

December 19, 2018

To All Concerned Parties

Real Estate Investment Trust Securities Issuer 1-1-21 Toranomon, Minato-ku, Tokyo marimo Regional Revitalization REIT, Inc. Representative: Takashi Kitagata, Executive Director (Securities Code: 3470) Asset Manager Marimo Asset Management Co., Ltd. Representative: Takashi Kitagata, CEO Contact: Katsuhiro Shimada, Financial Management Officer TEL: +81-3-6205-4755

## Notice Concerning Revision of Operating and Dividend Forecasts for the Fiscal Period Ending June 2019

marimo Regional Revitalization REIT, Inc. ("marimo REIT") announces the following revision of the operating and dividend forecasts (the "Forecasts") for the fiscal period ending June 2019 (from January 1, 2019 to June 30, 2019) announced in "(REIT) Financial Report for the Fiscal Period Ended June 2018" dated August 17, 2018.

	Operating revenue	Operating income	Ordinary income	Net income	Dividends per unit (including dividends in excess of earnings)	Dividends per unit (excluding dividends in excess of earnings)	Dividends in excess of earnings per unit
Previous forecasts	1,086	461	387	386	3,404	2,918	486
(A)	million yen	million yen	million yen	million yen	yen	yen	yen
Revised forecasts	1,111	467	391	390	3,455	2,953	502
(B)	million yen	million yen	million yen	million yen	yen	yen	yen
Amount of increase (decrease)	24	6	4	4	51	35	16
(B-A)	million yen	million yen	million yen	million yen	yen	yen	yen
Rate of	2.2	1.4	1.2	1.2	1.5	1.2	3.3
increase (decrease)	%	%	%	%	%	%	%

1. Revision of Operating and Dividend Forecasts for the Fiscal Period Ending June 2019

(Reference) Fiscal period ending June 2019

Forecast number of investment units issued and outstanding at end of period: 132,340 units; Forecast net income per unit: 2,953 yen
 (Note 1) The revision of the operating and dividend forecasts for the fiscal period ending June 2019 is the revision at this point in time. Accordingly, the actual figures may vary. The forecasts are not a guarantee of the amount of dividends and dividends in excess of earnings.

(Note 2) The forecasts may be revised in the event a discrepancy above a certain level from the forecasts above is expected.

(Note 3) Monetary figures are rounded down to the nearest specified unit. Percentage figures are rounded to the first decimal place.

## 2. Reason for Revision

The revision is mainly attributable to the acquisition of real estate trust beneficiary right (ArtizA Higashi-Shimada) (the "Acquisition") and the borrowing of funds with the Acquisition announced in "Notice Concerning Acquisition of Domestic Real Estate Trust Beneficiary Right" and "Notice Concerning Borrowing of Funds" separately announced today being taken into account, resulting in change in the assumptions underlying the forecasts for the fiscal period ending June 2019 (6th fiscal period) (from January 1, 2019 to June 30, 2019) and the operating and dividend forecasts thus being revised.

There is no revision of the operating and dividend forecasts for the fiscal period ending December 2018 (5th fiscal period) at this point in time.

- \* This material is distributed to the Kabuto Club (the press club of the Tokyo Stock Exchange), the press club of the Ministry of Land, Infrastructure, Transport and Tourism, and the press club for construction trade publications of the Ministry of Land, Infrastructure, Transport and Tourism
- \* Website of marimo REIT: <u>https://www.marimo-reit.co.jp/en/</u>



## Assumptions Underlying the Operating Forecasts for the Fiscal Period Ending June 2019

Item	Assumptions				
Accounting period	• Fiscal period ending June 2019 (6th fiscal period) (from January 1, 2019 to June 30, 2019) (181 days)				
Assets under management	<ul> <li>The assumption is that marimo REIT will continue to hold real trust beneficiary rights to 25 properties held as of December 19, 2018 (the "portfolio assets") through to the end of the fiscal period ending June 2019, and that marimo REIT will acquire real estate trust beneficiary right (ArtizA Higashi-Shimada) on January 4, 2019 (the "Asset to be Acquired") and continue to hold such through to the end of the fiscal period ending June 2019.</li> <li>In actual practice, change may arise due to acquisition of new properties, disposition of portfolio properties,</li> </ul>				
Operating revenue	<ul> <li>etc.</li> <li>Operating revenue from leasing of the portfolio assets is calculated on the basis of rent, etc. stated in lease contracts in effect as of December 19, 2018, historical data, etc. Operating revenue from leasing of the Asset to be Acquired is calculated on the basis of the content of lease contracts provided by the current beneficiary, etc. and past tenants, market trends, etc. as well as the content of lease contracts scheduled to be in effect on the scheduled acquisition date, and by taking into account various factors such as the assumed occupancy rate and rent fluctuation projections based on post-acquisition tenant move-in/move-out and rent level projections.</li> <li>The assumption is that there will be no delinquent or unpaid rent by tenants.</li> </ul>				
Operating expenses	<ul> <li>Of operating expenses from leasing, which are the main operating expenses, the expenses other than depreciation are calculated on the basis of historical data, etc. and by reflecting the factors causing fluctuation in expenses.</li> <li>Operating income from leasing after operating expenses from leasing (including depreciation) are deducted (excluding gain on sales of real estate properties) is expected to be 631 million yen for the fiscal period ending June 2019.</li> <li>In general, fixed asset tax, city planning tax, etc. are calculated on a pro rata basis and reimbursed at the time of acquisition with the previous beneficiary, etc. upon transactions of real estate, etc. For the asset to be acquired in the Acquisition, the amount equivalent to the reimbursement is included in the cost of acquisition and thus not expensed for the fiscal period ending June 2019. Accordingly, fixed asset tax, city planning tax, etc. are expensed starting from the fiscal period ending June 2020. For the portfolio assets plus the Asset to be Acquired for a total of 26 properties, the amount of the effect in the case that fixed asset tax, city planning tax, etc. are expensed for the fiscal period ending June 2020.</li> <li>Repair expenses for buildings based on medium- to long-term repair plans formulated by the Asset Manager are expected to be 33 million yen for the fiscal period ending June 2019. Furthermore, emergency repair expenses possibly arising from unforeseeable factors causing building damage, etc., the amount generally varying materially from fiscal year to fiscal year and not being an amount that arises periodically, etc. may result in repair expenses for each accounting period differing materially from the forecast amount.</li> <li>Depreciation is calculated by the straight-line method inclusive of incidental expenses, etc. and is expected to be 320 million use for the factor gain ending up 2010.</li> </ul>				
Non-operating expenses	<ul> <li>to be 222 million yen for the fiscal period ending June 2019.</li> <li>Interest expenses and other borrowing related expenses are expected to be 70 million yen for the fiscal period ending June 2019.</li> <li>Amortization of investment unit issuance expenses is expected to be 5 million yen for the fiscal period ending June 2019.</li> </ul>				
Loans	<ul> <li>The assumption is that, with the acquisition of the Asset to be Acquired, a total amount of 700 million yen will be borrowed on January 4, 2019 (the "New Borrowing") for allocation to part of the funds for acquisition of the Asset to be Acquired and incidental expenses. (For details on the New Borrowing, please refer to "Notice Concerning Borrowing of Funds" dated today.)</li> <li>The assumption is that total interest-bearing liabilities will be 13,787 million yen at the end of the fiscal period ending June 2019.</li> </ul>				
Investment units	The assumption is the total number of investment units issued and outstanding as of December 19, 2018 of 132,340 units. The assumption is that there will be no change in the number of investment units due to issuance of new investment units, etc. through to the end of the fiscal period ending June 2019.				
Dividends per unit (excluding dividends in excess of earnings)	<ul> <li>Dividends per unit (excluding dividends in excess of earnings) is calculated based on the assumption that distribution will be in accordance with the policy on distribution of cash provided in marimo REIT's Articles of Incorporation.</li> <li>Dividends per unit (excluding dividends in excess of earnings) may vary due to various factors, such as fluctuation in rent revenue accompanying change in assets under management, change in tenants or other event, or incurrence of unexpected repairs.</li> </ul>				

