

Appendix

Financial Results for the Fiscal Year 2024

[Reference Materials]
Real Estate Market Conditions

Tosei Corporation

Tokyo Stock Exchange, Prime Market Code: 8923

Singapore Exchange, Mainboard Code: S2D

January 10, 2025

T O S E I
TOSEI CORPORATION



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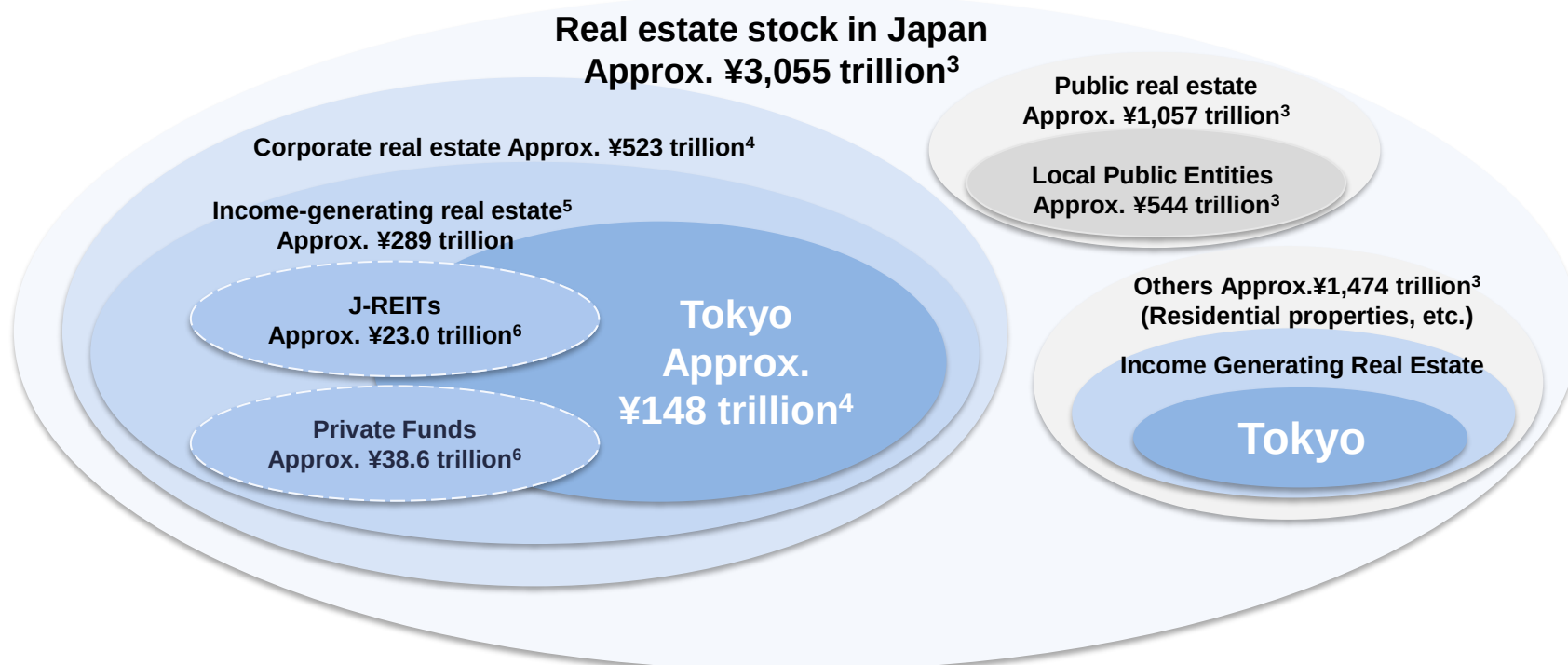
There are about 160,000 office buildings and apartments in Tokyo which is an abundant stock.

Office Buildings and Apartments in Tokyo : Approx. 160,000 buildings

Office Building & Commercial Facilities stock, etc.
81,034 Buildings¹

Income generating apartment stock
79,975 Buildings²

¹ Sum of office, store, department store and bank building numbers from Tokyo Metropolitan Government Bureau Statistics Division of General Affairs, *Tokyo Metropolitan Statistical Yearbook FY2023*
² Rental apartment number from Bureau of Urban Development Tokyo Metropolitan Government, *Condominium fact-finding survey (Mar. 2013)*



³ Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, *National Accounts for FY2022*

⁴ Ministry of Land, Infrastructure, Transport and Tourism, Director-General for Policy Planning, *Corporations Survey on Land and Buildings 2018*

⁵ NLI Research Institute, *Japan's Real Estate Investment Market Size (2023)*

⁶ Sumitomo Mitsui Trust Research Institute Co., Ltd., *Survey on Private Real Estate Funds in Japan Jul. 2024*

Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, *Current situation of real estate investment market (Aug. 2, 2019)*

The transaction volume in the Greater Tokyo area is about ¥10 trillion per year (Tosei's estimation) for small to mid-size properties, a massive market.

**The real estate transaction volume
(properties priced lower than ¥1 billion)
in the Greater Tokyo Area is estimated
to be approx. ¥10 trillion***

(Offices, apartments, commercial facilities, and warehouses)

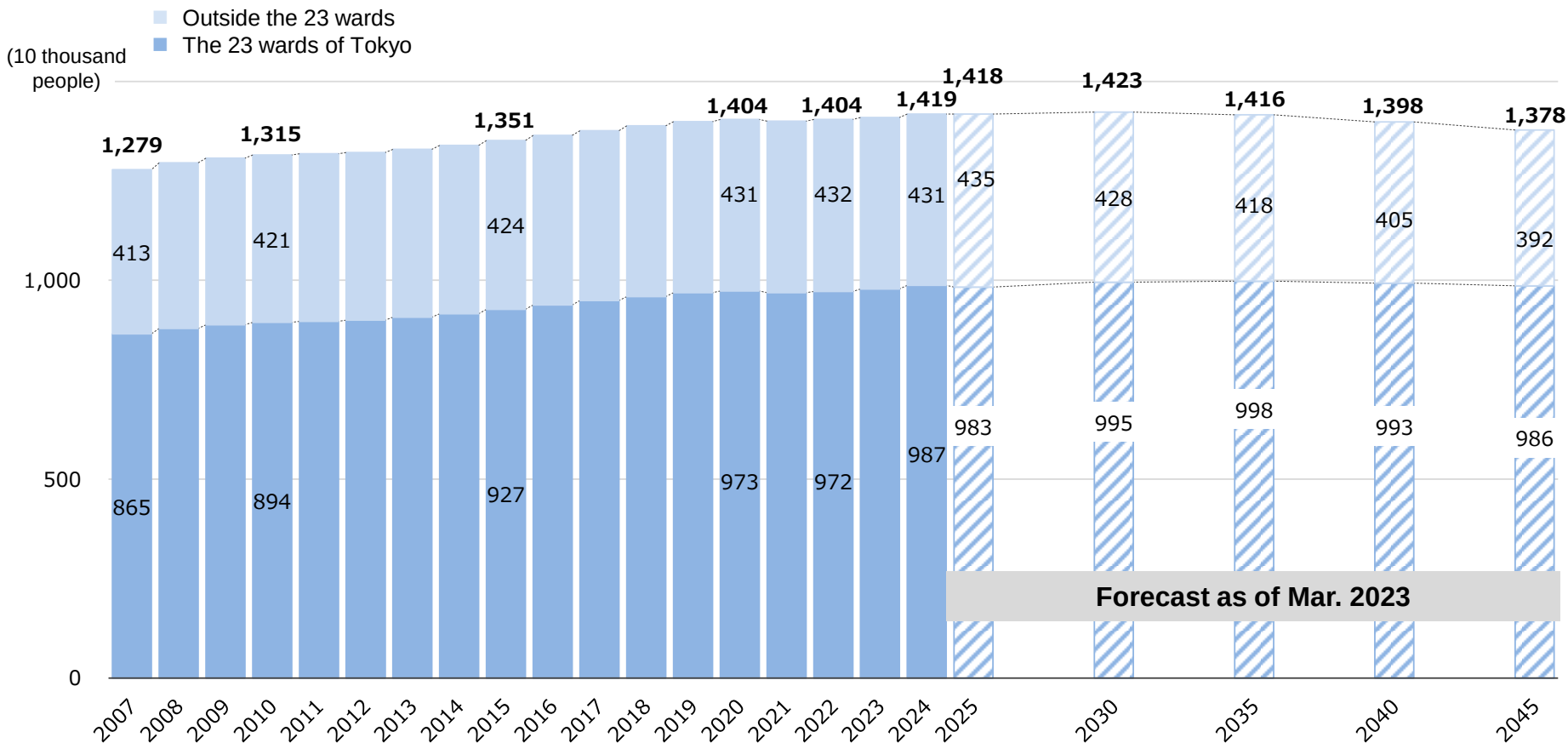
* Estimates by Tosei based on the data of real estate brokerage results from real estate brokerage companies, the number of real property registration from the Ministry of Justice, and our Company's sales information.



**If Tosei accounts 1% of the market,
Tosei will achieve ¥100 billion revenue.**

The above amounts were calculated using information available as of the end of Jun. 2024.
These amounts may change depending on the information that Tosei acquires in the future.

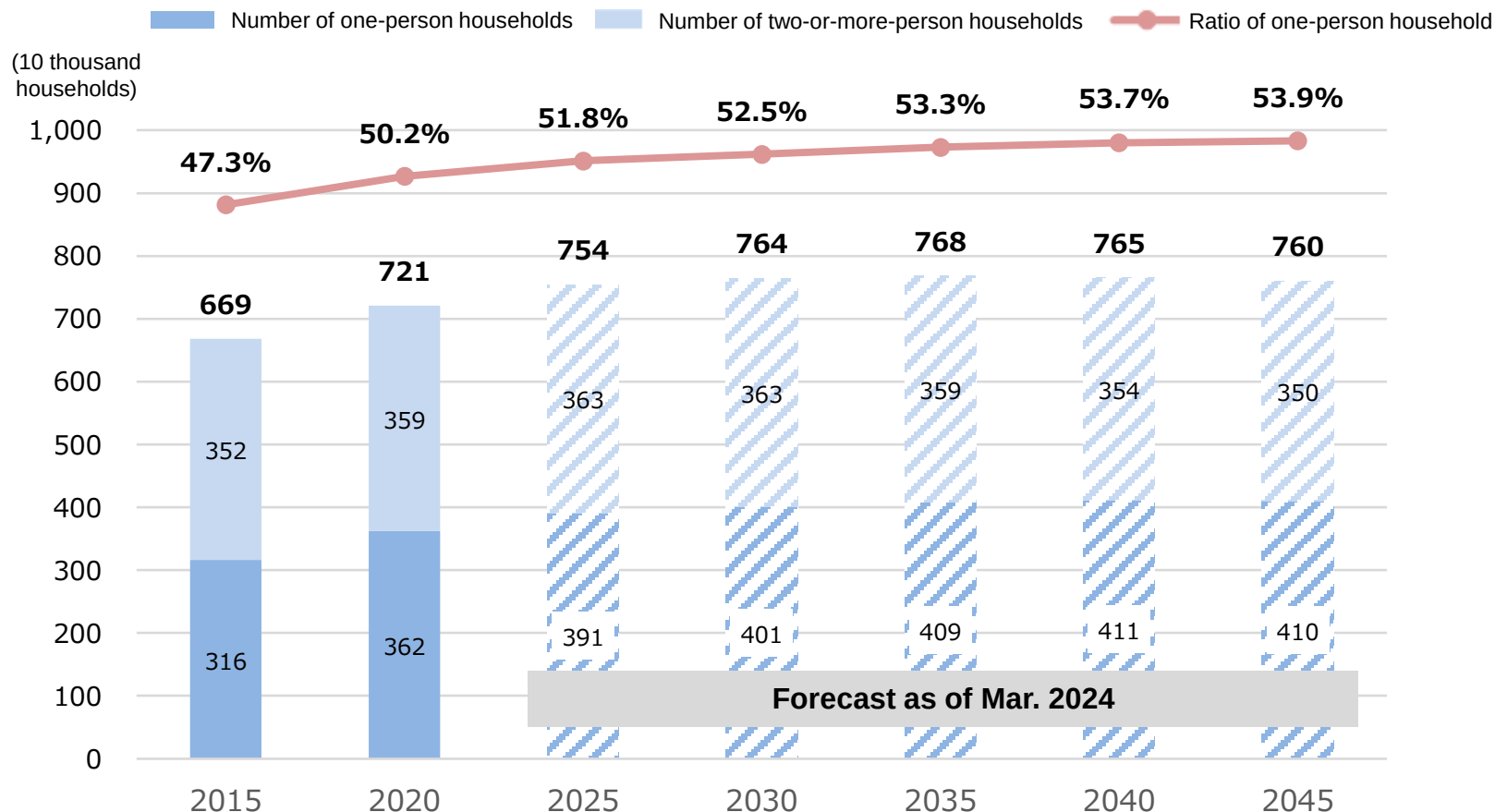
The population of Tokyo reaches record high due to increased population inflow.



* Population as of Oct. 1 of each year
Source: Prepared by Tosei based on Statistics Division, Bureau of General Affairs, Tokyo Metropolitan Government, TOKYO STATISTICAL YEARBOOK

Tokyo's population increase continues mainly due to the population inflow to the 23 wards of Tokyo and the current population of Tokyo as of Oct. 2024 was 14.19 million. Tokyo's population is expected to grow until 2030 and start declining thereafter.

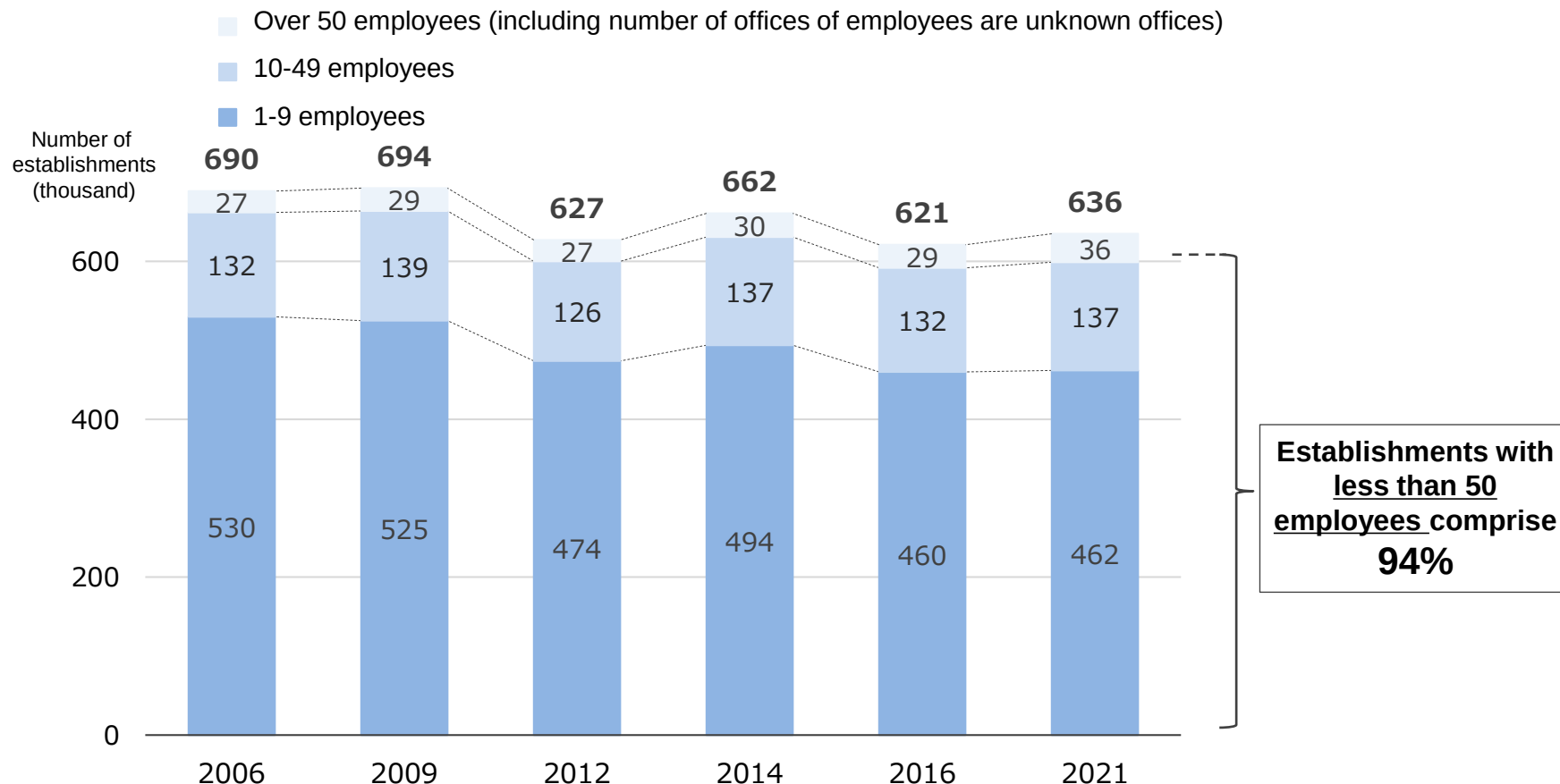
The number of households is increasing moderately, and the ratio of one-person household is on the rise.



Source: Prepared by Tosei based on Statistics Division, Bureau of General Affairs, Tokyo Metropolitan Government, TOKYO STATISTICAL YEARBOOK

The number of households in Tokyo is estimated to be a total of 7.54 million and one-person households are expected to be 3.91 million in 2025. The inflow to the 23 wards of Tokyo is expected to continue and it is predicted that the number of households will gradually increase until 2035 and one-person households will increase until 2040.

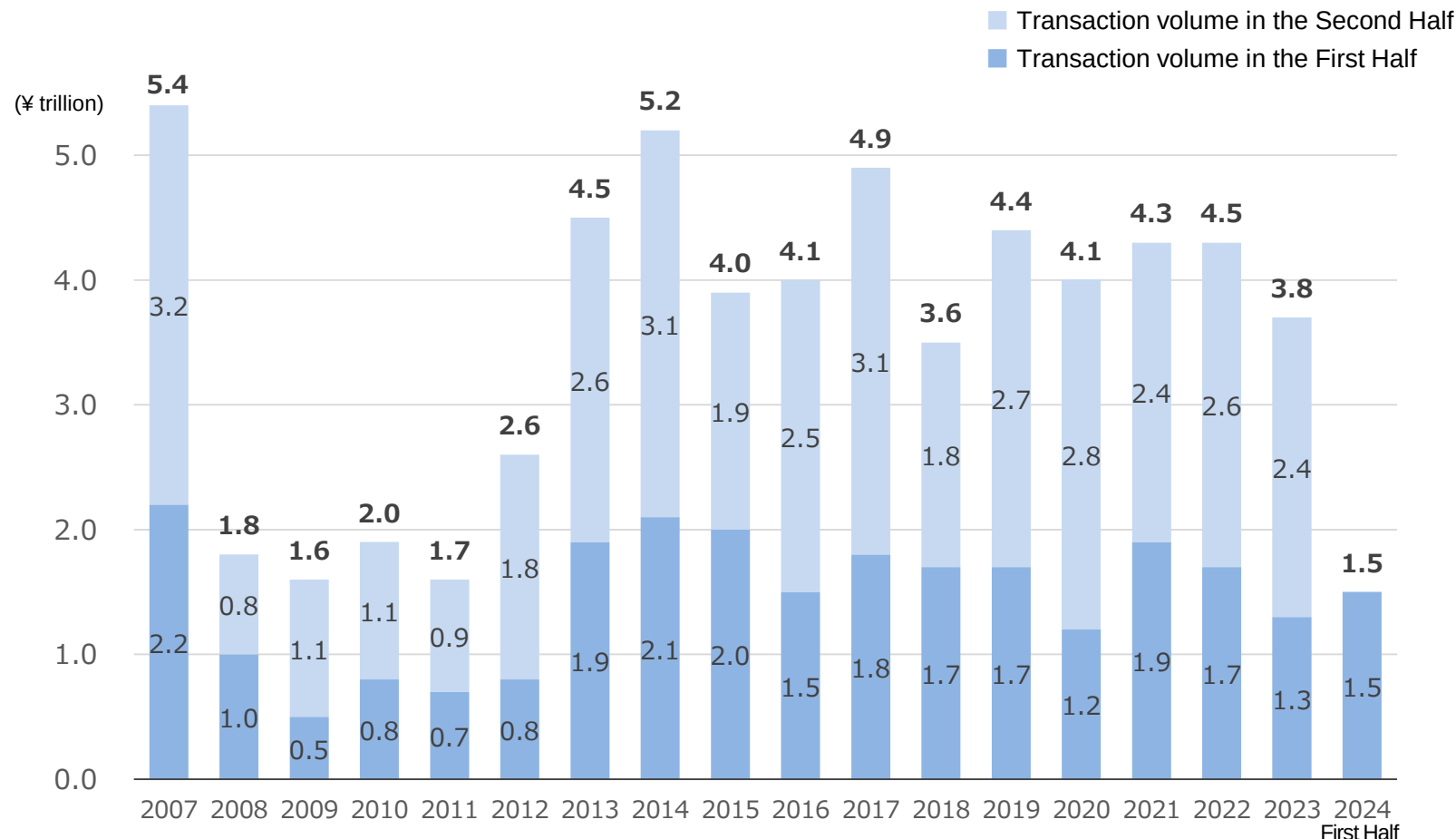
The number of establishments with less than 50 employees comprise 94%, the demand for small to mid-size office buildings is firm.



Source : Prepared by Tosei based on Statistics Bureau of Japan
2021 Economic Census for Business Activity (released on Jun. 30, 2022, updated on Jun. 27, 2023), Tabulation of Establishments

Out of all establishments in Tokyo (636 thousand), establishments with less than 50 employees comprise 94% (599 thousand).

The domestic real estate transaction volume in the first half of FY2024 was ¥1.5 trillion.

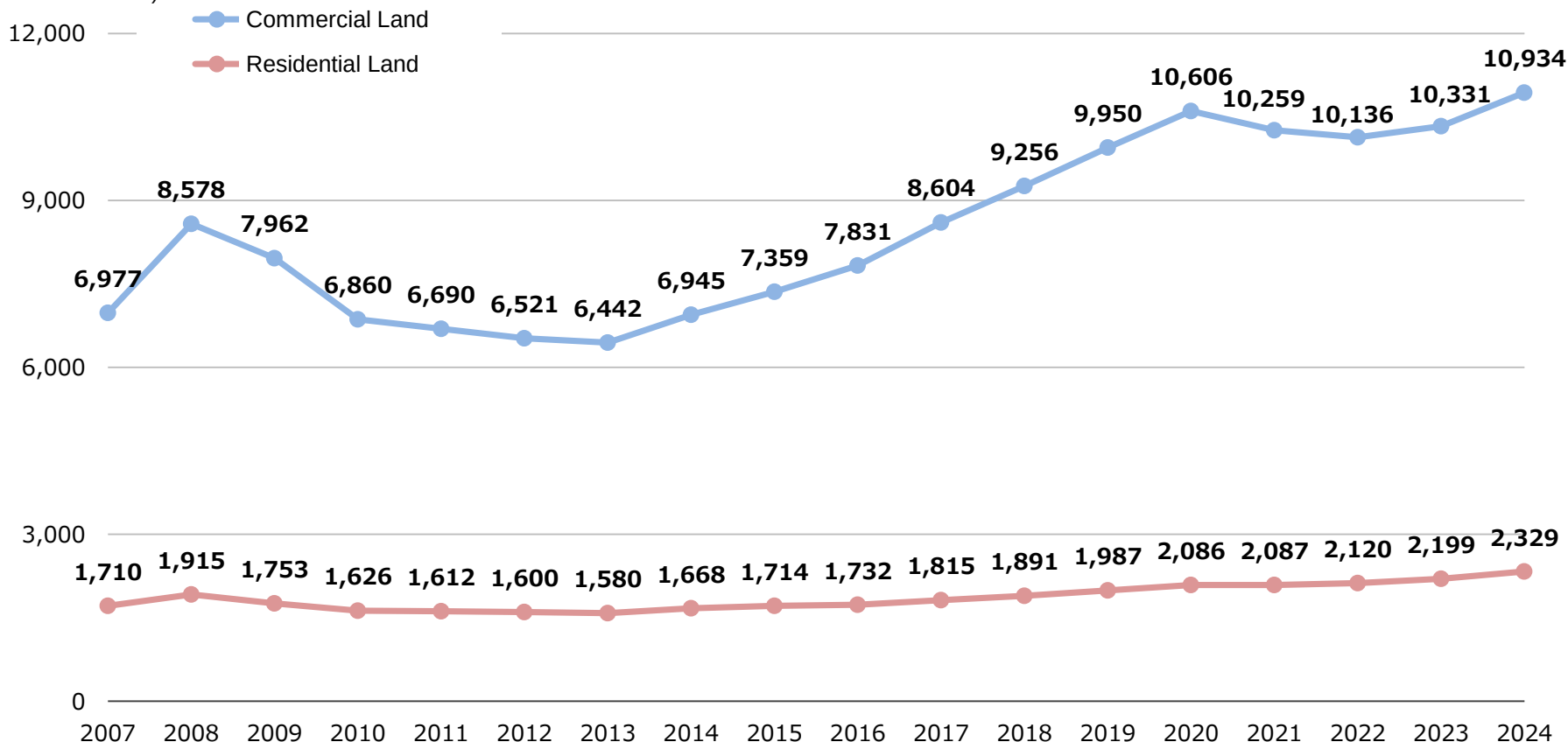


Source : Prepared by Tosei based on Mizuho Trust & Banking Co., Ltd., Real estates topics

The domestic real estate transaction volume in the first half of FY2024 was ¥1.5 trillion (up 14.1% YoY). The number of large-volume transactions which dropped last year is recovering. Breaking down the transaction volume by use, the amount of hotel transactions exceeded pre-COVID-19 level and reached record high.

The published land price of commercial and residential land in the 23 wards of Tokyo rose.

(¥ thousand / tsubo)

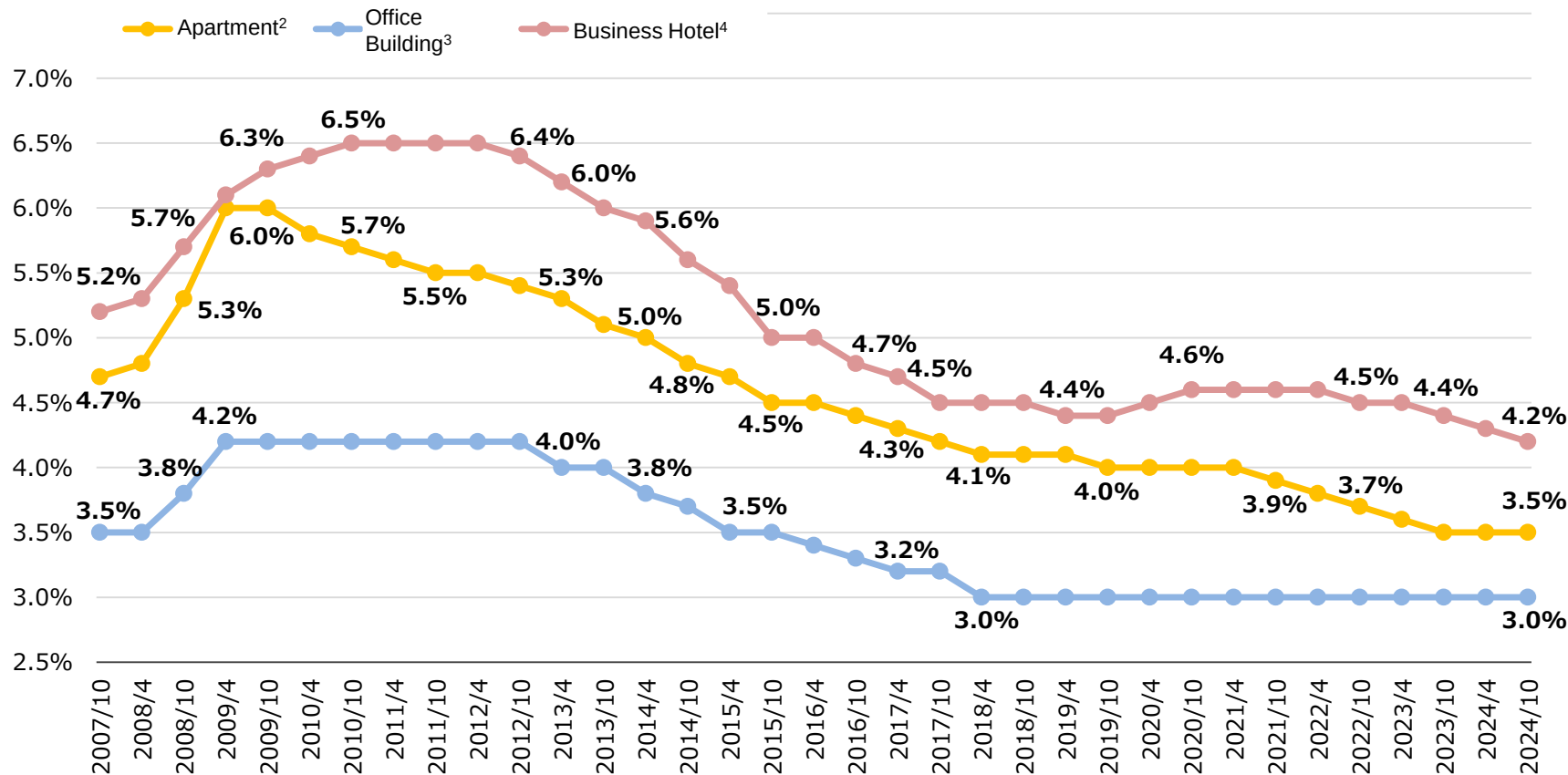


* Price as of Jan. 1 of each year

Source: Prepared by Tosei based on TMG Bureau of Finance, *Published land price by municipalities and the average price transition*

The published land price of commercial land has exceeded pre-COVID-19 level in 2024. It was on a downward trend due to COVID-19 but has turned upward since 2023. The published land price of residential land continues to rise moderately.

The expected cap rate¹ of business hotels is on a downward trend.



1 Expected cap rate: Cap rate that investors assumed by observing the market which is calculated by dividing single year NOI by property market value.

2 Apartment: Assumed family type apartment in Meguro-ku and Setagaya-ku, Tokyo. Conditions are less than 10 minutes walk from the station, less than 5 years from build, floor area between 50-80m² and around 50 units in total

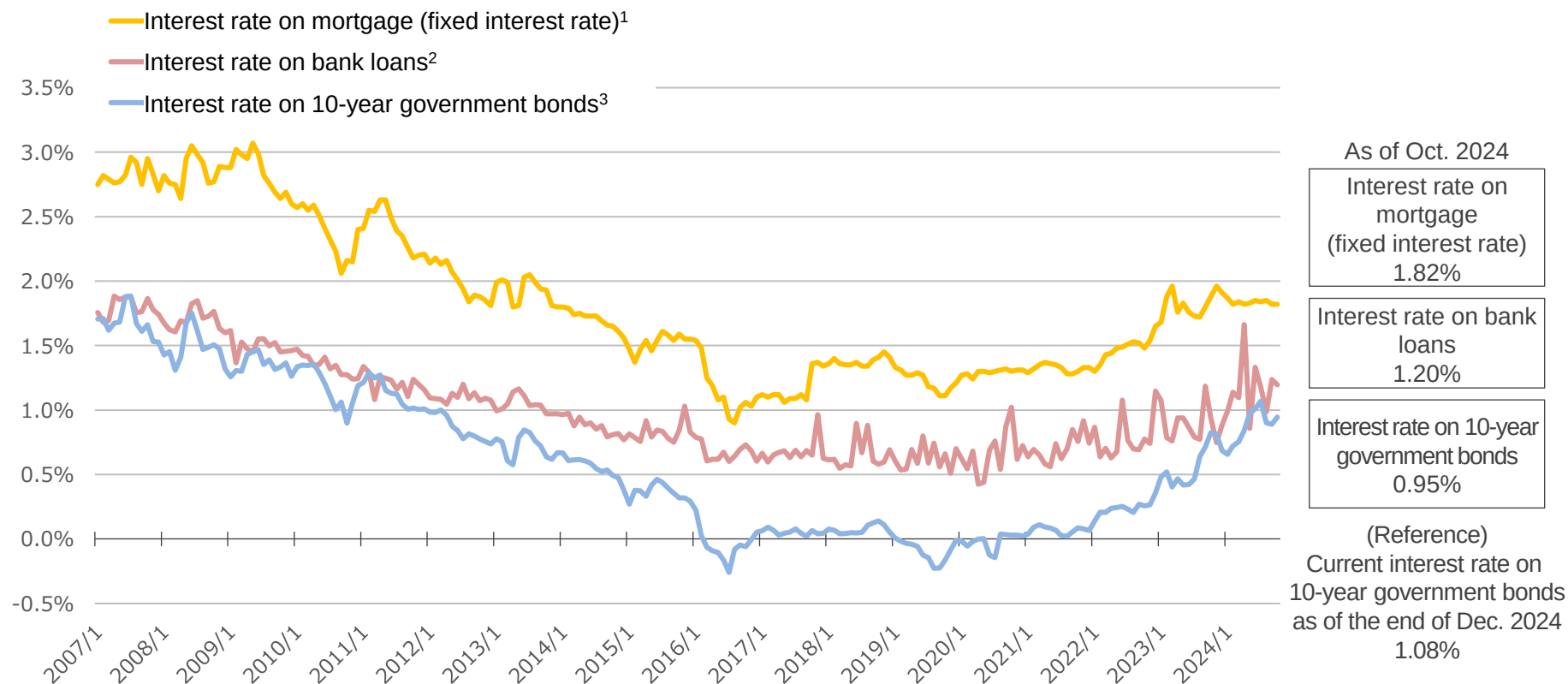
3 Office Building: Assumed A-class buildings in Marunouchi and Otemachi area, Chiyoda-ku, Tokyo. Conditions are less than 5 minutes walk from the station, less than 5 years from build, floor area larger than 50,000m² and standard rentable floor area over 1,500m²

4 Business Hotel (Limited-Service Hotel) : Located around main stations along the JR line and subways, within 5 minutes walk to nearest station, built within 5 years, approximately 100 rooms, Average Daily Rate (ADR) between ¥6,000-¥8,000, Occupancy Rate 80% or more

Source: Prepared by Tosei based on Japan Real Estate Institute, *The Japanese Real Estate Investor Survey*

The cap rate of office building and apartment remained flat at low level. The cap rate of business hotel continues to decline after 2022 due to strong inbound demand and is below 2019 pre-COVID-19 level.

The interest rate on 10-year government bonds rose due to the normalization of BOJ's monetary policy.



Source: Prepared by Tosei based on the report published by Flat 35, Bank of Japan, and Ministry of Finance

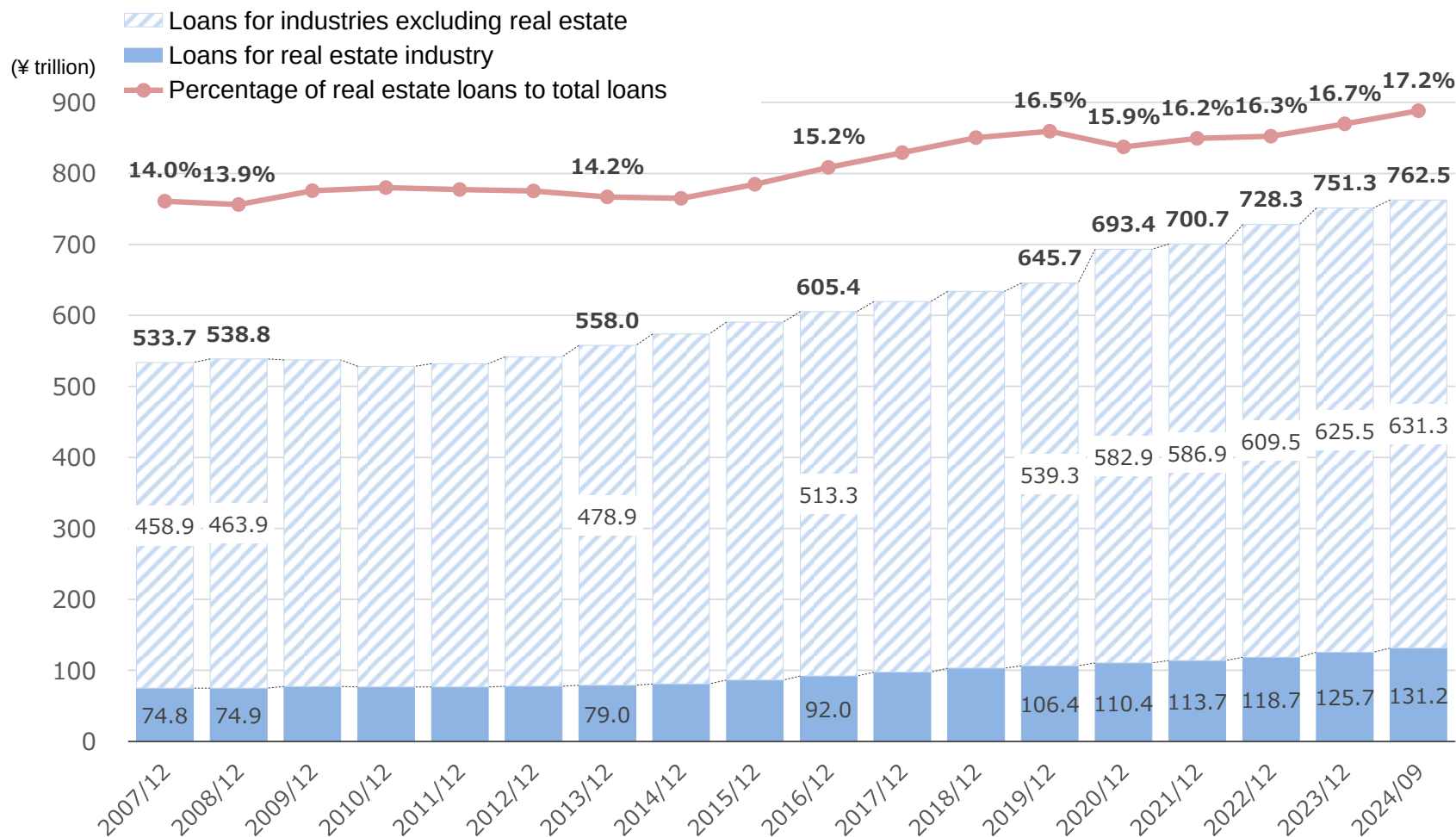
¹ Flat 35 minimum interest rate; Interest on fully term-fixed loans with a repayment period between 21 and 35 years and a lending rate of up to 90%

² Average contractual interest rates on new loans (for terms of at least one year) at city banks (Mizuho Bank, Ltd., The Bank of Mitsubishi UFJ, Ltd., Sumitomo Mitsui Banking Corporation, Resona Bank, Ltd., Saitama Resona Bank Ltd.)

³ Half year compound interest on 10-year government bonds calculated based on the market price of fixed-rate government bonds on the secondary market (yield to maturity on a six months compound interest basis)

The 10-year government bond interest rate rose following the normalization of the BOJ's monetary policy and is currently 0.95% as of the end of Oct. 2024. Among the mortgage interest rate, the fixed rate remained flat while the floating rate rose by about 0.15%.

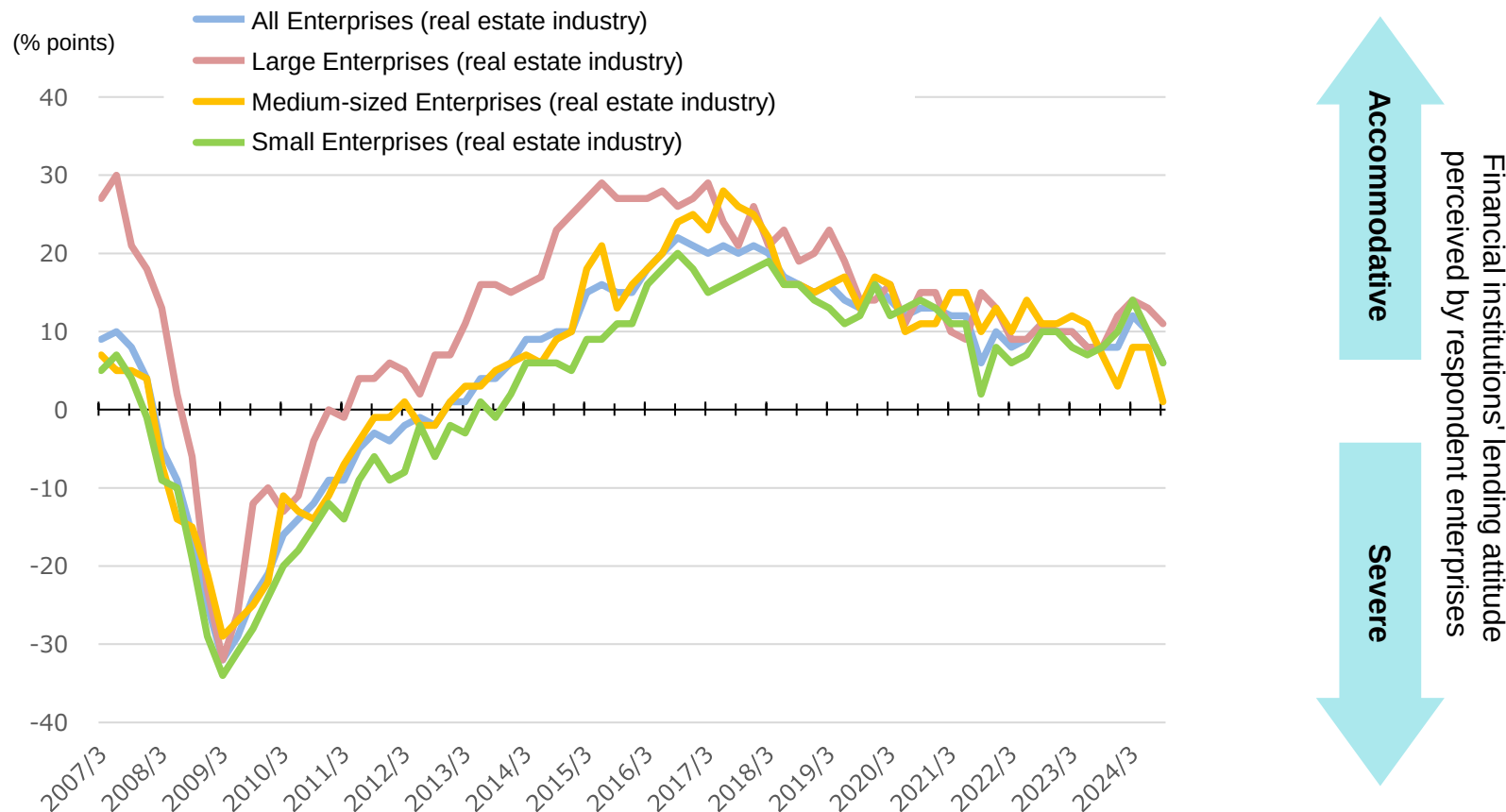
The expanding trend of loans to the real estate industry continues.



*Total loan amount is the sum of that of Banking Account, Trust Accounts, Overseas Office Accounts, Shinkin Bank and other financial institutions
Source: Prepared by Tosei based on Bank of Japan, Loans and Bills Discounted and New Loans for Fixed Investment by Sector

The expanding trend of loans continued due to the increased fund demand for business expansion. The amount of outstanding loans for real estate industry grew to ¥131.2 trillion and the percentage to the total outstanding loans increased to 17.2%.

The lending attitude of financial institutions turned severe compared to last year.



Large enterprise: capital stock ¥1B and more
Medium-sized enterprise: capital stock over ¥0.1B less than ¥1B
Small enterprise: capital stock over ¥0.02B less than ¥0.1B

Method of investigation

The bank of Japan investigated financial institutions' recent lending attitude toward targeted companies.

Targeted companies selected one of the following choices in below

Choices: "1. Accommodative", "2. Not so severe", "3. Severe".

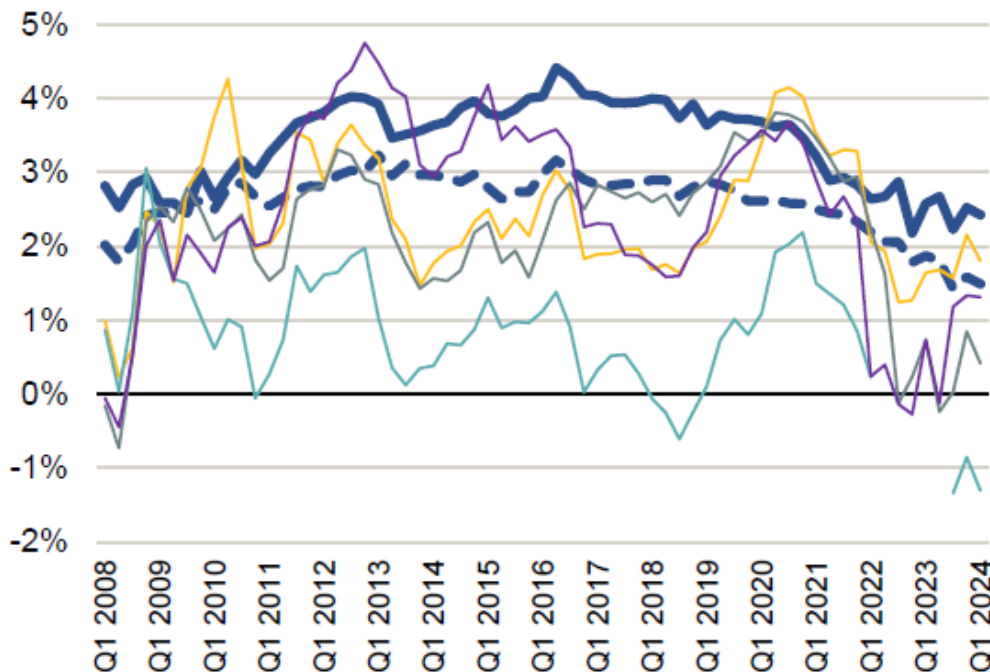
The bank of Japan collected and processed the data to "DI"(Diffusion Index) by calculating explained in below.

DI (% point) = composition (%) of companies answered "1. Accommodative" – "3. Severe"

Source: Prepared by Tosei based on Bank of Japan, *Tankan*

Although DI for financial institutions lending attitudes is still positive, it has declined for all enterprises due to the rise of interest rates.

The yield gap¹ in Japan is on a shrinking trend as the long-term interest rate rose.



<10-year government bond of each country>

		As of Mar. 2023	As of Mar. 2024	As of Dec. 2024
Tokyo	Japan	0.32%	0.73%	1.08%
	The U.S.	3.47%	4.21%	4.57%
New York	Australia	3.33%	4.00%	4.37%
	The U.K.	3.49%	3.94%	4.57%
Tokyo Grade A ²	Hong Kong	3.70%	3.70%	3.74%
Sydney				
London				

Source: Investing.com

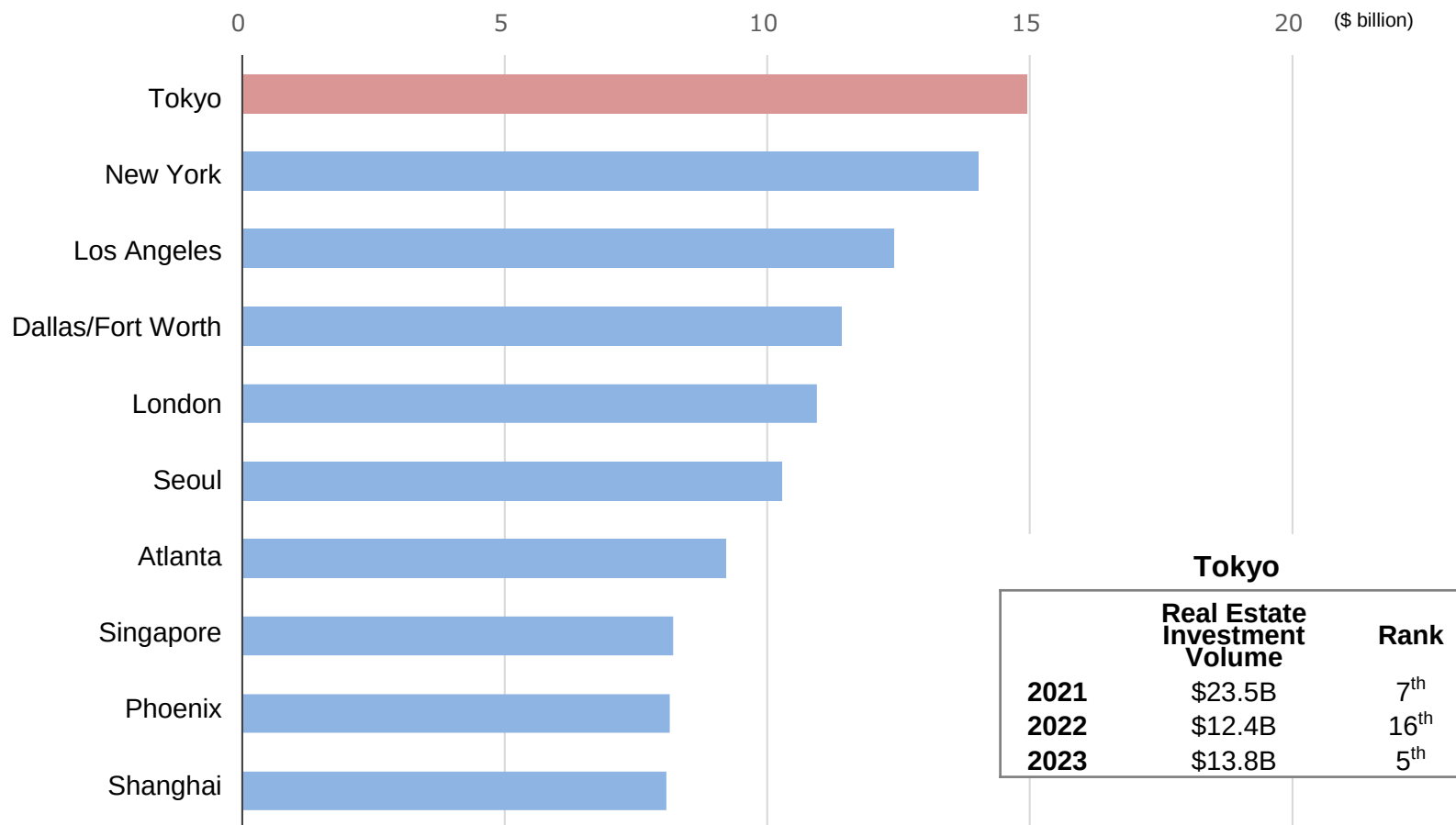
¹ Yield gap: Difference between investment yields and long-term interest rate

² Tokyo Grade A: Buildings with standard floors of 350 tsubo or more

Source: Deutsche Asset Management, Domestic Real Estate Market Report (May 2024)

Although the yield gap in Japan is on a shrinking trend following the rise of the long-term interest rate, the yield spread in Tokyo is still high compared to the cities in the rest of the world.

The investment volume for commercial real estate¹ in Tokyo is ranked 1st in the world with **\$14.95 billion**.



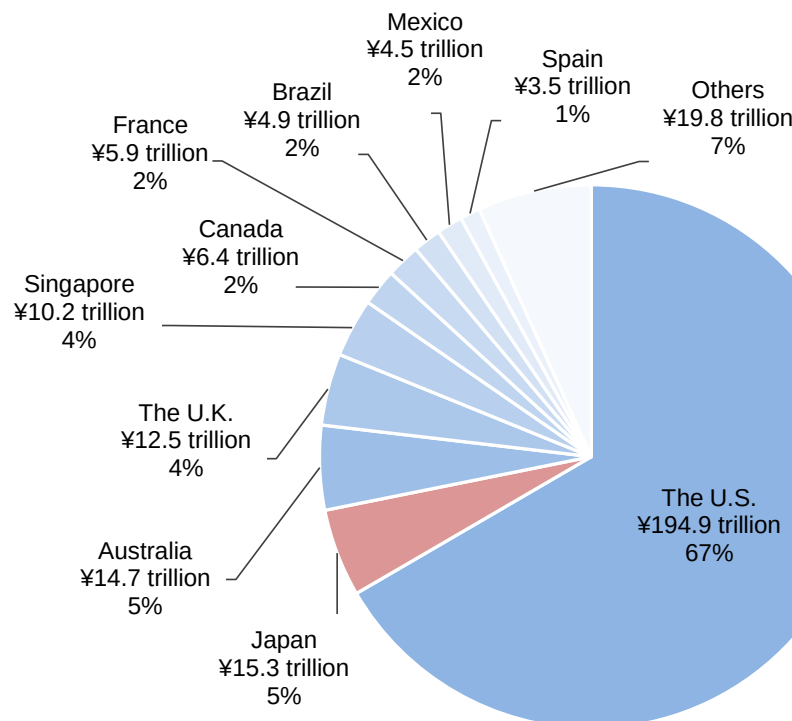
1 Aggregated transaction of office bldgs., commercial facilities, hotels (including casinos), industrial facilities, complex buildings and other (including nursing homes and student accommodation) with a value more than \$5 million.
Source: Prepared by Tosei based on Jones Lang Lasalle, *Investment Market Dynamics Q3 2024*

The investment volume for commercial real estate in Tokyo (Jan. to Sep. 2024) totaled to **\$14.95 billion** (up 31.1% YoY). The investment volume for domestic real estate increased mainly due to the increase of large transactions for each asset type as the interest rate remains relatively low in Japan.

In the global REITs market, Japan is the second largest market after the U.S.

Global REITs market
Market cap
¥293 trillion
(1,522 issues)

(As of the end of Mar. 2024)



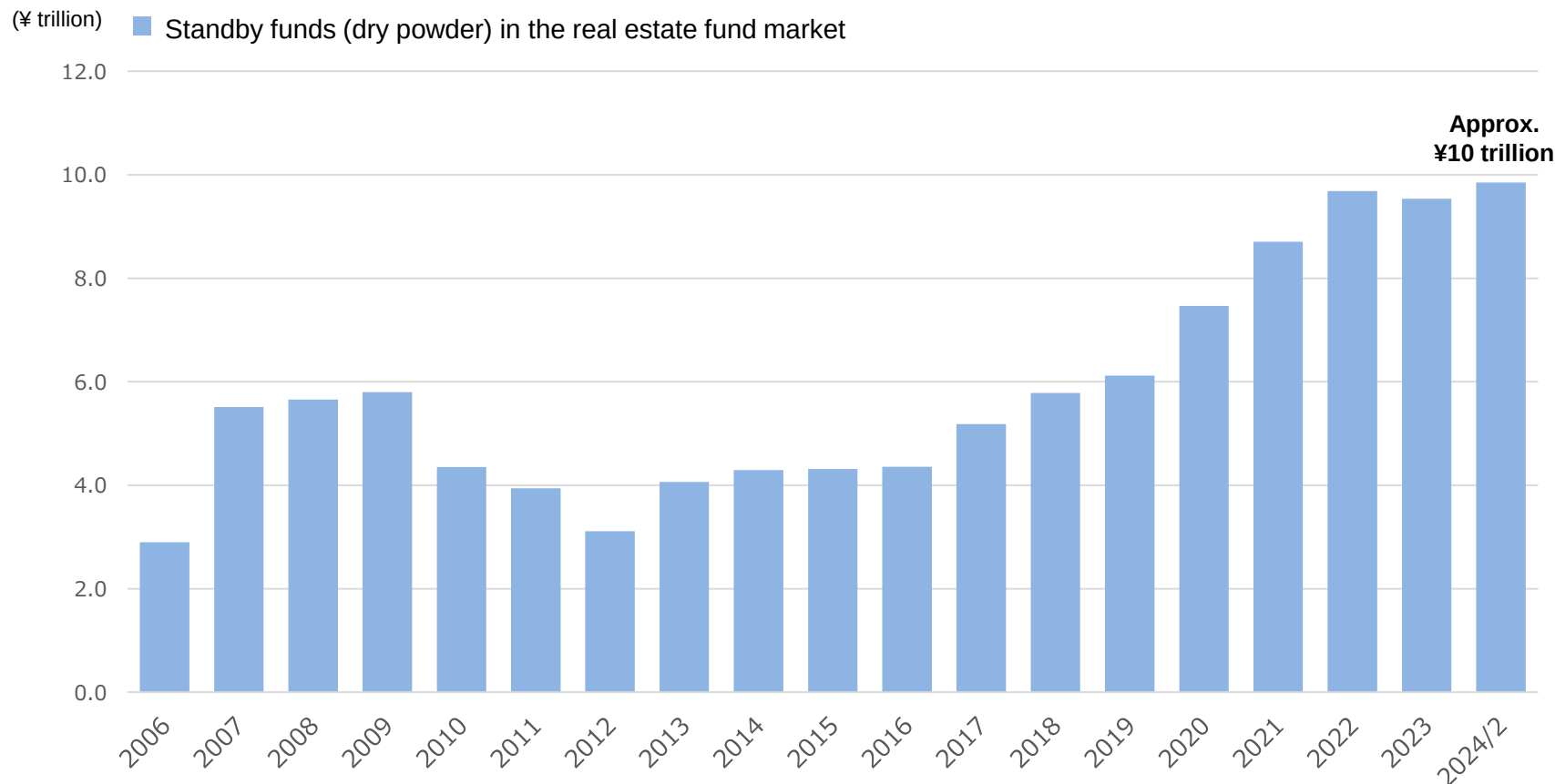
Number of issues as of the end of Mar. 2024

The U.S.	Japan	Australia	The U.K.	Singapore	Canada	France	Mexico	Brazil	Hong Kong	Other 33 countries	TOTAL
195	58	45	90	40	44	24	543	18	111	354	1,522

Source: Prepared by Tosei based on ARES, Real estate securitization journal 2024

The global REITs market capitalization total as of Mar. 2024 was ¥293 trillion, and the number of issues was 1,522. While the global REITs market is expanding, more than half of the countries are market of less than ¥1 trillion, indicating a polarization in market size.

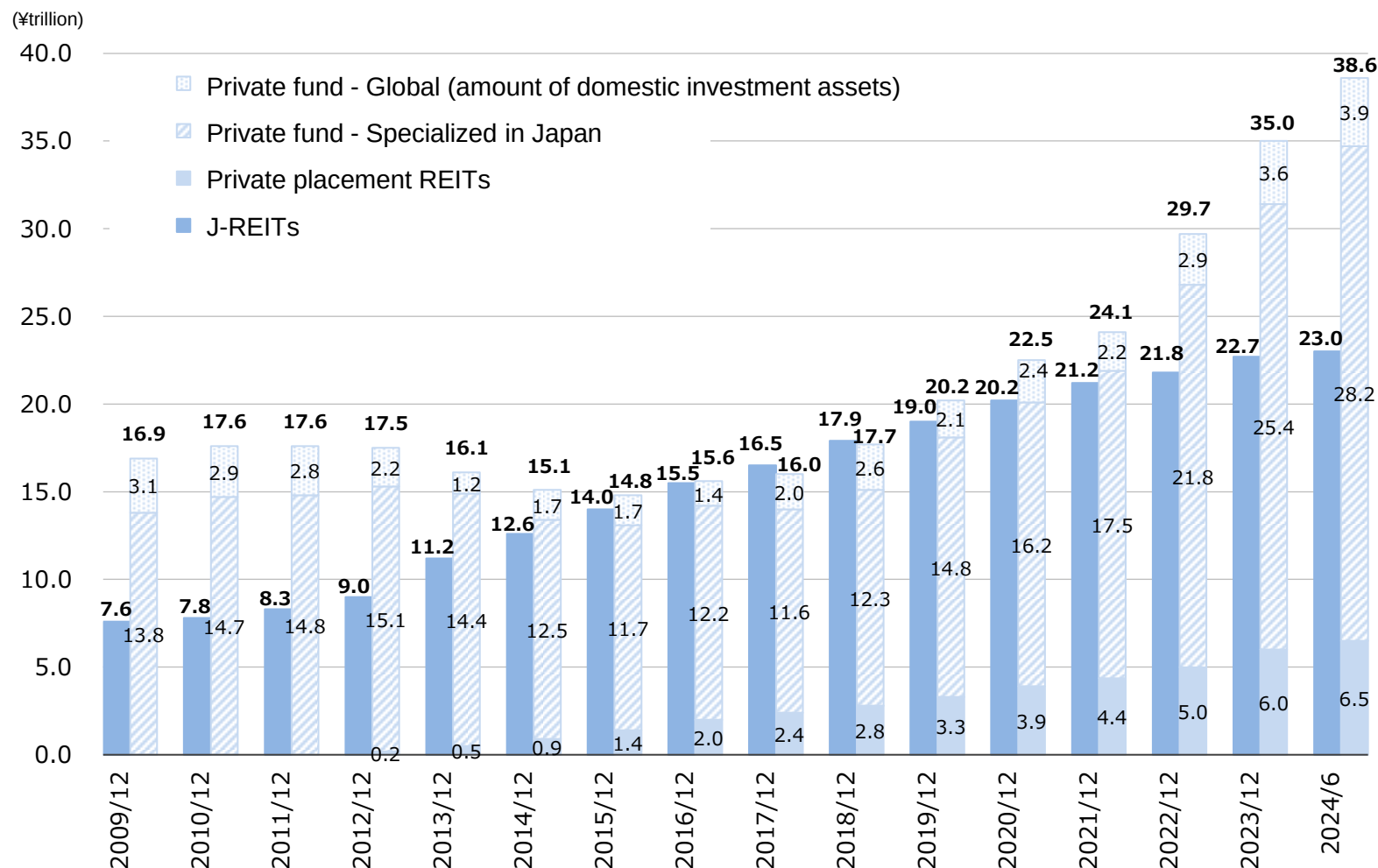
The dry powder to be mainly invested in the Asian-Pacific region is approx. ¥10 billion.



Source: Prepared by Tosei based on CBRE, *Japan Brief: Impending end to negative interest rate policy to have limited impact on Japan's real estate investment market*
Calculated by \$1=¥145

The standby funds (dry powder) of real estate funds targeted mainly in the Asian-Pacific region continues to be on high level since 2022. The dry powder is expected to be invested to domestic real estates in the future as the Japanese real estate market is stable and has liquidity compared to other countries and has also maintained its yield gap.

The real estate fund market expanded to ¥61.6 trillion.



Source: Prepared by Tosei based on Sumitomo Mitsui trust research institute, Survey on Privately Placed Real Estate Funds and ARES, Private REIT quarterly

The size of the real estate fund market expanded to ¥61.6 trillion as of the end of Jun. 2024. Especially, private funds significantly increased to ¥38.6 trillion (includes ¥6.5 trillion of private placement REITs).

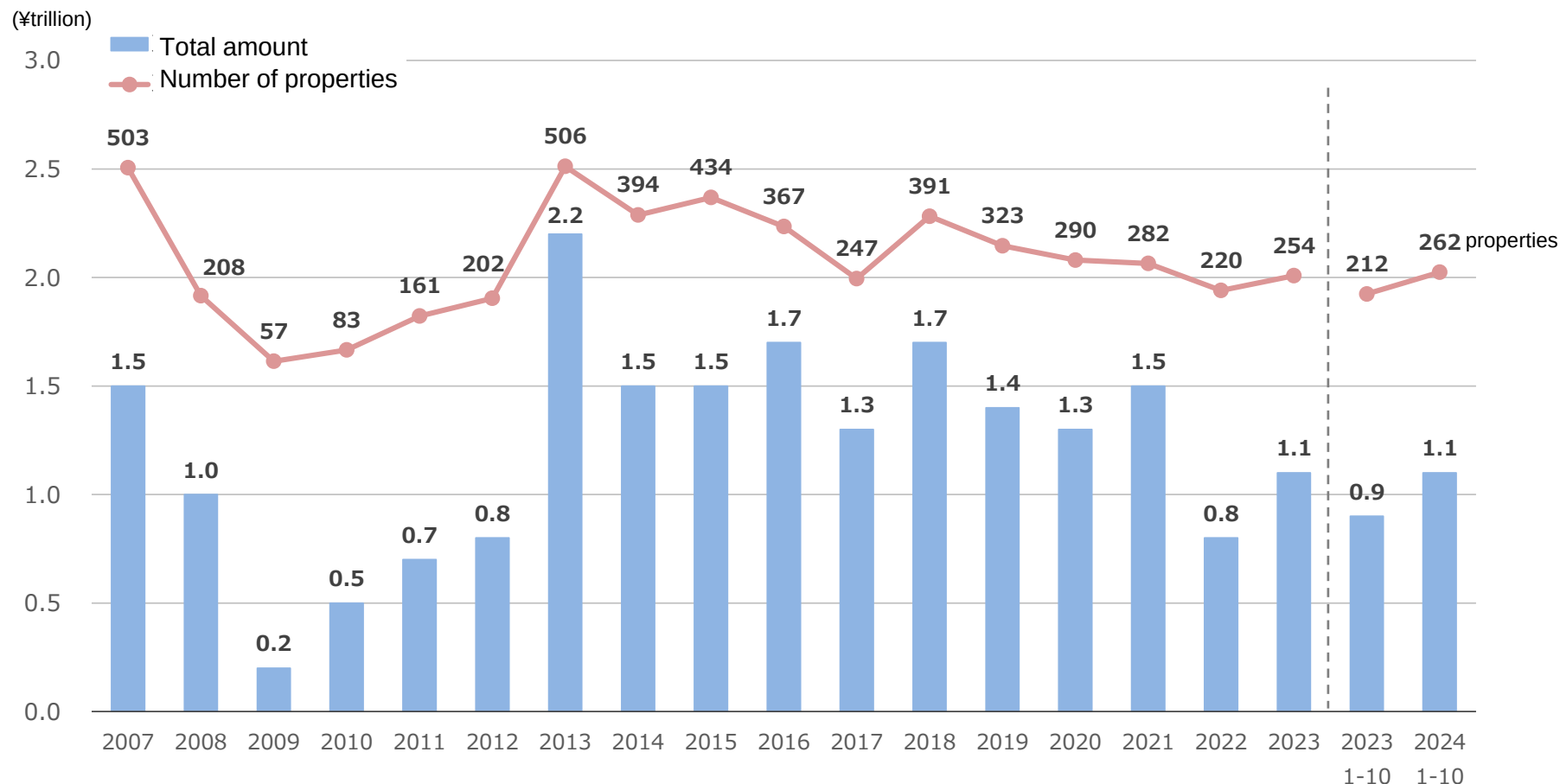
The TSE REIT index continues to be on a downward trend.



Source: Prepared by Tosei based on LSEG's data

The TSE REIT index is trending sluggishly and is currently at 1,650-point range due to cautiousness over the possible additional raise in the interest rate by the BOJ.

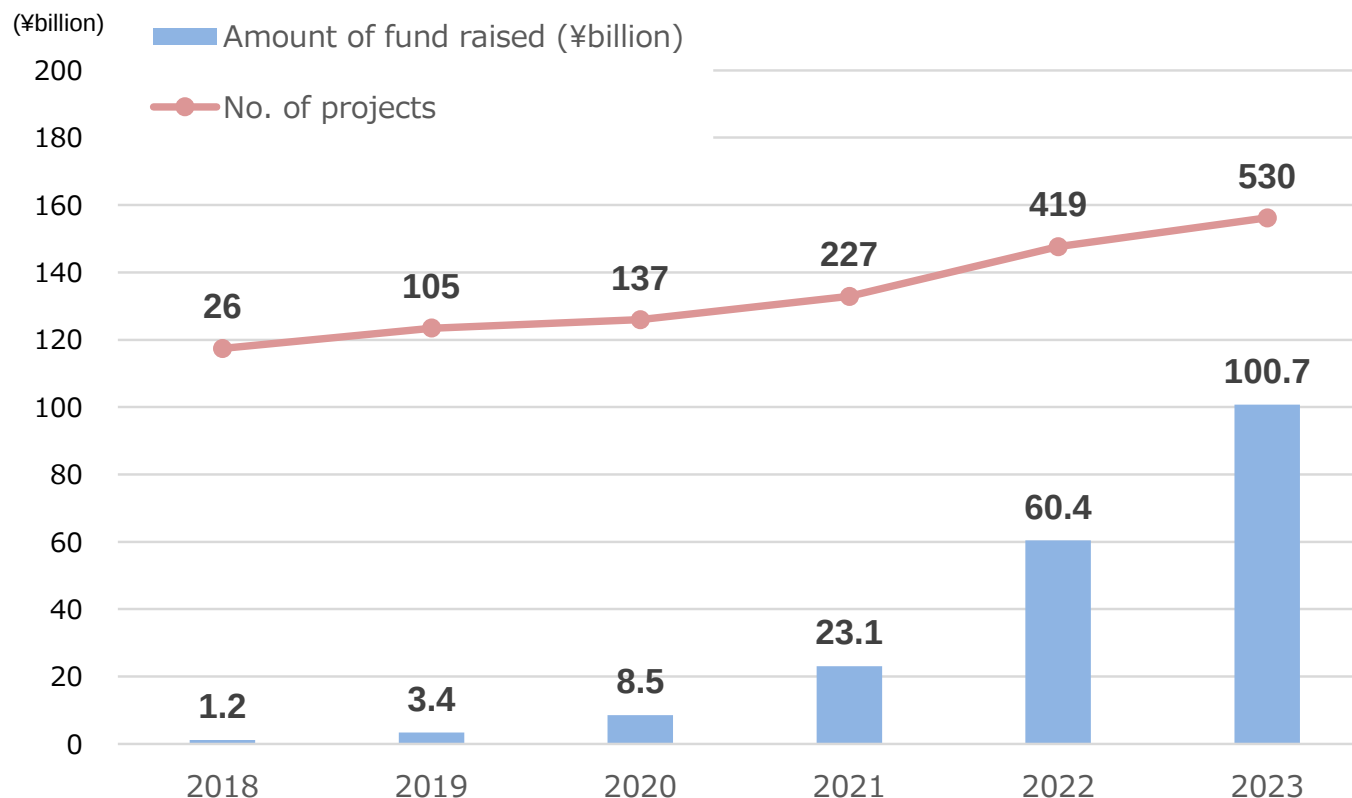
The total amount of property acquisitions (Jan. to Oct. 2024) exceeds last-year level.



Source: Prepared by Tosei based on ARES, J-REIT Data book

The total amount of property acquisitions by J-REITs (Jan. to Oct. 2024) was ¥1.1 trillion (up 25.6% YoY). The property acquisition amount is trending on low level as J-REITs acquire properties mainly by property replacement since external growth through capital increase is difficult.

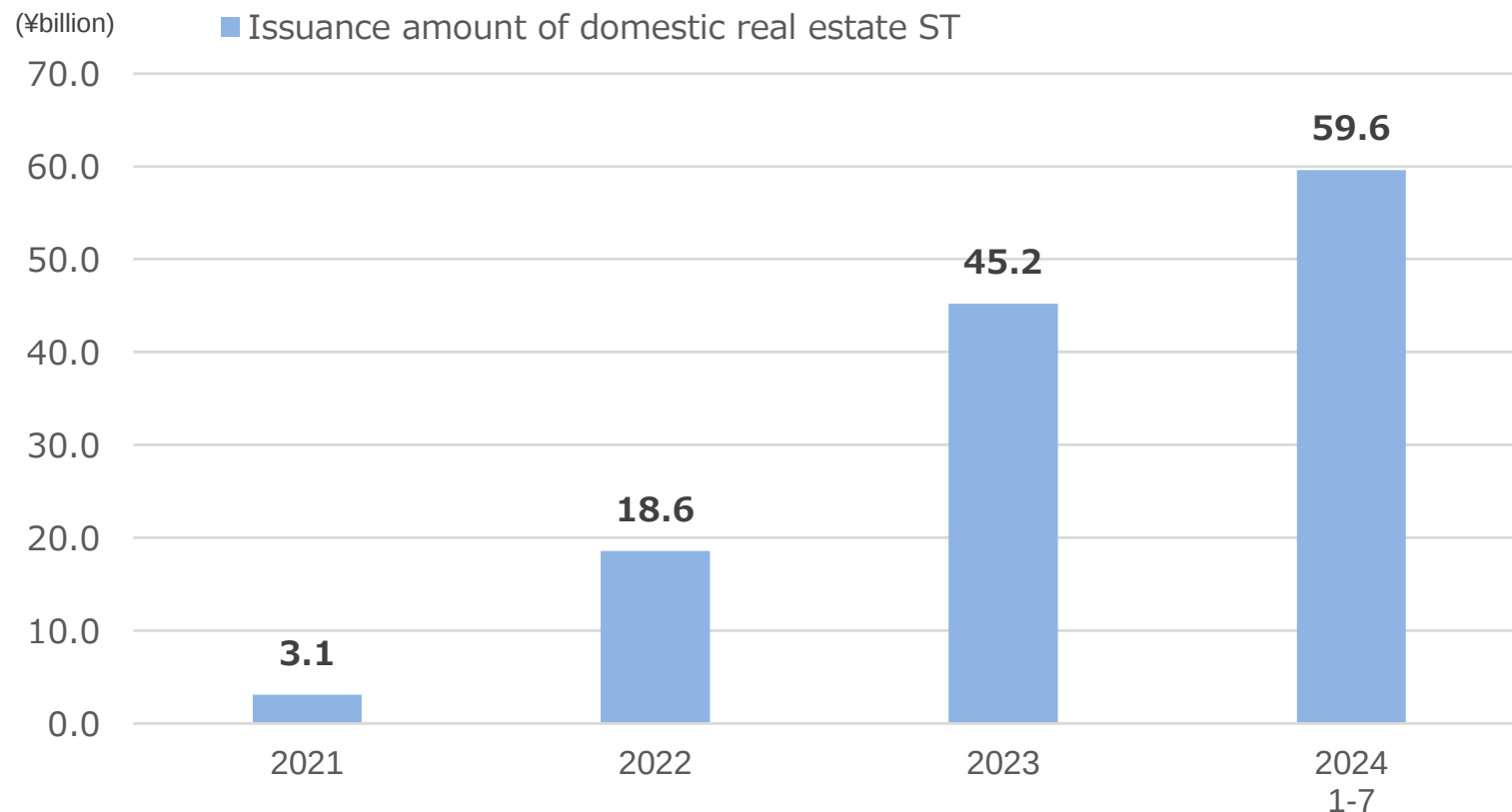
The increasing trend continues for both the number of new projects and the amount of fund raised.



Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, *Handbook for the Promotion of Usage and Utilization of Specified Joint Real Estate Ventures*

In the domestic real estate crowdfunding market of 2023, the total amount of fund raised was ¥100.7 billion and the number of projects was 530. Both the number of new projects and the raised amount are increasing every year and the market continues to expand.

The issuance amount of the domestic real estate ST market for each year is increasing yearly.



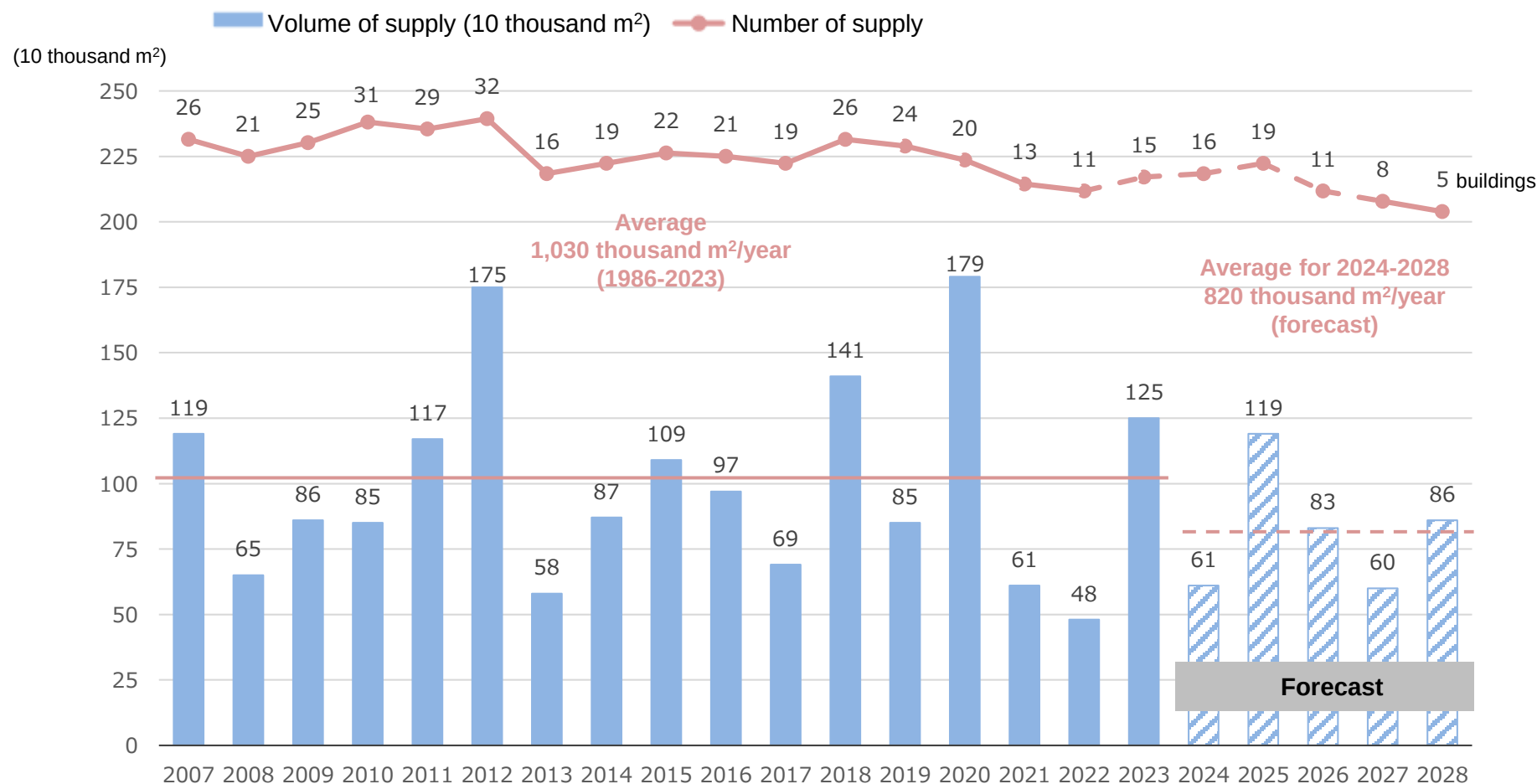
Source: Prepared by Tosei based on data from Progmatic Inc.

The issuance amount of the domestic real estate ST market as of Jan. to Jul. 2024 was ¥59.6 billion.

Rental Office Building Market I

(Supply of large-scale office buildings in the 23 wards of Tokyo)

The average annual supply over the next five years is expected to be below the historical average.



Data as of May 2024

Survey target: Office buildings with more than 10,000m² of gross floor areas)

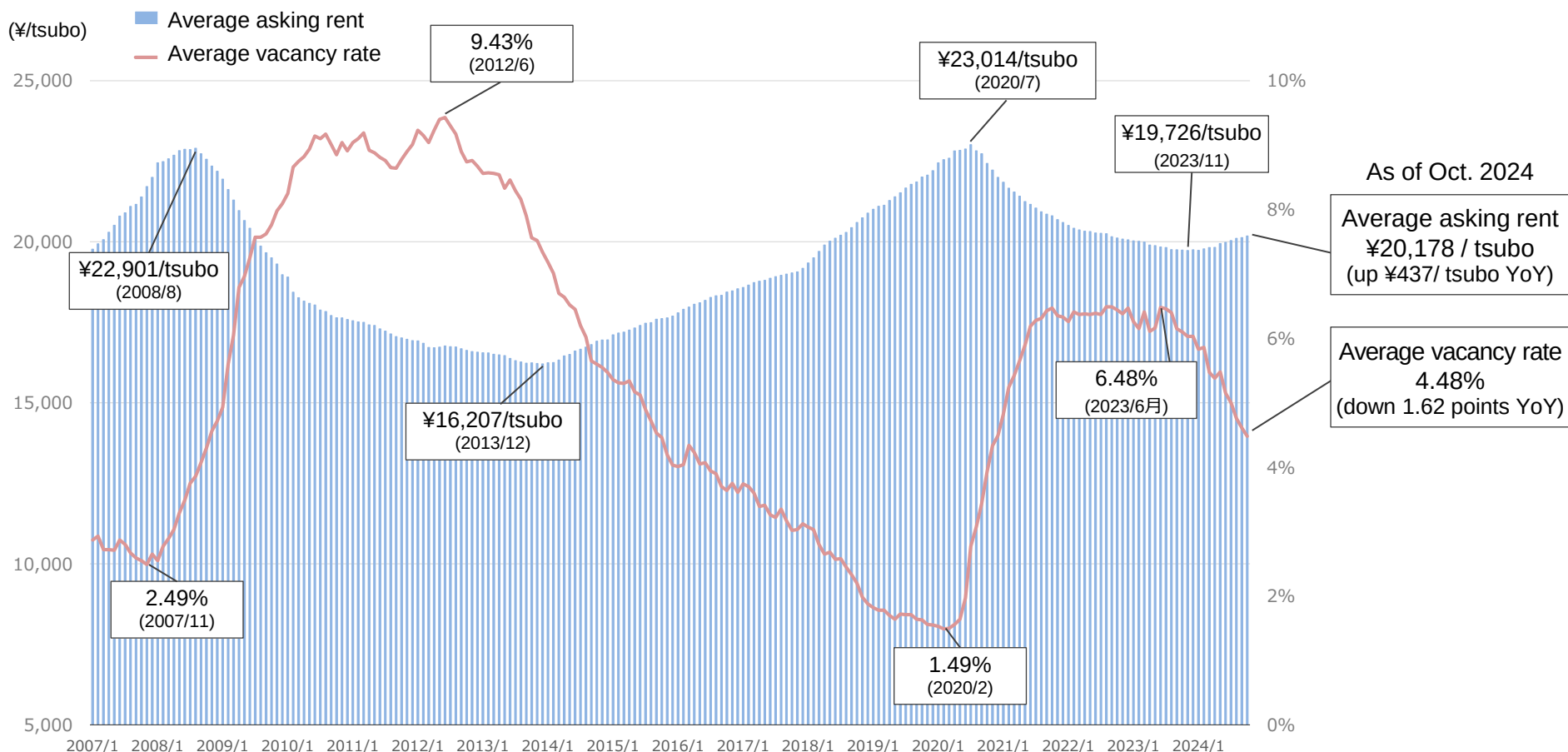
Source: Prepared by Tosei based on Mori Building Co., Ltd., Survey of Large-scale Office Building Market in Tokyo's 23 Core Cities

In the 23 wards of Tokyo, the annual average supply of large-scale office buildings over the next five years is expected to be below historical (1986-2023) average. Although supply in 2024 is expected to be below historical average, large supply is expected in 2025.

Rental Office Building Market II

(Average asking rent and vacancy rate in five central wards of Tokyo)

The average vacancy rate declined and the average asking rent is on upward trend for office buildings in the five central wards of Tokyo.



Properties Surveyed: Major leased office buildings in five wards of central Tokyo with more than 100 tsubo of typical floor area

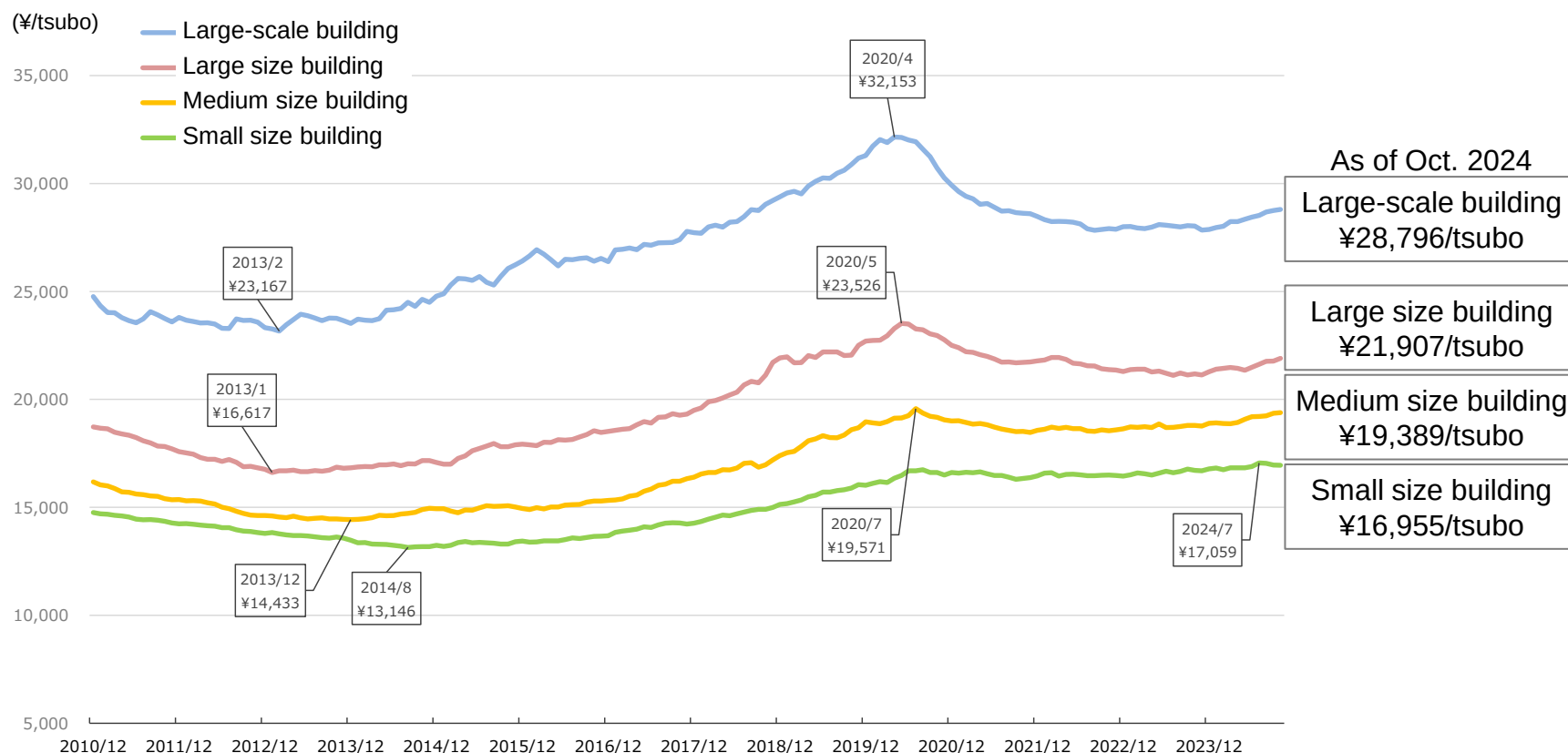
Source: Prepared by Tosei based on Miki Shoji Co., Ltd., *Recent office market trend in the five central wards of Tokyo*

Vacancies were filled mainly in the newly and recently built offices due to higher office demand following business expansion etc. The average vacancy rate continues to be on downward trend and the average asking rent is on upward trend in the five central wards of Tokyo.

Rental Office Market III

(Average asking rent in five central wards of Tokyo)

The average asking rent rose mainly for large-scale and large size buildings.



Scale grouping (standard floor areas)

Large-scale building	over 200 tsubo	Medium size building	over 50 less than 100 tsubo
Large size building	over 100 less than 200 tsubo	Small size building	over 20 less than 50 tsubo

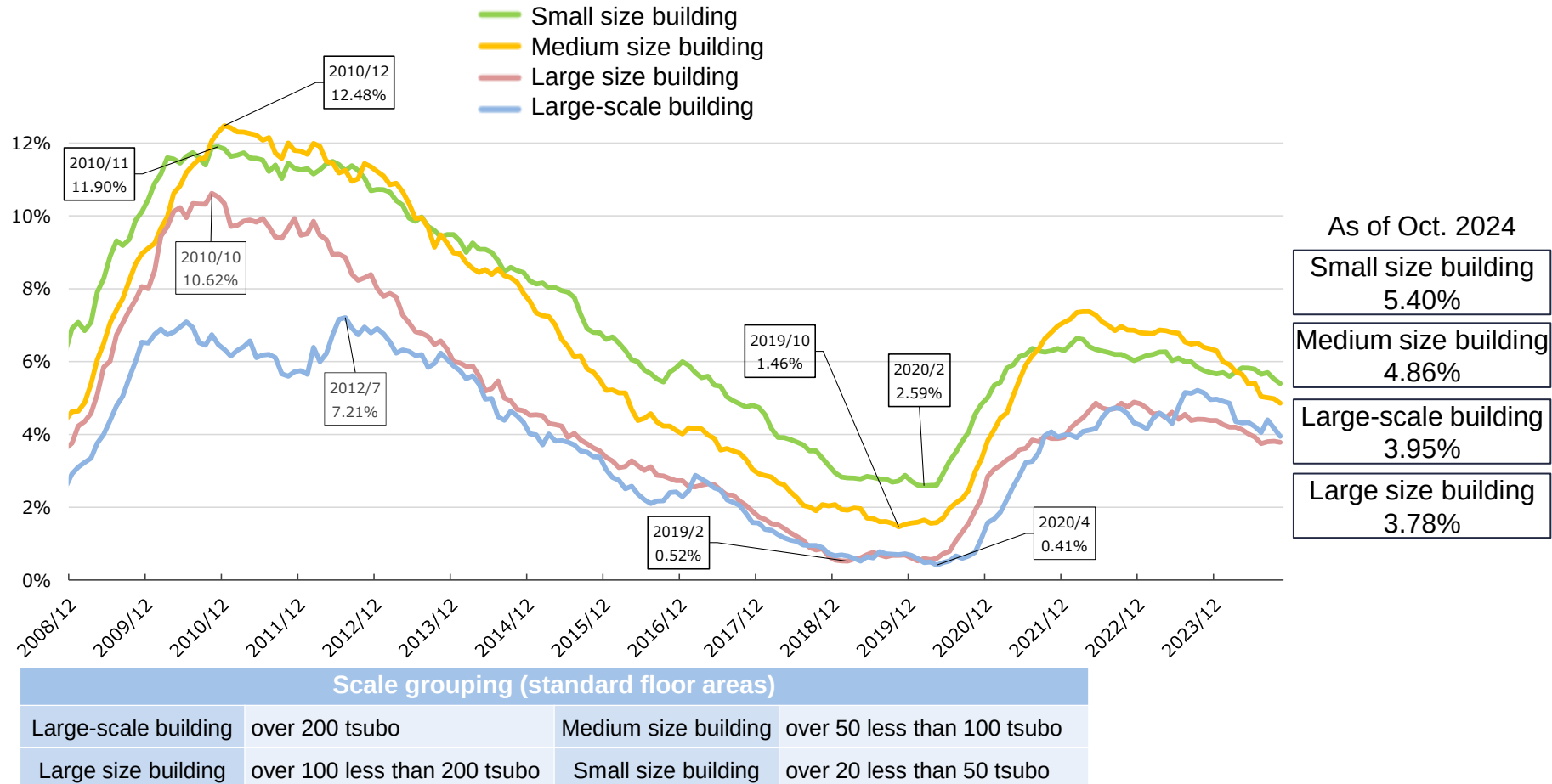
Source: Prepared by Tosei based on Sankou Estate, Market data

The average asking rent (including common service fees) in the five central wards of Tokyo, which was on low level since COVID-19, is recovering. The average asking rent is rising mainly for large-scale and large size buildings, which are mostly newly and recently built, due to the expanding demand for offices following head office relocation and office floor expansion etc.

Rental Office Market IV

(Average vacancy rate in five central wards of Tokyo)

The vacancy rates for all property sizes are declining in the five central wards of Tokyo.



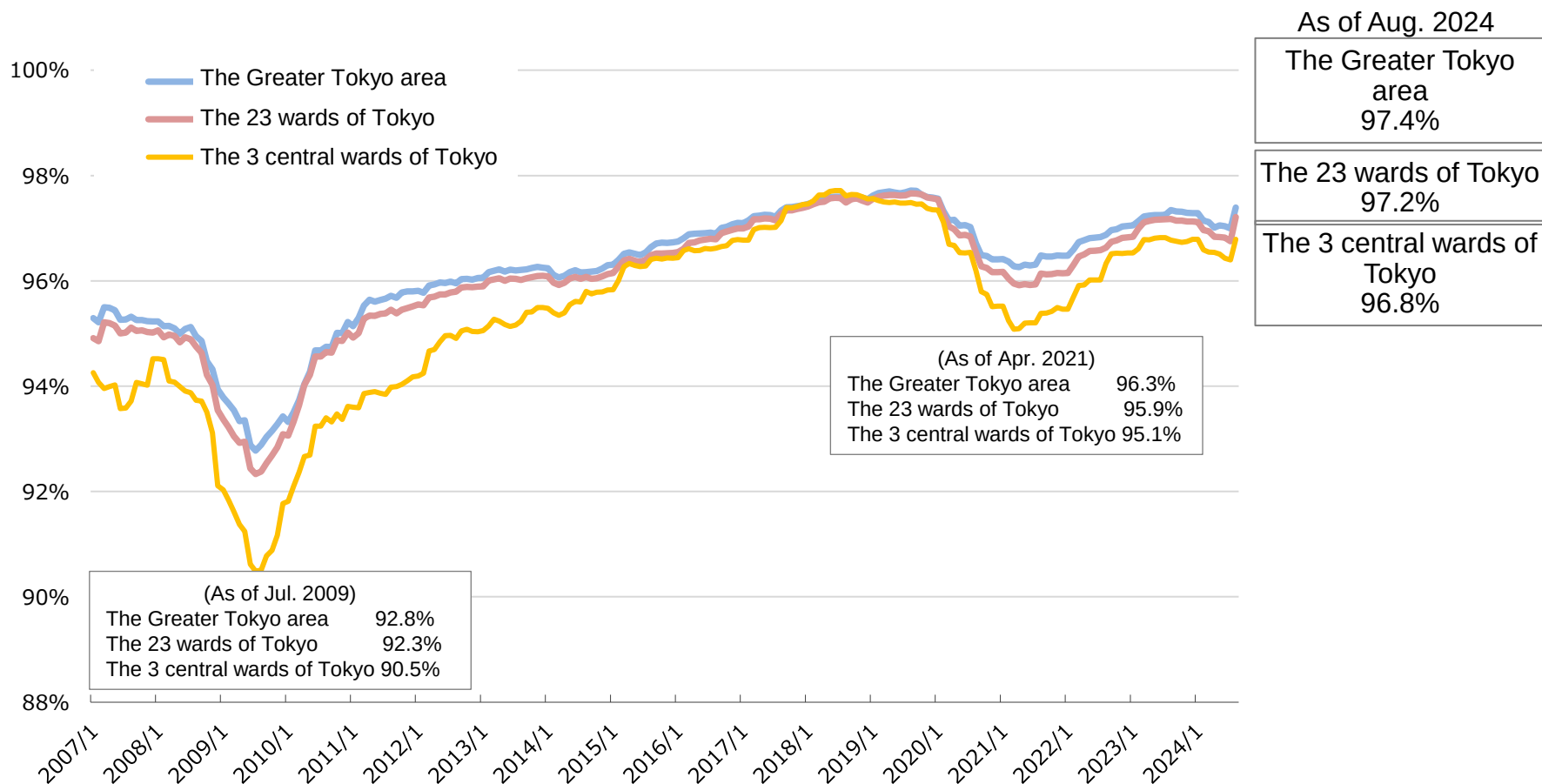
Source: Prepared by Tosei based on Sanko Estate, *Monthly office market survey*

The vacancy rate is on a declining trend due to high office demand.

Rental Apartment Market I

(Average occupancy rate of apartments owned by J-REITs)

The occupancy rate which continues to be on high level, recently rose further.



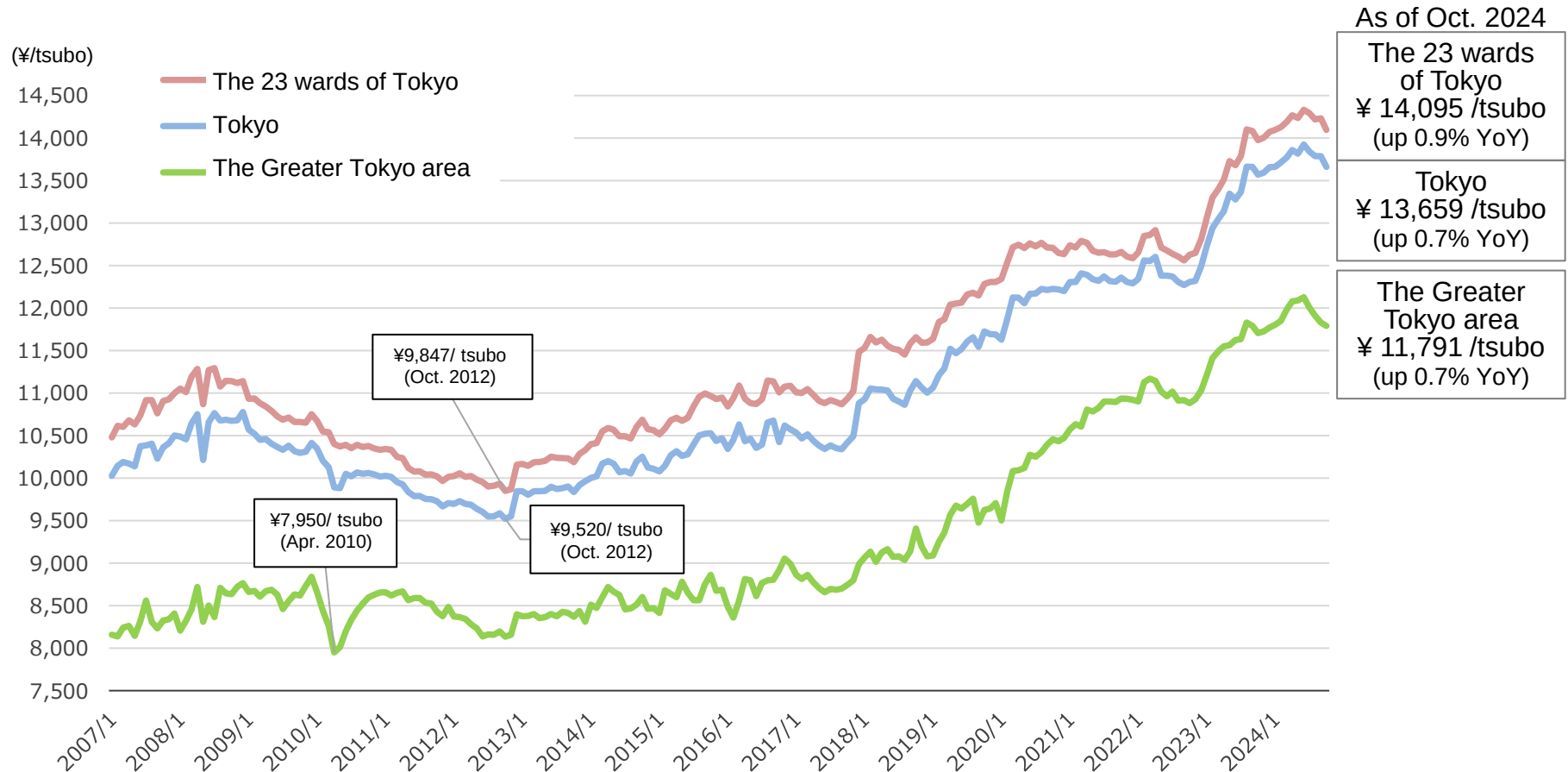
* The Greater Tokyo area: Tokyo, Kanagawa, Chiba, Saitama
* Figures until Feb. 2024 are definitive value, figures after Mar. 2024 are quick estimation
Source: Prepared by Tosei based on ARES, Japan Property Index

High demand for rental apartment in the Greater Tokyo area continues mainly due to the soaring price of condominiums and concern over the rising mortgage interest rate. The occupancy rate of rental apartments in the Greater Tokyo area owned by J-REITs was 97.4% as of Aug. 2024.

Rental Apartment Market II

(Average asking rent of family type rental apartments)

Upward trend in the average asking rent slowed down.



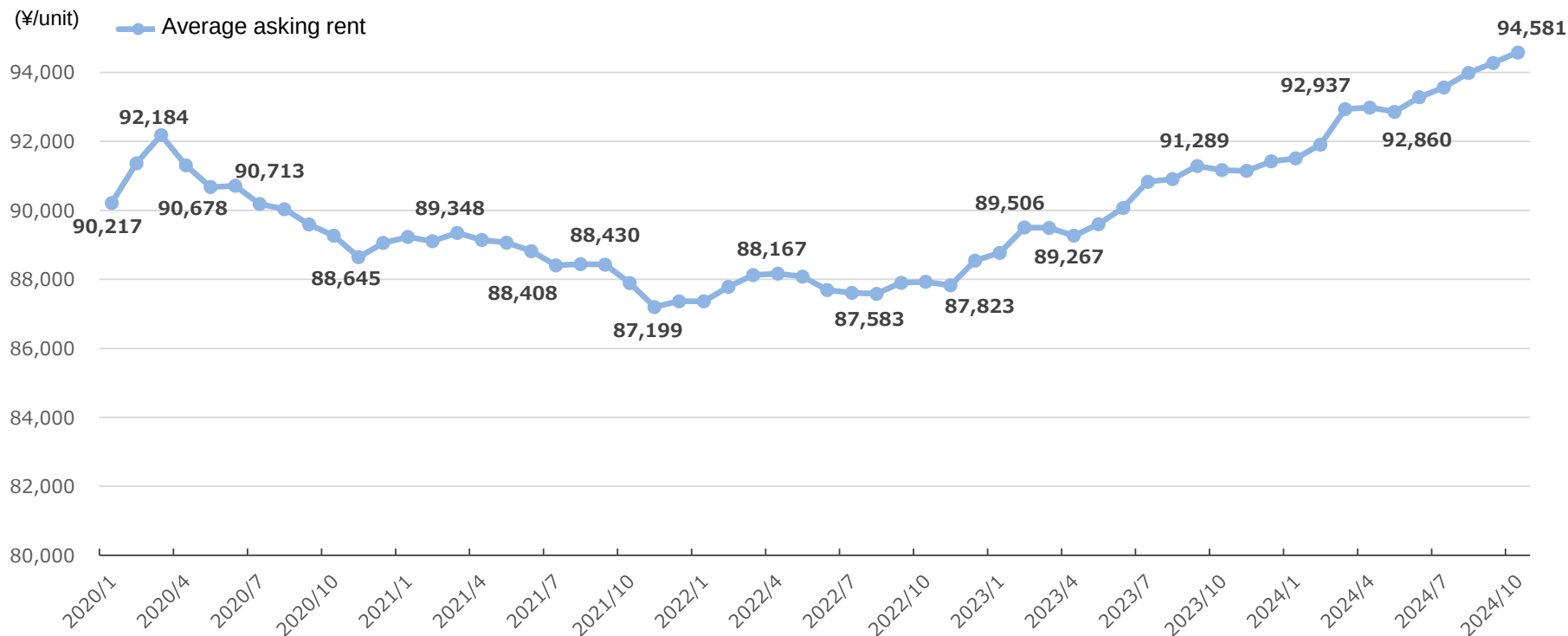
* The Greater Tokyo area : Tokyo, Kanagawa, Chiba, Saitama
Source: Prepared by Tosei based on press release from TOKYO KANTEI Co.,Ltd.

Although demand for rental apartment remains firm, the upward trend in the average asking rent slowed down due to the decrease in the number of recently built properties with high rent. The average asking rent was ¥14,095 /tsubo (up 0.9% YoY) in the 23 wards of Tokyo.

Rental Apartment Market III

(Average asking rent of single type rental apartments in the 23 wards of Tokyo)

The average asking rent for single type rental apartments hit record high.



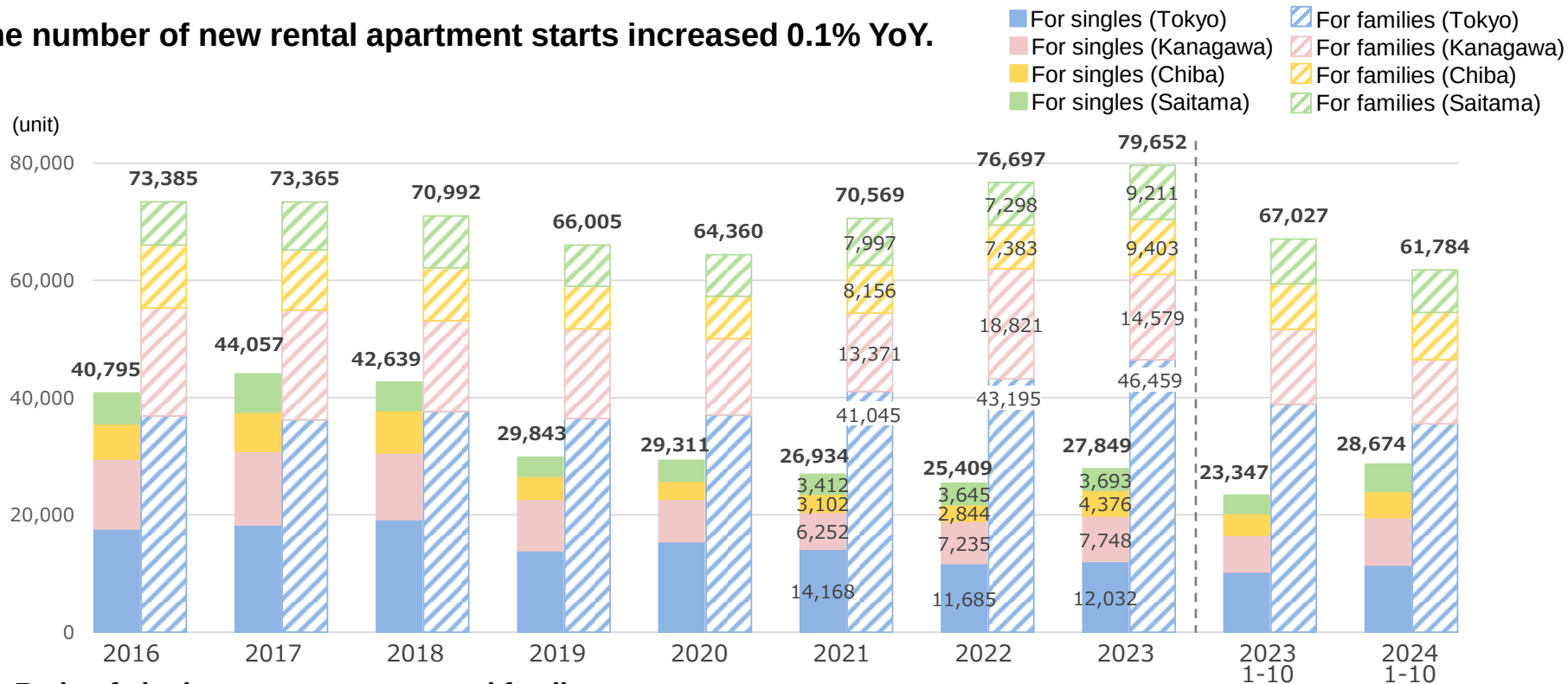
* Single type room = room with a room area of 30m² or less
* Asking rent = "rent + management fee + common service fee" paid by tenants per month
* Subject: Residential condominiums and apartments registered and published on the real estate website "At Home" (duplicate properties are made unique)
Source: Prepared by Tosei based on At Home, Inc., *Rent Trends for "Rental Apartments and Condominiums" in Major Cities across Japan*

The average asking rent for single type rental apartments as of Oct. 2024 was ¥94,581 (up 3.7% YoY) and hit record high.

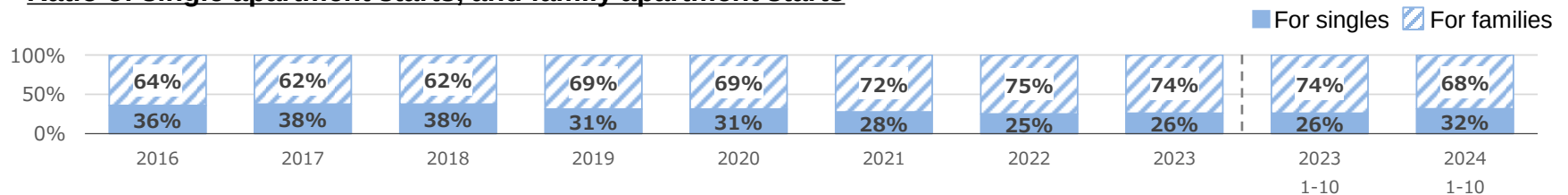
Rental Apartment Market IV

(Number of rental apartment for families and singles starts in the Greater Tokyo area)

The number of new rental apartment starts increased 0.1% YoY.



Ratio of single apartment starts, and family apartment starts



* For singles: apartment room space less than 30 m², For family: apartment room space between 30 m² to 70 m²
Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, *Statistics on Housing Starts*

New rental apartment starts for Jan. to Oct. 2024 totaled 90,458 units (up 0.1% YoY) which includes 28,674 units for singles (up 22.8% YoY) and 61,784 units for families (down 7.8% YoY).

The construction costs rose significantly.

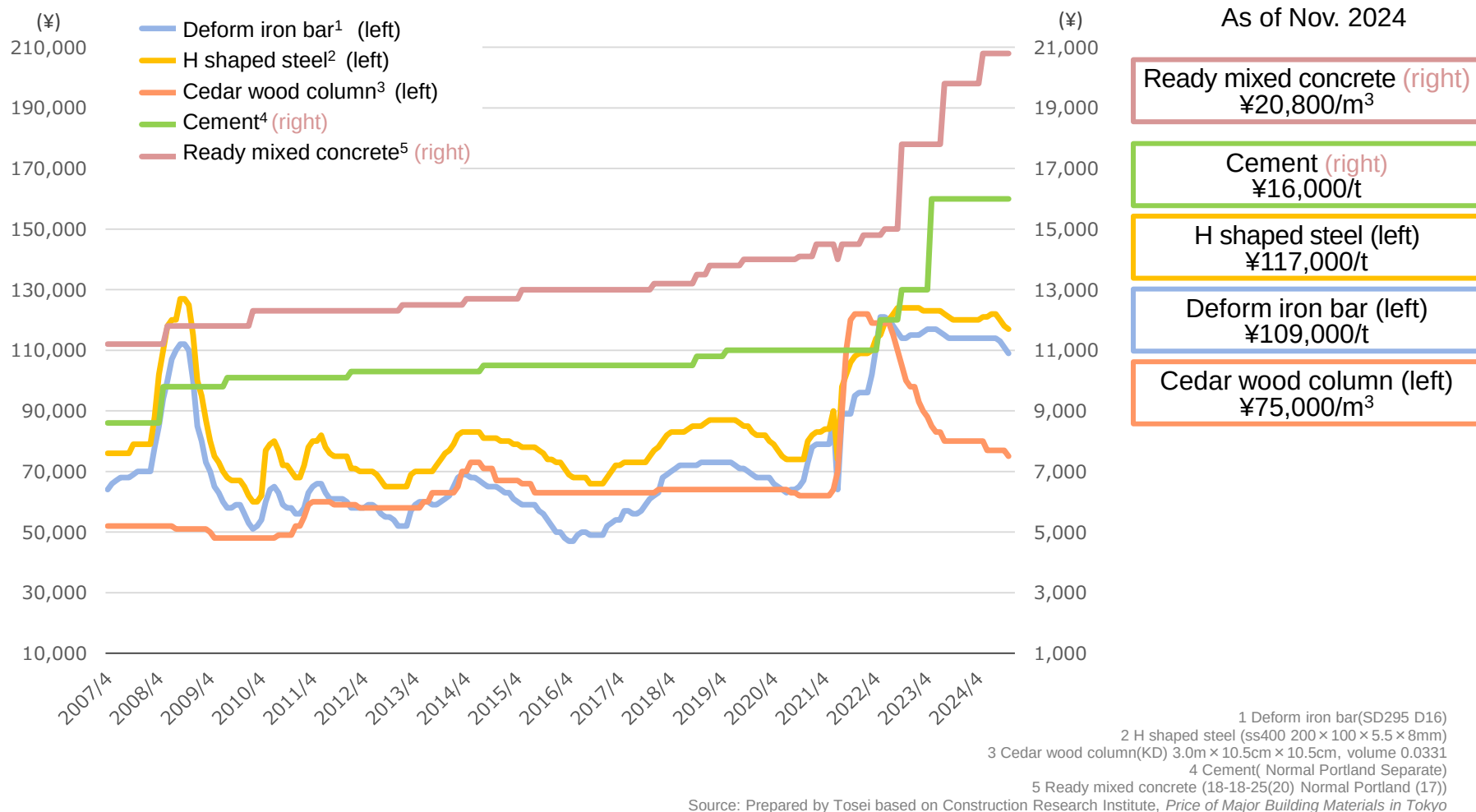


* Figures for 2007-2023 are 12 months average, figure for 2024 is average of Jan.-Oct.

Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, *Statistics on Building Starts*

The construction costs per tsubo rose significantly mainly due to soaring material costs and increasing labor costs along with longer construction period caused by labor shortage.

The price of steel and wood remained flat. The price of concrete and cement remains high.

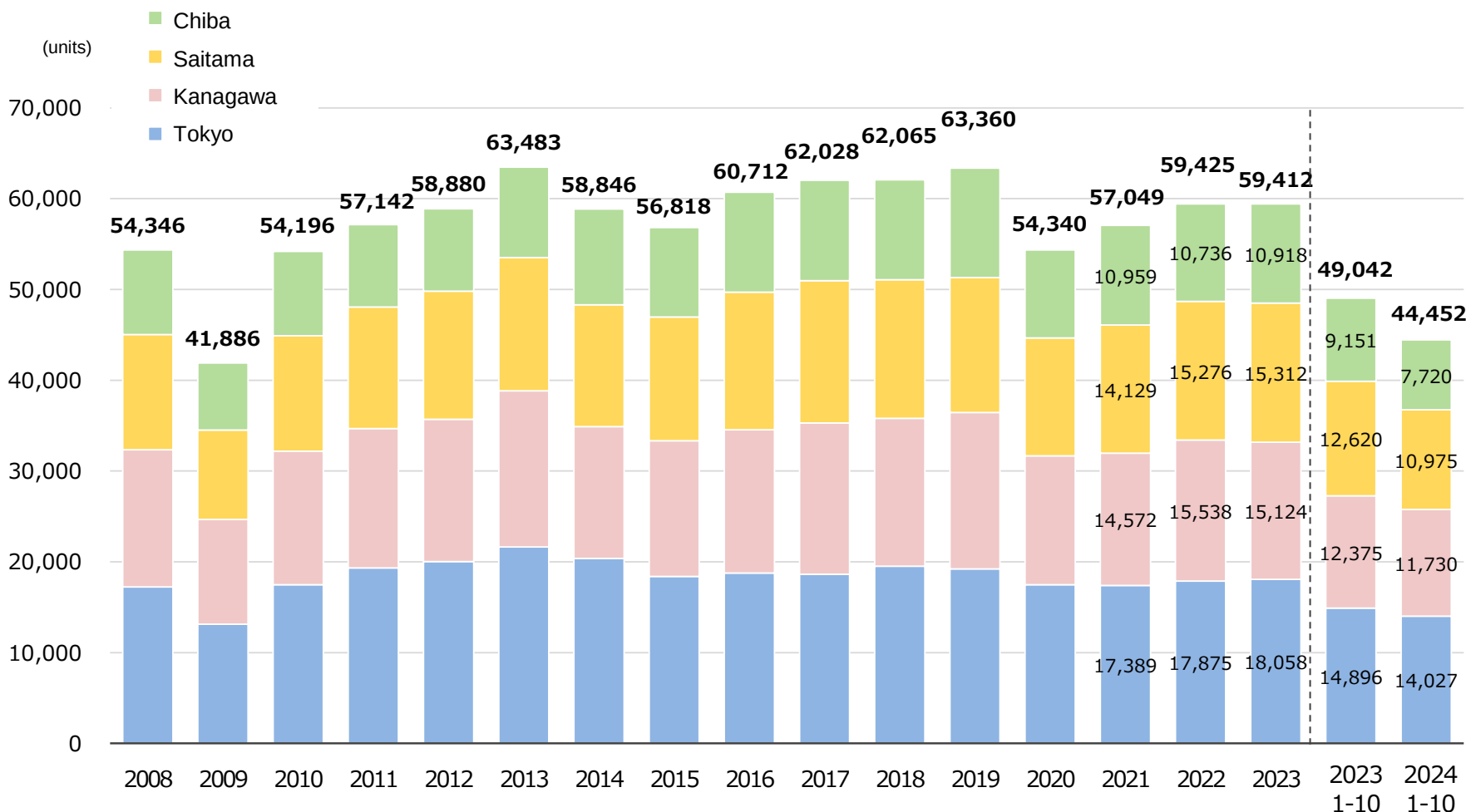


The price of concrete and cement continues to be high due to soaring raw material and transportation cost as well as declining sales volume. The price of steel recently fell slightly but remains on high level.

Newly-built Detached House Market

(Number of detached houses starts in the Greater Tokyo area)

The number of starts of detached houses for sale from Jan. to Oct. 2024 decreased YoY.



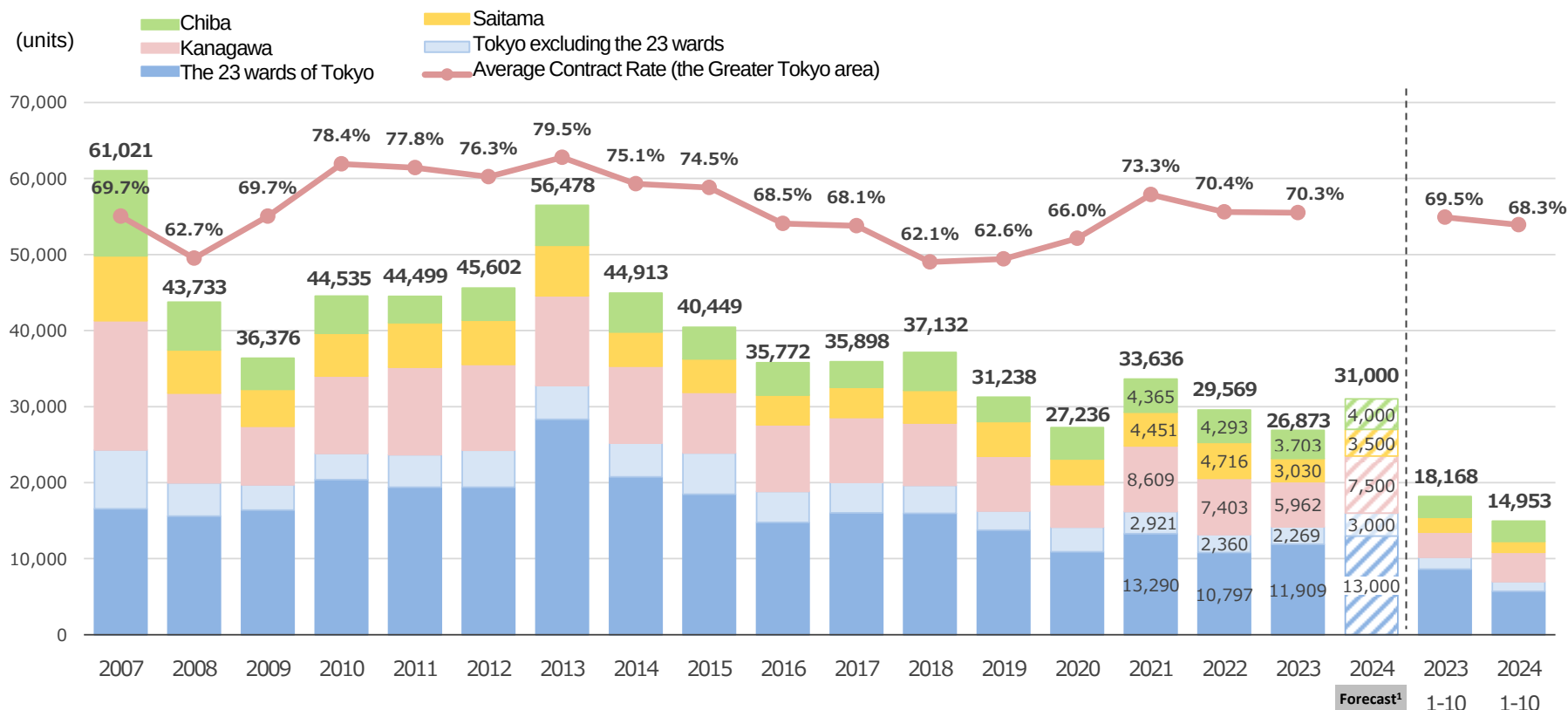
Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, Statistics on Housing Starts

The number of detached houses starts from Jan. to Oct. 2024 was 44,452 units (down 9.4% YoY) as developers restrained supply due to the soaring construction cost etc.

Newly-built Condominium Market I

(Number of units on sale and average contract rate)

The number of units newly on sale from Jan. to Oct. 2024 was 14,953 units (down 17.7% YoY).



* The Greater Tokyo area: Tokyo, Kanagawa, Chiba, Saitama
 1 Real Estate Economic Institutes Co. Ltd., *Condominium market forecast in the Metropolitan and Kinki area for 2024 (Dec. 21, 2023)*
 Source: Prepared by Tosei based on Real Estate Economic Institutes Co. Ltd., *Condominium market trends in the Greater Tokyo*

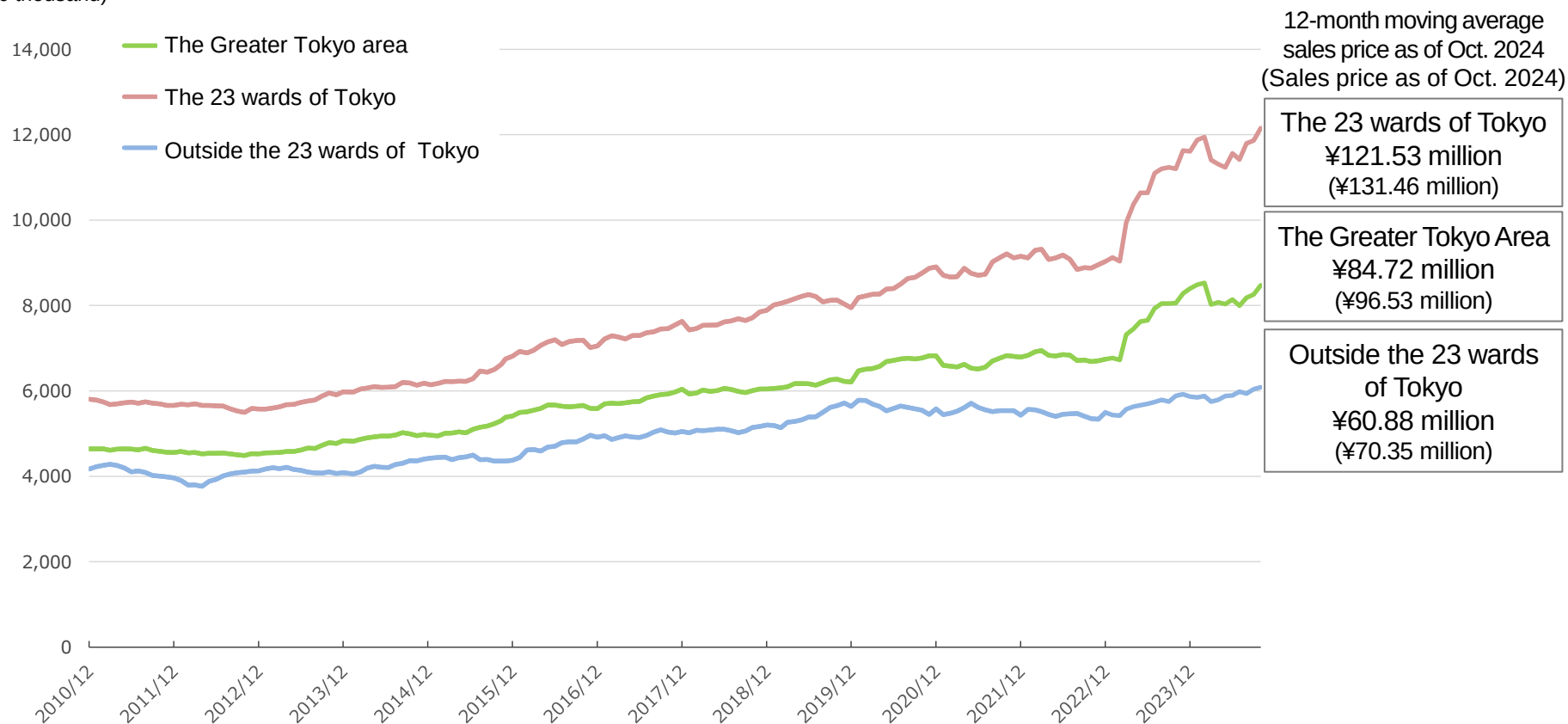
The number of units newly on sale from Jan. to Oct. 2024 was 14,953 units (down 17.7% YoY) as development plans were postponed due to shortage of land for development and soaring construction cost.

Newly-built Condominium Market II

(70m² converted price in the Greater Tokyo area)

The 70m² converted price in the 23 wards of Tokyo remain on high level.

(¥10 thousand)



* The Greater Tokyo area: Tokyo, Kanagawa, Chiba, Saitama

* Graph is 12 months average using moving average method

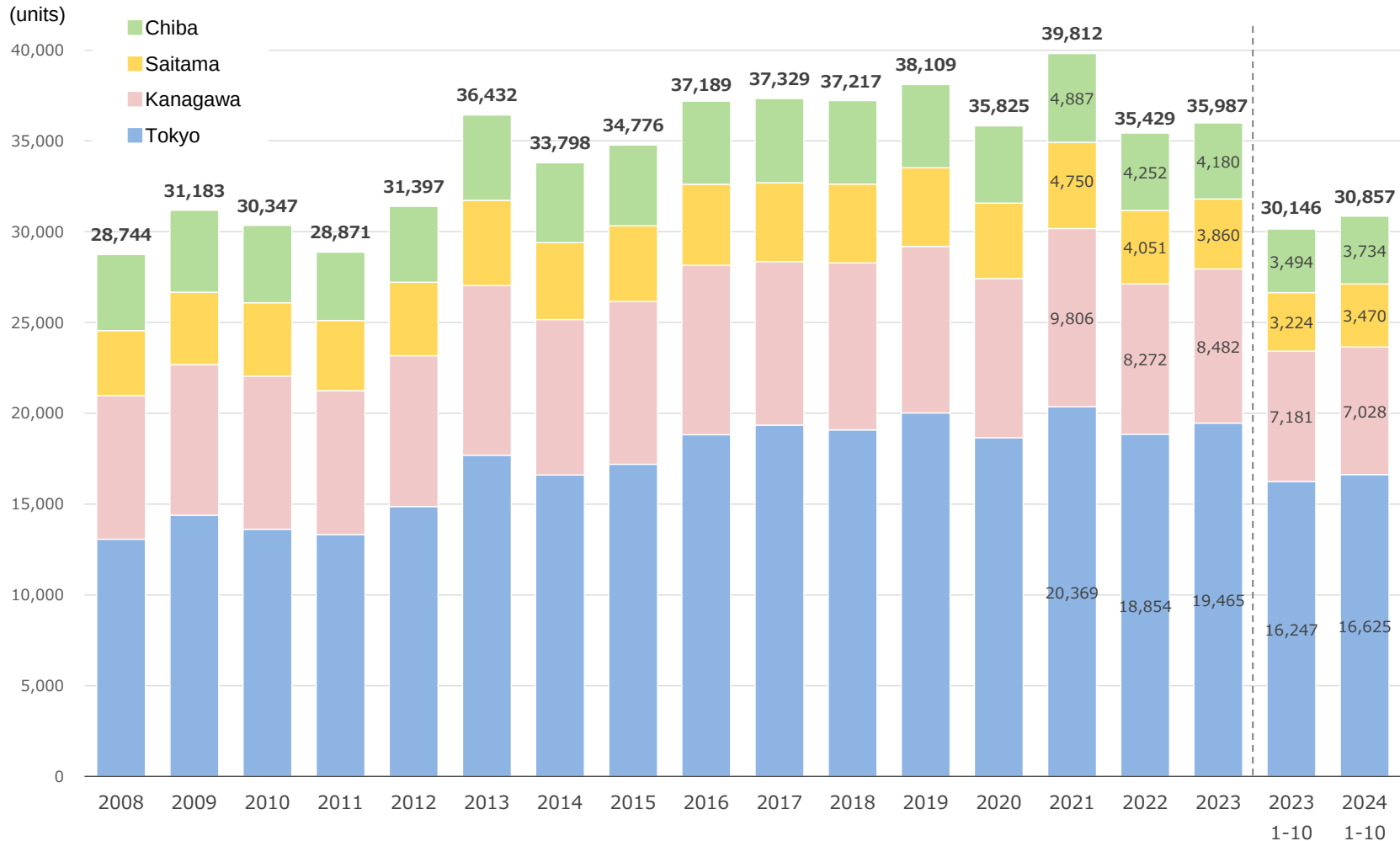
Source: Prepared by Tosei based on Real Estate Economic Institutes Co. Ltd., *Condominium market trends*

The 12-month moving average price as of Oct. 2024 in the 23 wards of Tokyo was ¥121.53 million. It remains on high level as the decrease of supply caused by shortage of land for development and soaring construction cost pushed up condominium prices.

Pre-owned Condominium Market I

(Number of contracted units in the Greater Tokyo area)

The number of contracted units increased 2.4% YoY to 30,857 units.



* The Greater Tokyo area : Tokyo, Kanagawa, Chiba, Saitama

Source: Prepared by Tosei based on Real Estate Information Network for East Japan, *Geturei sokuho market watch*

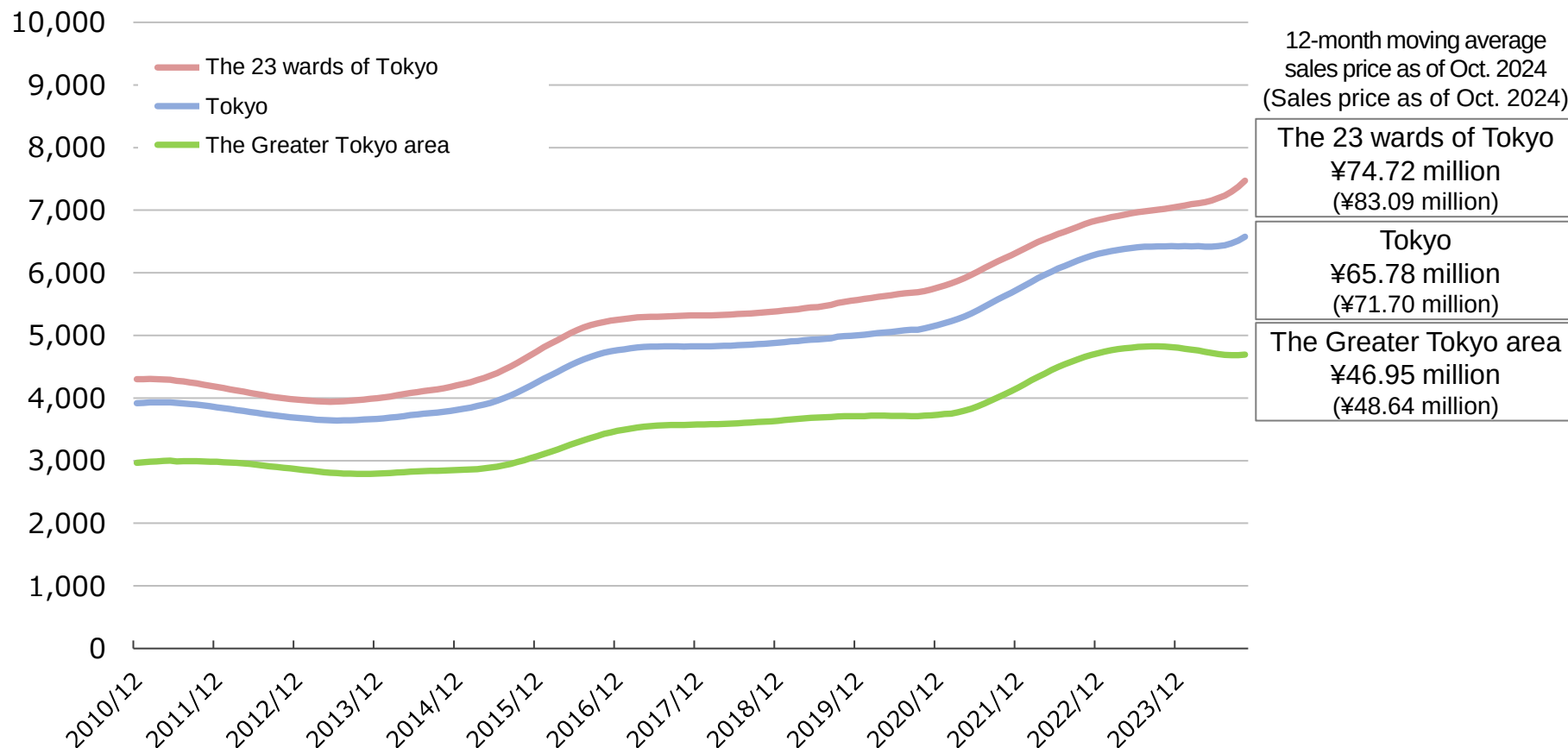
The number of contracted units from Jan. to Oct. 2024 increased 2.4% YoY to 30,857 units.
Demand for pre-owned condominiums is increasing due to the soaring price of newly-built condominiums.

Pre-owned Condominium Market II

(70m² converted price in the Greater Tokyo area)

The 70m² converted price in the 23 wards of Tokyo was ¥74.72 million and the upward trend continues.

(¥10 thousand)



* The Greater Tokyo area : Tokyo, Kanagawa, Chiba, Saitama

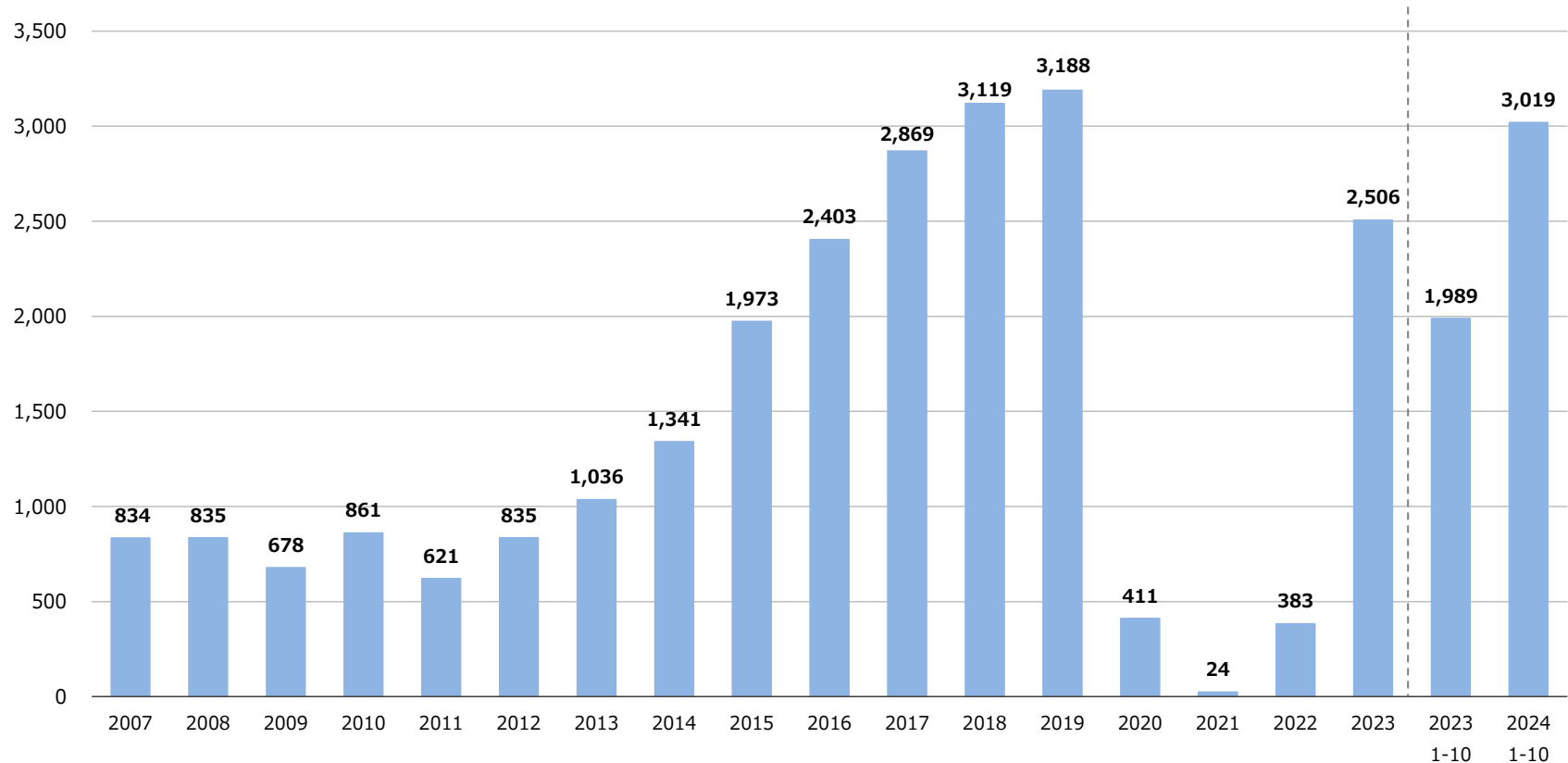
* Graph is 12 months average using moving average method

Source: Prepared by Tosei based on TOKYO KANTEI Co.,Ltd., Monthly 70m² converted price of pre-owned condominium by three major metropolitan areas and major cities

The average sales price, especially in the 23 wards of Tokyo is rising due to high demand from wealthy individuals and foreign investors. On the other hand, adjustments of sales price in the suburbs are starting, indicating polarization between the central Tokyo and the suburbs.

The number of foreign visitors to Japan in 2024 is expected to hit record high.

(10 thousand visitors)

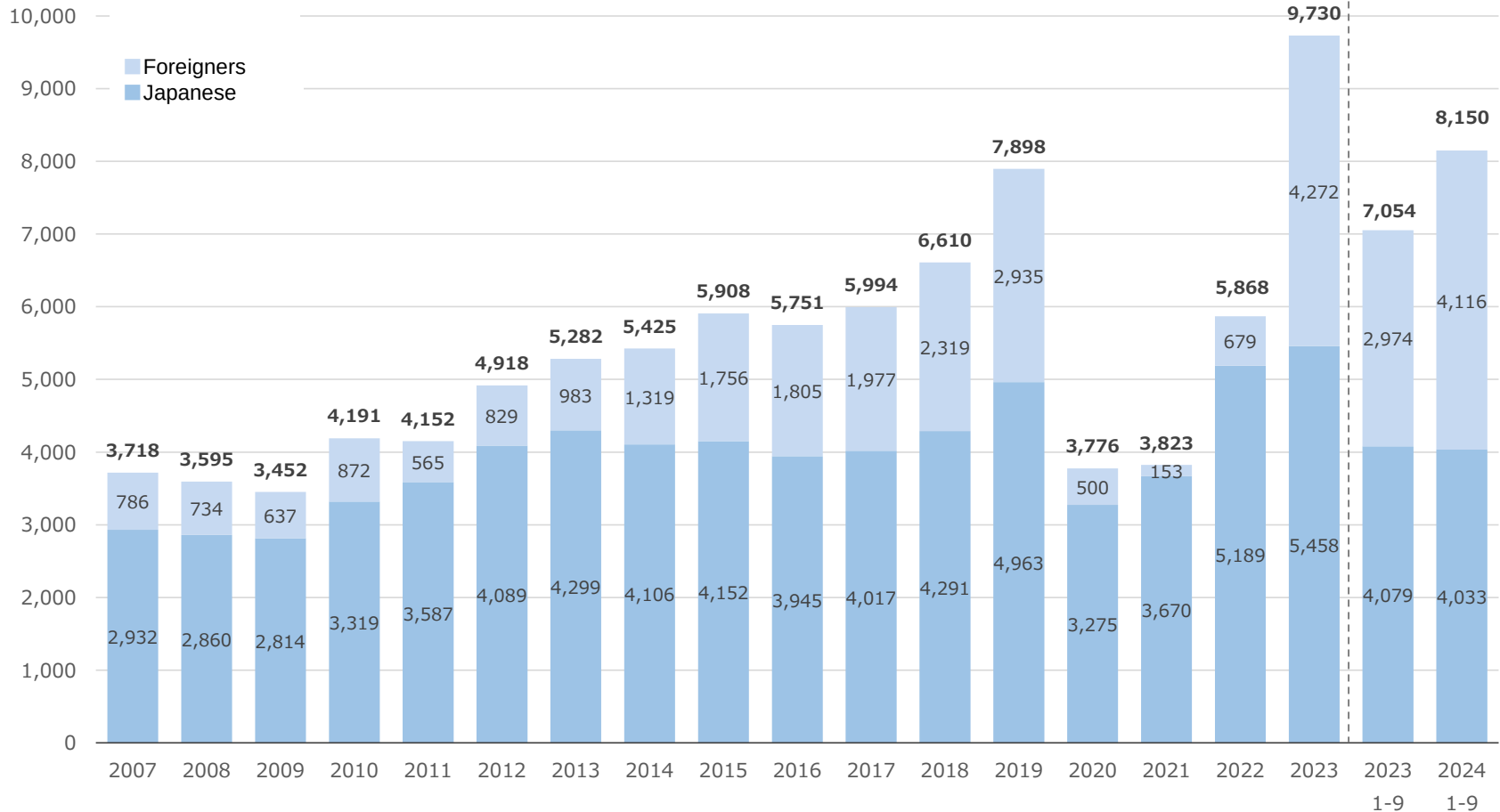


* Figures up to Aug. 2024 are definitive value, figures for Sep. and Oct. 2024 are quick estimation
Source: Prepared by Tosei based on the Japan National Tourism Organization (JNTO), *Trend in Visitor Arrivals to Japan*

The number of foreign visitors to Japan from Jan. to Oct. 2024 was 30.19 million (up 34.1% YoY). Foreign visitors are increasing due to the weak yen and low prices and the number of foreign visitors to Japan in 2024 is expected to hit record high.

Foreign guests drove the increase of overall number of lodgers.

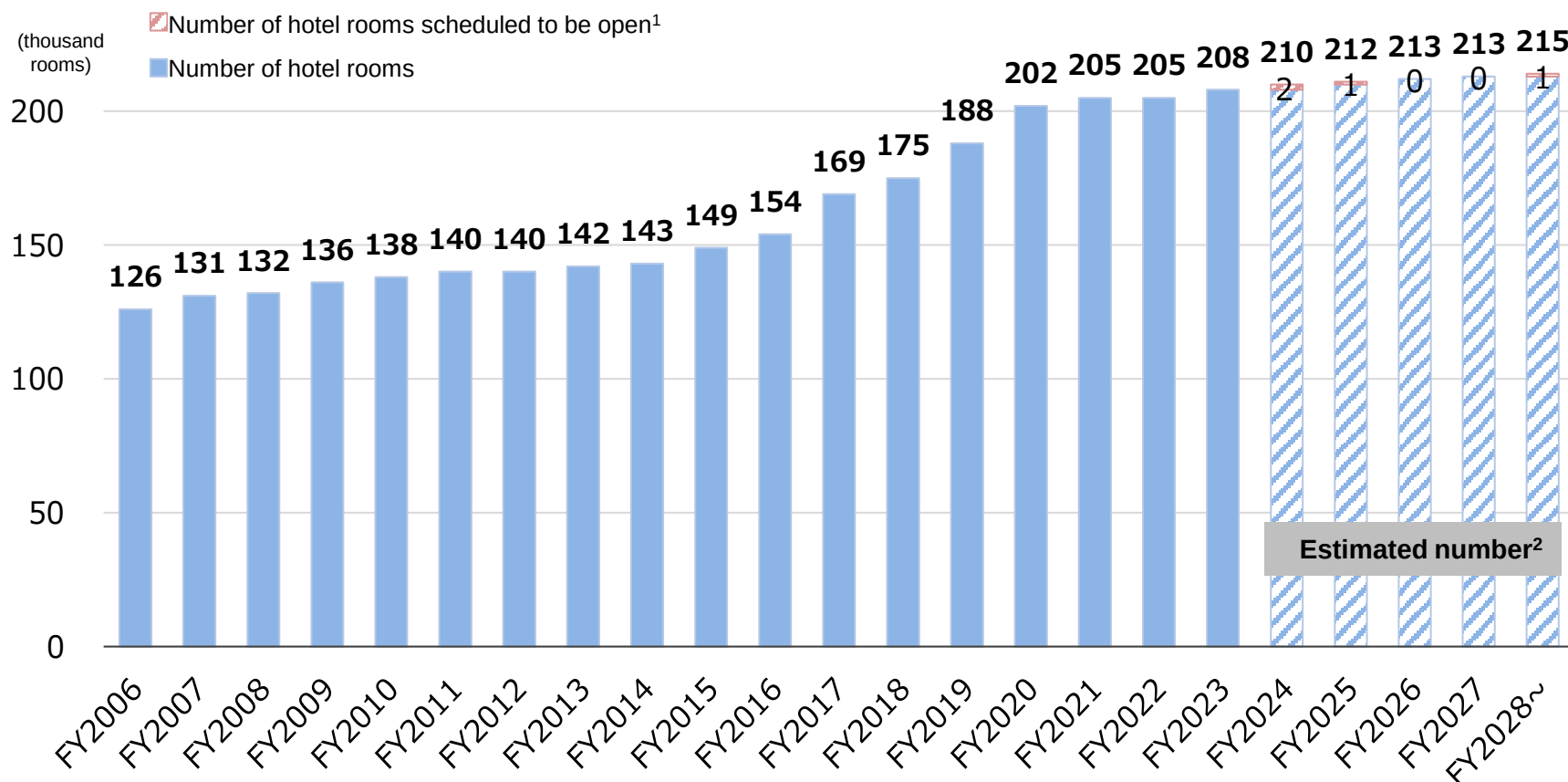
(10 thousand lodgers)



Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, Japan Tourism Agency, Accommodation travel statistics survey

The number of lodgers in Tokyo from Jan. to Sep. 2024 was 81.50 million (up 15.5% YoY). The number of foreign guests was 41.16 million (up 38.4% YoY) and drove the increase of overall number of lodgers.

The number of hotel room stock in Tokyo increased only moderately.



¹ Hotel rooms include both hotel and ryokan

² Prepared by Tosei based on Ohta Publications Co., Ltd., *HOTERES*

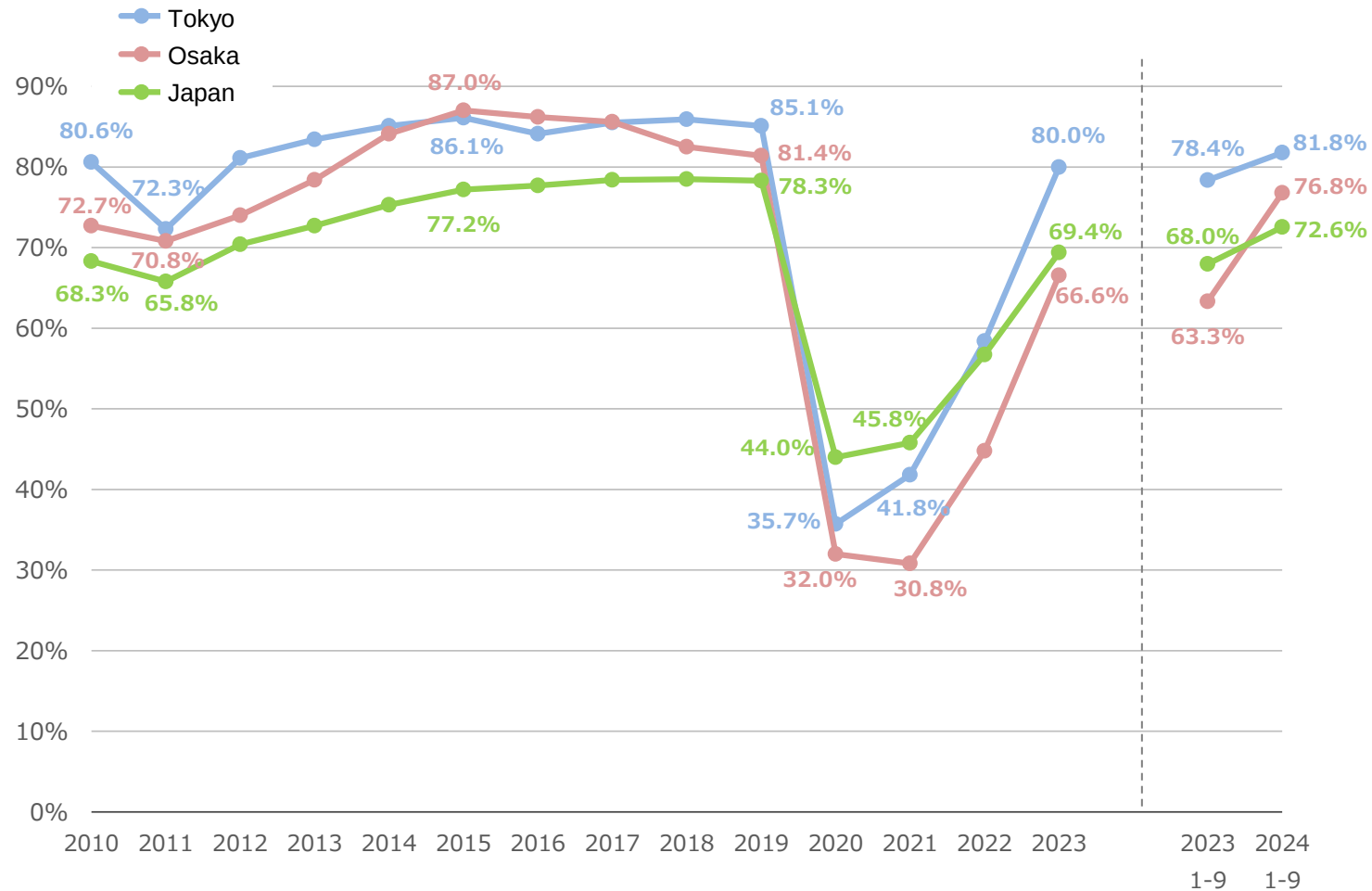
Source: Prepared by Tosei based on the Ministry of Health, Labor and Welfare, *Report on Public Health Administration and Services*

Rebranding is increasing to acquire and operate new hotels in a short term since the increase of new developments is slowing down due to soaring construction cost.

Hotel Market IV

(Trends of average business hotel occupancy rate)

The average occupancy rate of business hotels in Tokyo was 81.8% exceeding Japan level.



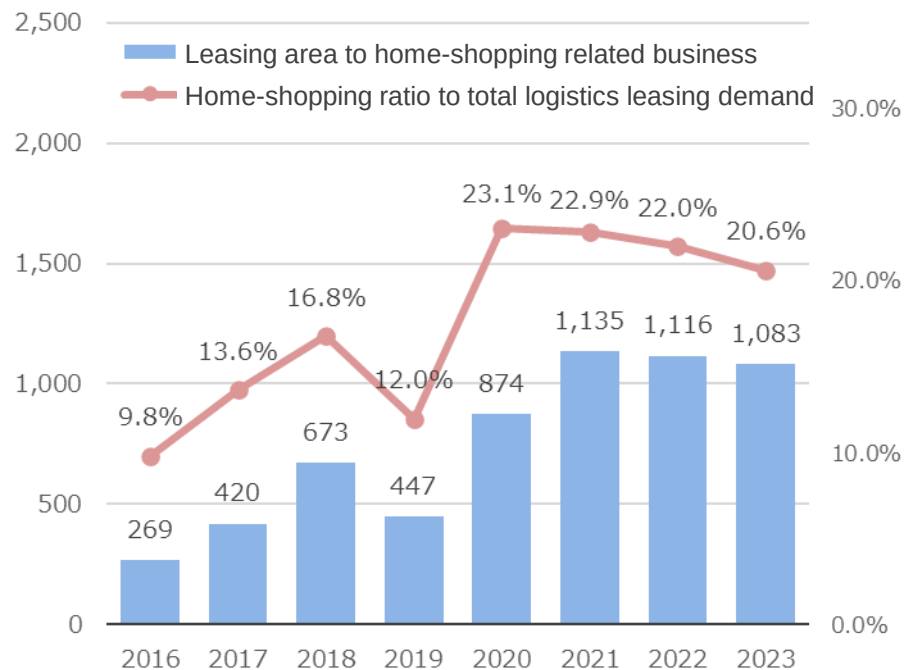
Source: Prepared by Tosei based on Ministry of Land, Infrastructure, Transport and Tourism, Japan Tourism Agency, *Accommodation travel statistics survey*

The average occupancy rate in Tokyo from Jan. to Sep. 2024 was 81.8% (up 3.4 points YoY).
The average occupancy rate of business hotels in Japan continues to rise due to the strong inbound demand.

Leased area to home-shopping related business continues to be on high level.

High demand for leasing area to home-shopping related business continues

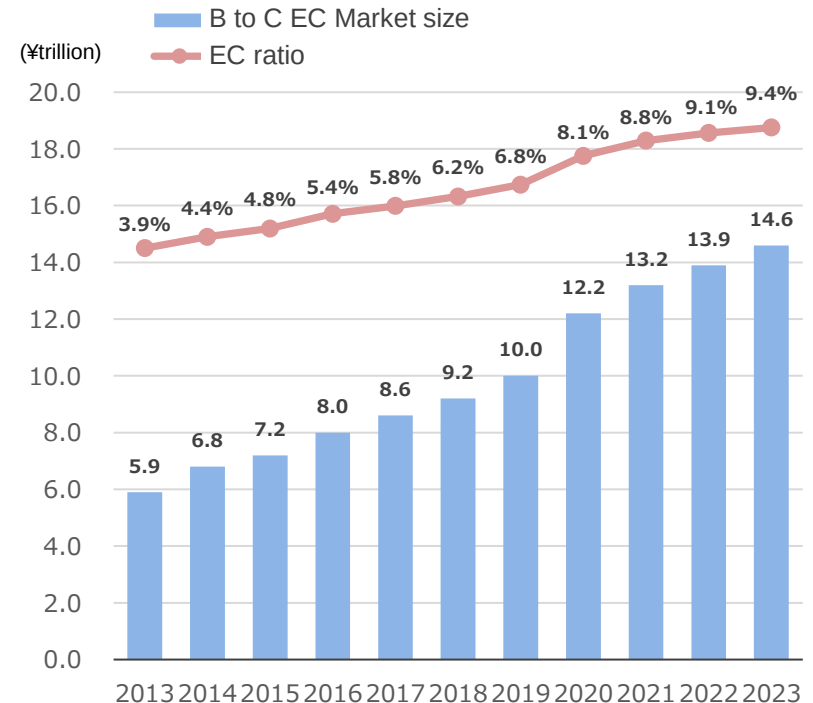
Demand for leasing area to home-shopping related business



* Home-shopping related: Mall type home-shopping businesses and logistics agents for home-shopping business

Source: Prepared by Tosei based on Japan Logistics Field Institute, Inc.'s data

EC ratio is on the rise

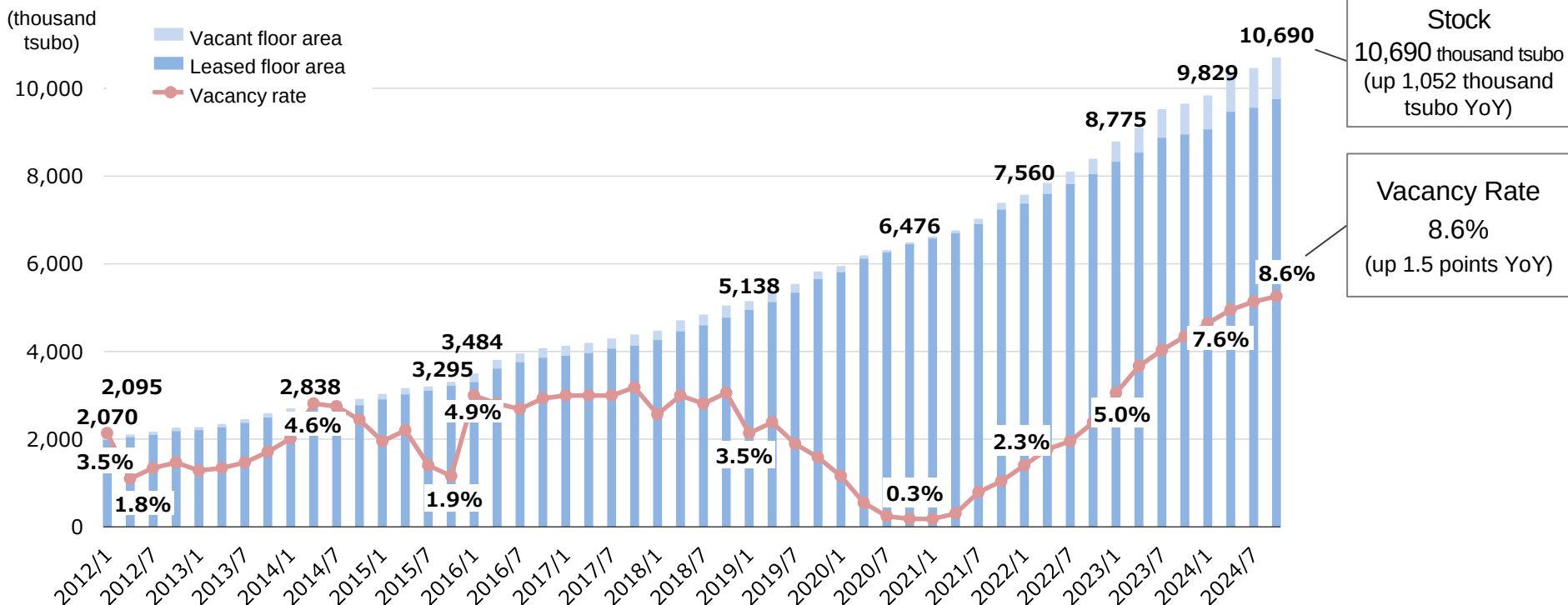


Source: Prepared by Tosei based on METI, Survey of Infrastructure Development Status for Data-driven Society in Japan (E-Commerce Market Survey)

The percentage of leasing area to home-shopping related business to total logistics leasing demand was 20.6% and is on a declining trend but remains on high level compared to pre-COVID-19 level. Further domestic EC market expansion is expected, as the domestic EC ratio is only 9.1%, compared to the global EC ratio of 20% level.

The stock of logistics facilities as of Oct. 2024 was 10.69 million tsubo.

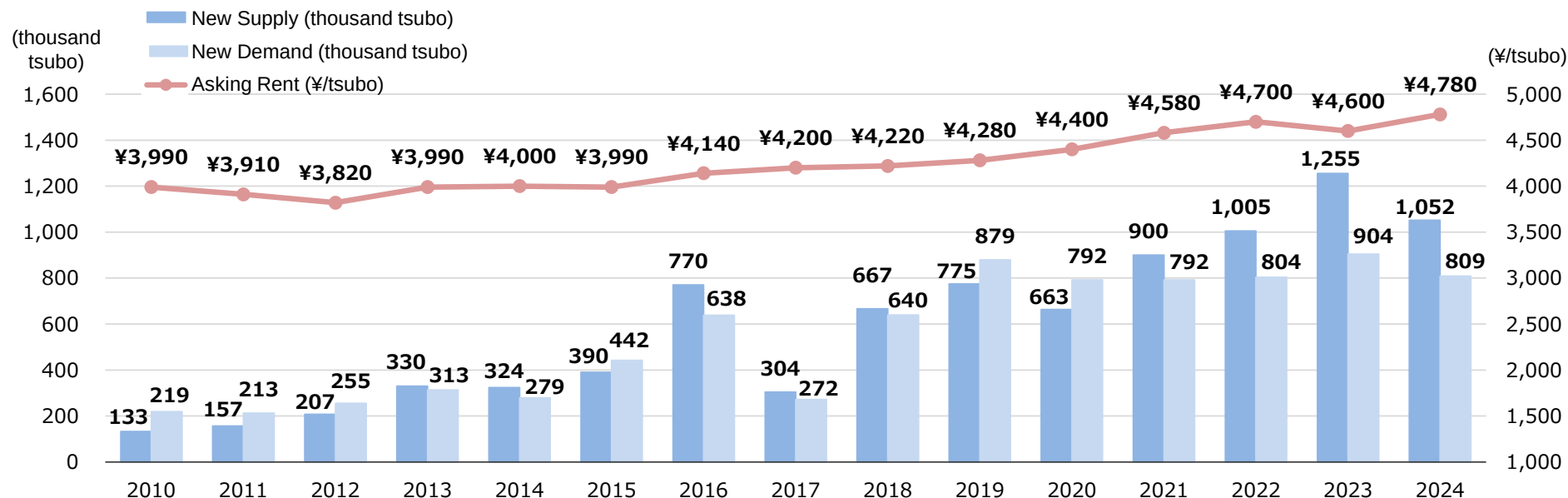
As of Oct. 2024



* The Greater Tokyo area : Tokyo, Kanagawa, Chiba, Saitama, Ibaraki
* Survey: Logistic which total floor area or site area is over 3,025 tsubo (10,000 m²)
Number of logistics surveyed: 734 (as of Oct. 2024)
Source: Prepared by Tosei based on Ichigo Real Estate Service Co., Ltd., Logistics Rental Market Survey

The stock of logistics facilities continues to expand and reached 10.69 million tsubo as of Oct. 2024, the largest on record. The vacancy rate continues to rise and was 8.6% due to prolonged leasing period and the sluggish supply and demand but the rising speed is gradually slowing down.

The trend of supply exceeding demand continues.



Recent balance between supply and demand

	(thousand tsubo)														
	Nov. '09 - Oct.'10	Nov. '10 - Oct.'11	Nov.'11 - Oct.'12	Nov.'12 - Oct.'13	Nov.'13 - Oct.'14	Nov.'14 - Oct.'15	Nov.'15 - Oct.'16	Nov.'16 - Oct.'17	Nov.'17 - Oct.'18	Nov.'18 - Oct.'19	Nov.'19 - Oct.'20	Nov.'20 - Oct.'21	Nov.'21 - Oct.'22	Nov.'22 - Oct.'23	Nov.'23 - Oct.'24
New Supply (A)	133	157	207	330	324	390	770	304	667	775	663	900	1,005	1,255	1,052
New Demand (B)	219	213	255	313	279	442	638	272	640	879	792	792	804	904	809
(B) / (A)	165%	136%	123%	95%	86%	113%	83%	89%	96%	113%	119%	88%	80%	72%	77%

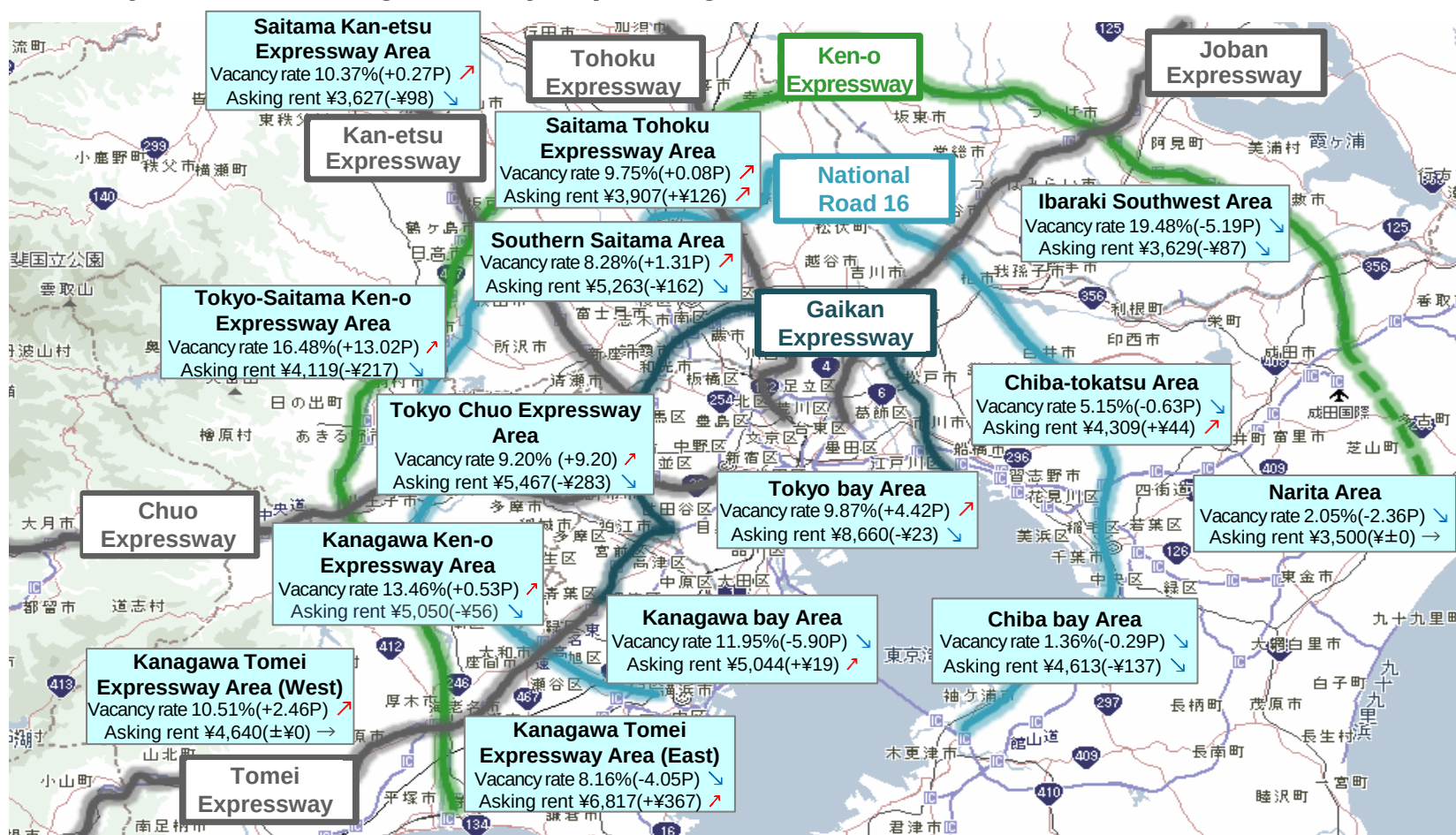
* The Greater Tokyo area : Tokyo, Kanagawa, Chiba, Saitama, Ibaraki

* Survey target: Rental logistics which total floor area is over 3,025 tsubo (10,000 m²)

* The number of logistics surveyed: 734 (as of Oct. 2024); Rents of 2010 to 2024 are the price as of Oct. each year
Source: prepared by Tosei based on Ichigo Real Estate Service Co., Ltd. "Rental Logistics Survey"

Between Nov. 2023 and Oct. 2024, there was 809 thousand tsubo of new demand versus 1,052 thousand tsubo of new supply, and supply continues to exceed demand. The asking rent was steady and was ¥4,780 /tsubo as of Oct. 2024.

The vacancy rate and asking rent vary depending on the area.



* Vacancy rate as of Sep. 2024. (Figures shown in () are comparison to the figures of Mar. 2024)

* Asking rent is the average asking rent per tsubo as of end of Sep. 2024. (Figures shown in () are comparison to the figures of Mar. 2024)

* The Greater Tokyo area: Tokyo, Kanagawa, Chiba, Saitama, Ibaraki
Survey target: Rentable logistics facility with total leasable floor space of more than 10,000 m²

Source: CRE, Warehouse/ logistics real estate market report

The vacancy rate in the Greater Tokyo area as of the end of Sep. 2024 was 9.14% (up 1.29 points YoY). The supply-demand balance varies depending on the area and especially in the Ken-o Expressway area where there is an oversupply, the vacancy rate continues to rise.



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