

Mitsubishi Estate and Landmark Project in a nutshell

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Marunouchi



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

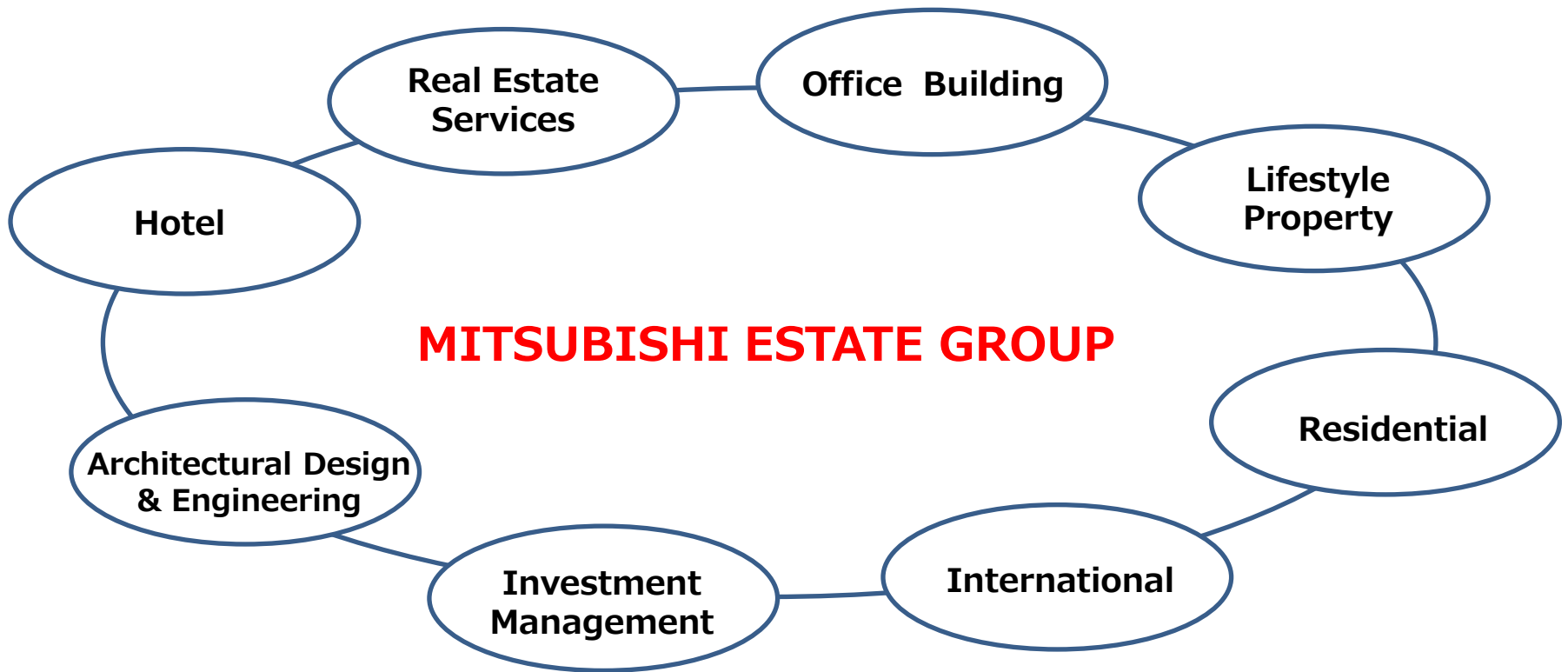
Approx. **1T** yen

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

Mount Fuji

Shinjuku

Roppongi

Tokyo Tower

Imperial Palace

Tokyo Station

Marunouchi



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

Size Comparison

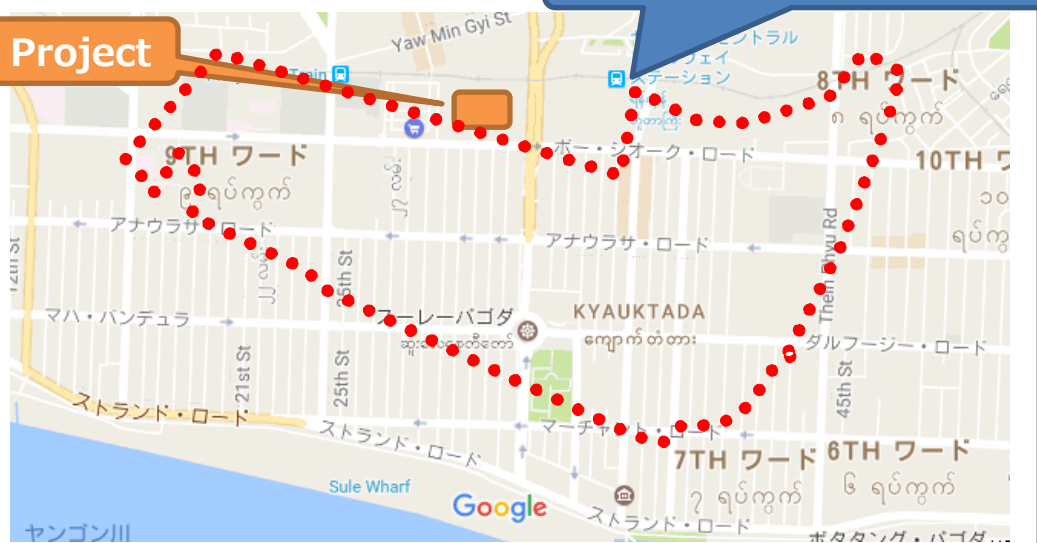
Marunouchi



Yangon Central Station

Downtown Yangon

Landmark Project



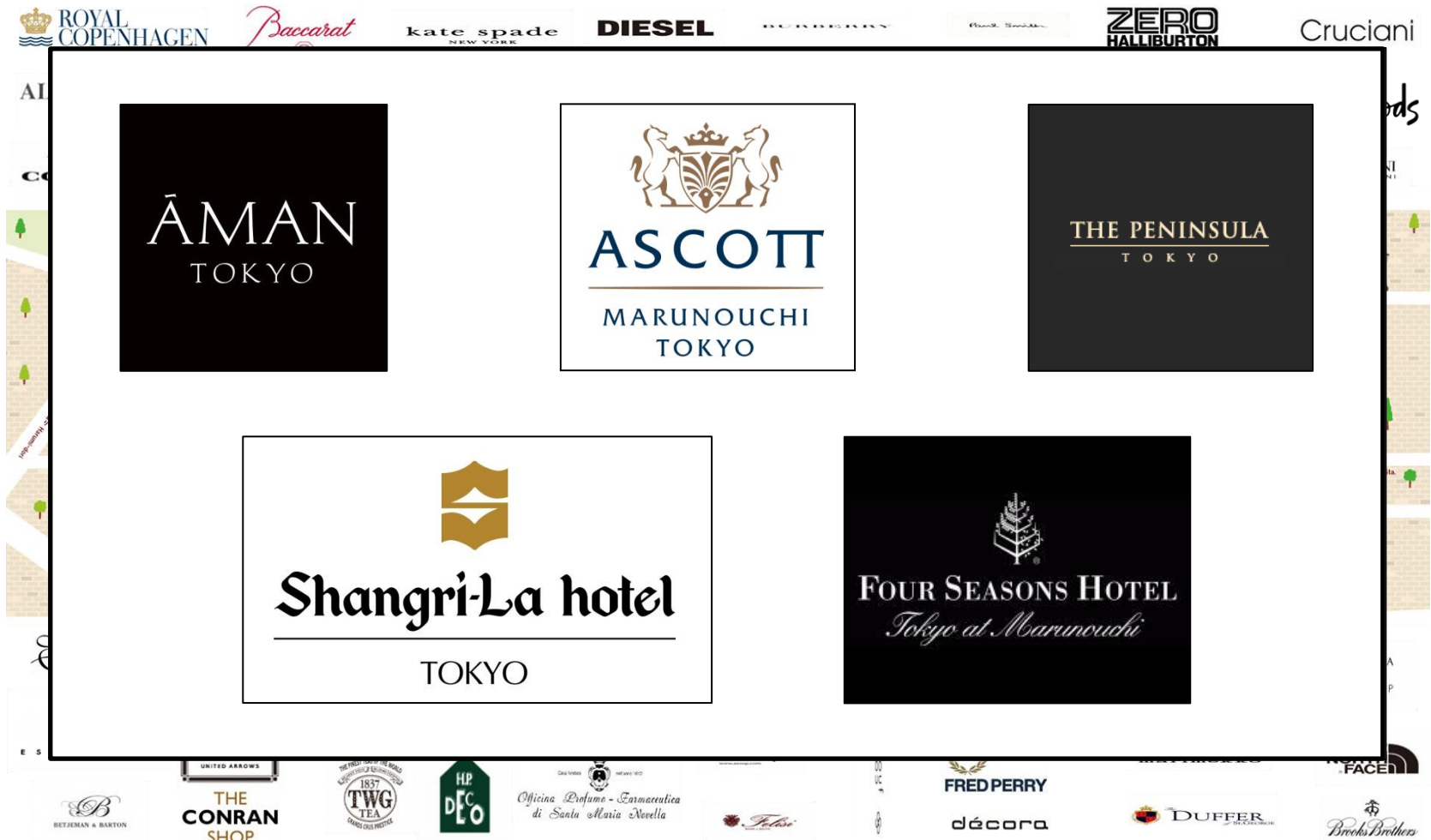
History of Sustainable Development of Marunouchi

- 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



1992



2014



1995



2015



1960s



2010s





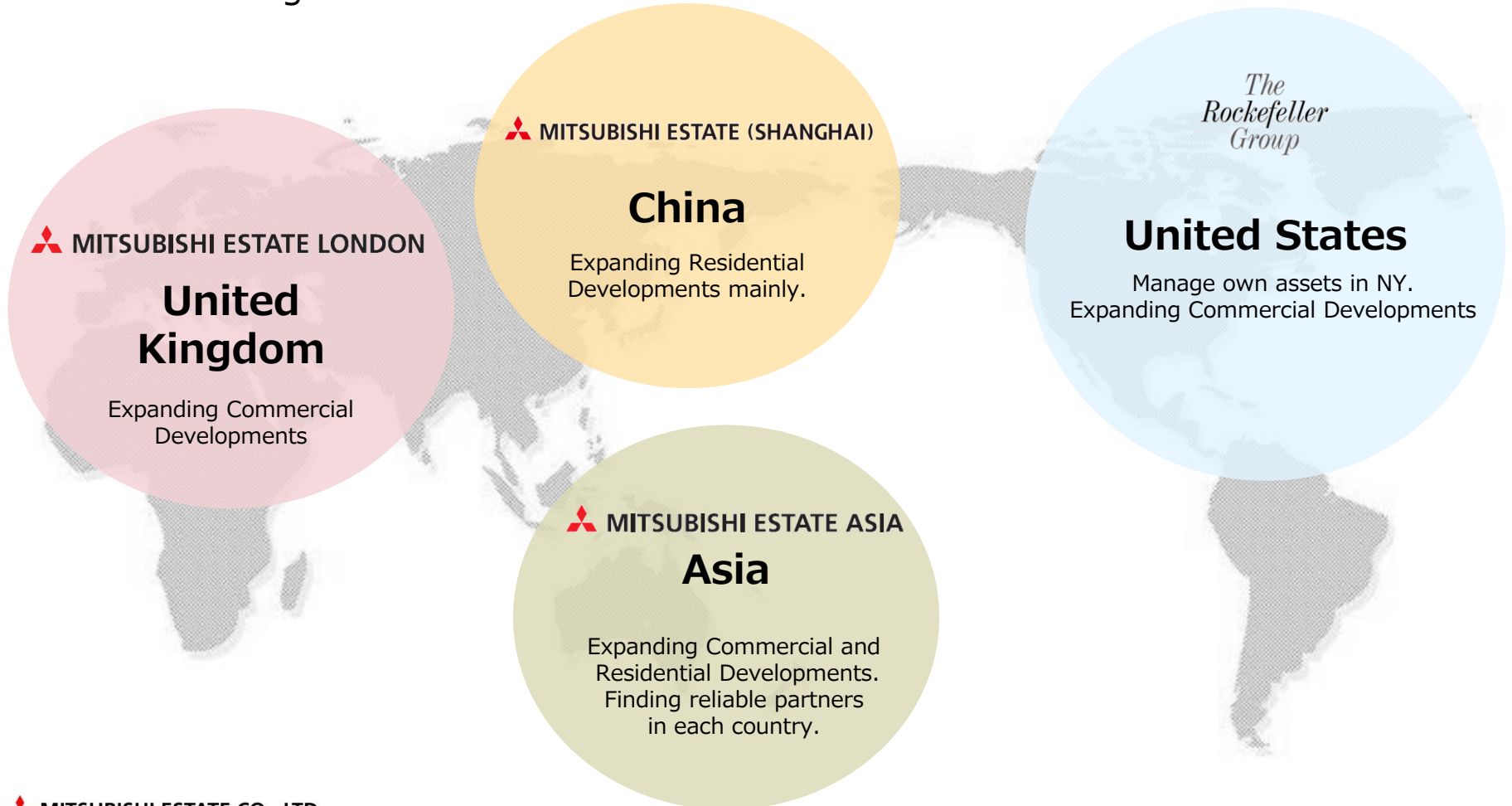


3. INTERNATIONAL BUSINESS



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



Overview of our ASEAN Business

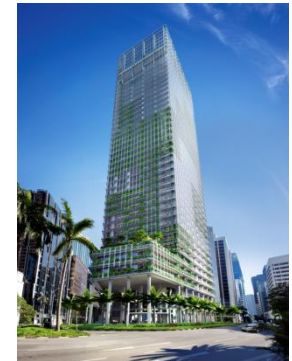
- Since the participation in a condominium development project in Vietnam in 2010, we have been expanding asset portfolio in the ASEAN area
- More than 15 projects are in progress in 6 countries with prominent partners in each area



Vista Verde
Ho Chi Minh



Capitagreen
Singapore

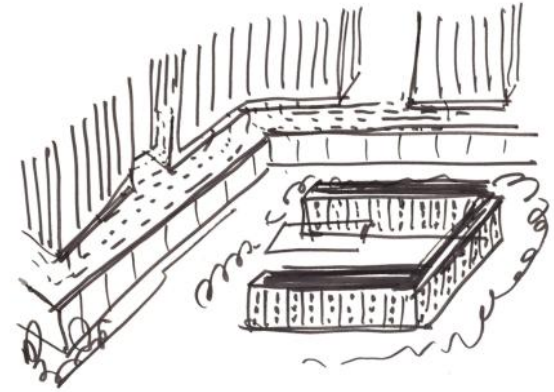
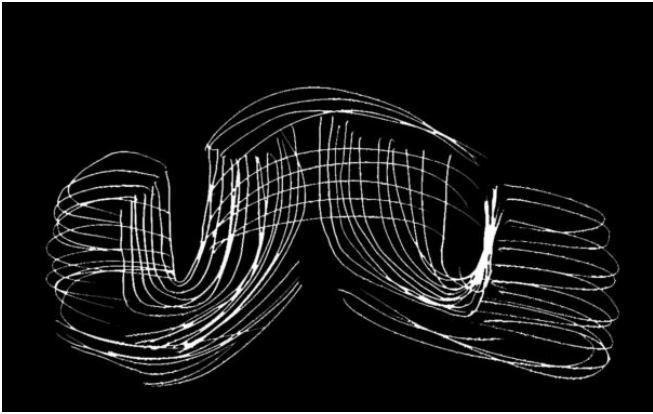


Rhythm Asoke 2
Bangkok

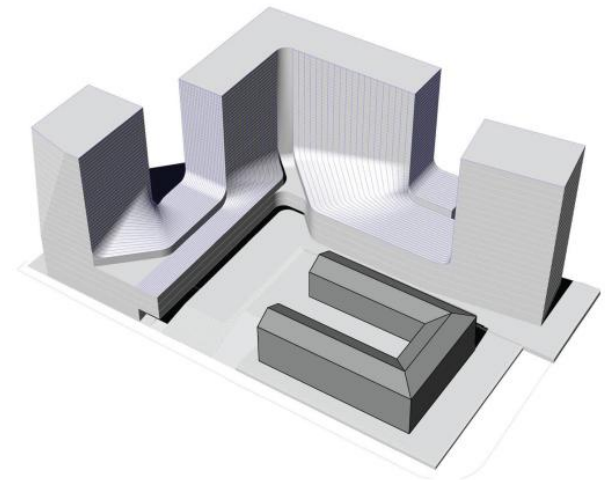
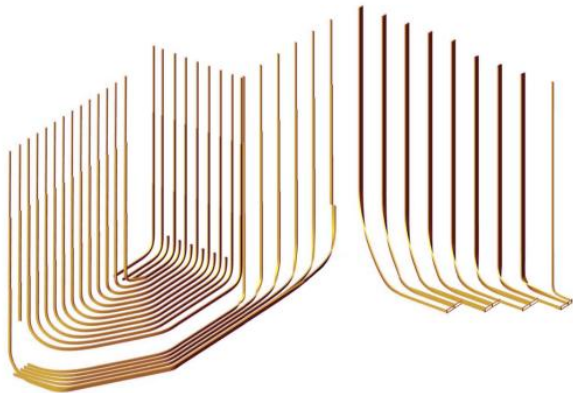


Daswin Project
Jakarta



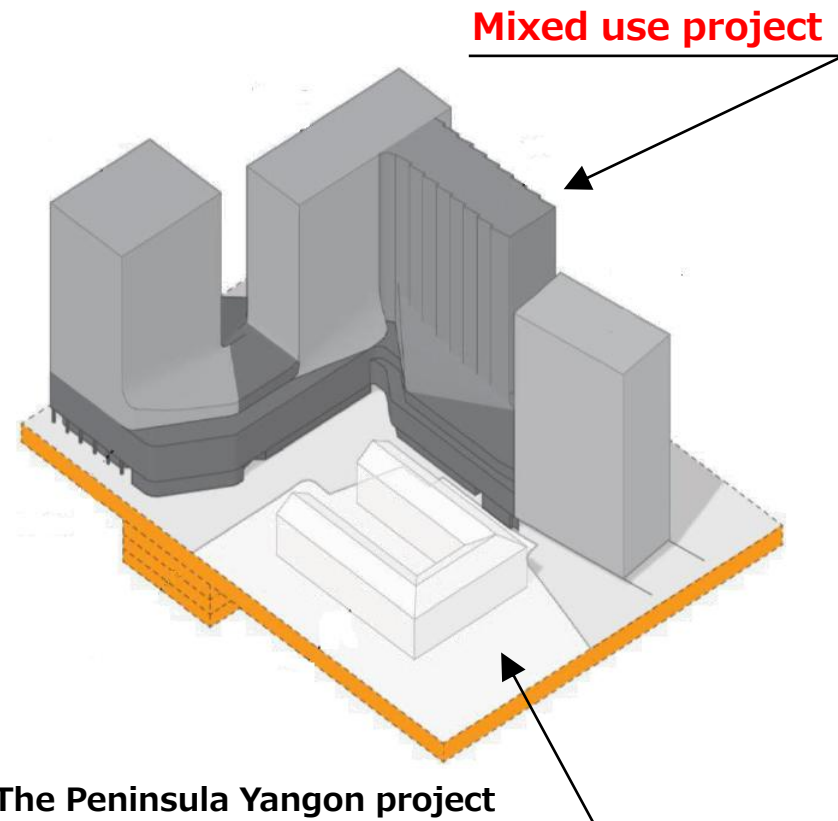
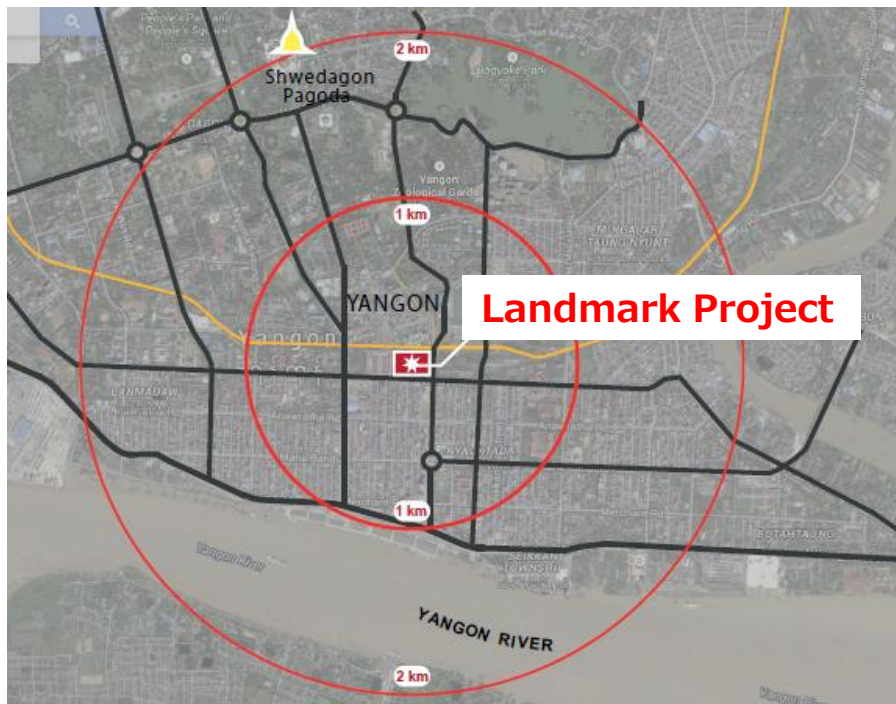


4. LANDMARK PROJECT



Overview

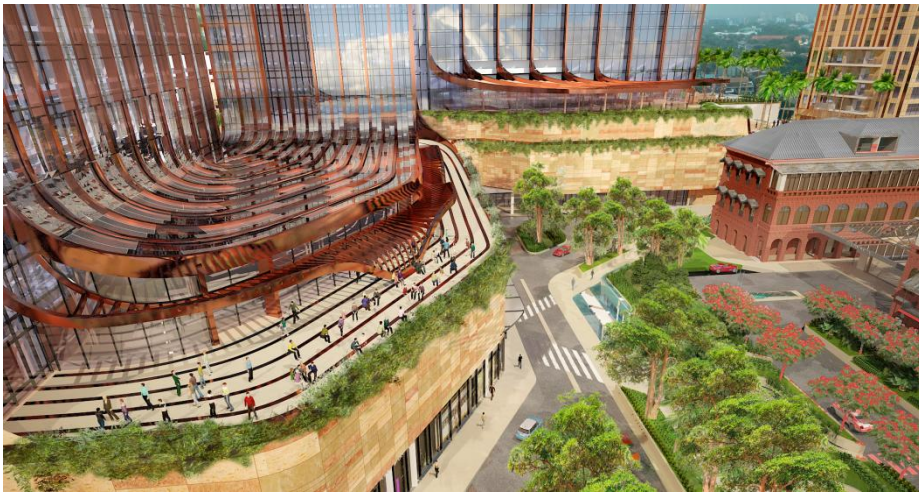
- Large-scaled mixed-use development project
- Transforming 4 hectares of prestigious sight into the heart of Yangon's CBD
- Renovation project of the former Myanmar Railway Headquarters to The Peninsula Yangon will take place on the site next to the Landmark Project as a separate project



Current Site Condition

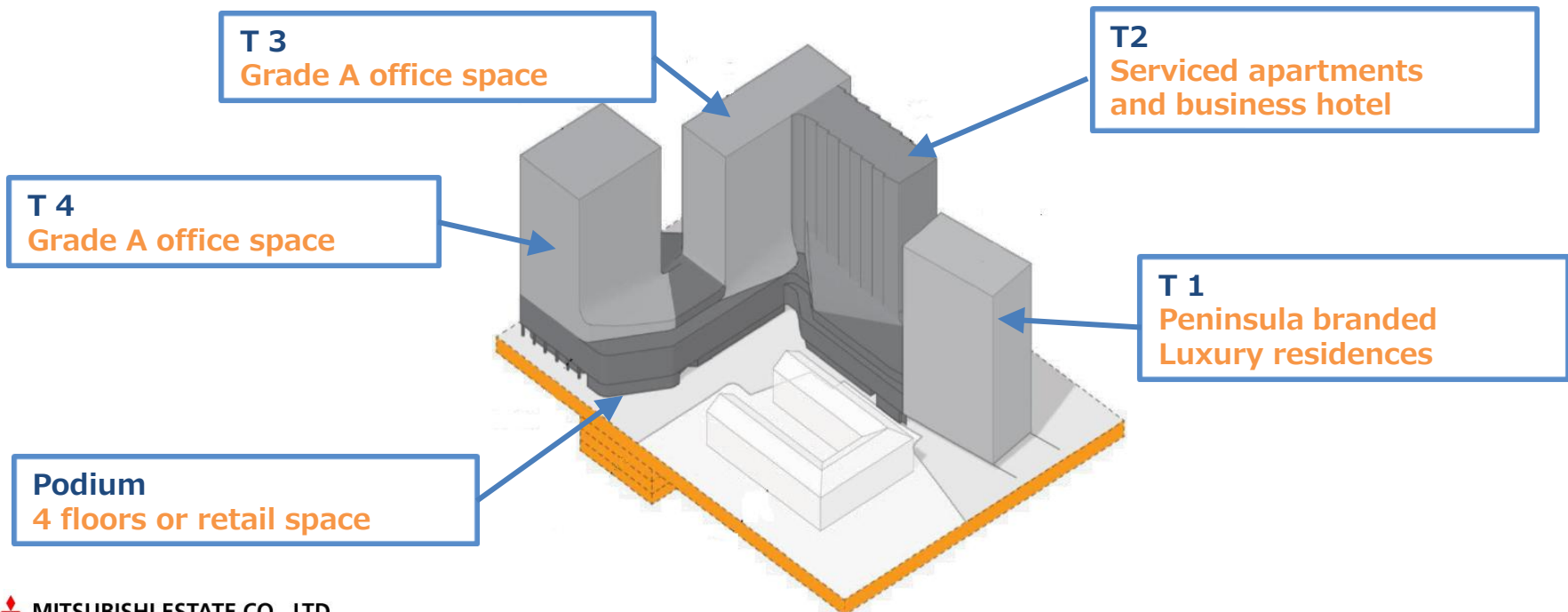


The Image of The Landmark Project



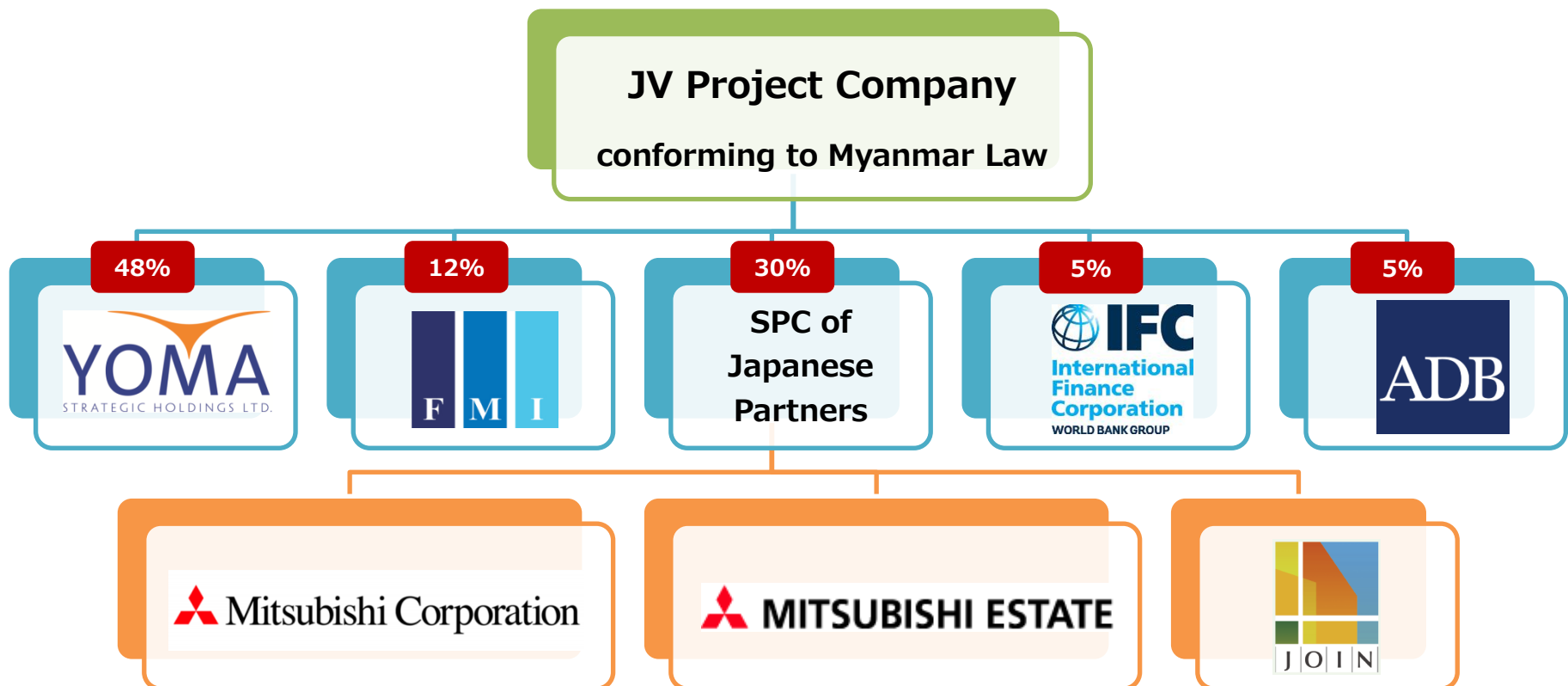
Outline and Schedule

- 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 Myanmar 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.



MITSUBISHI ESTATE

A Love for People

A Love for the City

- Forever Taking on New Challenges - The Mitsubishi Estate Group

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