank of Fukuoka	2,015	—	—	2,015	Floating	3M TIBOR + 0.6%	Aug. 1, 2019	Aug. 1, 2022	
・The Mie Bank		Floating	3M TIBOR + 0.8%		Aug. 1, 2024				
・Shinsei Bank	2,015	—	—	2,015	Floating	3M TIBOR + 0.8%	Jan. 21, 2020	Jan. 21, 2023	
・Aozora Bank		Floating	3M TIBOR + 0.6%						
・Resona Bank	2,140	—	—	2,140	Floating	3M TIBOR + 0.6%	Jan. 21, 2020	Jan. 21, 2023	
・The Higo Bank									
・The Chugoku Bank									
Total	15,897	—	15	15,882					

## LTV to Total Assets



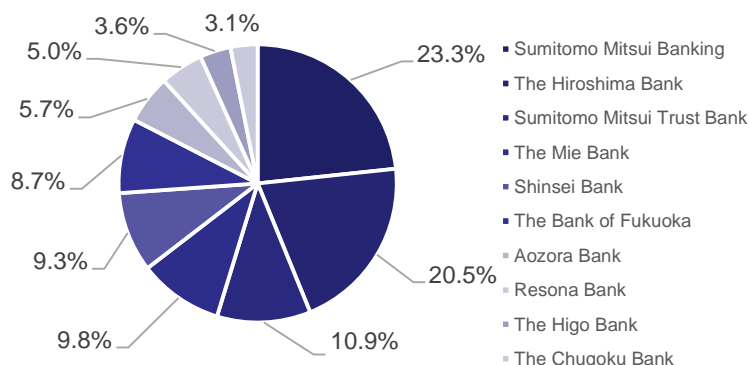
## Average Interest Rate

**0.78%**

## Long-term Debt Ratio

**100.0%**

## Diversification Status of Lenders



## Refinancing Scheduled in 10th FP (Feb. 1) and New Borrowings (Feb. 26)

**Long-term loans  
4,840 million yen  
(Borrowing period:  
3 years)**



**2,420 million yen  
(Borrowing period:  
3 years)**



**2,420 million yen  
(Borrowing period:  
4 years)**

Borrowing date: February 1, 2021  
Floating or fixed: Floating  
Interest rate: 3M TIBOR + 0.6%  
Security, etc.: Unsecured & unguaranteed

Borrowing date: February 1, 2021  
Floating or fixed: Floating  
Interest rate: 3M TIBOR + 0.7%  
Security, etc.: Unsecured & unguaranteed

**Borrowings for the  
acquisition of Artiza  
Sengen-cho**

**300 million yen  
(Borrowing period:  
1 year)**

Borrowing date: February 26, 2021  
Floating or fixed: Floating  
Interest rate: 1M TIBOR + 0.2%  
Security, etc.: Unsecured & unguaranteed

## IR Activities in the 9th Fiscal Period (Jul. to Dec. 2020)

- Focused on IR activities for foreign institutional investors.
- Instead of holding information meetings for individual investors like before, appeared on radio programs to approach them more widely.

### IR for foreign institutional investors

Foreign institutional investors turned attention to regional real estate as well.

- (1) Responding to foreign institutional investors individually (mainly conference calls)

	8th FP	9th FP
Hong Kong	4	2
Singapore	3	1
Australia		1
Taiwan		New 4
Total	7	8

### IR for individual investors

Explained the appeal of marimo REIT to many and unspecified individual investors.

- (1) Appeared on "Karuizawa Radio University" on FM Karuizawa

September 28

**FM軽井沢**  
77.5FM RADIO STATION

<http://www.karuizawaradio.university/>

- (2) Appeared on "The Asazai morning market report" on Radio Nikkei

December 24

PRONEXUS presents

朝イチマーケットスクエア  
**アサザイ**

<http://www.radionikkei.jp/asazai/>

### IR for Japanese institutional investors

Conducted domestic IR activities mostly in a non-contact manner.

- (1) 8th Fiscal Period Financial Results Briefing (Video distribution) August 20
- (2) 1-on-1 responses for institutional investors (conference calls) after August

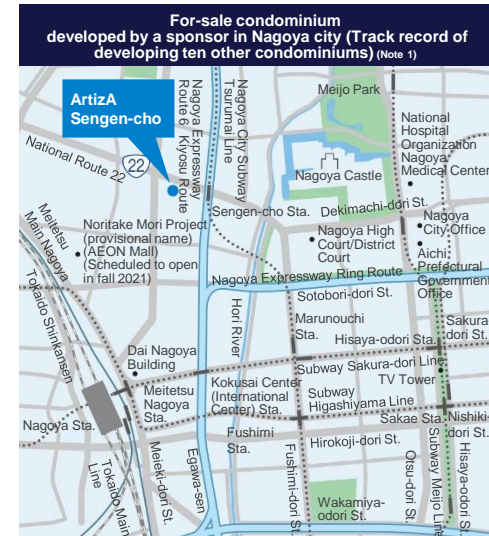
03

## Assets to Be Acquired and Expansion of Asset Size



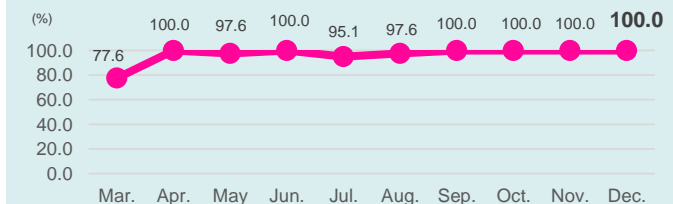
# Asset to Be Acquired (ArtizA Sengen-cho)

**Acquisition of a residential property developed by a sponsor (scheduled acquisition date: February 26, 2021)**



Location	Appraisal NOI yield	Occupancy rate
Nagoya City, Aichi	<b>5.1</b> % (Note 2)	<b>100</b> % (Note 2)
Planned acquisition price	Appraisal value	Completion date
<b>495</b> million yen	<b>517</b> million yen (Note 2)	<b>February 2020</b>
Asset type	Exclusive area (per unit)	Number of units
1K	27.3 m <sup>2</sup>	40

**Continuing to maintain a high occupancy rate**



## ■ Property descriptions

- The property is located approximately 240 meters (approximately a 3-minute walk) to the west of Sengen-cho Station on the Nagoya City Subway Tsurumai Line.
- From Sengen-cho Station, it takes approximately 2 minutes to Marunouchi Station and its office and government district. From the nearby bus stop, it takes approximately 10 minutes to Nagoya Station.
- AEON Mall's Noritake-no Mori Project (provisional name) located about 800 meters to the southwest is scheduled to open in the fall of 2021.

(Note 1) Regarding each of marimo's for-sale condominiums, marimo REIT has no specific plans for acquisitions, nor is there any guarantee that it can be acquired in the future as of the date of this document.

(Note 2) "Appraisal NOI yield", "Occupancy rate" and "Appraisal value" are the figures as of the end of December 2020. The same applies hereafter.



# Sponsor Pipeline



**marimo Regional  
Revitalization REIT, Inc.**

**Development by Marimo, the sponsor**  
**Sequential development of residential properties, student dormitories, retail facilities, hotels, etc. all around Japan**

**Property developed by the sponsor**

Location: Minoo City, Osaka  
Main type: Retail  
Sections: 6  
Completion: Jan. 2020

**Property developed by the sponsor**

Location: Kobe City, Hyogo (Nada)  
Main type: Residential (student dormitory)  
Units: 177  
Completion: Jan. 2023 (Scheduled)

**Property developed by the sponsor**

Location: Kobe City, Hyogo (Tarumi)  
Main type: Residential (student dormitory)  
Units: 108  
Completion: Jan. 2022 (Scheduled)

**Property under sponsor's urban  
redevelopment projects**

**MIRAKITA CITY HIMEJI**

Location: Himeji City, Hyogo  
Main type: Retail (sectional)  
Sections: 9  
Completion: Jan. 2019

**Property developed by the sponsor**

Location: Kumamoto City, Kumamoto  
Main type: Residential  
Units: 48 (1LDK)  
Completion: Oct. 2021(Scheduled)

**Property developed by the sponsor**

Location: Takayama City, Gifu  
Main type: Hotel  
Rooms: 139  
Completion: Dec. 2020

**Property developed by the sponsor**

Location: Takasaki City, Gunma  
Main type: Residential  
Units: 54 (1LDK)  
Completion: Jun. 2020

**Property developed by the sponsor**

Location: Kofu City, Yamanashi  
Main type: Residential  
Units: 67 (1R, etc.)  
Completion: Mar. 2022 (Scheduled)

**Scheduled to be acquired on  
February 26, 2021**

**Property developed by the sponsor**

Location: Nagoya City, Aichi  
Main type: Residential  
Units: 40 (1K)  
Completion: Feb. 2020

**NEW**

**Property developed by the sponsor**

Location: Osaka City, Osaka  
Main type: Residential  
Units: 81 (1K/1DK)  
Completion: Sep. 2022 (Scheduled)

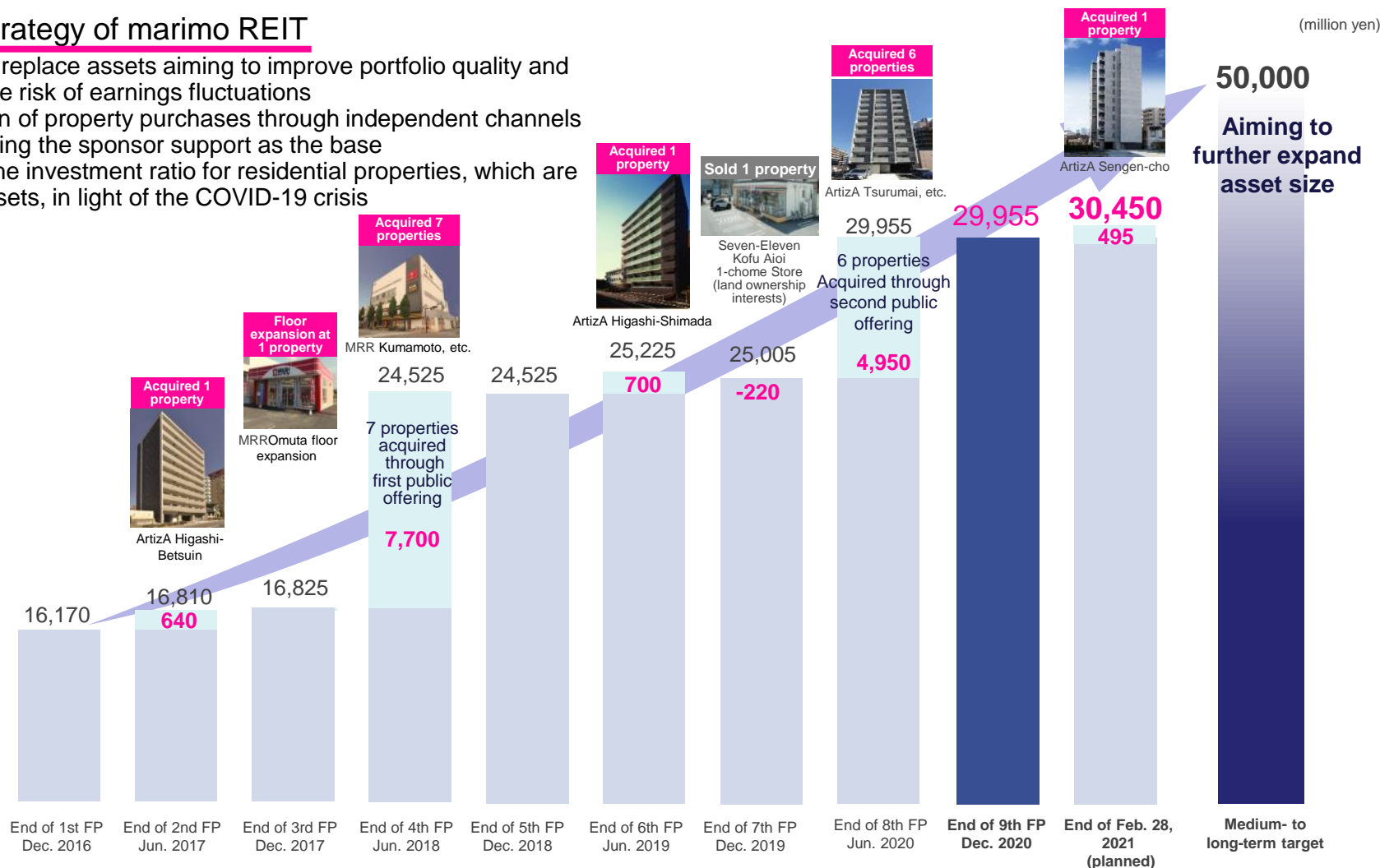
(Note) As to properties developed by sponsors, there are no plans for marimo REIT to acquire the properties as of the date of this document and there is no guarantee it can acquire them in the future.

# Steady Expansion of Asset Size

Asset size steadily grew to approximately 30 billion yen through selective investment in prime properties

## Growth strategy of marimo REIT

- ✓ Efforts to replace assets aiming to improve portfolio quality and reduce the risk of earnings fluctuations
- ✓ Expansion of property purchases through independent channels while having the sponsor support as the base
- ✓ Raising the investment ratio for residential properties, which are stable assets, in light of the COVID-19 crisis





# Portfolio List (1) (9th Fiscal Period)

Property no.		Property name	Location	Acquisition price (million yen)	Book value at end of fiscal period (million yen) <sup>(Note 1)</sup>	Appraisal value (million yen)	Terminal capitalization rate	Appraisal NOI yield	Constructed <sup>(Note 2)</sup>	Occupancy rate <sup>(Note 3)</sup>
Residential properties	Rp-01	ArtizA Sendai Kakyoin	Sendai City, Miyagi	2,730	2,562	3,790	5.3%	7.5%	Jan. 2009	91.4%
	Rp-02	ArtizA Kamimaezu	Nagoya City, Aichi	400	380	546	5.0%	6.9%	Mar. 2014	97.7%
	Rp-03	ArtizA Hakata Premium	Fukuoka City, Fukuoka	1,060	970	1,260	5.2%	6.8%	Feb. 2006	99.1%
	Rp-04	ArtizA Hakataeki-Minami	Fukuoka City, Fukuoka	500	465	564	5.1%	6.4%	Jun. 2006	91.3%
	Rp-05	ArtizA Higashi-Betsuin	Nagoya City, Aichi	640	617	675	4.9%	5.1%	Feb. 2016	96.3%
	Rp-06	ArtizA Kamimaezu II	Nagoya City, Aichi	720	710	770	5.0%	5.3%	Feb. 2016	94.1%
	Rp-07	ArtizA Chiyoda	Nagoya City, Aichi	980	961	1,120	4.6%	5.2%	Sep. 2017	92.4%
	Rp-08	ArtizA Higashi-Shimada	Okayama City, Okayama	700	696	731	5.2%	5.4%	Dec. 2016	92.3%
	Rt-01	ArtizA Ikejiri	Setagaya Ward, Tokyo	610	601	735	4.0%	4.8%	Mar. 2014	95.6%
	Rt-02	ArtizA Tsuzuki Chuo Koen	Yokohama City, Kanagawa	1,050	1,073	1,150	5.0%	6.1%	Apr. 1989	88.5%
	Rt-03	ArtizA Kawasaki East	Kawasaki City, Kanagawa	780	759	956	5.2%	6.9%	Mar. 1998	100.0%
Rt-04	ArtizA Sobudai	Zama City, Kanagawa	1,130	1,159	1,350	5.2%	6.9%	Feb. 1993	91.7%	
Rp-09	ArtizA Tsurumai	Nagoya City, Aichi	430	440	468	4.5%	4.9%	Feb. 2019	90.0%	
Rp-10	ArtizA Awajieki-higashi	Osaka City, Osaka	1,180	1,202	1,300	4.6%	5.0%	Oct. 2019	98.9%	
Rp-11	ArtizA Matsumoto	Matsumoto City, Nagano	640	656	668	5.9%	7.0%	Mar. 1998	82.7%	

(Note 1): "Book value at end of fiscal period" refers to the book value as of December 31, 2020. The same applies hereafter.

(Note 2): "Constructed" refers to the date of new construction of the main building as recorded on the registry. The same applies hereafter.

(Note 3): "Occupancy rate" refers to the figure obtained by dividing the total leased area indicated on each lease agreement concluded with the tenants of each asset as of December 31, 2020, by the building's (or in the case of land ownership interests, the land's) leasable area determined by marimo REIT, which is then rounded to the first decimal place. The same applies hereafter.

# Portfolio List (2) (9th Fiscal Period)

Property no.		Property name	Location	Acquisition price (million yen)	Book value at end of fiscal period (million yen)	Appraisal value (million yen)	Terminal capitalization rate	Appraisal NOI yield	Constructed	Occupancy rate
Retail facilities	Cp-01	MRR Omuta	Omuta City, Fukuoka	1,265	1,182	1,080	6.3%	5.8%	Mar. 2005 <sup>(Note 1)</sup>	84.7%
	Cp-02	Tariumiekimae Gold Building	Kobe City, Hyogo	500	466	552	6.1%	6.7%	Jun. 2008	100.0%
	Cp-03	Foodaly Aoba Store	Miyazaki City, Miyazaki	250	221	405	6.3%	10.3%	Apr. 2009	100.0%
	Cp-04	Yamada Denki Tecc Land Mihara Store	Mihara City, Hiroshima	2,000	1,855	2,800	6.3%	8.9%	Sep. 2008	100.0%
	Cp-05	Yamada Denki Tecc Land Togitsu Store	Nishi-Sonogi County, Nagasaki	950	907	1,150	6.4%	8.2%	May 1981	100.0%
	Cp-07	MRR Kumamoto	Kumamoto City, Kumamoto	2,120	2,141	2,500	5.9%	7.2%	(1) Oct. 2008 (2) Jan. 1986 <sup>(Note 2)</sup>	95.7%
	Cp-08	MRR Sasebo	Sasebo City, Nagasaki	990	977	1,290	5.8%	7.6%	Apr. 2008	100.0%
	Cp-09	MRR Itoshima	Itoshima City, Fukuoka	900	904	976	5.4%	5.9%	Jul. 2008	100.0%
	Cp-10	MRR Akita	Akita City, Akita	840	851	891	6.9%	6.8%	Apr. 1994	100.0%
	Cp-11	Supercenter TRIAL Togitsu Store (land ownership interests)	Nishi-Sonogi County, Nagasaki	1,150	1,170	1,230	5.0%	5.2%	-	100.0%
	Cp-12	MRR Akita II	Akita City, Akita	970	980	1,030	6.8%	7.3%	(1) Mar. 2004 (2) Apr. 1985 <sup>(Note 2)</sup>	100.0%
	Ct-01	MRR Ichihara (land ownership interests)	Ichihara City, Chiba	700	717	1,220	-	5.0%	-	100.0%
	Ct-02	K's Denki Kitamoto Store (land ownership interests)	Kitamoto City, Saitama	1,030	1,047	1,130	4.5%	4.9%	-	100.0%
Hotels	Hp-01	Route-Inn Ichinomiya Ekimae	Ichinomiya City, Aichi	740	661	840	6.1%	7.0%	May 2008	100.0%
Offices	Op-01	MRR Delta Building	Hiroshima City, Hiroshima	1,200	1,127	1,290	5.7%	6.4%	Nov. 2002	95.3%
	Op-02	PLEAST Hakata Gion Bldg.	Fukuoka City, Fukuoka	800	750	1,290	5.0%	8.0%	Aug. 2008	89.7%
Total			31 properties	29,955	29,223	35,757	-	6.6%	-	96.9%

(Note 1): As multiple buildings exist on the property, the date of construction of the building with the largest gross floor area is recorded.

(Note 2): As two buildings exist on the property, the date of construction of each building is recorded.

# Appendix



## Basic principle = “Strengthen Japan from regional areas”

### Regional revitalization

marimo REIT’s idea on regional revitalization is to create regional societies where nationwide people can live their unique lifestyle pleasantly while having hope for their region’s future by reducing the “monocentric concentration in Tokyo.”



Creation of employment



Revitalization of regional  
economy

Revitalization of “towns” through investing in regional real estate

**marimo Regional Revitalization REIT, Inc.**

Expertise in  
real estate development  
and urban redevelopment



Provide property information (Note)



Michinoku Bank

TOKYO STAR BANK



THE CHUGOKU BANK, LTD.



Kansai Mirai Bank



HIROSHIMA BANK



THE ASHIKAGA BANK, LTD.

ReBITA

(Note) The Michinoku Bank, The Chugoku Bank, The Hiroshima Bank and The Ashikaga Bank are to provide property information voluntarily at their own discretion.

## marimo Regional Revitalization REIT, Inc.

Preferential provision of property information

Granting of preferential negotiation rights for sales

Warehousing function

CM support

PM operations

Leasing support

Support for regeneration of owned assets

Fixed rent-type ML

Same-boat investment

Support for securing personnel

Provide property information

Financial advisory and assistance

Licensing of trademark

Sponsor



Supporting companies



Michinoku Bank

TOKYO STAR BANK

ReBITA



Kansai Mirai Bank



THE ASHIKAGA BANK, LTD.

# Overview of marimo REIT – Portfolio Building Policy –



**marimo Regional  
Revitalization REIT, Inc.**

Investment ratio	Investment area classification			Type				
				Residential properties	Retail facilities	Hotels	Offices	Parking properties
70% or more	Regional areas	【Regional cities】	Cities with, in principle, populations of 200,000 people or more other than those in the Tokyo metropolitan area <small>(Note)</small>	●	●	●	●	●
		【Other regions】	Nationwide regions other than regional cities and Tokyo metropolitan area		●	●		●
30% or less	Tokyo metropolitan area	Tokyo, Kanagawa, Chiba and Saitama prefectures		●	●			
Minimum investment amount (based on acquisition price per property)				300 million yen or more	200 million yen or more	300 million yen or more	500 million yen or more	200 million yen or more
Maximum investment amount (based on acquisition price per property)				Up to 25% of asset size after property acquisition				
Ratio of land ownership interests				Up to 15% of asset size after property acquisition				

(Note) Even if a city has a population of less than 200,000 people, a city with a population slightly less than this may be treated as a regional city in consideration of the industrial situation, demographics and other various circumstances.





## Strategically invest by taking advantage of the characteristics of the diversified REIT while based on properties developed by the sponsor

	Pre-COVID-19 (Investment criteria)	Post-COVID-19
Residential properties	<ul style="list-style-type: none"> <li>Invest in properties that are expected to have relatively stable leasing demand and rent level and also can maintain competitiveness in comparison with neighboring competitive properties</li> </ul>	Proactively consider those developed by sponsor and those acquired from external parties as stable assets
Retail facilities	<ul style="list-style-type: none"> <li>Invest in properties in locations rated highly based on trade area analysis, properties with promising management stability and asset value, and properties that have major tenants closely related to daily living in the region and expected to have stable purchase demand, by considering the location conditions, visibility, competition status in the surroundings and other factors</li> </ul>	While the number of players investing in retail facilities is declining nationwide, pay attention to tenants with flexible price and stable sales, and consider aggressive acquisitions
Hotels	<ul style="list-style-type: none"> <li>Invest in properties in locations where accommodation demand can be expected, such as in front of stations, airports, tourist destinations, business districts, downtown areas, and near transportation hubs such as terminal stations</li> </ul>	Adopt a negative attitude in considering hotels while paying close attention to the operating status and supply/demand trends in the area
Offices	<ul style="list-style-type: none"> <li>Invest in properties located within a 5-minute walk from the nearest station or located in business districts</li> <li>Invest in properties with a certain degree of liquidity and have a high degree of corporate concentration and strong demand from tenants</li> </ul>	Select areas with high office needs and make investment by carefully selecting properties while considering the impacts of working from home, etc.

# Overview of the Sponsor, Marimo

<b>Company name</b>	Marimo Co., Ltd.
<b>Headquarters address</b>	1-17-23, Kougokita, Nishi Ward, Hiroshima
<b>Established</b>	September 1, 1970
<b>Global operation</b>	Japan, China
<b>Net sales (Non-consolidated)</b>	54.4 billion yen (as of July 31, 2020)
<b>Business description</b> (Including business description of subsidiaries)	Planning, development, designing, supervising and sales business of for-sale residential properties, real estate securitization business, environmental hygiene business, and sales of overseas for-sale condominiums

## ■ Domestic for-sale condominium business

Miyazaki City, Miyazaki



### ● Polestar Miyazaki The Residence

By continuing to enter even into regional cities where other companies do not advance into and providing high-quality residences, contribute to realization of living in downtown and compact city.

## ■ Urban redevelopment business

Kumamoto City, Kumamoto



### ● The Kumamoto Gardens

Contribute to revitalization of downtown areas in regional cities by utilizing the enthusiasm for "energizing the regional areas" and the know-how cultivated in the for-sale condominium business.

## ■ Overseas business

China



### ● Polestar Garden

First project developed in Suzhou Industrial Park (853 units)

Conducted sales of residences with interior design in overseas market. Developed "Polestar Garden" series and sold all of 2,113 units in a joint venture with a local, state-owned enterprise in Suzhou City, Jiangsu Province China.

## ■ Income property direction business

Shibuya Ward, Tokyo



### ● Ebisu-Nishi Itchome Building

Improved sustainability of profit by conducting leasing in addition to renovation of retail stores, residences and offices

**Track record of for-sale condominium development (as of July 31, 2020)**  
410 structures with 26,789 units in over 44 prefectures nationwide

<b>History of Marimo</b>	
Sep. 1970	Established AI Architectural Design Co., Ltd. (currently Marimo Co., Ltd) in Hiroshima City
Oct. 1990	Completed construction of "Grandeur Tosu," the first for-sale condominium
Jan. 2009	Started the Condominium Restoration Project (purchase and resale)
Aug. 2009	Established a local entity in Shanghai, China
Apr. 2010	Joined "Keyaki Avenue First-class Urban Redevelopment Project" (Wakayama City) as the first urban redevelopment project
Jan. 2014	Launched income property direction business on a full scale
Mar. 2014	Launched domestic for-rent condominium business
Jun. 2015	<b>Established Marimo Asset Management Co., Ltd.</b> Established GM Associe Co., Ltd.
Aug. 2015	Made Prec Co., Ltd. (currently Marimo House Co., Ltd.) a subsidiary
Oct. 2015	Established Marimo Consulting Co., Ltd. Made Yurick Home Co., Ltd. a subsidiary
Jul. 2016	<b>Listing of marimo Regional Revitalization REIT, Inc.</b>
Nov. 2016	Reorganized into a group with Marimo Holdings Co., Ltd. as the holding company
May 2017	Began sales of 532 units out of 1,260 units in 18 buildings at "Shangya Yuan" in the 1st FP in China (All units were sold out in the same month)
Jan. 2018	<b>marimo Regional Revitalization REIT, Inc. conducted 1st public offering</b>
Jan. 2020	<b>marimo Regional Revitalization REIT, Inc. concluded 2nd public offering</b>

## Marimo Group's Initiatives

### Environment

Conducted by  
marimo REIT

#### ■ Initiatives to reduce environmental burden

In addition to promoting the efficient use of energy in our owned assets by adopting LED lighting, reducing energy consumption through replacement of air-conditioners and installing electronic breaker, the Group is endeavoring to reduce CO2 emissions through energy conservation.



Air conditioner replacement  
(Artiza Hakataeki-Minami)



Installation of  
emergency LED lighting  
(MRR Akita II)

### Social

Conducted by  
Sponsor

#### ■ Support for School Construction in Emerging Nations (construction costs, backpacks, stationary, etc.)



- \* Bour Secondary School, Cambodia
- \* Au Ampil Elementary School, Cambodia
- \* Muan Mue Secondary School, Laos

#### ■ Marimo Group's SDGs Declaration



### Governance

#### ■ Decision-making flow for transactions with interested persons, etc.

marimo REIT adopts a prudent decision-making flow in cases where the acquisition and disposition of assets would be a transaction with an interested person, etc.

- Pursuant to the rules on transactions with interested persons, etc. and the rules on administrative authority, deliberation and unanimous approval of Compliance Committee and Investment Management Committee are required in advance. In addition, we have appointed persons who are qualified as lawyers, certified accountants, real estate appraisers, etc. and have sufficient abilities, as outside experts.

#### ■ Sponsors' same-boat investments

Same-boat investments are conducted in order to share the profits between marimo REIT's unitholders and Marimo Group.

- Marimo Co., Ltd. holds 16,031 investment units of marimo REIT (ratio: 10.5%). (as of Dec. 31, 2020)

## Initiatives of Marimo Asset Management Co., Ltd.

### ■ Infection prevention measures

Marimo Asset Management Co., Ltd. has implemented the following measures to prevent the COVID-19 infection.

- Implementation of remote work and staggered work hours according to the details of the state of emergency
- Having interviews and meetings online (Introduction of Office 365)
- Mask-wearing in offices and constant ventilation
- Measuring body temperature and placing hand sanitizers
- Limiting business trips and business dining, etc.
- Prohibiting employees with fevers, etc. from reporting to the office

### ■ Welfare system

Marimo Asset Management Co., Ltd. has established the following welfare programs in an effort to improve employee satisfaction.

- Childbirth, childcare, nursing care leave system
- Congratulatory or condolence payment system
- Reemployment system for the elderly
- Refresh leave system
- Special leave system
- Shortened working hours system for childcare and nursing care
- Child-rearing allowance system
- Health examination cost subsidy system
- Qualification acquisition support program

### ■ Education and training of human resources

#### ■ Qualification acquisition support program

The Marimo Group has established a qualification acquisition support program and is working to improve the skills of employees and maintain and improve their expertise.

- Target qualifications  
Real estate transaction agent, first-class architect, first-class building construction management engineer, ARES certified master, certified real estate appraiser, etc.
- Support content  
Cost burden and adjustment of work attendance for test dates
- Qualification holders  
(15 members of Marimo Asset Management Co., Ltd.)
  - Real estate transaction agent: 9 people
  - ARES certified master: 4 people
  - Real estate consulting master: 3 people
  - Licensed representative of condominium management company: 3 people

#### ■ Human resources development training

The following training is implemented for full-time officers and employees.

- Monthly: "Report of cases of leakage of personal information," "harassment training", etc.
- As needed: "Training by attorney (twice a year)," "Training on protection of personal information by outside experts," etc.

# B-to-C EC Market Size in Japan

## Scale of B-to-C EC <sup>(Note 1)</sup> Market and Composition Ratio of Each Business Sector

	2018	2019	Growth rate
A. Retail sector	9,299.2 billion yen (EC ratio 6.22%)	10,051.5 billion yen (EC ratio 6.76%)	8.09%
B. Service-related sector	6,647.1 billion yen	7,167.2 billion yen	7.82%
C. Digital-related sector	2,038.2 billion yen	2,142.2 billion yen	5.11%
Total	17,984.5 billion yen	19,360.9 billion yen	7.65%

### A. Product sale-related sector

(1)	Food products, beverages, liquor
(2)	Home electrical appliances, AV equipment, PC/peripheral equipment, etc. (not including online games)
(3)	Books, video/music software (not including e-publishing in books)
(4)	Cosmetics, pharmaceutical products
(5)	Sundries, furniture, interior
(6)	Clothing, accessories, etc.
(7)	Automobiles, motorcycles, auto parts, etc.
(8)	Office products/stationery
(9)	Other

### B. Service-related sector

(1)	Travel service
(2)	Food service
(3)	Ticket sale
(4)	Financial service
(5)	Beauty service
(6)	Others (medical, insurance, housing-related, education, etc.)

### C. Digital-related sector

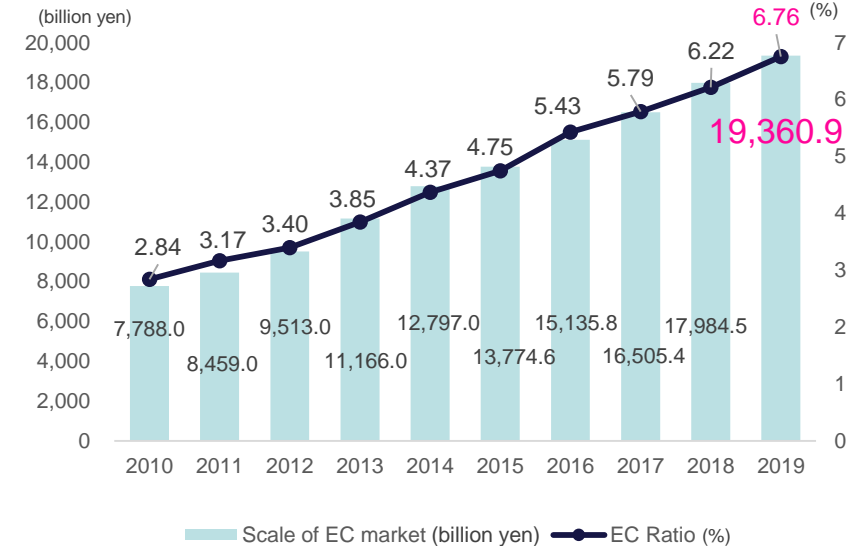
(1)	E-publishing (e-books, e-magazines)
(2)	Fee-based music streaming
(3)	Fee-based video streaming
(4)	Online games
(5)	Other

(Note 1) Business to consumer e-commerce is abbreviated as "B-to-C EC."

Source: Information Economy Division, Commerce and Information Policy Bureau, Ministry of Economy, Trade and Industry "FY2019 Global Economy Survey for Formulating an Integrated Domestic and External Economic Growth Strategy (E-Commerce Market Survey)"

## Changes in Scale of B-to-C EC Market and EC Ratio <sup>(Note 2)</sup>

\*EC ratio is for the retail sector



(Note 2) EC ratio indicates the ratio of e-commerce market size against the transaction amount of all types of commerce (commerce market size)

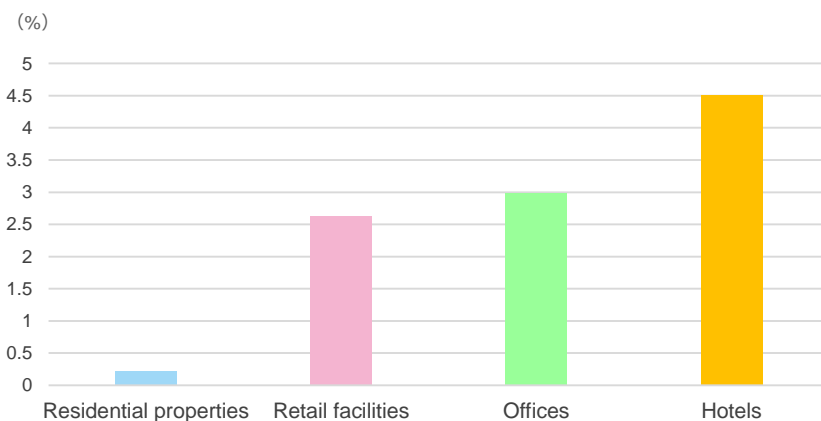
Source: Information Economy Division, Commerce and Information Policy Bureau, Ministry of Economy, Trade and Industry "FY2019 Global Economy Survey for Formulating an Integrated Domestic and External Economic Growth Strategy (E-Commerce Market Survey)"

The scale of the B-to-C EC market is on an expanding trend, but the EC ratio in 2019 for the retail sector is 6.76%



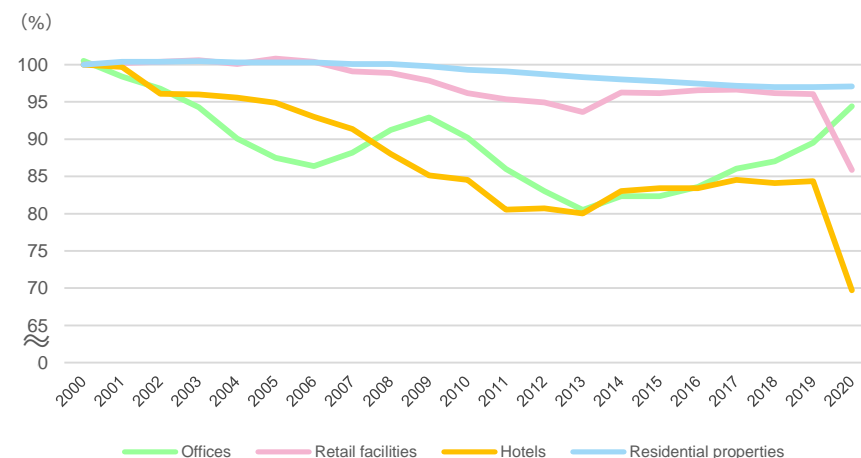
# Residential Properties and Retail Facilities Market Data

## Standard Deviation of Rate of Change of Rent Level by Real Estate Type



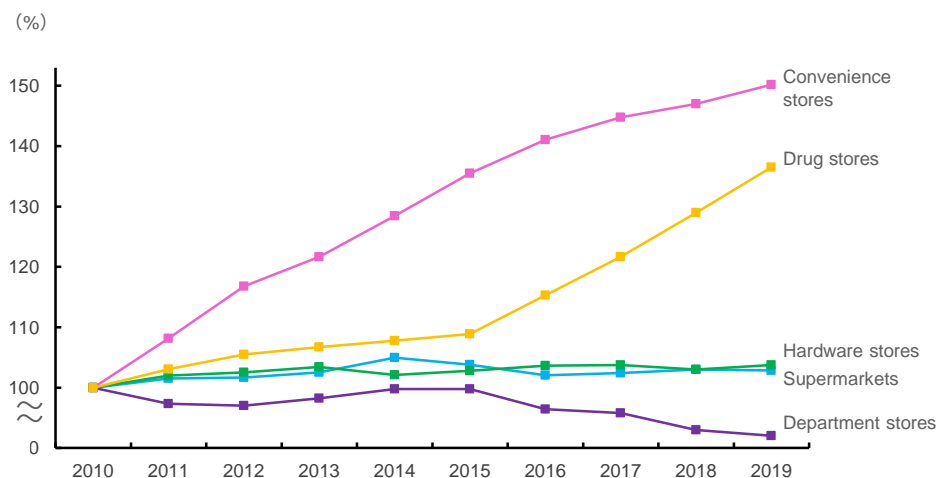
Source: Prepared by the asset manager based on the Bank of Japan's Corporate Service Index and the Statistic Bureau's (Ministry of Internal Affairs and Communications) Consumer Price Index (from 2000 to 2020)

## Corporate Service Index and Consumer Price Index (2000 = 100)



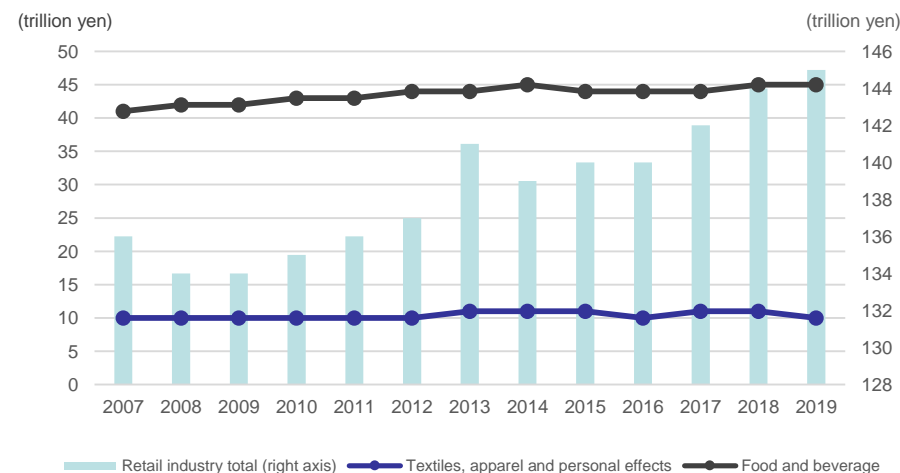
Source: Prepared by the asset manager based on the Bank of Japan's Corporate Service Index and the Statistic Bureau's (Ministry of Internal Affairs and Communications) Consumer Price Index

## Change in Annual Sales of Various Retailers



Source: Prepared by the asset manager based on data from the Ministry of Economy, Trade and Industry's Current Survey of Commerce, Japan DIY Industry Association and Japan Association of Chain Drug Stores' FY2019 Japan Drug Store Survey (2010 = 100)

## Change in Sales in the Retail Industry Overall and in Daily Necessities



Source: Prepared by the asset manager based on the Ministry of Economy, Trade and Industry's Current Survey of Commerce and Commercial Sales Value by Type of Business and Comparison with Previous Year (fiscal year, period and month)

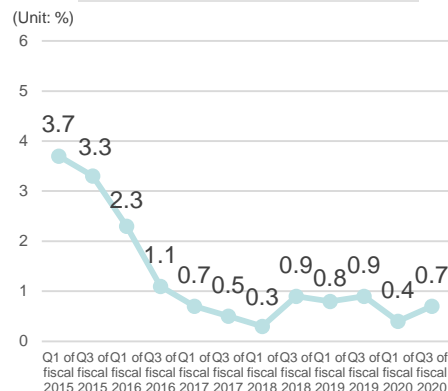




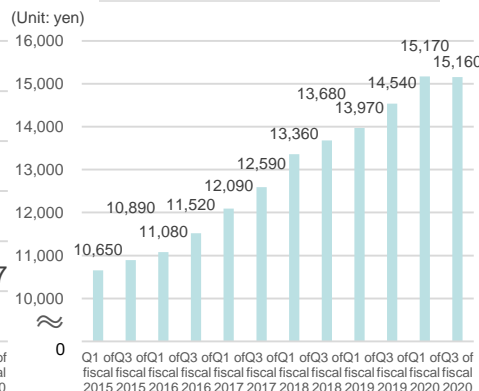
## Rent continues to rise in major cities and vacancy rates are increasing

### Sapporo City

#### Vacancy rate

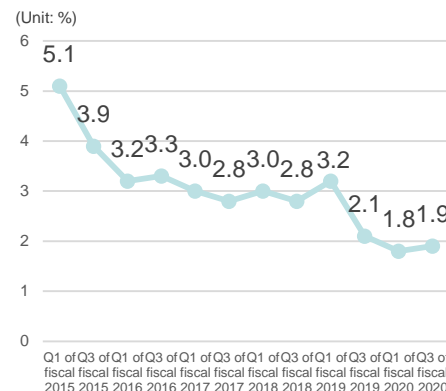


#### Assumed contracted rents

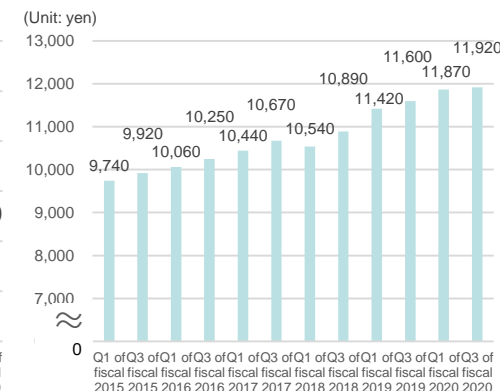


### Hiroshima City

#### Vacancy rate

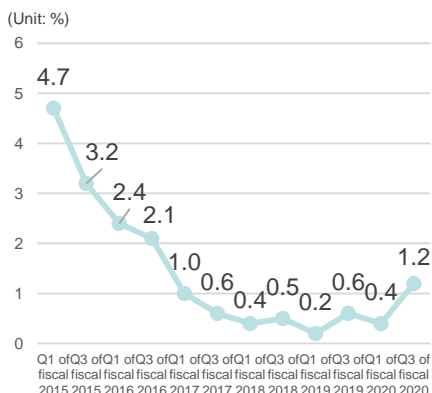


#### Assumed contracted rents

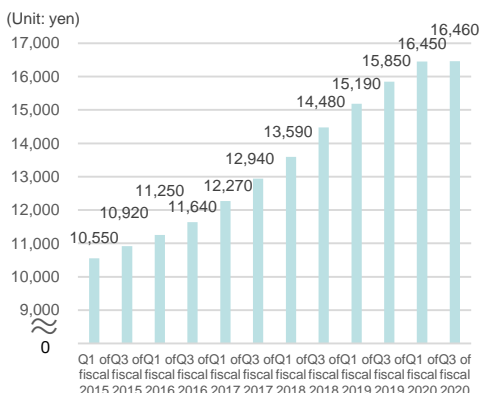


### Fukuoka City

#### Vacancy rate

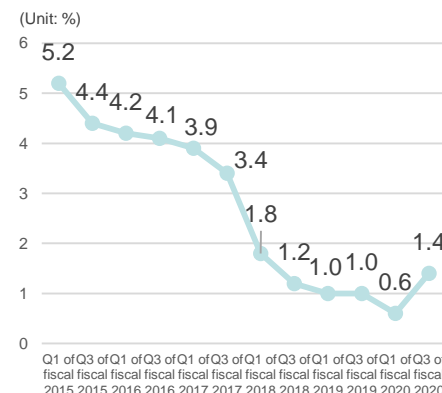


#### Assumed contracted rents

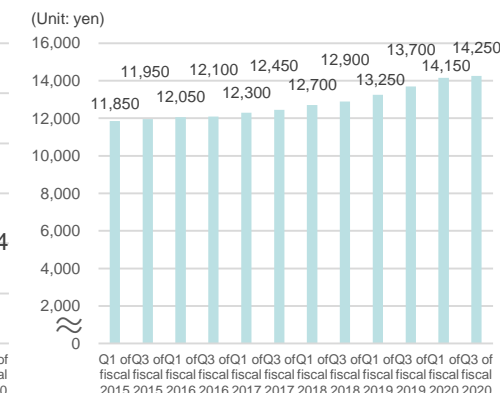


### Nagoya City

#### Vacancy rate



#### Assumed contracted rents



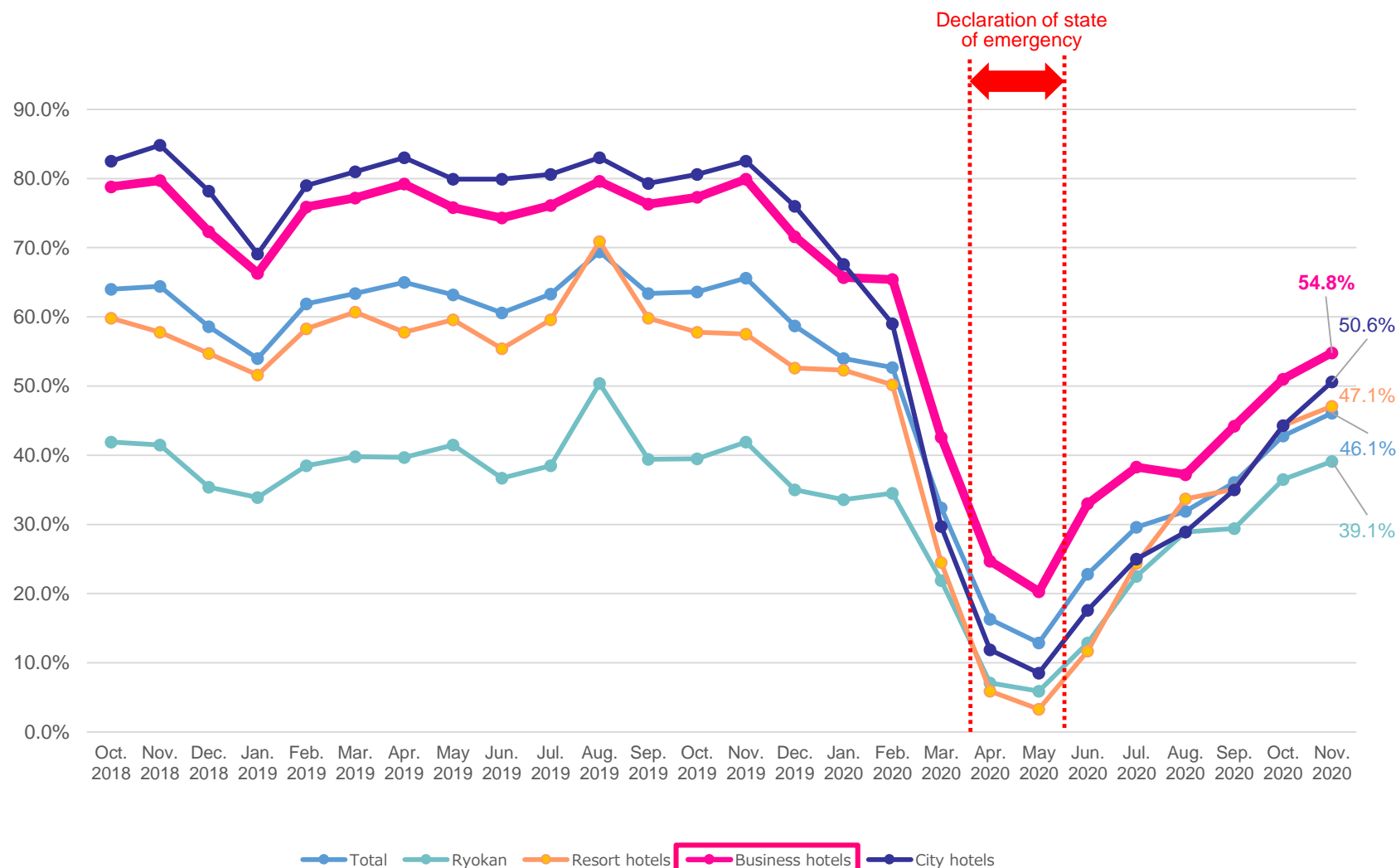
Source: Prepared by the asset manager based on "Japan Office Market View" of CBRE, K.K. (Cited grade B data for assumed contracted rents for Nagoya City)

# Hotels Occupancy Rate by Facility Type



**marimo Regional  
Revitalization REIT, Inc.**

## Business hotels achieved an early recovery in occupancy rate

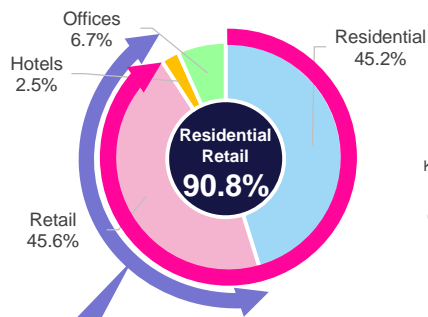


Source: Prepared by the asset manager based on "Overnight Travel Statistics Survey" by the Japan Tourism Agency, Ministry of Land, Infrastructure, Transport and Tourism

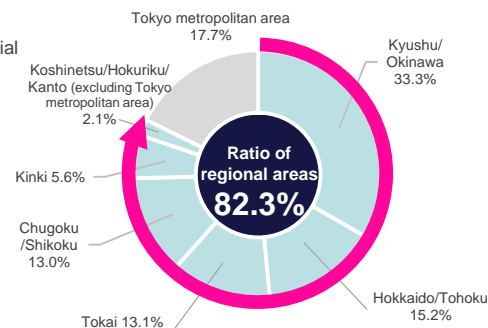
## marimo Regional Revitalization REIT, Inc. 9th FP (Ended December 31, 2020) Presentation Material | 35

# Portfolio Map (as of December 31, 2020)

Investment Ratio by Type  
(based on acquisition price)



Investment Ratio by Region  
(based on acquisition price)

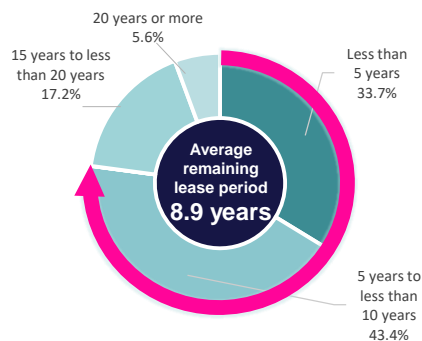


**Aim to create a diversified portfolio nationwide to reduce risk from disasters**

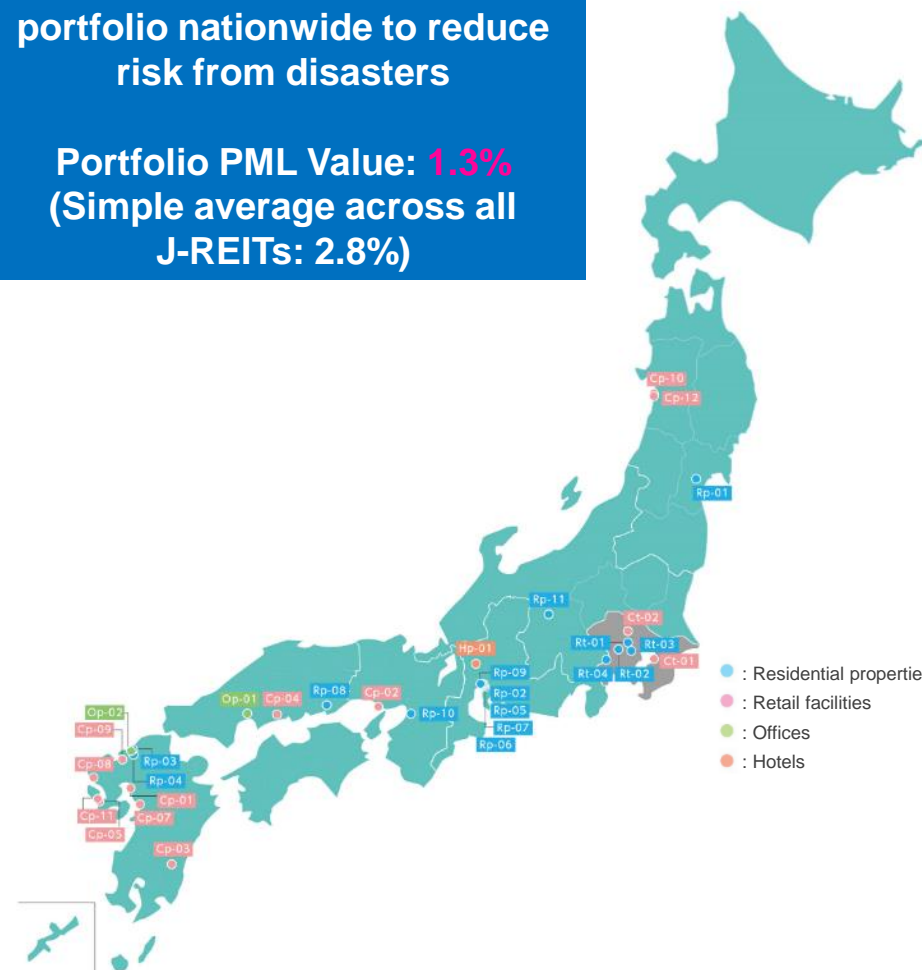
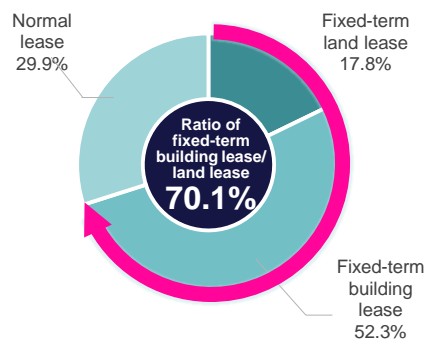
**Portfolio PML Value: 1.3%**  
(Simple average across all J-REITs: 2.8%)

All retail facilities and hotels have fixed-rent lease agreements

Average Remaining Lease Period (based on rent) (\*)



Composition Ratio of Types of Lease Agreements (based on rent)



\* "Average remaining lease period" is the average (weighted average) obtained by:  
(Monthly rent (yen) x Remaining (years))/Monthly rent (yen).

\* "Property No." on the map of Japan indicates a number given to each property in marimo REIT's portfolio, which is a combination of categories for "investment target" and "investment ratio by region." For property names, please refer to "Portfolio List" on page 29/30. "As to "investment target," R refers to residential properties, C to retail facilities, H to hotels and O to offices, while p refers to regional areas and t to Tokyo metropolitan area.



# Photos of Properties

(Fiscal period ended December 2020)

## Residential properties (15 properties)

**Artiza Sendai Kakyoin**



**Artiza Kamimaezu**



**Artiza Hakata Premium**



**Artiza Hakataeki-Minami**



**Artiza Higashi-Betsuin**



**Artiza Chiyoda**



**Artiza Higashi-Shimada**



**Artiza Ikejiri**



**Artiza Tsuzuki Chuo Koen**



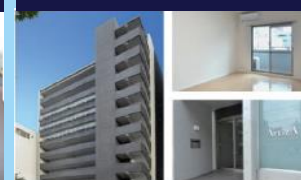
**Artiza Kawasaki EAST**



**Artiza Sobudai**



**Artiza Kamimaezu II**



## Retail facilities (13 properties)

**MRR Omuta**



**Tarumiekimae Gold Building**



**Foodaly Aoba Store**



**Artiza Tsurumai**



**Artiza Awajieki-higashi**



**Artiza Matsumoto**



**Yamada Denki Tecc Land Togitsu Store**



**Yamada Denki Tecc Land Mihara Store**



**MRR Kumamoto**



**MRR Sasebo**



**MRR Ichihara (land ownership interests)**



**MRR Itoshima**



**MRR Akita**



**Supercenter TRIAL Togitsu Store (land ownership interests)**



**MRR Akita II**



**K's Denki Kitamoto Store (land ownership interests)**



## Hotels (1 property)

**Route-Inn Ichinomiya Ekimae**



## Offices (2 properties)

**MRR Delta Building**



**PLEAST Hakata Gion Bldg.**





# Balance of Individual Properties (1)

(Period ended December 31, 2020)



**marimo Regional  
Revitalization REIT, Inc.**

Investment area			Regional area							
Property no.			Rp-01	Rp-02	Rp-03	Rp-04	Rp-05	Rp-06	Rp-07	Rp-08
Property name			ArtizA Sendai Kakyoin	ArtizA Kamimaezu	ArtizA Hakata Premium	ArtizA Hakataeki- Minami	ArtizA Higashi- Betsuin	ArtizA Kamimaezu II	ArtizA Chiyoda	ArtizA Higashi- Shimada
Acquisition date			Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Jun. 1, 2017	Jan. 23, 2018	Jan. 23, 2018	Jan. 4, 2019
Price information	Acquisition price	(million yen)	2,730	400	1,060	500	640	720	980	700
	Investment ratio	(%)	9.1	1.3	3.5	1.7	2.1	2.4	3.3	2.3
	Period-end book value (Note 1)	(million yen)	2,562	380	970	465	617	710	961	696
Leasing information	Leasable area (Note 1)	(m <sup>2</sup> )	9,810.37	1,096.48	3,804.39	1,691.50	1,336.50	1,557.90	2,062.06	1,809.60
	Leased area (Note 1)	(m <sup>2</sup> )	8,968.44	1,071.56	3,771.99	1,544.38	1,287.00	1,466.35	1,904.39	1,670.40
	Occupancy rate (Note 1)	(%)	91.4	97.7	99.1	91.3	96.3	94.1	92.4	92.3
Balance (Note 2)	(1) Number of operating days		184 days	184 days	184 days	184 days	184 days	184 days	184 days	184 days
	(2) Total lease business revenue	(thousand yen)	126,497	18,563	49,633	23,503	22,046	24,973	35,041	24,779
	Lease business revenue		123,064	17,474	47,957	21,835	21,721	24,094	34,232	24,260
	Other lease business revenue		3,433	1,089	1,675	1,668	324	878	809	519
	(3) Total lease business expenses	(thousand yen)	20,455	5,433	10,505	5,621	4,922	5,427	7,172	5,370
	Management fees		8,908	3,214	3,539	1,851	1,519	1,983	2,355	2,306
	Taxes and public dues		7,706	1,346	3,312	1,583	1,620	1,753	2,577	1,799
	Utility costs		822	118	422	327	184	172	173	158
	Repair costs		2,341	300	2,670	1,490	420	661	637	252
	Insurance fees		306	44	118	49	59	59	78	60
	Trust fees		220	225	220	220	225	225	225	225
	Other lease business expenses		150	183	221	100	893	571	1,125	567
	(4) NOI ( = (2) – (3) )	(thousand yen)	106,042	13,130	39,127	17,881	17,124	19,545	27,869	19,409
	(5) Depreciation	(thousand yen)	30,205	4,544	16,383	7,028	6,569	6,238	9,171	7,622
	(6) Lease business income ( = (4) – (5) )	(thousand yen)	75,837	8,586	22,744	10,852	10,554	13,307	18,697	11,786
	(7) Capital expenditures	(thousand yen)	1,136	-	915	2,957	-	-	272	-
	(8) NCF ( = (4) – (7) )	(thousand yen)	104,906	13,130	38,212	14,923	17,124	19,545	27,596	19,409

(Note 1) Figures are as of the end of the 9th Fiscal Period.

(Note 2) The balance is for the 9th Fiscal Period.

# Balance of Individual Properties (2)

(Period ended December 31, 2020)



**marimo Regional  
Revitalization REIT, Inc.**

Investment area			Regional area							
Property no.			Rp-09	Rp-10	Rp-11	Cp-01	Cp-02	Cp-03	Cp-04	
Property name			ArtizA Tsurumai	ArtizA Awajieki-higashi	ArtizA Matsumoto	MRROmuta	Tarumiekimae Gold Building	Foodaly Aoba Store	Yamada Denki Tecc Land Mihara Store	
Acquisition date			Jan. 21, 2020	Jan. 21, 2020	Jan. 21, 2020	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	
Price information	Acquisition price	(million yen)	430	1,180	640	1,265	500	250	2,000	
	Investment ratio	(%)	1.4	3.9	2.1	4.2	1.7	0.8	6.7	
	Period-end book value (Note 1)	(million yen)	440	1,202	656	1,182	466	221	1,855	
Leasing information	Leasable area (Note 1)	(m <sup>2</sup> )	841.50	2,180.10	3,012.53	6,485.11	678.57	1,729.30	11,579.19	
	Leased area (Note 1)	(m <sup>2</sup> )	757.35	2,156.61	2,490.11	5,493.74	678.57	1,729.30	11,579.19	
	Occupancy rate (Note 1)	(%)	90.0	98.9	82.7	84.7	100.0	100.0	100.0	
Balance (Note 2)	(1) Number of operating days			184 days	184 days	184 days	184 days	184 days	184 days	
	(2) Total lease business revenue		(thousand yen)	14,077	38,850	27,616	47,775	21,001	16,308	*
		Lease business revenue		13,896	37,573	26,653	47,725	19,432	16,308	*
		Other lease business revenue		180	1,277	963	50	1,569	-	-
	(3) Total lease business expenses		(thousand yen)	1,922	4,231	4,912	10,020	3,456	3,574	*
		Management fees		986	3,098	2,833	2,612	1,176	489	*
		Taxes and public dues		-	-	-	4,692	714	1,109	8,564
		Utility costs		118	318	450	77	1,295	-	-
		Repair costs		93	284	775	-	-	-	-
		Insurance fees		32	72	89	103	17	50	234
		Trust fees		225	225	225	225	220	220	220
		Other lease business expenses		466	232	538	2,310	31	1,706	16
	(4) NOI ( = (2) – (3) )		(thousand yen)	12,155	34,619	22,703	37,755	17,545	12,733	*
	(5) Depreciation		(thousand yen)	3,386	7,687	5,676	14,576	4,981	3,922	18,695
	(6) Lease business income ( = (4) – (5) )		(thousand yen)	8,769	26,931	17,027	23,178	12,563	8,810	*
	(7) Capital expenditures		(thousand yen)	-	-	2,412	-	-	-	-
	(8) NCF ( = (4) – (7) )		(thousand yen)	12,155	34,619	20,290	37,755	17,545	12,733	*

\* Figures are undisclosed as the consent of the tenant could not be obtained. Furthermore, while the tenant of Yamada Denki Tecc Land Mihara Store is Marimo Co., Ltd., there is an item of concern in the contract with the end tenant and so the figures are undisclosed as consent of the end tenant could not be obtained.

(Note 1) Figures are as of the end of the 9th Fiscal Period. Furthermore, the leasable area and leased area of Yamada Denki Tecc Land Mihara Store include the areas of the 1F automobile garage (piloti-type parking lot section under the building) and the warehouse building.

(Note 2) The balance is for the 9th Fiscal Period.

# Balance of Individual Properties (3)

(Period ended December 31, 2020)



**marimo Regional  
Revitalization REIT, Inc.**

Investment area			Regional area						
Property no.			Cp-05	Cp-07	Cp-08	Cp-09	Cp-10	Cp-11	Cp-12
Property name			Yamada Denki Tecc Land Togitsu Store	MRR Kumamoto	MRR Sasebo	MRR Itoshima	MRR Akita	Supercenter TRIAL Togitsu Store (land ownership interests)	MRR Akita II
Acquisition date			Aug. 1, 2016	Jan. 23, 2018	Jan. 23, 2018	Jan. 23, 2018	Jan. 23, 2018	Jan. 23, 2018	Jan. 21, 2020
Price information	Acquisition price	(million yen)	950	2,120	990	900	840	1,150	970
	Investment ratio	(%)	3.2	7.1	3.3	3.0	2.8	3.8	3.2
	Period-end book value (Note 1)	(million yen)	907	2,141	977	904	851	1,170	980
Leasing information	Leasable area (Note 1)	(m <sup>2</sup> )	5,998.15	11,157.71	5,070.01	2,842.78	8,416.10	13,719.74	5,587.25
	Leased area (Note 1)	(m <sup>2</sup> )	5,998.15	10,680.64	5,070.01	2,842.78	8,416.10	13,719.74	5,587.25
	Occupancy rate (Note 1)	(%)	100.0	95.7	100.0	100.0	100.0	100.0	100.0
Balance (Note 2)	(1) Number of operating days		184 days	184 days	184 days	184 days	184 days	184 days	184 days
	(2) Total lease business revenue	(thousand yen)	*	114,995	57,238	39,795	32,106	*	43,075
	Lease business revenue		*	103,400	49,646	32,860	32,106	*	43,075
	Other lease business revenue		-	11,595	7,592	6,935	-	-	-
	(3) Total lease business expenses	(thousand yen)	*	40,756	16,683	11,671	3,993	*	2,679
	Management fees		*	14,660	5,950	3,381	951	*	1,245
	Taxes and public dues		3,032	10,761	4,462	2,136	1,565	3,073	4
	Utility costs		-	13,393	5,894	5,734	-	-	-
	Repair costs		-	1,175	-	59	30	-	1,103
	Insurance fees		148	393	150	56	21	-	101
	Trust fees		225	250	225	250	225	225	225
	Other lease business expenses		3,853	121	-	53	1,200	-	-
	(4) NOI ( = (2) – (3) )	(thousand yen)	*	74,239	40,555	28,124	28,112	*	40,395
	(5) Depreciation	(thousand yen)	6,303	21,274	6,568	3,411	917	-	6,207
	(6) Lease business income ( = (4) – (5) )	(thousand yen)	*	52,965	33,986	24,712	27,195	*	34,188
	(7) Capital expenditures	(thousand yen)	-	11,779	-	-	-	-	1,785
	(8) NCF ( = (4) – (7) )	(thousand yen)	*	62,460	40,555	28,124	28,112	*	38,610

\* Figures are undisclosed as the consent of the tenant could not be obtained.

(Note 1) Figures are as of the end of the 9th Fiscal Period. Furthermore, the leasable area and leased area of Yamada Denki Tecc Land Mihara Store include the areas of the 1F automobile garage (piloti-type parking lot section under the building) and the warehouse building.

(Note 2) The balance is for the 9th Fiscal Period.

# Balance of Individual Properties (4)

(Period ended December 31, 2020)



**marimo Regional  
Revitalization REIT, Inc.**

Investment area			Regional area			Tokyo metropolitan area						
Property no.			Hp-01	Op-01	Op-02	Rt-01	Rt-02	Rt-03	Rt-04	Ct-01	Ct-02	
Property name			Route-Inn Ichinomiya Ekimae	MRR Delta Building	PLEAST Hakata Gion Bldg.	ArtizA Ikejiri	ArtizA Tsuzuki Chuo Koen	ArtizA Kawasaki East	ArtizA Sobudai	MRR Ichihara (land ownership interests)	K's Denki Kitamoto Store (land ownership interests)	
Acquisition date			Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Aug. 1, 2016	Jan. 21, 2020	Jan. 21, 2020	
Price information	Acquisition price	(million yen)	740	1,200	800	610	1,050	780	1,130	700	1,030	
	Investment ratio	(%)	2.5	4.0	2.7	2.0	3.5	2.6	3.8	2.3	3.4	
	Period-end book value (Note 1)	(million yen)	661	1,127	750	601	1,073	759	1,159	717	1,047	
Leasing information	Leasable area (Note 1)	(m <sup>2</sup> )	3,860.81	3,053.57	1,931.47	641.16	3,731.75	3,055.80	5,703.73	18,326.76	11,451.00	
	Leased area (Note 1)	(m <sup>2</sup> )	3,860.81	2,908.91	1,732.61	613.01	3,304.24	3,055.80	5,230.43	18,326.76	11,451.00	
	Occupancy rate (Note 1)	(%)	100.0	95.3	89.7	95.6	88.5	100.0	91.7	100.0	100.0	
Balance (Note 2)	(1) Number of operating days		184 days	184 days	184 days	184 days	184 days	184 days	184 days	184 days	184 days	
	(2) Total lease business revenue		*	57,278	40,312	17,517	41,235	30,210	51,553	21,230	*	
	Lease business revenue		*	50,903	38,053	15,867	39,168	29,960	50,050	21,230	*	
	Other lease business revenue		-	6,374	2,258	1,649	2,066	250	1,503	-	-	
	(3) Total lease business expenses		*	21,389	14,178	5,030	8,392	4,044	12,871	349	*	
	Management fees		*	3,688	7,029	2,273	3,481	1,254	4,026	124	*	
	Taxes and public dues		3,929	5,050	2,497	873	2,872	2,310	3,729	-	-	
	Utility costs		-	5,134	3,509	214	263	-	391	-	-	
	Repair costs		-	6,868	723	1,403	1,428	173	2,860	-	-	
	Insurance fees		112	152	71	26	120	81	202	-	-	
	Trust fees		225	220	220	225	225	225	225	225	225	
	Other lease business expenses		-	274	127	14	1	-	1,435	-	-	
	(4) NOI ( = (2) – (3) )		(thousand yen)	26,859	35,888	26,133	12,486	32,842	26,166	38,682	20,880	*
	(5) Depreciation		(thousand yen)	10,824	14,852	6,819	2,476	3,593	4,855	7,783	-	-
	(6) Lease business income ( = (4) – (5) )		(thousand yen)	*	21,035	19,314	10,009	29,249	21,310	30,899	20,880	*
	(7) Capital expenditures		(thousand yen)	-	440	534	-	-	1,572	576	-	-
	(8) NCF ( = (4) – (7) )		(thousand yen)	*	35,448	25,599	12,486	32,842	24,594	38,106	20,880	*

\* Figures are undisclosed as the consent of the tenant could not be obtained.

(Note 1) Figures are as of the end of the 9th Fiscal Period.

(Note 2) The balance is for the 9th Fiscal Period.

# 9th Fiscal Period

## Balance Sheet and Statement of Income

### Balance Sheet for the 9th Fiscal Period (December 31, 2020)

Assets	
Current assets	
Cash and deposits	1,153,912
Cash and deposits in trust	2,116,755
Operating accounts receivable	9,634
Prepaid expenses	52,166
Consumption taxes receivable	—
Total current assets	3,332,468
Non-current assets	
Property, plant and equipment	
Buildings in trust	12,958,988
Accumulated depreciation	(1,719,706)
Buildings in trust, net	11,239,282
Structures in trust	324,513
Accumulated depreciation	(51,384)
Structures in trust, net	273,128
Machinery and equipment in trust	118,437
Accumulated depreciation	(24,683)
Machinery and equipment in trust, net	93,754
Tools, furniture and fixtures in trust	38,751
Accumulated depreciation	(10,247)
Tools, furniture and fixtures in trust, net	28,503
Land in trust	17,584,254
Construction in progress in trust	1,286
Total property, plant and equipment	29,220,208
Intangible assets	
Leasehold rights in trust	3,585
Software	588
Total intangible assets	4,174
Investments and other assets	
Long-term prepaid expenses	53,618
Deferred tax assets	17
Guarantee deposits	10,000
Lease and guarantee deposits in trust	13,578
Total investments and other assets	77,213
Total non-current assets	29,301,596
Deferred assets	
Investment unit issuance expenses	18,663
Total deferred assets	18,663
Total assets	32,652,728

Liabilities	
Current liabilities	
Operating accounts payable	60,222
Current portion of long-term loans payable	8,370,000
Accrued expenses	161,601
Income taxes payable	957
Accrued consumption taxes	42,465
Advances received	200,775
Current portion of tenant leasehold and security deposits in trust	48,121
Other	4,057
Total current liabilities	8,888,200
Non-current liabilities	
Long-term loans payable	7,512,500
Tenant leasehold and security deposits in trust	1,340,044
Asset retirement obligations	18,320
Other	58
Total non-current liabilities	8,870,922
Total liabilities	17,759,123
Net assets	
Unitholders' equity	
Unitholders' capital	14,869,979
Deduction from unitholders' capital	
Allowance for temporary difference adjustments	(8,793)
Other deduction from unitholders' capital	(446,489)
Total deduction from unitholders' capital	(455,282)
Unitholders' capital, net	14,414,696
Surplus	
Unappropriated retained earnings (undisposed loss)	478,907
Total surplus	478,907
Total unitholders' equity	14,893,604
Total net assets	14,893,604
Total liabilities and net assets	32,652,728

### Statement of Income for the 9th Fiscal Period From July 1, 2020 to To December 31, 2020

Operating revenue	
Lease business revenue	1,226,591
Other lease business revenue	54,664
Total operating revenue	1,281,256
Operating expenses	
Expenses related to rent business	513,336
Asset management fee	120,532
Asset custody fee	1,630
Administrative service fees	13,884
Directors' compensations	2,400
Taxes and public dues	14,234
Other operating expenses	33,783
Total operating expenses	699,801
Operating income	581,454
Non-operating income	
Interest income	14
Reversal of distributions payable	475
Interest on refund	144
Insurance income	2,700
Total non-operating income	3,335
Non-operating expenses	
Interest expenses	62,599
Borrowing related expenses	32,102
Amortization of investment unit issuance expenses	10,295
Total non-operating expenses	104,996
Ordinary income	479,793
Net income before income taxes	479,793
Income taxes – current	960
Income taxes – deferred	(0)
Total income taxes	959
Net income	478,834
Retained earnings brought forward	73
Unappropriated retained earnings (undisposed loss)	478,907



# Status of Investment Unitholders

(Fiscal Period Ended December 31, 2020)



**marimo Regional  
Revitalization REIT, Inc.**

## Ratio of Unitholders by Number (10,385 unitholders in total)

Record number of unitholders  
(previously a total of 9,600 unitholders)

Financial institutions

(Note 1)

(0.5% → 0.4%)

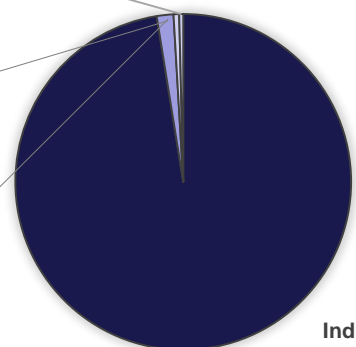
Foreign

companies, etc.

(0.5% → 0.5%)

Other domestic  
entities

(1.6% → 1.6%)



Individuals, others  
(97.4% → 97.5%)

## Ratio of Investment Units by Number (152,680 units in total)

Foreign companies, etc.

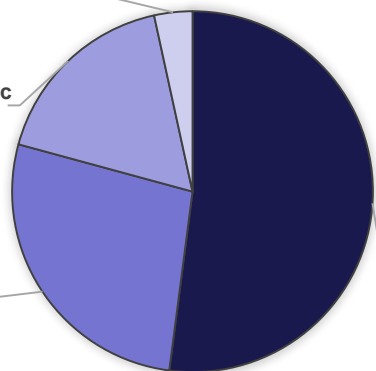
(4.8% → 3.4%)

Other domestic  
entities

(16.9% → 17.4%)

Financial  
institutions

(29.2% → 27.2%)



Individuals, others  
(49.1% → 52.1%)

(Note 1) The ratio for financial institutions includes the ownership of securities companies.

Rank	Name of unitholder	Number of investment units	Ownership ratio
1	Marimo Co., Ltd.	16,031	10.5%
2	The Master Trust Bank of Japan, Ltd.(trust account)	11,747	7.7%
3	Custody Bank of Japan, Ltd. (trust account)	8,799	5.8%
4	The Nomura Trust and Banking Co., Ltd. (investment trust account)	5,419	3.5%
5	Custody Bank of Japan, Ltd. (securities investment trust account)	2,543	1.7%
6	Morgan Stanley MUFG Securities Co., Ltd.	2,176	1.4%
7	Yonezawa Shinkin Bank	2,000	1.3%
7	Ueda Yagi Tanshi Co., Ltd.	2,000	1.3%
9	MAGONOTE CLUB, K.K.	1,880	1.2%
10	Nomura Securities Co., Ltd.	1,157	0.8%
Total		53,752	35.2% (Note 2)

(Note 2) Calculated by dividing the 53,752 investment units owned by the top 10 unitholders by the 152,680 investment units issued and outstanding and rounding to the first decimal place.

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