Mitsubishi Estate and Landmark Project in a nutshell

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1. INTRODUCTION OF MITSUBISHI ESTATE

2. MARUNOUCHI DEVELOPMENT

3. INTERNATIONAL BUSINESS

4. LANDMARK PROJECT
1. INTRODUCTION OF MITSUBISHI ESTATE
Overview

- Established in 1893
- We take part in a spectrum of businesses in diverse fields related to real estate, including office buildings, residential properties and commercial properties
- As one of the leading publicly traded real estate companies in Japan, we pride ourselves in its ‘developer oriented’ and ‘long term view’ culture
- With 120 years of development experience in Marunouchi, we are determined to continue contributing to society through urban development

Revenue from Operations

Approx. 1T yen

Market Capitalization

Approx. 3.2T yen
Pillars of Our Business

- We are fully integrated real estate firm operating a spectrum of businesses, with capabilities ranging from development, management, architectural design, real estate brokerage and real estate investment management.
2. MARUNOUCHI DEVELOPMENT
Location

Tokyo

Shinjuku

Roppongi

Mount Fuji

Imperial Palace

Marunouchi

Tokyo Tower

Tokyo Station
Fast Facts

- **120** ha of Area
- **104** Buildings
- **709** ha of Building Floor Area
- **4,200** Offices
- **17** companies from Fortune Global 500
- **92** companies on 1st Tokyo Stock Exchange
- **135T** yen of Consolidated Sales
- **230,000** of Office Workers
- **13** Railway Stations and **20** Lines
History of Sustainable Development of Marunouchi

- Purchased the land from the government 120 years ago, to create the first global-standard business district in Japan
- Entered into new stage of redevelopment in 1998, and have completed 14 projects as of end of 2016, and will be continuing the redevelopment process as part of the sustainable development of the Marunouchi area
Evolution from Office-only District to Mixed-use District

- A numerous collection of shops and restaurants are located in Marunouchi, in addition to being one of the world’s largest office districts.
3. INTERNATIONAL BUSINESS
Overview of our International Business

- We have been expanding international business since the establishment of first branch in New York in 1972
- The subsidiary Mitsubishi Estate Asia was established in Singapore in 2008, as the regional hub of the ASEAN area

United Kingdom
- Expanding Commercial Developments

United States
- Manage own assets in NY.
- Expanding Commercial Developments

Asia
- Expanding Commercial and Residential Developments. Finding reliable partners in each country.

China
- Expanding Residential Developments mainly.
Overview of our ASEAN Business

- Since the participation in a condominium development project in Vietnam in 2010, we have been expanding asset portfolio in the ASEAN area.
- More than 15 projects are in progress in 6 countries with prominent partners in each area.

- **Vista Verde**
  - *Ho Chi Minh*

- **Capitagreen**
  - *Singapore*

- **Rhythm Asoke 2**
  - *Bangkok*

- **Daswin Project**
  - *Jakarta*
4. LANDMARK PROJECT
Overview

- Large-scaled mixed-use development project
- Transforming 4 hectares of prestigious sight into the heart of Yangon’s CBD
- Renovation project of the former Myanmar Railway Headquarters to The Peninsula Yangon will take place on the site next to the Landmark Project as a separate project
Current Site Condition
The Image of The Landmark Project
Outline and Schedule

- 2 office buildings, 1 condominium, 1 building for hotel & serviced apartments, and commercial facilities
- Approximately 220,000 square meters of gross total area
- 50 year extension of master lease of the site signed with Myanma Railways of the Ministry of Transport and Communications in July 2016
- Shareholders Agreement signed by the partners in July 2016
- MIC application approved this month
- Project to be completed before the end of FY2020 (plan)
Project Organization

- JV project among
  - YOMA and FMI, both of which are affiliates of Serge Pun & Associates Group
  - Mitsubishi Corporation, Mitsubishi Estate and JOIN as the Japanese partners
  - IFC and ADB, both of which are the lenders of the project as well
- The commitment by the Japanese Partners is up to approximately US$ 200M
Landmark Project for Mitsubishi Estate

- Myanmar is one of the most emerging markets in our track record
- With difficulties familiar in the emerging markets such as legal issues and schedules, the prominent partners are key to our decision to participate in this project
- Enhancing the property value with our expertise will be our significance
- The provision of global standard facilities will be a power to drive the economy as well as contribution to the society
- **Transforming Yangon Central Station to “Marunouchi” of Myanmar**
Thank you.

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