

Logistics

Market Environment

Risks

- Intensification of competition for land acquisition due to entry of new players
- Overheating of leasing competition due to high-volume supply of new properties

Opportunities

- Expansion of logistics facilities demand due to EC market growth and reworking of supply chains by cargo owners
- Further acceleration of ICT utilization against a backdrop of labor shortages

Competitive Advantages

- Track record of advanced logistics facility development extending to **47 properties** in Japan and overseas
- Close tenant relationships that enable provision of CRE solutions and direct sales to cargo owners
- (Office tenants: **approx. 3,000 companies**; Retail tenants: **approx. 2,400 companies**; etc.)
- Diverse collaboration and business methods including joint ventures with originators
- MFLP quality which realizes industry top class customer satisfaction
- Ability to propose logistics solutions that leverage ICT and other technology

Business Strategy

- Achievement of business planning, leasing, etc. through provision of logistics consulting*1 and other solutions to customers
- Promotion of differentiation from competitors by enhancing storage and operational efficiency of facilities through mechanization and digitalization
- Creation of new value utilizing our logistics facilities development know-how*2

*1 Mitsui Fudosan established MF Logisolutions Co., Ltd. in August 2018.
*2 Accommodation of diverse customer needs including data centers and urban delivery bases

An Excellent Portfolio

Cumulative Totals Including Properties Previously Developed by the Company (as of September 30, 2021)

Total facilities under development or operation in Japan and overseas

47
Of these, properties owned and operated by the Company: **15** properties

Major development areas

Tokyo metropolitan area **32** properties

Total floor space

Approx. 4.0 million m²
Of this, floor space owned and operated by the Company: approx. **1.5** million m²

Cumulative total investment

Over ¥610.0 billion

Customer Satisfaction Survey Covering the Main 3PL

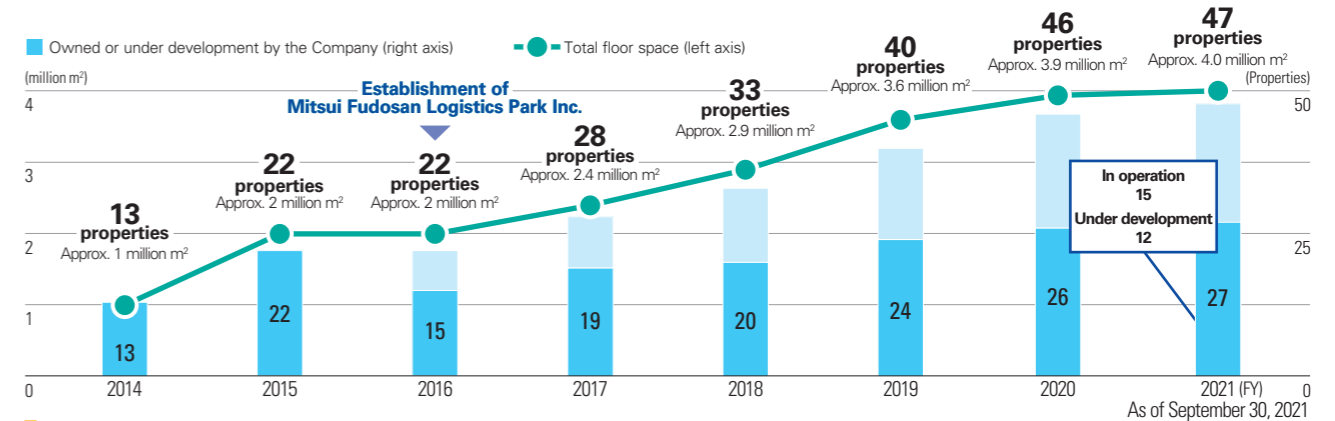
Brand power

No.1 LOGI-BIZ

*Based on latest data from by Logi-Biz, a monthly industry magazine

Stable Business Expansion

Number of Facilities Under Development/Operation and Total Floor Space at the End of Fiscal Years



Future Development Pipeline

Projects **12 properties** Includes **9 properties in Tokyo metropolitan area, 1 property overseas**

(Based on information disclosed by the Company as of November 5, 2021.)
See our investor presentations for details. <https://www.mitsui-fudosan.co.jp/english/corporate/ir/presentation/pdf/investorpresentation2111e.pdf>

TOPICS

MFLP Funabashi, a Neighborhood Creation-Oriented Logistics Facility That Achieves Harmony with the Community and the Environment

We have positioned a multi-use base development centered on a logistics facility, coexisting harmoniously with the local community and aiming to enliven the surrounding area, as "neighborhood creation-type logistics facilities," with a total floor space of approximately 700,000 m² developed so far.



MFLP Funabashi III, &GATE



&PARK: A green space of approx. 20,000 m²

Within these sites, we have developed nursery care facilities available for use by local residents, MITSUI FUDOSAN ICE PARK FUNABASHI (a skating rink), &PARK (a park), and more. We create prosperity for the neighborhoods overall through actions such as collaborative events with nearby Mitsui Shopping Park LaLaport TOKYO-BAY.

Facilities Inside MFLP Funabashi



Nursery care facility

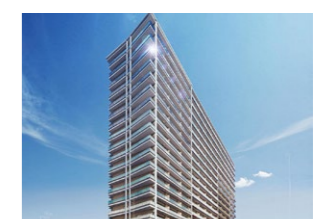


MITSUI FUDOSAN ICE PARK FUNABASHI

Facilities Connected to Our Group near MFLP Funabashi



LaLaport TOKYO-BAY



Park Homes LaLa Minami-Funabashi Station Premier