

October 9, 2020

For Immediate Release

Real Estate Investment Trust Securities Issuer:  
GLP J-REIT

Representative: Yoshiyuki Miura, Executive Director  
(Security Code: 3281)

Asset Management Company:  
GLP Japan Advisors Inc.

Representative: Yoshiyuki Miura, President  
Contact: Hisatake Miki, CFO & Head of  
Corporate Planning Department  
(TEL: +81-3-3289-9630)

### Sale of Asset

GLP Japan Advisors Inc. (hereinafter “GLPJA”), to which GLP J-REIT entrusts management of its assets, has determined the sale of an asset shown below in the form of trust beneficiary interest (hereinafter, “the Sale”) and the Sale was completed today.

#### 1. Overview of the Sale

Property number	Property name	Type of specified asset	Appraisal value (Note 1)	Sale price (Note 2)	Book value (Note 3)	Difference between sale price and book value
Other-13	GLP Hatsukaichi	Domestic real estate trust beneficiary interest	2,360 million yen	2,930 million yen	1,788 million yen	1,142 million yen

(Note 1) The figure represents the values that were investigated by a real estate appraiser as of the time of pricing at the end of August 2020.

(Note 2) The “sale price” excludes miscellaneous expenses of the sale, property tax, urban planning tax, consumption tax and local consumption tax.

(Note 3) Figures for “book value” represent the reference value as of October 9 2020 rounded down to the nearest million yen, and are different from the value as of the sale date.

(1) Agreement Date : October 9, 2020

(2) Delivery Date: October 9, 2020

(3) Buyer: Please refer to “4. Buyer Profile”

(4) Method of Payment: Full payment at the time of delivery

(5) Use of funds from the Sale of the asset:

The gain on sale will be returned to unitholders of GLP J-REIT as dividends, and the remaining amount will be kept as cash on hand, mainly to be used as funds to acquire properties in the future.

## 2. Reason for the Sale

GLP J-REIT aims to consistently return the gain on sale of assets to investors as dividends by comprehensively taking into account the size and specifications of the property, the lease agreement status and the location of the property and by selling assets at the appropriate timing and price.

Capturing the robust demand for logistics real estate, the Sale was implemented at a sale price that is 24% higher than the appraisal value, and the gain on sale is expected to be 1,078 million yen (Note 1). The proceeds from the Sale will be used to return the gain on sale to unitholders as dividends, as well as in various measures that will enhance value for unitholders in response to market conditions, such as funds to acquire properties in the future.

GLP J-REIT will continue to return unrealized gains to its unitholders through strategic and timely property sales that take advantage of our abundant unrealized gain of over 150 billion yen (Note 2) and the number of properties.

(Note 1) Calculated by deducting expenses related to the Sale from the difference between the sales price and the reference value as of October 9, 2020.

(Note 2) Unrealized gain=Appraisal value as of Aug-end 2020-Book value as of Aug-end 2020

## 3. Details of the Assets for Sale

The following tables provide an overview of the property in trust and the associated trust beneficiary rights, which are the Assets for Sale.

Furthermore, explanations of the items described in the respective columns of the tables are as follows:

- (1) "Type of specified asset" indicates the type of the Assets for Sale at the time of the sale.
- (2) "Location" of "Land" indicates the residential address. For the property that has no residential address, the building address on the registry is indicated. For that property that has multiple addresses, one of the addresses on the registry is indicated.
- (3) "Land area" of "Land" is based on what is described in the registry, and may not necessarily be identical with the actual figure.
- (4) "Zoning" of "Land" indicates the type of zoning as depicted in Article 8-1-1 of the City Planning Act (Act No. 100 of 1968).
- (5) "FAR" of "Land" represents the ratio of the total floor area of building to the site area, as depicted in Article 52 of the Building Standards Act (Act No. 201 of 1950), and indicates the upper limit of the floor area ratio as determined in city planning in accordance with zoning regulations.
- (6) "BCR" of "Land" represents the ratio of the building area of building to the site area, as depicted in Article 53 of the Building Standards Act, and indicates the upper limit of the building coverage ratio as determined in city planning in accordance with the zoning regulations.
- (7) "Type of ownership" of "Land" and "Building" indicates the type of right owned by the trustee.
- (8) "Date constructed" of "Building" indicates, as a rule, the registered date when the main building was newly completed.
- (9) "Construction / No. of floors" and "Use" of "Building" is based on the description of the main building on the registry.
- (10) "Gross floor area" of "Building" is based on the description on the registry, and does not include annex buildings.
- (11) "Appraisal value" indicates the values that were appraised or investigated by a real estate appraiser as of the time of pricing at August 31, 2020 based on the asset valuation method and standards, which are provided in GLP J-REIT regulations, and the regulations of the Investment Trusts Association, Japan.
- (12) "Number of tenants" of "Details of tenants" indicates the sum of the number of lease contracts for

the buildings described in the respective lease contracts for each real estate. Furthermore, when master lease contract is concluded for the real estate, the number of end tenants is indicated.

- (13) “Leased area” of “Details of tenants” indicates the sum of the leased area of the buildings described in the respective lease contracts related to each real estate as of the date of this press release.
- (14) “Remarks” indicates items believed to be important in consideration of their impact on the rights and duties, use and safety, as well as the appraisal value, profitability and possibility of disposal of the real estate, as of the date of this press release, and includes the following items:
- Major restrictions or regulations under laws and other rules
  - Major burdens or restrictions related to rights and duties
  - Major matters concerning leases agreed with tenants or end tenants, or major status information, etc. regarding property use by tenants or end tenants
  - Major matters when there are structures that cross the real estate borders or when there are problems in confirming the real estate borders.

(Other-13) GLP Hatsukaichi

Property name		GLP Hatsukaichi
Type of specified asset		Domestic real estate trust beneficiary interest
Date of acquisition		October 1, 2013
Acquisition price		1,980 million yen
Trust start date		February 8, 2012
Trustee		Sumitomo Mitsui Trust Bank, Limited
Trust expiration date		September 30, 2023
Land	Location (Residential address)	14-2 Mokuzaiko-kita, Hatsukaichi, Hiroshima
	Land area	18,452.00 m <sup>2</sup>
	Zoning	Industrial district
	FAR / BCR	200% / 70%
	Type of ownership	Ownership
Building	Date constructed	July 10, 2006
	Construction / No. of floors	Two-story steel-frame building with aluminum sheet roof
	Gross floor area	10,981.89 m <sup>2</sup>
	Use	Warehouse/Office
	Type of ownership	Ownership
Appraisal value		2,360 million yen
Date of appraisal		August 31, 2020
Real estate appraiser		The Tanizawa Sogo Appraisal Co., Ltd
Details of tenants		
	Number of tenants	1
	Major tenant	Muroo Co., Ltd.
	Major tenant	Not disclosed (Note)
	Annual contracted rent	Not disclosed (Note)
	Leasehold and security deposits	10,981.89 m <sup>2</sup>
	Leased area	10,981.89 m <sup>2</sup>
	Leasable area	100.0%
Remarks		—
(Note) Unable to disclose as consent has not been obtained from the tenant.		

#### 4. Buyer Profile

Trade name	Flying Fifteen GK
Head office address	5-1-4, Toranomom, Minato-ku, Tokyo
Representative	Torquay, Inc. Executive: Takaaki Fukunaga
Capital	300 thousand yen
Major Partner	Torquay, Inc.
Major business	<ul style="list-style-type: none"> <li>Real estate business</li> <li>Acquisition, holding, disposal, and management business of Securities or trust beneficiary interests, and others.</li> </ul>
Relationship with either GLP J-REIT or the asset management company	
Capital, Personal, or Trade Relationships	There are no capital, personal, or trade relationships between GLP J-REIT or the asset management company and the Special Purpose Company that need to be disclosed.

#### 5. Broker Profile

Details of broker and brokerage fee are as follows:

##### (1) Broker profile

Trade name	CBRE K.K.
Head office address	2-1-1, Marunouchi, Chiyoda-ku, Tokyo
Representative	Eiji Sakaguchi, President & CEO
Major business	Provider of comprehensive commercial real estate services for Japanese and non-Japanese companies
Capital	771 million yen
Incorporation Date	Feb. 21, 1970
Net Assets	Not disclosed (Note)
Total Assets	Not disclosed (Note)
Relationship with either GLP J-REIT or the asset management company	
Capital, Personal, or Trade Relationships	There are no capital, personal, or trade relationships between GLP J-REIT or the asset management company and the Special Purpose Company that need to be disclosed.

(Note) Not disclosed as the broker's consent has not been obtained.

##### (2) Brokerage fee

Not disclosed as the broker's consent has not been obtained.

#### 6. Future outlook

For the outlook of GLP J-REIT's asset management status in the fiscal period ending February 28, 2021 (from September 1, 2020 to February 28, 2021), please refer to the press release titled "Amendment of Forecasts concerning Operating Status and Distribution for the Fiscal Period Ending February 28, 2021" as of today.

## 7. Outline of appraisal

### (Other-13) GLP Hatsukaichi

Appraisal value	2,360 million yen
Real estate appraiser	The Tanizawa Sogo Appraisal Co., Ltd
Date of appraisal	August 31, 2020

Item	Details	Outline
Income approach value	2,360 million yen	
Direct capitalization approach	2,370 million yen	
Operating revenues	Not disclosed (Note)	
Total potential revenue	Not disclosed (Note)	
Loss such as vacancy	Not disclosed (Note)	
Operating expenses	Not disclosed (Note)	
Maintenance	Not disclosed (Note)	
Utilities expenses	Not disclosed (Note)	
Repairs	Not disclosed (Note)	
Property management fee	Not disclosed (Note)	
Expenses for recruiting tenants	Not disclosed (Note)	
Real estate taxes	Not disclosed (Note)	
Casualty insurance premium	Not disclosed (Note)	
Other expenses	Not disclosed (Note)	
Net operating income	134 million yen	
Profit on the investment of a lump sum	Not disclosed (Note)	
Capital expenditure	Not disclosed (Note)	
Net cash flow	127 million yen	
Capitalization rate	5.4%	Assessed mainly based on capitalization rate of logistics facilities in precedent market transactions, supported by regional characteristics and uniqueness as well as stability of net operating income of the property
DCF method	2,360 million yen	
Discount rate	Years 1 and 2: 5.4% Years 3 to 10: 5.6%	Assessed by considering regional characteristics and uniqueness of the property
Terminal cap rate	5.6%	Assessed based on capitalization rate adjusted by future uncertainly risks etc.

(Note) GLP J-REIT has not disclosed these items because it has judged the disclosure may cause disadvantage to investors.

Points of attention in the determination of appraisal value	In deciding the appraisal value of this property, the appraiser used an income approach that appropriately reflects investors' investment profitability as a standard, after verifying the value indicated by the cost approach. The appraiser chose this approach by taking into account the following factors; 1) the fact that the real estate investors tend to use income approach for real estate valuation, 2) the reason for GLP J-REIT as a real estate investor to obtain the appraisal of this property, and 3) the fact that the property is classified as a rental asset for investment. Although this appraisal sought a value that represents the investment profitability value, which takes the management method based on the investment corporation regulations as given, the type of the price will be the normal value since the price matches the fair value that represents the market value (normal value).
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\*GLP J-REIT website address: <https://www.glpjreit.com/english/>

<APPENDIX>

Appendix list of portfolio after the Sale

Region	Property number	Property name	Acquisition price (million yen) (Note 1)	Share (%) (Note 2)	Appraisal value (million yen) (Note 3)	Date of acquisition
Tokyo	Tokyo-1	GLP Tokyo	22,700	3.5	31,300	January 4, 2013
Tokyo	Tokyo-2	GLP Higashi-Ogishima	4,980	0.8	6,830	January 4, 2013
Tokyo	Tokyo-3	GLP Akishima	7,555	1.2	9,910	January 4, 2013
Tokyo	Tokyo-4	GLP Tomisato	4,990	0.8	6,080	January 4, 2013
Tokyo	Tokyo-5	GLP Narashino II	15,220	2.4	20,100	January 4, 2013
Tokyo	Tokyo-6	GLP Funabashi	1,720	0.3	2,110	January 4, 2013
Tokyo	Tokyo-7	GLP Kazo	11,500	1.8	14,400	January 4, 2013
Tokyo	Tokyo-8	GLP Fukaya	2,380	0.4	2,890	January 4, 2013
Tokyo	Tokyo-9	GLP Sugito II	19,000	3.0	26,200	January 4, 2013
Tokyo	Tokyo-10	GLP Iwatsuki	6,940	1.1	9,990	January 4, 2013
Tokyo	Tokyo-11	GLP Kasukabe	4,240	0.7	5,390	January 4, 2013
Tokyo	Tokyo-12	GLP Koshigaya II	9,780	1.5	14,600	January 4, 2013
Tokyo	Tokyo-13	GLP Misato II	14,868	2.3	22,000	January 4, 2013
Tokyo	Tokyo-14	GLP Tatsumi	4,960	0.8	6,770	February 1, 2013
Tokyo	Tokyo-15	GLP Hamura	7,660	1.2	10,000	October 1, 2013
Tokyo	Tokyo-16	GLP Funabashi III	3,050	0.5	4,340	October 1, 2013
Tokyo	Tokyo-17	GLP Sodegaura	6,150	1.0	8,060	October 1, 2013
Tokyo	Tokyo-18	GLP Urayasu III	18,760	2.9	22,800	March 3, 2014
Tokyo	Tokyo-19	GLP Tatsumi Ila	6,694	1.0	8,580	April 1, 2014
Tokyo	Tokyo-21	GLP Tokyo II	36,373	5.7	47,800	September 2, 2014
Tokyo	Tokyo-22	GLP Okegawa	2,420	0.4	3,140	September 2, 2014
Tokyo	Tokyo-23	GLP Shinkiba	11,540	1.8	12,800	September 1, 2015
Tokyo	Tokyo-24	GLP Narashino	5,320	0.8	5,570	September 1, 2015
Tokyo	Tokyo-26	GLP Sugito	8,481	1.3	10,400	September 1, 2015
Tokyo	Tokyo-27	GLP Matsudo	2,356	0.4	3,270	January 15, 2016
Tokyo	Tokyo-28	GLP-MFLP Ichikawa Shiohama (Note 4)	15,500	2.4	17,950	September 1, 2016
Tokyo	Tokyo-29	GLP Atsugi II	21,100	3.3	24,200	September 1, 2016
Tokyo	Tokyo-30	GLP Yoshimi	11,200	1.7	11,800	September 1, 2016
Tokyo	Tokyo-31	GLP Noda-Yoshiharu	4,497	0.7	5,370	September 1, 2017
Tokyo	Tokyo-32	GLP Urayasu	7,441	1.2	7,910	March 1, 2018
Tokyo	Tokyo-33	GLP Funabashi II	7,790	1.2	8,480	March 1, 2018
Tokyo	Tokyo-34	GLP Misato	16,940	2.6	19,000	March 1, 2018
Tokyo	Tokyo-35	GLP Shinsuna	18,300	2.8	18,900	September 3, 2018
Tokyo	Tokyo-36	GLP Shonan	5,870	0.9	6,200	September 3, 2018
Tokyo	Tokyo-37	GLP Yokohama (Note 4)	16,148	2.5	17,000	July 1, 2020
Tokyo	Tokyo-38	GLP Kawajima	12,150	1.9	12,400	July 1, 2020
Tokyo	Tokyo-39	GLP Funabashi IV	7,710	1.2	8,270	July 1, 2020
Tokyo	Tokyo-40	GLP Higashi-Ogishima II	2,365	0.4	2,510	July 1, 2020

Region	Property number	Property name	Acquisition price (million yen) (Note 1)	Share (%) (Note 2)	Appraisal value (million yen) (Note 3)	Date of acquisition
Osaka	Osaka-1	GLP Hirakata	4,750	0.7	6,390	January 4, 2013
Osaka	Osaka-2	GLP Hirakata II	7,940	1.2	9,410	January 4, 2013
Osaka	Osaka-3	GLP Maishima II	9,288	1.4	12,200	January 4, 2013
Osaka	Osaka-4	GLP Tsumori	1,990	0.3	2,790	January 4, 2013
Osaka	Osaka-5	GLP Rokko	5,160	0.8	6,130	January 4, 2013
Osaka	Osaka-6	GLP Amagasaki	24,963	3.9	30,500	January 4, 2013
Osaka	Osaka-7	GLP Amagasaki II	2,040	0.3	2,590	January 4, 2013
Osaka	Osaka-8	GLP Nara	2,410	0.4	2,990	January 4, 2013
Osaka	Osaka-9	GLP Sakai	2,000	0.3	2,260	February 1, 2013
Osaka	Osaka-10	GLP Rokko II	3,430	0.5	4,350	October 1, 2013
Osaka	Osaka-11	GLP Kadoma	2,430	0.4	3,270	September 2, 2014
Osaka	Osaka-13	GLP Fukusaki	3,928	0.6	4,850	September 2, 2014
Osaka	Osaka-14	GLP Kobe-Nishi	7,150	1.1	7,620	May 1, 2015
Osaka	Osaka-15	GLP Fukaehama	4,798	0.7	4,870	September 1, 2016
Osaka	Osaka-16	GLP Maishima I	19,390	3.0	19,400	March 1, 2018
Osaka	Osaka-17	GLP Osaka	36,000	5.6	37,200	September 3, 2018
Osaka	Osaka-18	GLP Settsu	7,300	1.1	7,630	September 3, 2018
Osaka	Osaka-19	GLP Nishinomiya	2,750	0.4	2,810	September 3, 2018
Osaka	Osaka-20	GLP Shiga	4,550	0.7	4,720	September 3, 2018
Osaka	Osaka-21	GLP Neyagawa	8,100	1.3	8,670	September 3, 2018
Other	Other-1	GLP Morioka	808	0.1	867	January 4, 2013
Other	Other-2	GLP Tomiya	3,102	0.5	3,890	January 4, 2013
Other	Other-3	GLP Koriyama I	4,100	0.6	4,590	January 4, 2013
Other	Other-4	GLP Koriyama III	2,620	0.4	2,800	January 4, 2013
Other	Other-5	GLP Tokai	6,210	1.0	8,360	January 4, 2013
Other	Other-6	GLP Hayashima	1,190	0.2	1,690	January 4, 2013
Other	Other-7	GLP Hayashima II	2,460	0.4	2,880	January 4, 2013
Other	Other-8	GLP Kiyama	5,278	0.8	5,910	January 4, 2013
Other	Other-10	GLP Sendai	5,620	0.9	6,940	February 1, 2013
Other	Other-11	GLP Ebetsu	1,580	0.2	2,380	October 1, 2013
Other	Other-12	GLP Kuwana	3,650	0.6	4,310	October 1, 2013
Other	Other-14	GLP Komaki	10,748	1.7	14,300	March 3, 2014
Other	Other-15	GLP Ogimachi	1,460	0.2	1,660	September 2, 2014
Other	Other-16	GLP Hiroshima	3,740	0.6	4,390	September 2, 2014
Other	Other-19	GLP Tosu I	9,898	1.5	11,000	September 1, 2015
Other	Other-20	GLP Tomiya IV	5,940	0.9	6,480	September 1, 2016
Other	Other-21	GLP Soja I	12,800	2.0	13,100	March 1, 2018
Other	Other-22	GLP Soja II	12,700	2.0	12,800	March 1, 2018
Other	Other-23	GLP Fujimae	1,980	0.3	2,030	September 3, 2018
Total			642,898	100.0	766,347	—

- (Note 1) The acquisition price is the trading value for each real estate or trust beneficiary right included in sales agreements (excludes acquisition-related expenses and consumption tax, etc.). As for 13 properties with solar panels installed acquired on March 1, 2018, the indicated acquisition prices include the acquisition prices of the solar panels.
- (Note 2) Share is the ratio of the acquisition price of each real estate or real estate in trust to the total price and is rounded to the first decimal place.
- (Note 3) As for appraisal values of existing assets at the end of August 2020, values that were appraised or investigated by a real estate appraiser as of the end of August 2020 and in accordance with the asset valuation method and standards which are provided in GLP J-REIT regulations and the regulations of the Investment Trusts Association, Japan are indicated.
- (Note 4) The appraisal value of "GLP-MFLP Ichikawa Shiohama" is based on the percentage of co-ownership (50%) for the trust beneficiary interest, and the appraisal value of "GLP Yokohama" is based on the percentage of co-ownership (40%) for the trust beneficiary interest, respectively.