



Results Briefing Materials for FYE March 31, 2019

(Securities Code: 3772)

Wealth Management Inc.

June 4, 2019

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About the Group

—— Corporate Philosophy ——

Through creating comfortable time and spaces,
we at Wealth Management Group contribute
to the growth of society by delivering
excitement and prosperity.

Every customer will experience
Japan's attractiveness and culture.

FOUR CREDO

1

***KEEP OUR
WORD***

2

***"OMOTENASHI"
TO YOU AND
YOURS***

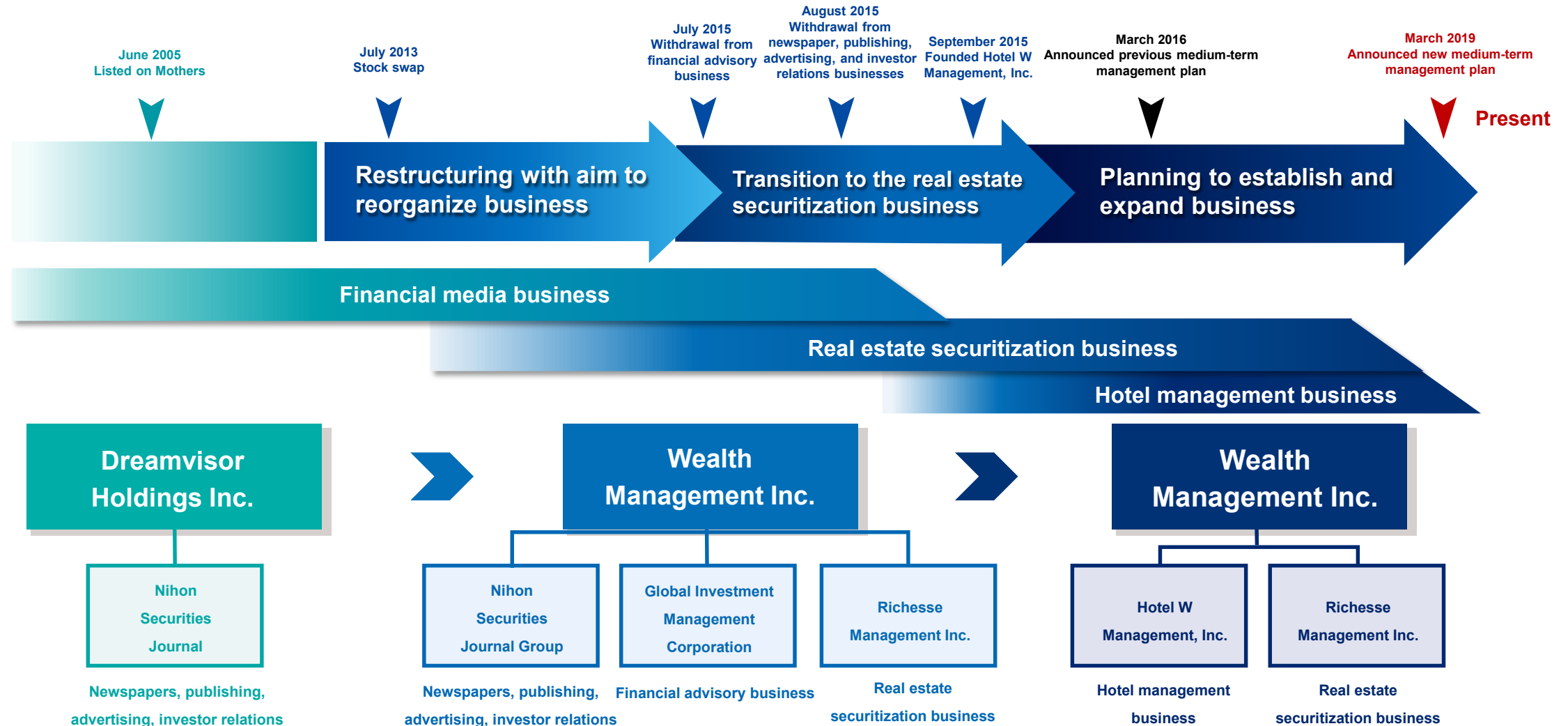
3

***DISCOVER
EXPERIENCE***

4

***PROGRESS
WITH
MOTIVATION***

History (Changes to Our Business)



1 Value-creating **real estate company** with strengths in revitalizing and developing hotels and traditional inns

2 **Hotel operations** that work to maximize profits, by forming tie-ups with hotel operators who have internationally recognized brands to provide everything from budget- to luxury-level lodgings

3 Independent, boutique-style **asset management company** ready to handle everything from core to opportunistic approaches to investment based on links with investors of all types in Japan and abroad

Group Overview and Business Summary

Group companies that are responsible for specialized functions engage in business in an integrated manner

Wealth Management, Inc.

Self-financed and jointly financed

Direct investments into real estate handled either independently or jointly with other companies, implemented as suited to the circumstances of the investment prospect.

100% consolidated subsidiary

100% consolidated subsidiary

Richesse Management, Inc.

Real estate securitization business

Advisory service

Delivering advice in all areas from discovering investment opportunities to matters of due diligence, acquisitions, and sales.

Asset management service

Working to offer a platform to support customers in all matters related to real estate investments extending from getting in to leaving the sector.

Hotel W Management, Inc.

Hotel management business

Hotel management

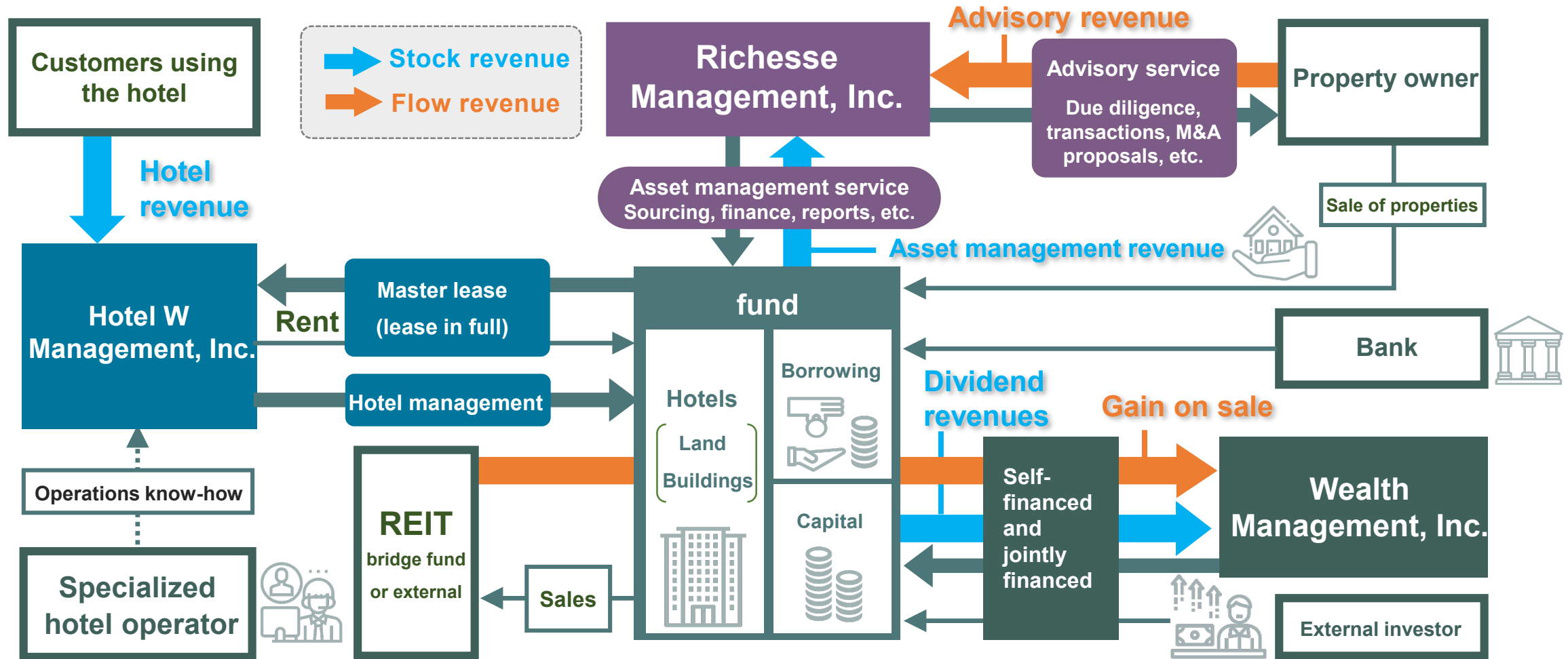
Providing a variety of hotel management services including revenue management and on-site operations, as well as consulting on investing in and developing hotels.

Master lease

Stabilizing rents and providing total support for getting the most out of properties.

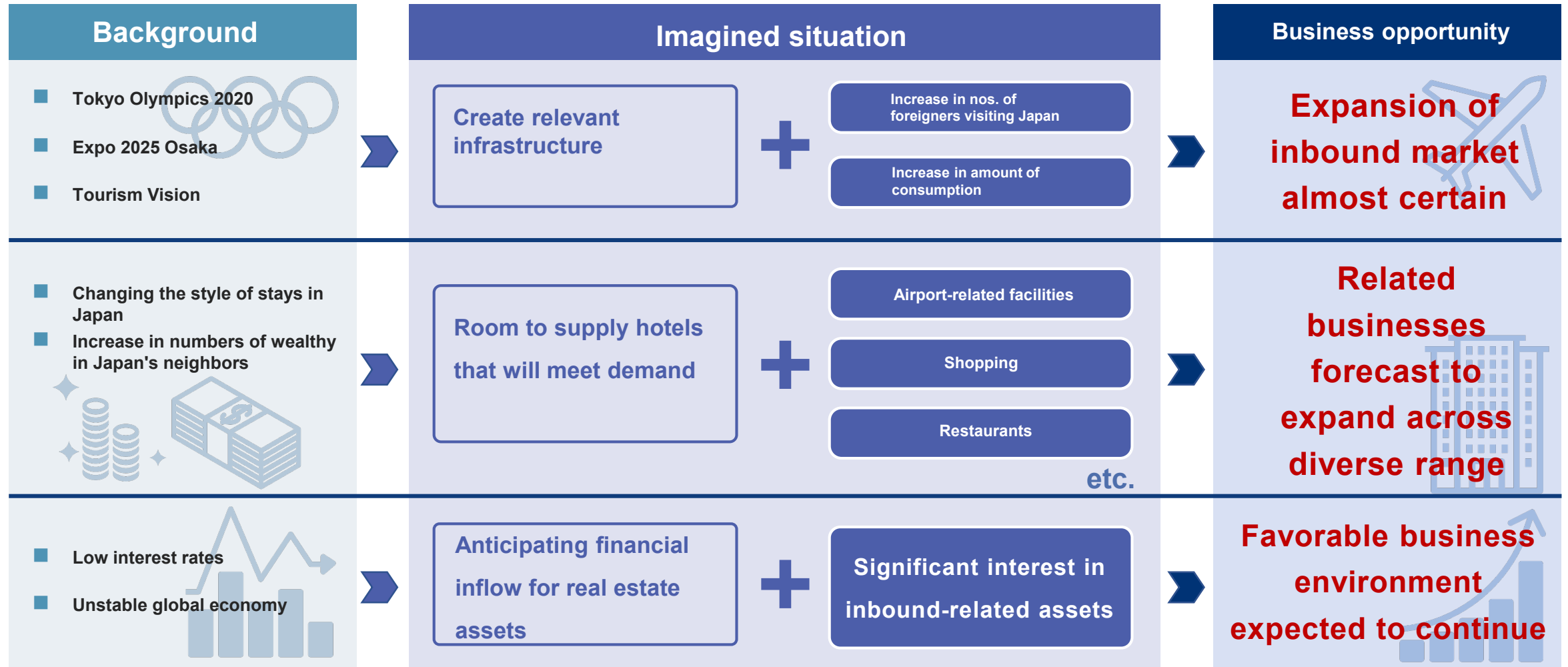
Business Model (Representative Examples)

The group can provide support for property acquisition, investment, development, managing, and business operations in one stop



About the Medium-Term Management Plan 2022, Our Future Strategy

Environmental Awareness



*Please refer to the Appendices starting from p. 29

Start of **Medium-Term Management Plan 2022** covering three years from FY ending March 31, 2020 to FY ending March 31, 2022

- Objectives
- Transform the Company into an **asset recycling business** and acquire **distinguished body of domestic assets under management** through goal of creating a **J-REIT**
 - Move forward on laying foundations that satisfy **standards for listing on TSE 1st section**

**Make the following a reality to
achieve next stage of growth**


Establish business model

Become an asset-recycling business that seeks to accumulate assets under management and achieve external growth by working through a cycle in which real estate whose asset value has been improved contributes to the REIT that the Company will form



Strengthen business

Engage in independent hotel management operations using our hotel assets to collaborate with global brand hotel operators



Growth

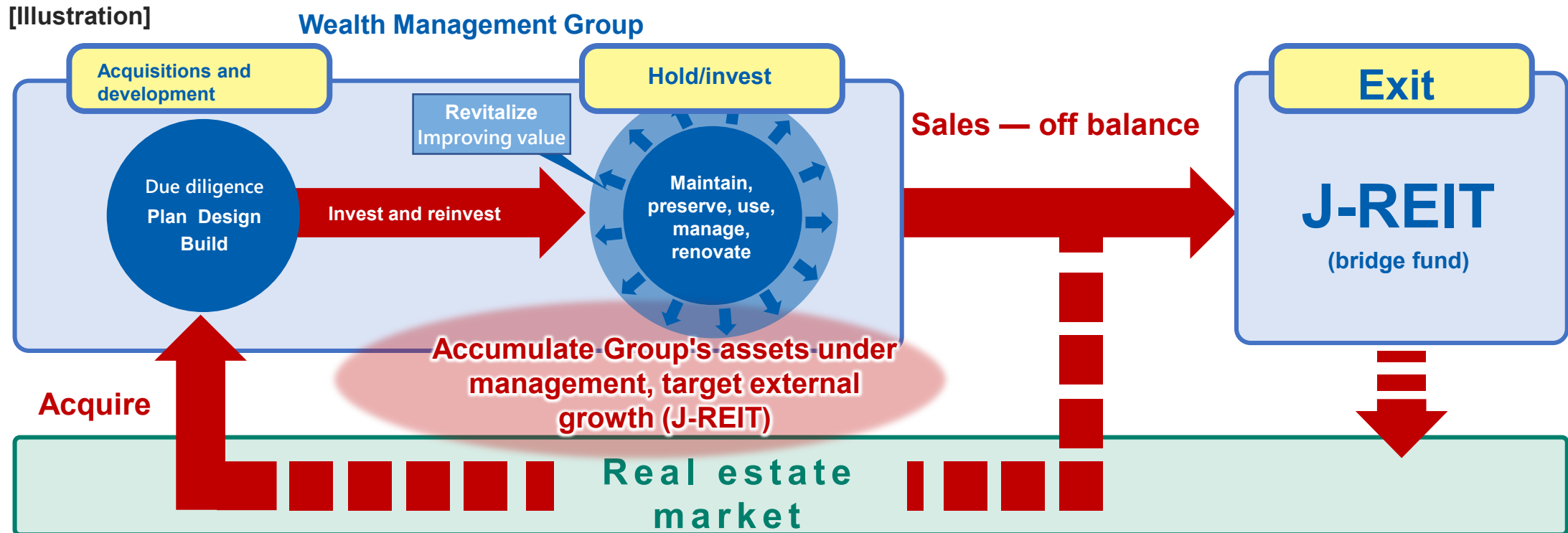


Stabilize business foundations



Business Strategy

1. Develop and expand real estate securitization business by **becoming an assets-recycling business.**



2. All-out effort to acquire new fiduciary trusts while improving profitability of existing hotel management business

Hotel projects currently underway: Continue steady efforts toward beginning operations

FY ending March 31, 2020

FY ending March 31, 2021

FY ending March 31, 2022
and after

Opens April 26!!

Kyoto Yura Hotel MGallery

[Location] Higashiyama-ku, Kyoto City, Japan
[No. of rooms] 144



[Project] Gojo Proposal

[Location] Shimogyo-ku, Kyoto City, Japan
[No. of rooms] 70 planned



[Project] Ryozen Proposal

[Location] Higashiyama-ku, Kyoto City, Japan
[No. of rooms] 60 planned



[Project] Nijo Proposal

[Location] Nakagyo-ku, Kyoto City, Japan
[No. of rooms] 25 planned



[Project] Dojima Proposal

[Location] Kita-ku, Osaka City, Japan
[No. of rooms] 300 planned



[Project] Tozankaku Proposal

[Location] Higashiyama-ku, Kyoto City, Japan
[No. of rooms] 150 planned

Under study

Financial Strategy

1. Investigate **capital procurements that make the most of the capital market**
2. Engage in **real estate investments that take full advantage of financial leveraging**

Personnel Strategy

1. Build "workplaces where the work is worthwhile and the environment is pleasant" and "a personnel structure that rewards results"
2. Secure human resources and build personnel system to handle management and operation of hotels in different categories

Capital Strategy

1. **Reconstruct an appropriate distribution of shareholders** through developing new strategic capital alliance partners
2. Study and implement **policies aimed at improving shareholder liquidity**

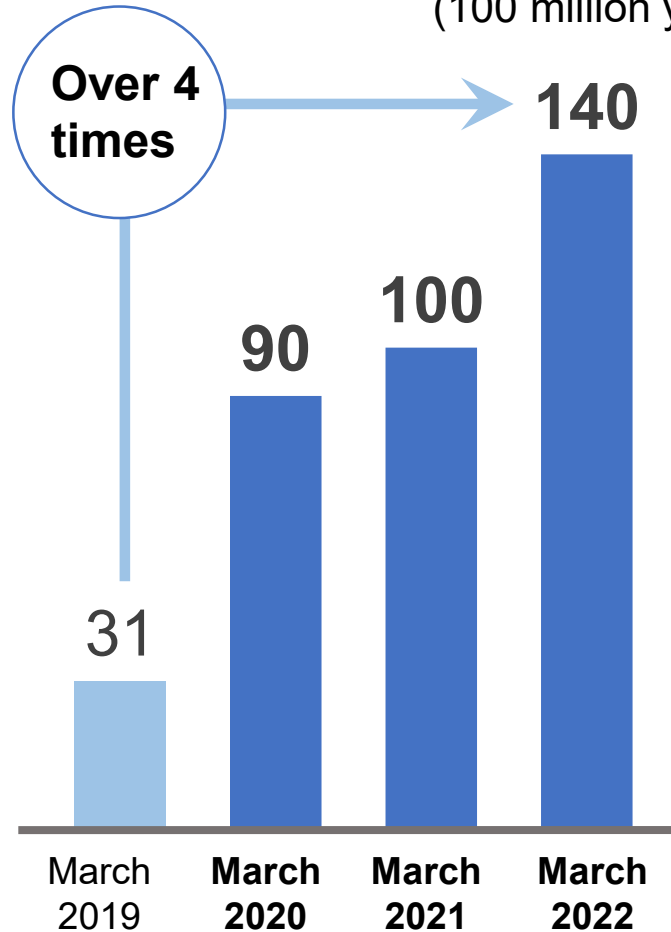
Dividend Strategy

1. Implement **stable dividends** according to earnings level
2. Study indicators such as **total shareholder returns (TSR)***

*Percentage increase in share value + dividend rate, for a fixed period

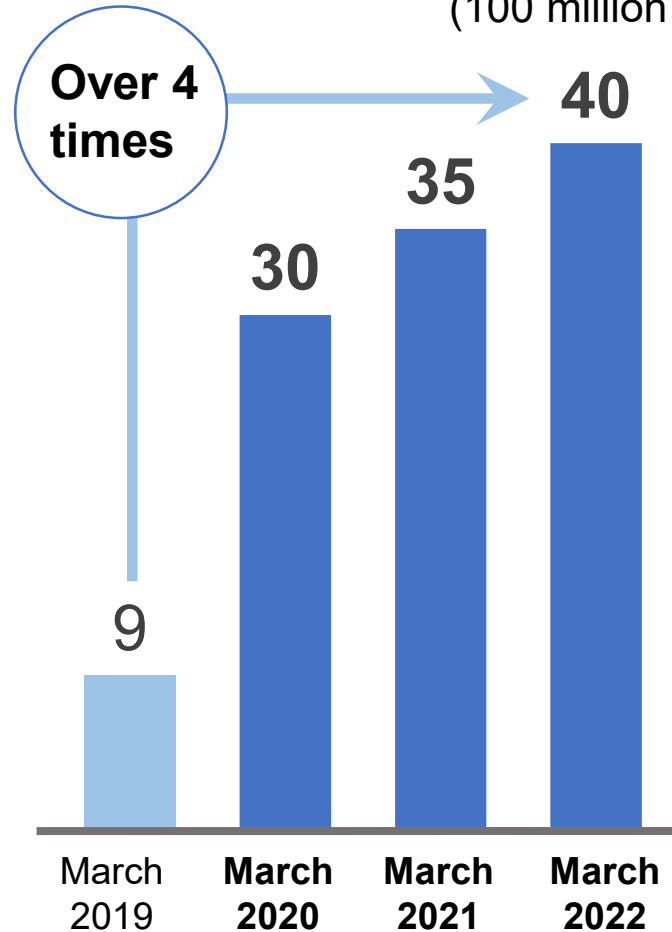
Net sales

(100 million yen)



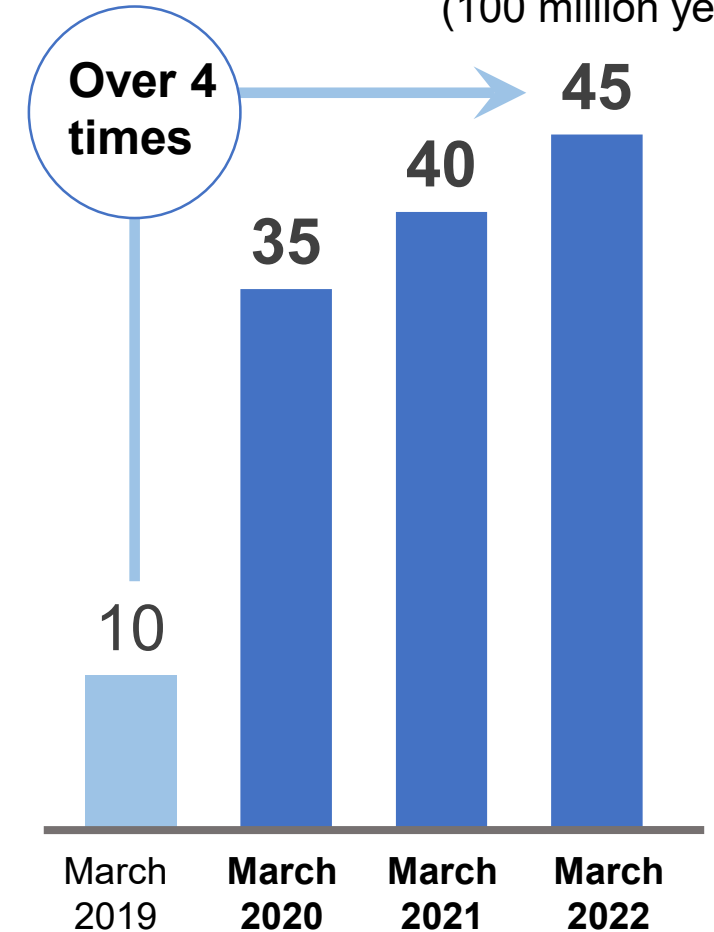
Ordinary profit

(100 million yen)



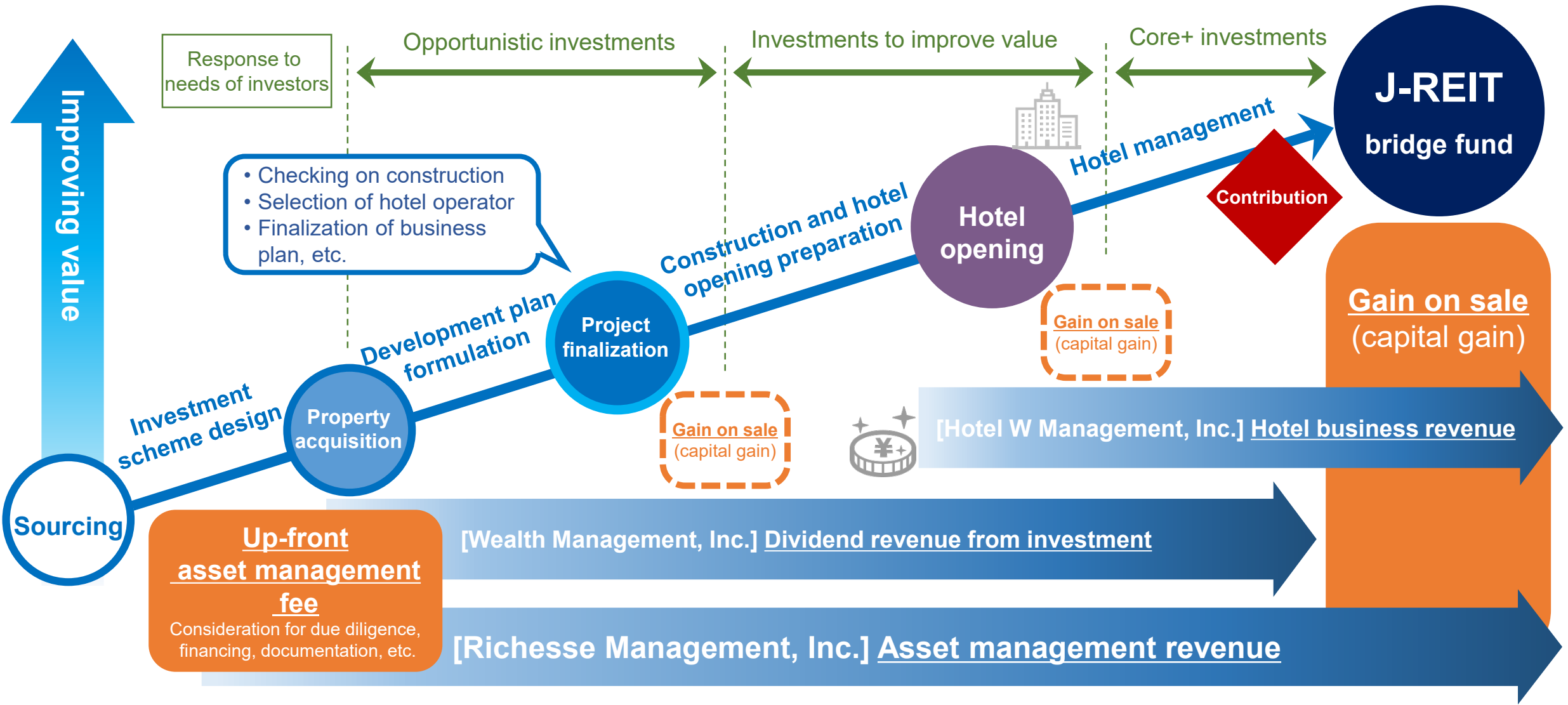
EBITDA

(100 million yen)



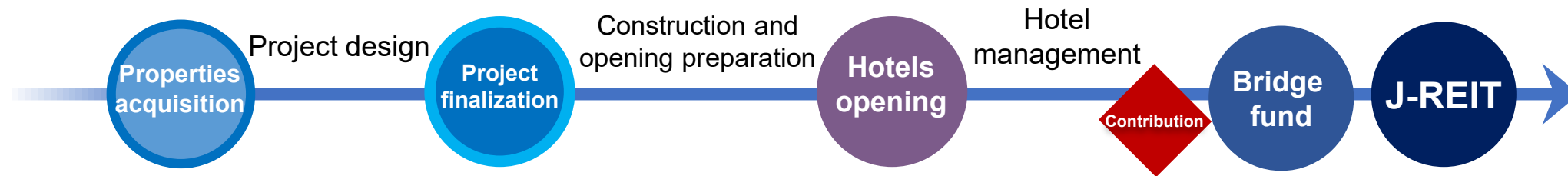
*EBITDA: Ordinary profit (before amortization) + allowance

Profit Opportunities (Representative Examples)



Projects Underway

□ Since April 2019, service has started at 3 hotels and 5 other projects are steadily underway



Project Name	Properties acquisition	Project design	Project finalization	Construction and opening preparation	Hotels opening	Hotel management	Contribution	Bridge fund	J-REIT
Ibis Styles Osaka Namba	Entrusted	Investment	Project finalization		Opening	Hotel management underway	Contribution (51%)		
Ibis Osaka Umeda	Entrusted		Project finalization		Opening	Hotel management underway	Contribution Investment		
Kyoto Yura Hotel MGallery	Entrusted	Investment	Project finalization		Opening	Hotel management underway			
Kyoto Nijo MGallery Bettei (Villa)	Entrusted	Investment	Project finalization	Start construction					
Kyoto Gojo Fauchon	Entrusted	Investment	Project finalization	Start construction					
Osaka Dojima Marriott aloft	Entrusted	Investment	Project finalization	Start construction					
Kyoto Higashiyama (Hotel Ryozen) Banyan Tree	Entrusted	Investment	Brand finalized						
Kyoto Higashiyama (Hotel Tozankaku)	Entrusted	Investment	Brand selected						

Highlights of Business Results for FYE March 31, 2019

- Through partial advance achievement of asset cycle business model of property acquisition, value improvement, use of bridge funds, and contribution to REIT as aimed for under Medium-Term Management Plan, **record-high net income was recorded**

Real estate securitization business

- **Asset management contracts**
Hotel Ryozen in Higashiyama-ku, Kyoto in October 2018 and Hotel Tozankaku in Higashiyama-ku, Kyoto in November 2018
- **Early exit from office buildings in Umeda, Osaka**
- **Two bridge funds formed for J-REIT establishment, properties transferred to each bridge fund**
 1. WHA Fund 1: Transferred **Ibis Osaka Umeda** being operated by Hotel W Management, Inc.
 2. WHA Fund 2: Transferred **Ibis Styles Osaka Namba** being operated by Hotel W Management, Inc.

→ Gain on transfer recorded for 51% of beneficial interests in real estate trust

Hotel management business

- **November 1, 2019: Opening of Ibis Osaka Umeda in Kita-ku, Osaka**

Summary of Results for FYE March 31, 2019

- ❑ Extraordinary income recorded from the transfer of beneficial interests in real estate trust **led to a significant increase in profit**
- ❑ The current fiscal year is a preparatory stage for the asset cycle business model, and because the beneficial interests in real estate trust are non-current assets, the gain on transfer cannot be recorded in sales, so sales fell as result

	FYE March 31, 2018	FYE March 31, 2019	YoY change	Percentage change
Net sales	4,601	3,047	-1,554	-33.8%
Operating profit	1,647	745	-902	-54.8%
Ordinary profit	1,549	956	-593	-38.3%
Profit attributable to owners of parent	1,192	2,682	1,490	125.0%

Real estate securitization business

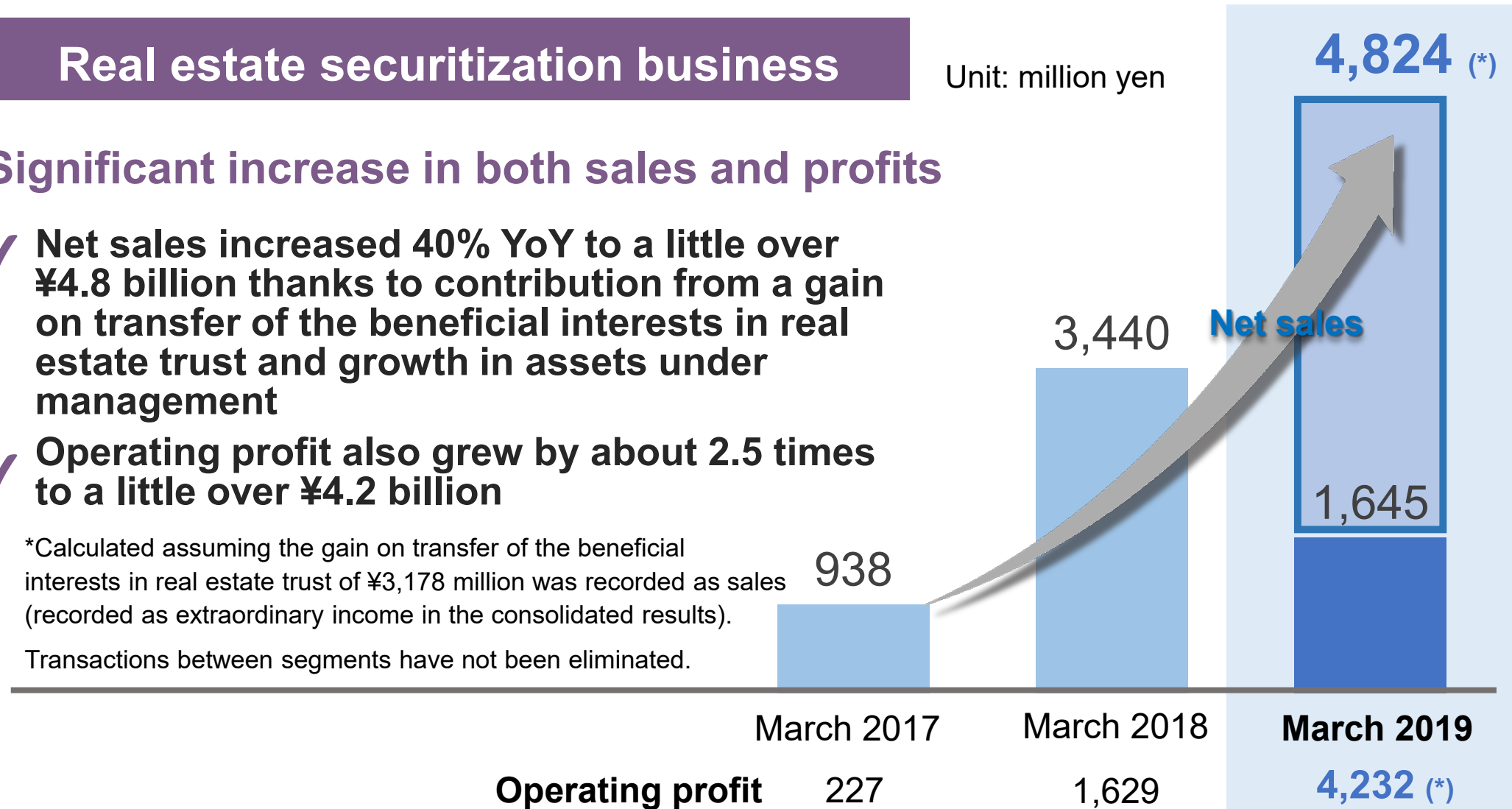
Unit: million yen

Significant increase in both sales and profits

- ✓ Net sales increased 40% YoY to a little over ¥4.8 billion thanks to contribution from a gain on transfer of the beneficial interests in real estate trust and growth in assets under management
- ✓ Operating profit also grew by about 2.5 times to a little over ¥4.2 billion

*Calculated assuming the gain on transfer of the beneficial interests in real estate trust of ¥3,178 million was recorded as sales (recorded as extraordinary income in the consolidated results).

Transactions between segments have not been eliminated.

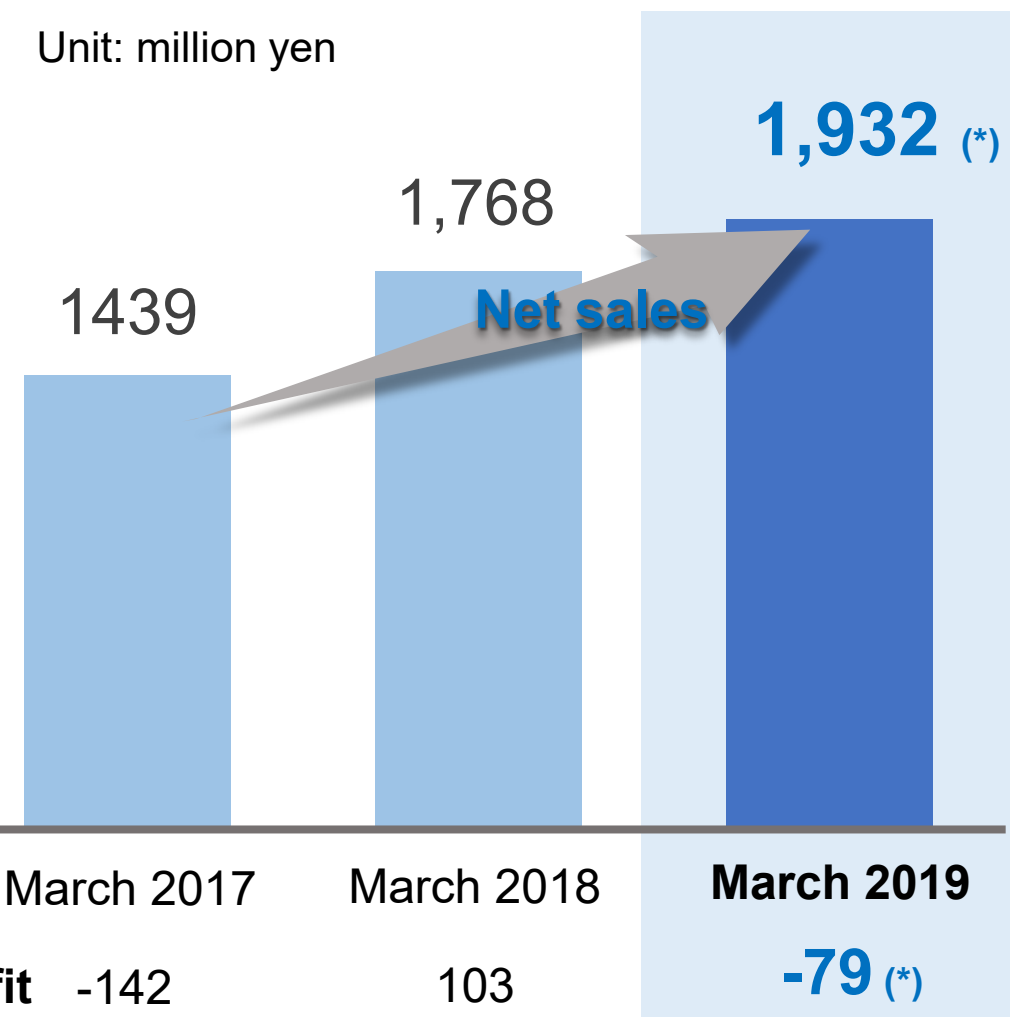


Hotel management business

Increase in sales and decrease in profits

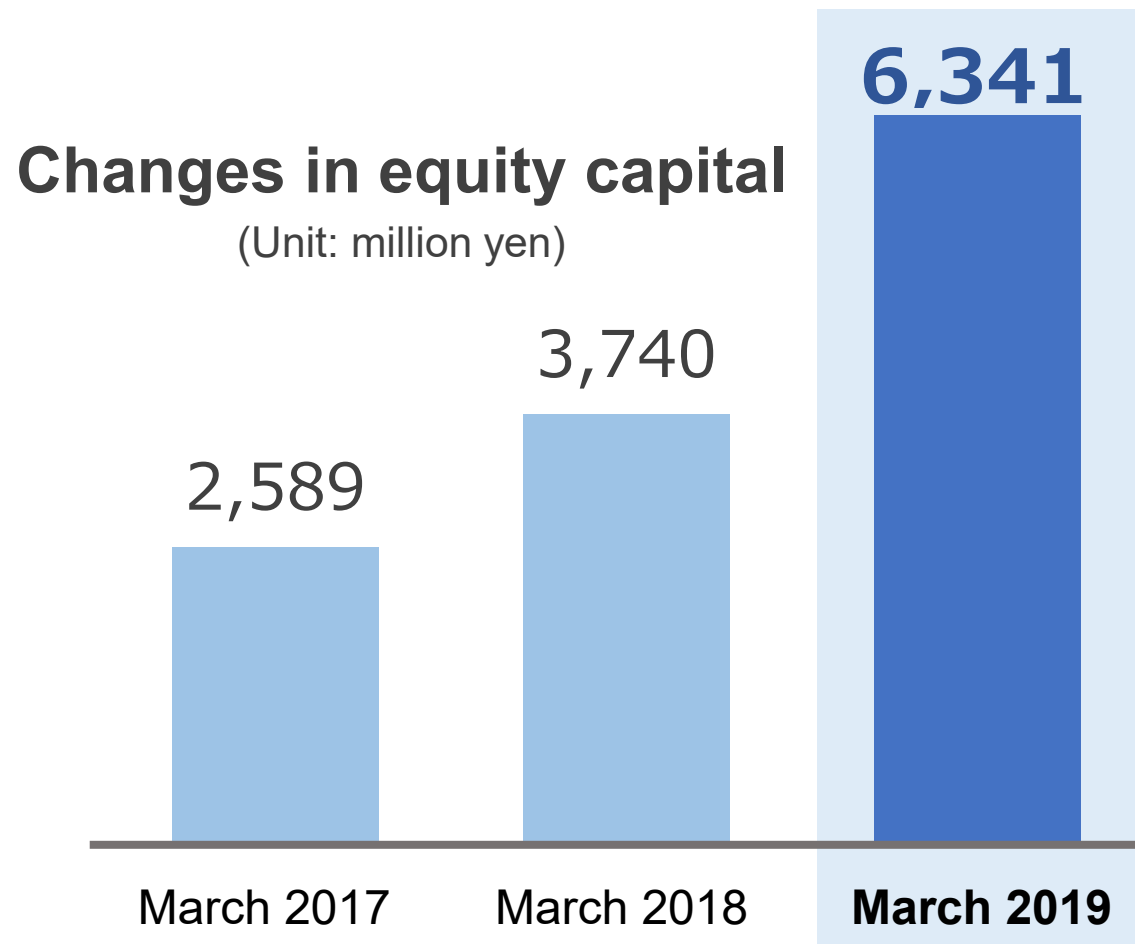
- ✓ Net sales grew by 9.3% to a little over ¥1.9 billion thanks to the contribution to profits by Ibis Osaka Umeda that had its grand opening and Hotel Ryozen that was acquired last year
- ✓ An operating loss of ¥79 million was recorded as a result of opening expenses for Ibis Osaka Umeda and Kyoto Yura Hotel MGallery that had its grand opening in April

Unit: million yen



*Transactions between segments have not been eliminated.

Equity increased due to factors including the recording of profit



- ❑ **Non-current assets decreased due to the partial sales of beneficial interests in real estate trust, and borrowing were repaid**
- ❑ **Converting the majority of assets into real estate for sale (current assets) in an aim to establish an asset cycle business model**

		March 2018	March 2019	YoY change	Percentage change
Assets	Current assets	2,245	8,876	6,631	295.4%
	Non-current assets	9,618	2,462	(7,156)	(74.4%)
	Property, plant and equipment	8,243	82	(8,161)	(99.0%)
	Intangible assets	212	185	(27)	(12.7%)
	Investments and other assets	1,162	2,194	1,032	88.8%
	Total	11,863	11,338	(525)	(4.4%)
Liabilities and net assets	Liabilities	8,122	4,092	(4,030)	(49.6%)
	Borrowings	7,327	2,013	(5,314)	(72.5%)
	Net assets	3,740	7,246	3,506	93.7%
	Total	11,863	11,338	(525)	(4.4%)

Main Topics for FYE March 31, 2019

- May Wholly-owned subsidiary Godo Kaisha Nijo purchased land for hotel development in Nakagyo-ku, Kyoto
- June Capital and business alliance with Keystone Partners Co., Ltd.
- October Consolidated subsidiary Richesse Management, Inc. - Hotel Ryozen in Higashiyama-ku, Kyoto
Asset management contract (August) and acquisition through joint investment scheme with external investors (October) *Provision of advisory services subsequently
- November Consolidated subsidiary Richesse Management, Inc. - Hotel Tozankaku in Higashiyama-ku, Kyoto
Asset management contract (October) and acquisition through joint investment scheme with external investors (November) *Provision of advisory services subsequently
- November Consolidated subsidiary Hotel W Management, Inc. opened and started operations of Ibis Osaka Umeda
Formation of real estate securitization instruments steadily underway in an aim for a contribution to profits from the next fiscal year
- December Formation of the bridge fund "WHA Fund 1" for the acquisition of property in an aim for J-REIT listing
(December and February 2019) Asset management services entrusted along with an investment in a silent partnership
- February Co-owned holding of beneficial interests in real estate trust (Ibis Styles Osaka Namba) transferred
At the same time, the consolidated subsidiary Richesse Management, Inc. entrusted with asset management services
- March For Hotel Ryozen, the consolidated subsidiary Hotel W Management, Inc. entered a work contracting agreement on hotel operations with Banyan Tree Japan
- April Decision made to develop the land for hotel development that was acquired in Nakagyo-ku, Kyoto by the wholly-owned subsidiary Godo Kaisha Nijo as Kyoto Yura Hotel MGallery Bettei (Villa)

Priority Measures and Results and Dividend Plan for FYE March 31, 2020

□ **Steady preparations for establishment of an asset cycle business model**

- Expansion of bridge funds for J-REIT establishment
- Systematic progress and management of existing projects
 - ✓ Project in Higashiyama-ku, Kyoto (Tozankaku) ⇒ Brand selection
 - ✓ Kyoto Nijo MGallery Bettei (Villa) ⇒ Start construction
 - ✓ Kyoto Gojo Fauchon ⇒ Start construction
 - ✓ Osaka Dojima aloft ⇒ Start construction, etc.
- Expansion of systems for the development of new projects

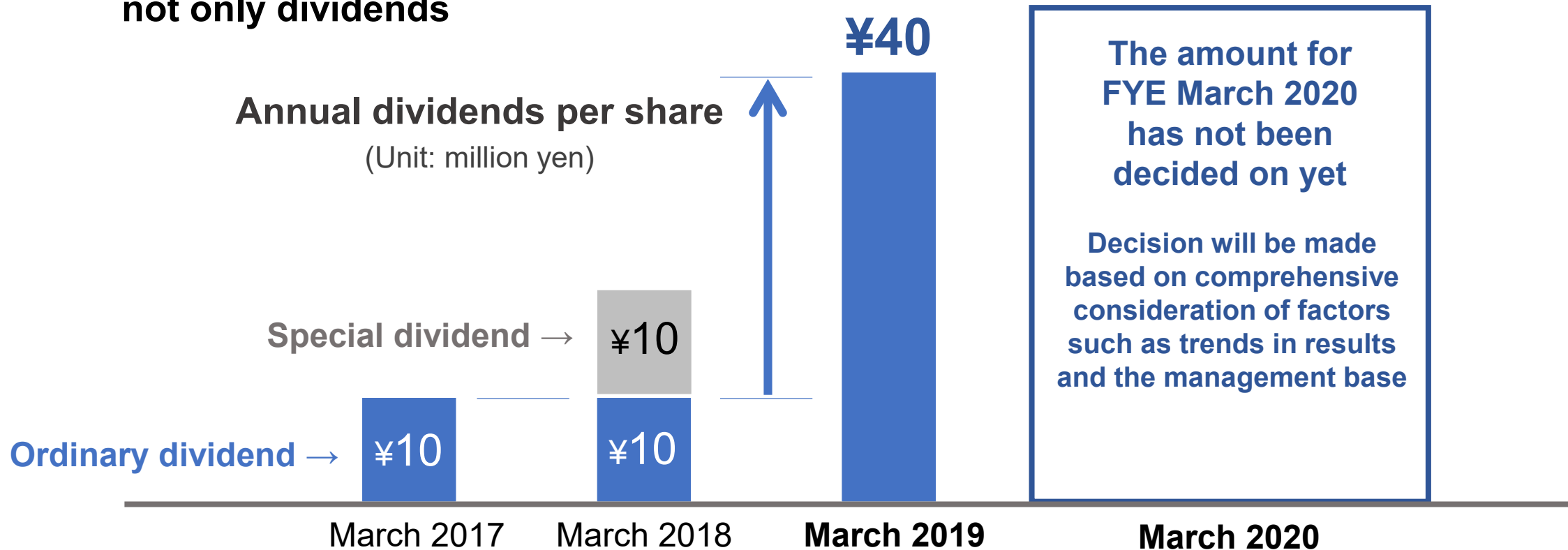
□ **Strengthening of the hotel management business**

- Establishment of structure for securing outstanding human resources
 - New system design, allocation of personnel to planning and management departments
- Strengthening human resource education in an aim to improve hospitality

The plan is net sales of ¥9.0 billion and ordinary profit of ¥3.0 billion

	March 2019	March 2020	YoY change	Percentage change
Net sales	3,047	9,000	5,953	195.4% increase
Operating profit	745	2,800	2,055	275.8% increase
Ordinary profit	956	3,000	2,044	213.8% increase
Profit attributable to owners of parent	2,682	2,000	-682	25.4% decrease

- Aim for stable dividends with returning profit to shareholders as one of the most important issues
- Work to improve total shareholder yields including an increase in the stock price, not only dividends



Appendix

Wealth Management, Inc.

Headquarters location	Ark Mori Building 33F, 1-12-32 Akasaka, Minato-ku, Tokyo, Japan	
Capitalization	¥880.01 million (as of March 31, 2019)	
Stock Exchange Where Listed	Tokyo Stock Exchange Second Section (Securities Code: 3772)	
Board Members	Representative Director	Kazutoshi Senno
	Director	Akihiro Imada
	Director (outside)	Hiroaki Tanaka
	Director (outside)	Shuji Honjo
	Director (outside)	Masaharu Hino
	Director (outside)	Akira Nishie
	Full-time Auditor	Toru Okuyama
	Auditor (Outside)	Yoshinari Ozawa
	Auditor (Outside)	Yoshihiro Morishima
	Auditor (Outside)	Masaru Ota
Fiscal Year-End	March 31	
Business Summary	Real estate securitization, hotel management	

Representative's Profile

Kazutoshi Senno

Appointed as director in 2001 to be a founding member of Mitsubishi Jisho Investment Advisors, Inc., and participating in management of said company. At said company, operated six real estate funds and two NPL funds, whose fiduciary value topped ¥300 billion.

Founded Richesse Management, Inc. in 2006. Total amount of fiduciary value to date including performance as AM at Lehman Brothers Global Fund and various U.S. pension funds tops ¥200 billion.

Richesse Management, Inc.

Headquarters location	Ark Mori Building, 1-12-32 Akasaka, Minato-ku, Tokyo, Japan	
Capitalization	¥63 million (as of March 31, 2019)	
Board Members	Representative Director	Kazutoshi Senno
	Director	Akihiro Imada
	Director	Taisuke Mihara
	Director	Norihiro Masuda
	Auditor	Hiroaki Tanaka
Registration and Licensing	<p>Real Estate Agency Business (Governor of Tokyo Prefecture [3] No. 86765)</p> <p>Type II Financial Instruments Business/</p> <p>Investment Advisory and Agency Business (Director-general of the Kanto Local Finance Bureau Director-General [Financial instruments] No. 579)</p> <p>Money Lending Business (Governor of Tokyo [5] No. 30512)</p>	

Hotel W Management, Inc.

Headquarters location	2-13 Soemon-cho, Chuo-ku, Osaka City, Japan	
Capitalization	¥24 million (as of March 31, 2019)	
Board Members	Representative Director	Atsushi Chikamochi
	Director	Norihiro Masuda
	Director	Masataka Komatsu
	Auditor	Toru Okuyama





Ibis Styles Osaka Namba

Ibis Styles Osaka Namba

The Ibis Styles Osaka Namba Hotel operated by Hotel W Management, Inc., is well-located just a one-minute walk away from the well-known tourist destination that is Osaka's Dotonbori district. The location is indeed extremely convenient, with the Ebisubashi and Shinsaibashi pedestrian shopping arcades also sitting just minutes away by foot and easy access available to such other popular tourism destinations as Universal Studios Japan® and Osaka Aquarium Kaiyukan.

[Location] 2-13 Soemon-cho, Chuo-ku, Osaka City, 542-0084, Japan

[Access] Approx. 5 min. walk from Exit 2 of Osaka Metro Nipponbashi Station, approx. 8 min. walk from Exit 14 of the Metro Namba Station.

[Facility] No. of rooms: 343

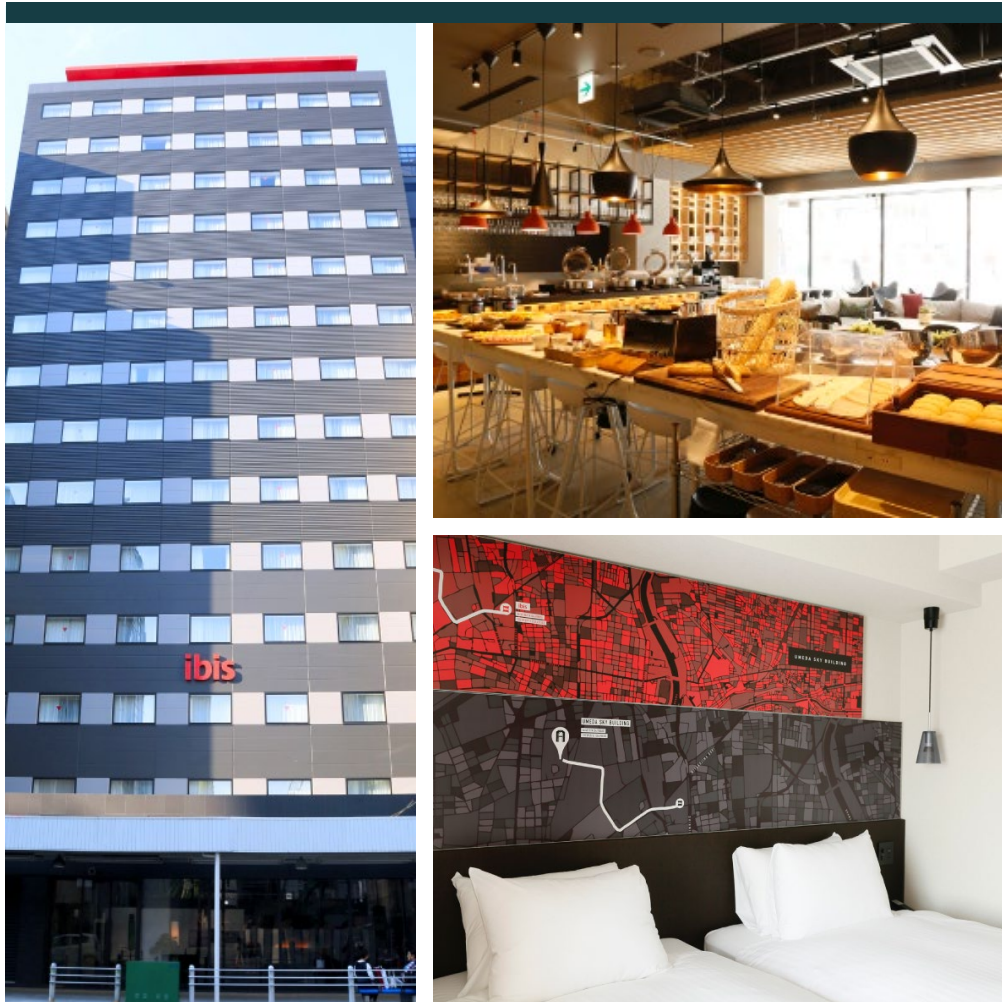
Room types: Singles (including semi-doubles), doubles, twins, triples, four-person, Japanese-style, banquet and meeting rooms

Dining facility: Breakfast space (Japanese and Western-style buffet), also independently operated tenant restaurants

Internet: Free Wi-Fi throughout the building

Multifloor car garage: Available





Ibis Osaka Umeda

Ibis Osaka Umeda

Grand opening on November 1, 2018!!

Ibis Osaka Umeda is located in the heart of Osaka's vibrant Umeda district, with its abundance of offices, shops, restaurants, and bars. Sitting a 4-minute walk away from JR Osaka Station and the Umeda Station common to many lines, this hotel's location is extremely convenient. It provides superlative access to many local major landmarks and attractions including Universal Studios Japan®, Osaka Castle, Osaka Aquarium Kaiyukan, Umeda Sky building, Osaka International Convention Center (aka "Grand Cube Osaka"), and the Congrès Convention Center. Furthermore, that transportation access also makes it easy to get to the nearby cities of Kyoto, Nara, and Kobe.

[Location] 1-5 Komatsubara-cho, Kita-ku, Osaka City, Osaka Prefecture, 530-0018, Japan

[Access] 4 min. walk from JR Osaka Station and all lines using Umeda Station

[Facility] No. of rooms: 181

Room types: Doubles, twins

Dining facility: Cookpark (cafe/bar)

Hours of operation: 7 a.m. to 11 p.m. (last orders 10:30 p.m.)

Internet: Free Wi-Fi throughout the building



Kyoto Yura Hotel MGallery

Kyoto Yura Hotel MGallery

Grand opening on Friday, April 26, 2019!!

Kyoto Yura Hotel MGallery by Sofitel is AccorHotels first luxury boutique hotel in Japan. It's at a splendid site, located near the most vibrant neighborhood along Kyoto's busiest commercial and entertainment street—Sanjo Avenue. It sits a 2-minute walk away from the Sanjo and Sanjo Keihan stations, and it is about 15 minutes away from JR Kyoto Station. The location provides excellent access to the city's major tourist destinations.

Here, patrons can enjoy some special moments on a trip meant to stay in their memories, and do so in a space arranged like a hidden retreat that incorporates the best features of Japanese style.

[Location] 84 Ohashi-cho, Sanjo-dori-ohashi higashi-iru, Higashiyama-ku, Kyoto City, Kyoto Prefecture, 605-0009, Japan

[Access] 2 min. walk from Keihan Main Line Sanjo Station; 2 min. walk from Tozai Subway Line Sanjo Keihan Station

[Facility] No. of rooms: 144

Room types: Doubles, twins

On-site facilities: 54th Station Grill (restaurant), 1867 (bar), fitness room

Internet: Free Wi-Fi throughout the building

Completely non-smoking



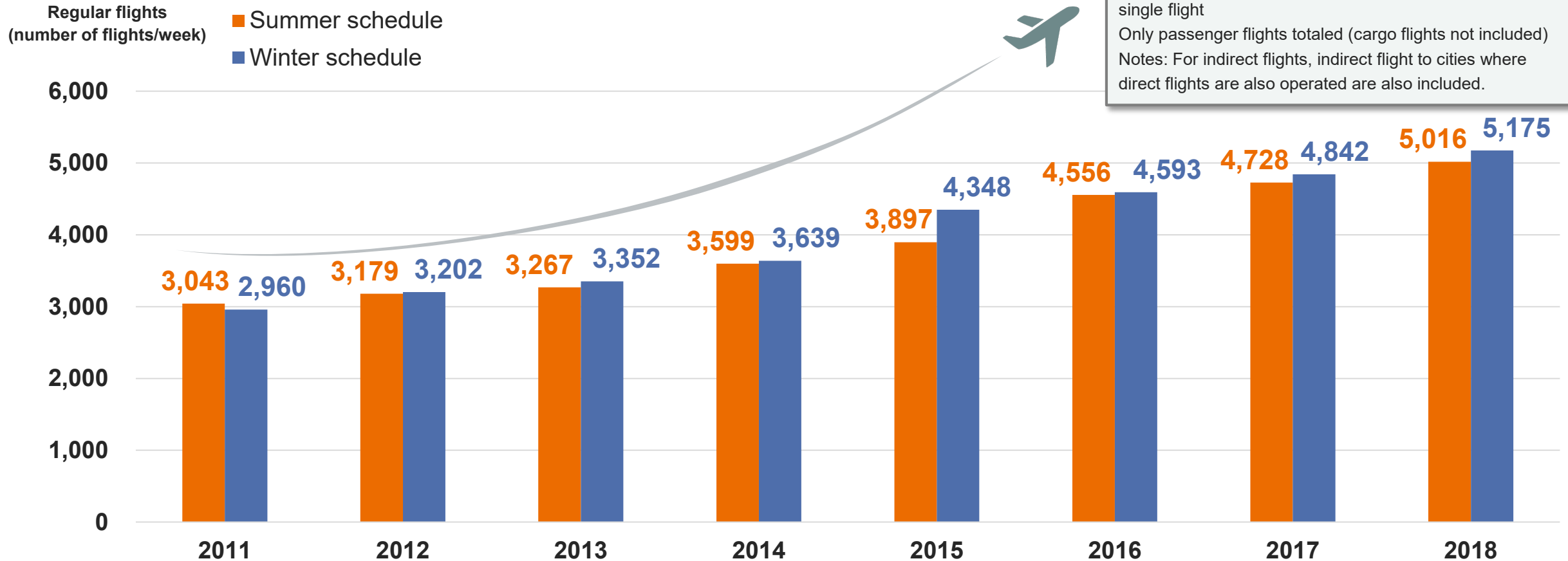


	Target set by government for 2012	Target set by government for 2017	
	By 2016	By 2020	By 2030
Number of foreign visitors to Japan	18 million people	48 million people <small>Approx. 2 times of 2015</small>	60 million people <small>Approx. 3 times of 2015</small>
Amount of consumption by foreign visitors to Japan	¥3 trillion	¥8 trillion <small>More than 2 times compared to 2015</small>	¥15 trillion <small>More than 4 times compared to 2015</small>
Total number of foreign hotel guests in regional areas*	24 million stays	70 million stays <small>A little under 3 times compared to 2015</small>	130 million stays <small>A little under 5 times compared to 2015</small>
Number of foreign repeaters	10 million people	24 million people <small>Approx. 2 times of 2015</small>	36 million people <small>Approx. 3 times of 2015</small>

*Regions other than Japan's three major metropolitan areas (Saitama Prefecture, Chiba Prefecture, Tokyo, Kanagawa Prefecture, Aichi Prefecture, Kyoto, Osaka, and Hyogo Prefecture)

Source: Japan Tourism Agency, Overview of "The Development of a Tourism Vision to Support the Future of Japan," "The Tourism Nation Promotion Basic Plan"

Inbound Travel — State of International Flights —

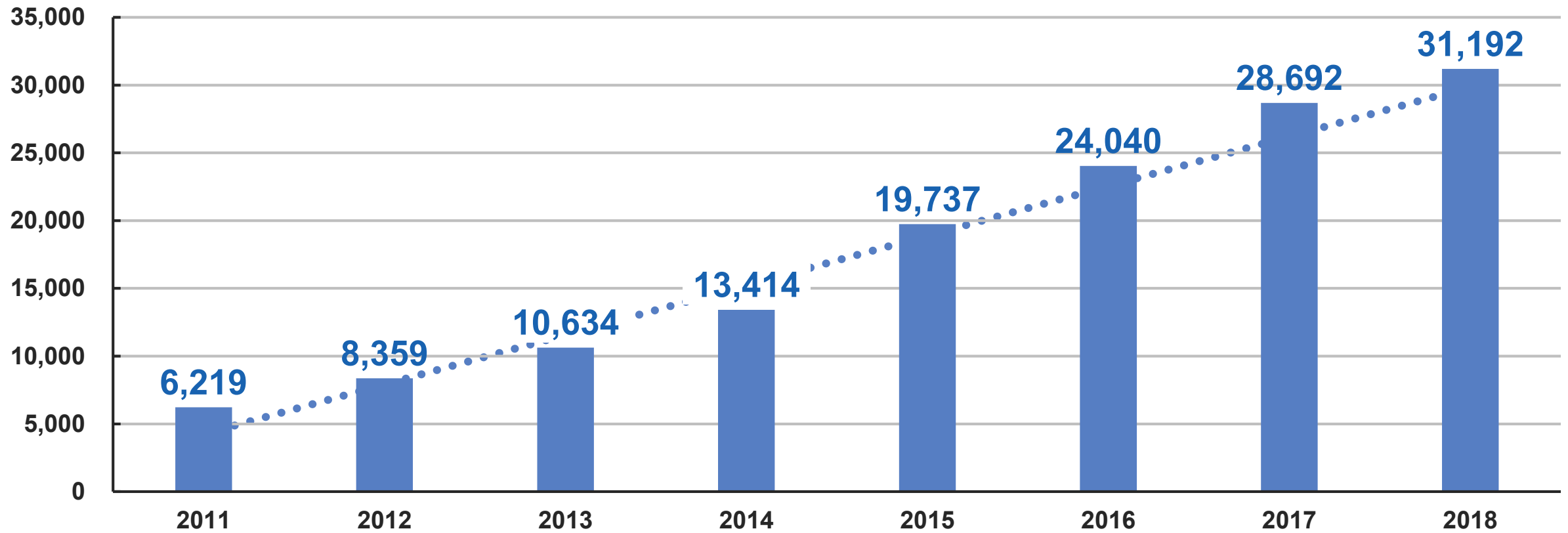


Source: 2018 summer project plan authorization data
 Aggregation period: March 25 to March 31, 2018
 Conditions: One departure and one arrival counted as a single flight
 Only passenger flights totaled (cargo flights not included)
 Notes: For indirect flights, indirect flight to cities where direct flights are also operated are also included.

Source: 2018 Winter Schedule Overview of Regular International Flights from the Ministry of Land, Infrastructure, Transport and Tourism

Number of foreign visitors to Japan by year

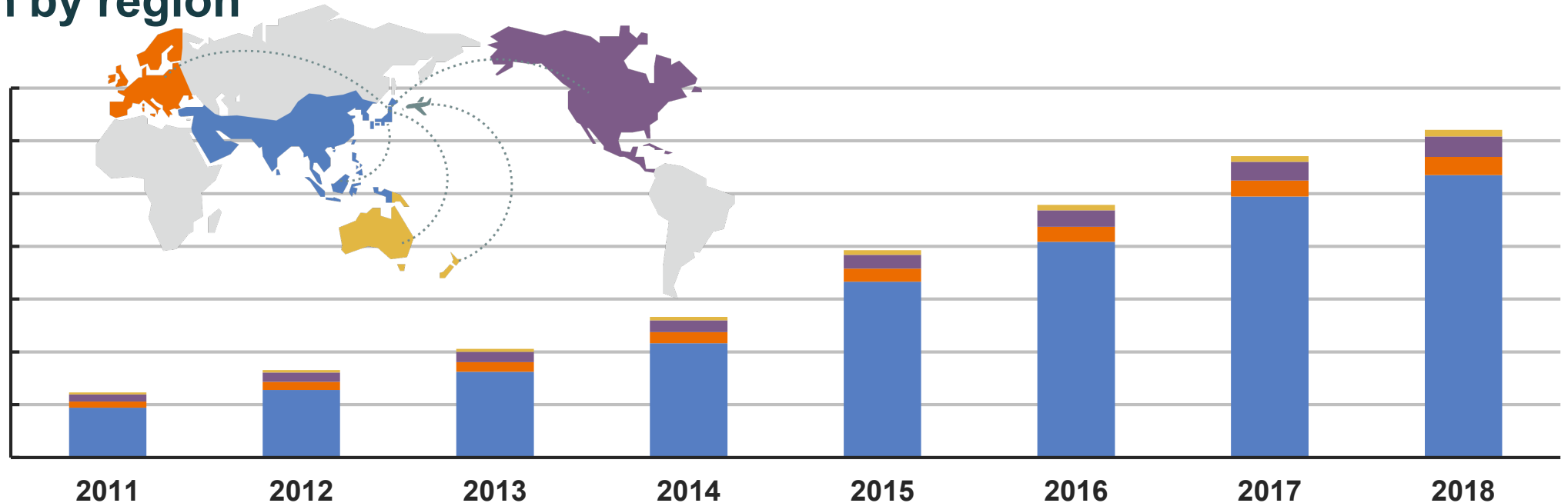
Number of foreign
visitors to Japan
(thousand people)



Source: Number of foreign visitors to Japan by year according to the Japan National Tourism Organization (2003 to 2018)

Breakdown by region

Number of foreign visitors to Japan (thousand people)

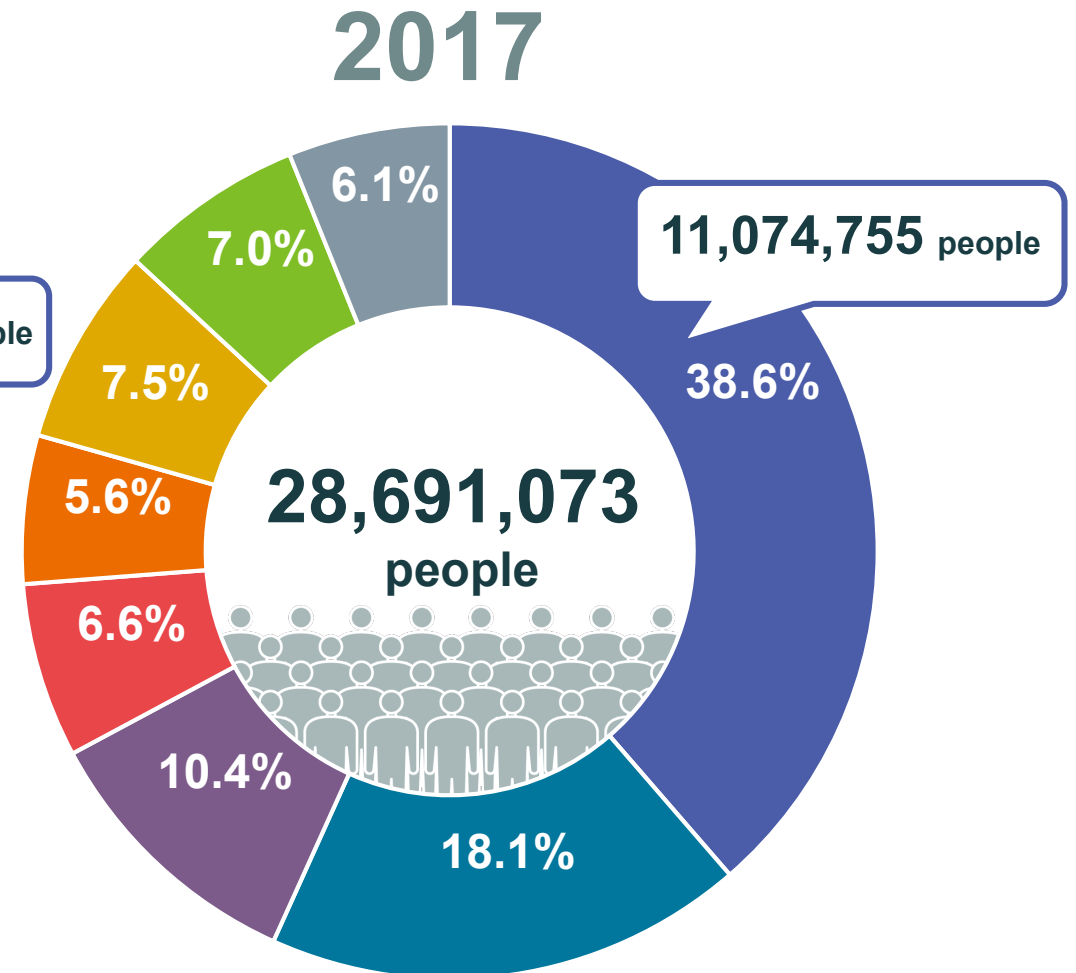
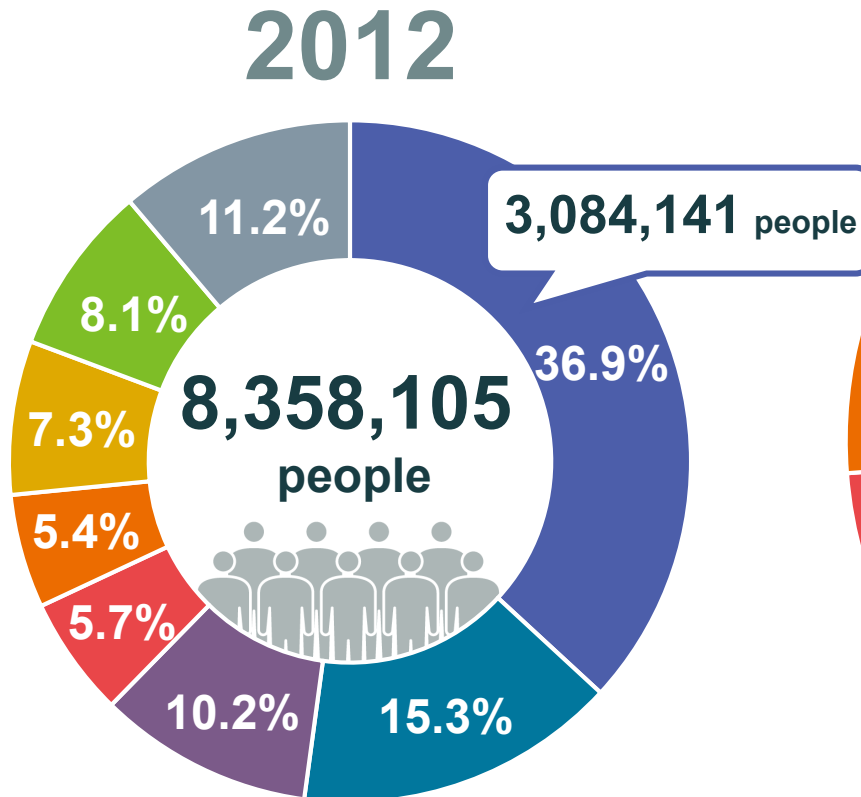


	2011	2012	2013	2014	2015	2016	2017	2018
Oceania	190,000	242,000	285,000	348,000	430,000	506,000	547,000	631,000
North America	686,000	877,000	982,000	1,113,000	1,311,000	1,571,000	1,757,000	1,940,000
Europe	570,000	776,000	905,000	1,049,000	1,245,000	1,422,000	1,526,000	1,721,000
Asia	4,724,000	6,388,000	8,116,000	10,820,000	16,646,000	20,429,000	24,717,000	26,758,000

Source: Breakdown by region according to the Japan National Tourism Organization (2016 to 2018)

Number of foreign visitors to Japan (repeat rate)

- 1 time
- 2 times
- 3 times
- 4 times
- 5 times
- 6 to 9 times
- 10 to 19 times
- 20 times or more

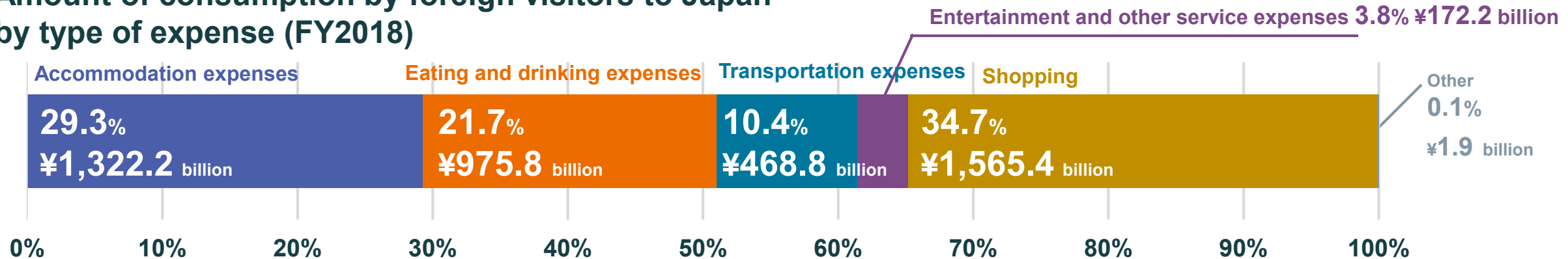


Source: Breakdown by the number of visits to Japan according to the Japan National Tourism Organization (2012 and 2017)

Inbound Travel

— Amount of Consumption by Foreign Visitors to Japan —

Amount of consumption by foreign visitors to Japan by type of expense (FY2018)



Foreign visitor visit rate by prefecture (top 10), average days stayed, expenditure during trip by person

Rank	Location visited (Prefecture)	Visit rate (%)	Average days stayed (overnight)	Expenditure during trip by person (yen per person)
1	Osaka	39.1	2.8	64,408
2	Tokyo	37.2	4.3	97,047
3	Chiba	29.6	0.3	14,277
4	Kyoto	26.8	1.5	25,345
5	Fukuoka	12.0	2.4	56,360
6	Hokkaido	11.7	5.1	109,607
7	Nara	8.8	0.5	8,485
8	Okinawa	7.5	3.8	69,027
9	Aichi	6.7	2.7	45,492
10	Hyogo	6.4	1.1	21,742

Source: Tourism Statistics 2018 (Annual) from the Japan Tourism Agency

Number of Accommodation Facilities

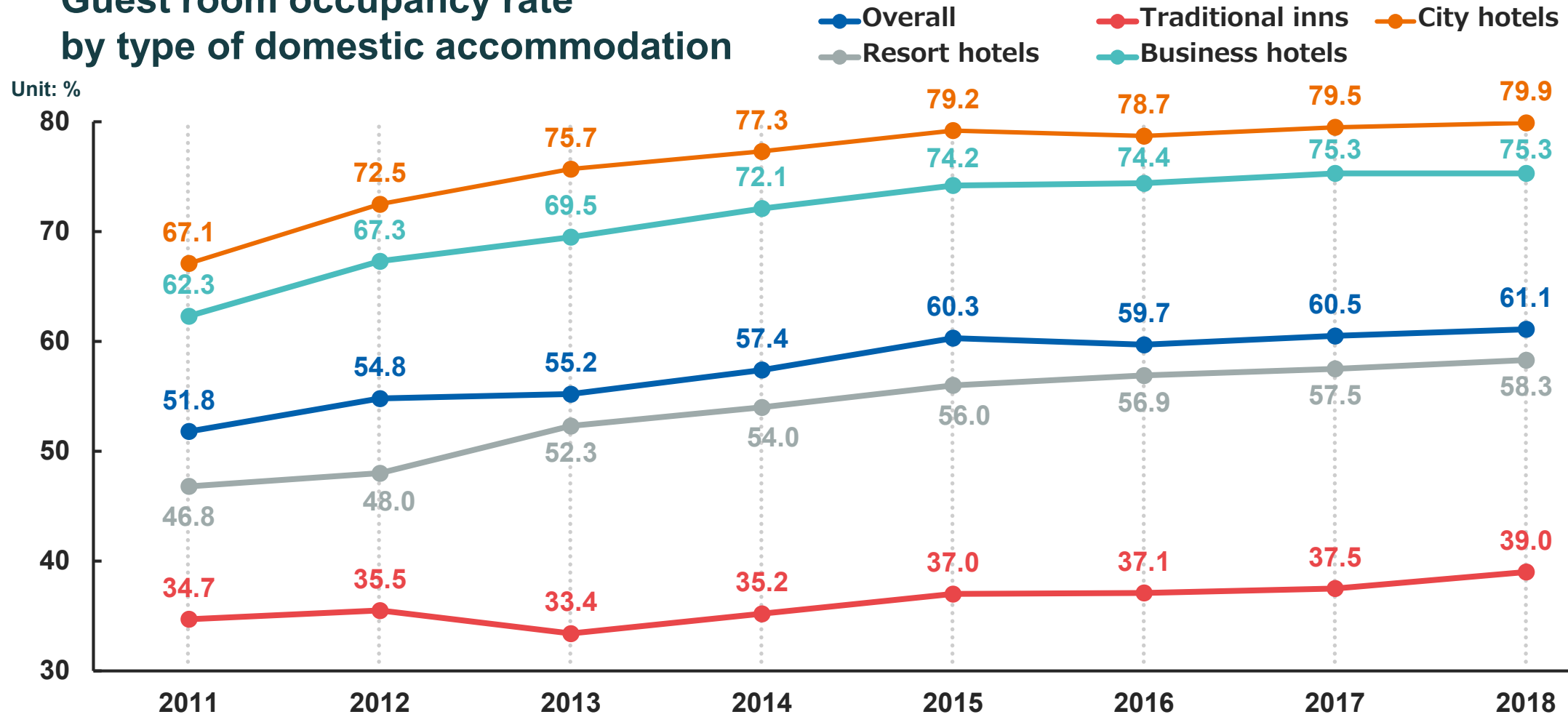
Number of traditional inns and hotels and guest rooms

	2014				2017				Change			
	Traditional inns		Hotels		Traditional inns		Hotels		Traditional inns		Hotels	
	Number of facilities	Number of guest rooms	Number of facilities	Number of guest rooms	Number of facilities	Number of guest rooms	Number of facilities	Number of guest rooms	Number of guest rooms	Number of facilities	Number of guest rooms	
Hokkaido	2,391	45,691	689	63,674	2,195	42,142	702	66,817	(196)	(3,549)	13	3,143
Chiba	1,203	22,811	174	28,744	1,138	21,698	190	33,706	(65)	(1,113)	16	4,962
Tokyo	1,194	45,204	675	98,644	1,306	58,583	718	110,641	112	13,379	43	11,997
Aichi	985	27,762	292	27,718	874	30,573	301	28,769	(111)	2,811	9	1,051
Kyoto	693	9,946	216	23,650	652	9,151	269	27,038	(41)	(795)	53	3,388
Osaka	759	18,981	371	57,147	732	18,405	498	71,193	(27)	(576)	127	14,046
Hyogo	1,189	15,938	421	27,771	1,091	15,126	434	29,578	(98)	(812)	13	1,807
Nara	395	5,538	58	3,667	340	4,788	66	4,409	(55)	(750)	8	742
Fukuoka	621	10,395	393	39,475	539	9,454	418	42,470	(82)	(941)	25	2,995
Okinawa	562	7,456	363	32,611	613	8,882	396	35,823	51	1,426	33	3,212

*Edited by Wealth Management based on the Report on Public Health Administration and Services of Ministry of Health, Labour and Welfare

Guest Room Occupancy Rate

Guest room occupancy rate by type of domestic accommodation



Source: Tourism Statistics - Overnight Travel Statistics Survey January to December 2018 (Annual Preliminary Figures) Press Release Data from the Japan Tourism Agency

Cost of hotel in major global cities

(thousand yen)

	Tokyo	New York		London		Paris	
Ritz-Carlton	73	140	\$1,285	126	£872		
Hyatt	62	50	\$452			161	€ 1,310
InterContinental	41	60	\$544	50	£332	35	€ 278
Shangri-La	80			82	£568	121	€ 988
Mandarin Oriental	75	140	\$1,148	123	£850	140	€ 1,145
Peninsula	55	50	\$1,100			117	€ 950
Four Seasons	77	60	\$1,198	95	£661	143	€ 1,163

1USD = ¥110

1GBP = ¥145

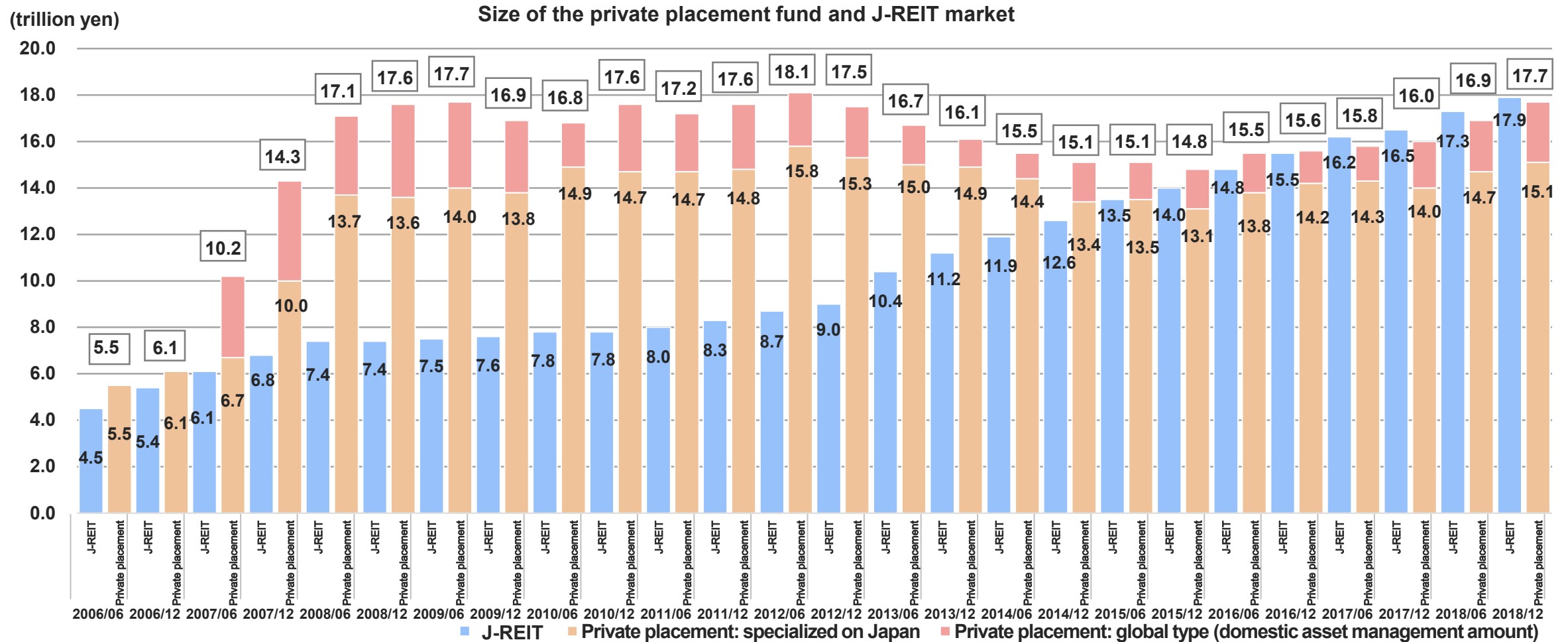
1EUR = ¥123

*Reference

Imperial Hotel	46
Hotel Okura	41
Hotel New Otani	45

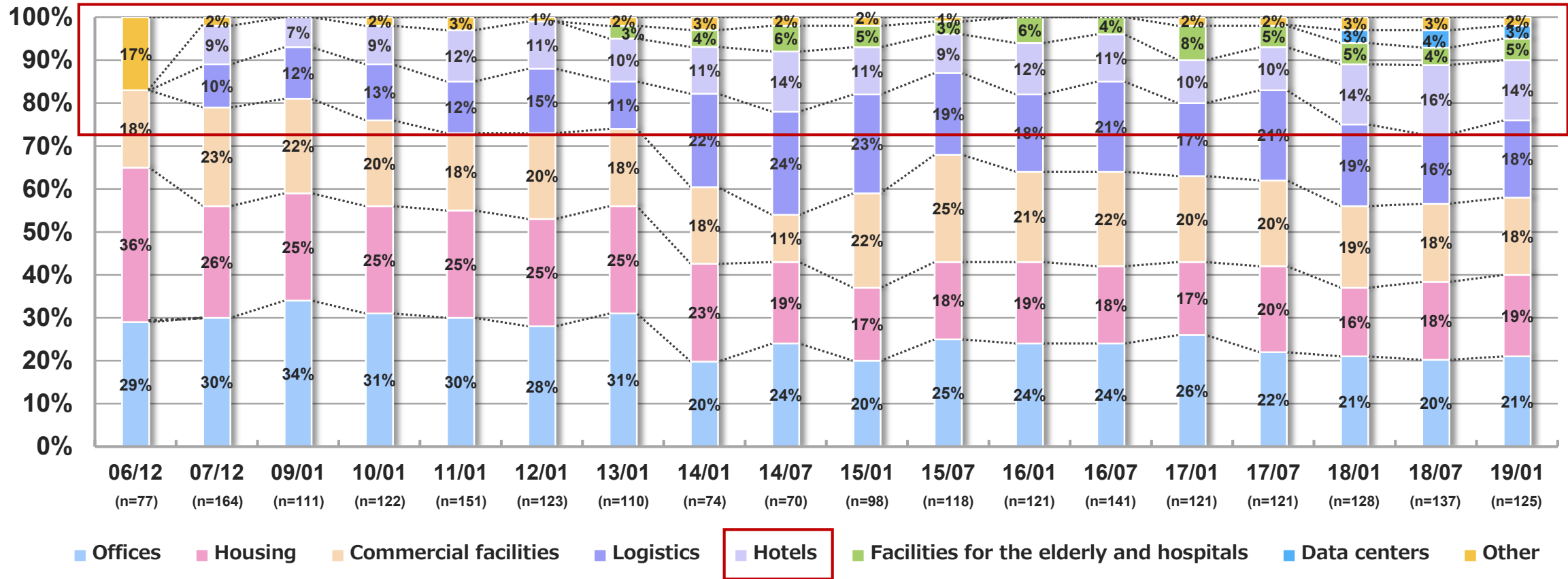
*Research by Wealth Management based on the official website of each company (as of March 28, 2019)

Real Estate Funds — Size of the Market —



Source: Sumitomo Mitsui Trust Research Institute Co. Ltd.

Type of property invested in (January 2019 field survey on real estate private placement fund - overview of questionnaire survey results)



*Logistics and hotels are included in other for 06/12

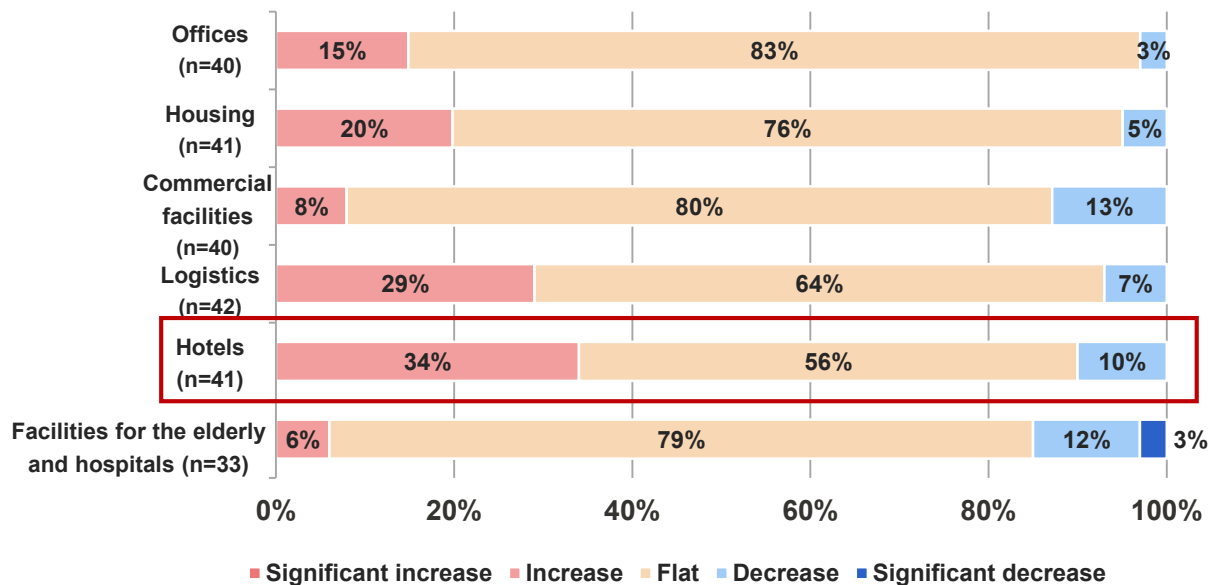
*Aggregation results for funds that data could be stated for in the questionnaire

**"n" in the graph indicates the number of valid responses *Logistics and hotels are included in other for 06/12

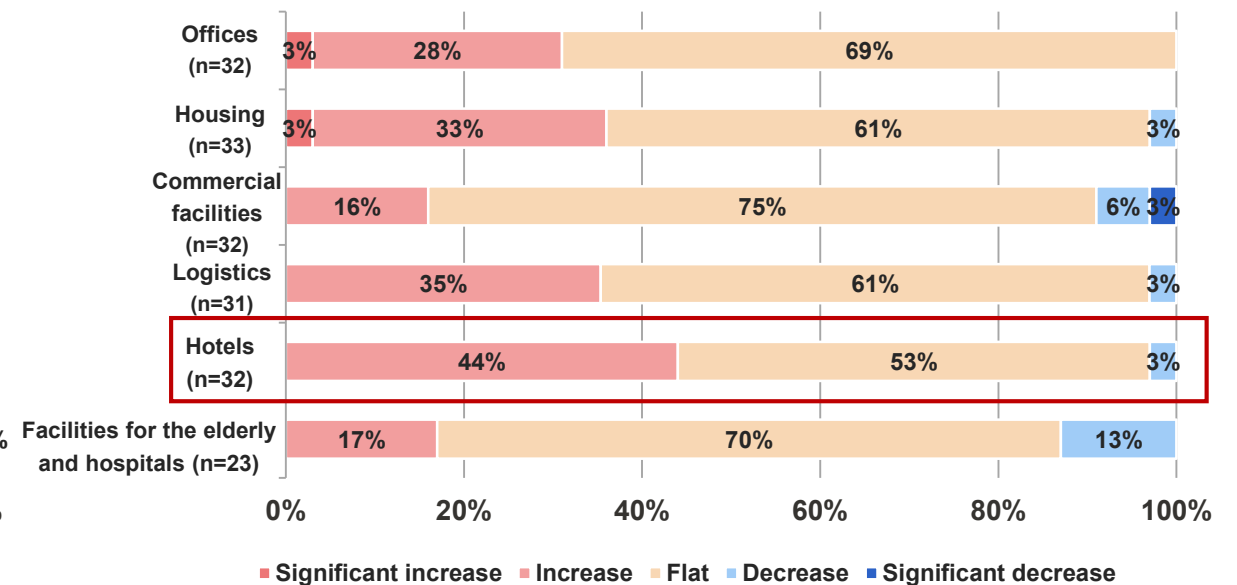
Source: Sumitomo Mitsui Trust Research Institute Co. Ltd.

By type of property invested in (January 2019 field survey on real estate private placement fund - overview of questionnaire survey results)

Investment appetite for Japanese investors



Investment appetite for foreign investors



*"n" in the graph indicates the number of valid responses

Source: Sumitomo Mitsui Trust Research Institute Co. Ltd.

Disclaimer

- **This material is for the purpose of providing information on the medium-term management plan moving ahead, and not for the purpose of solicitation of investment. When making actual investments, please use your own judgment and take responsibility for your investment decisions. Furthermore, although the material was prepared based on various data believed to be reliable, the Company does not provide any assurances of the accuracy or safety thereof. This material has been presented based on the assumption that investors will use their own judgment and take responsibility when using it for any purpose, and the Company shall not be held liable therefor under any circumstances.**
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