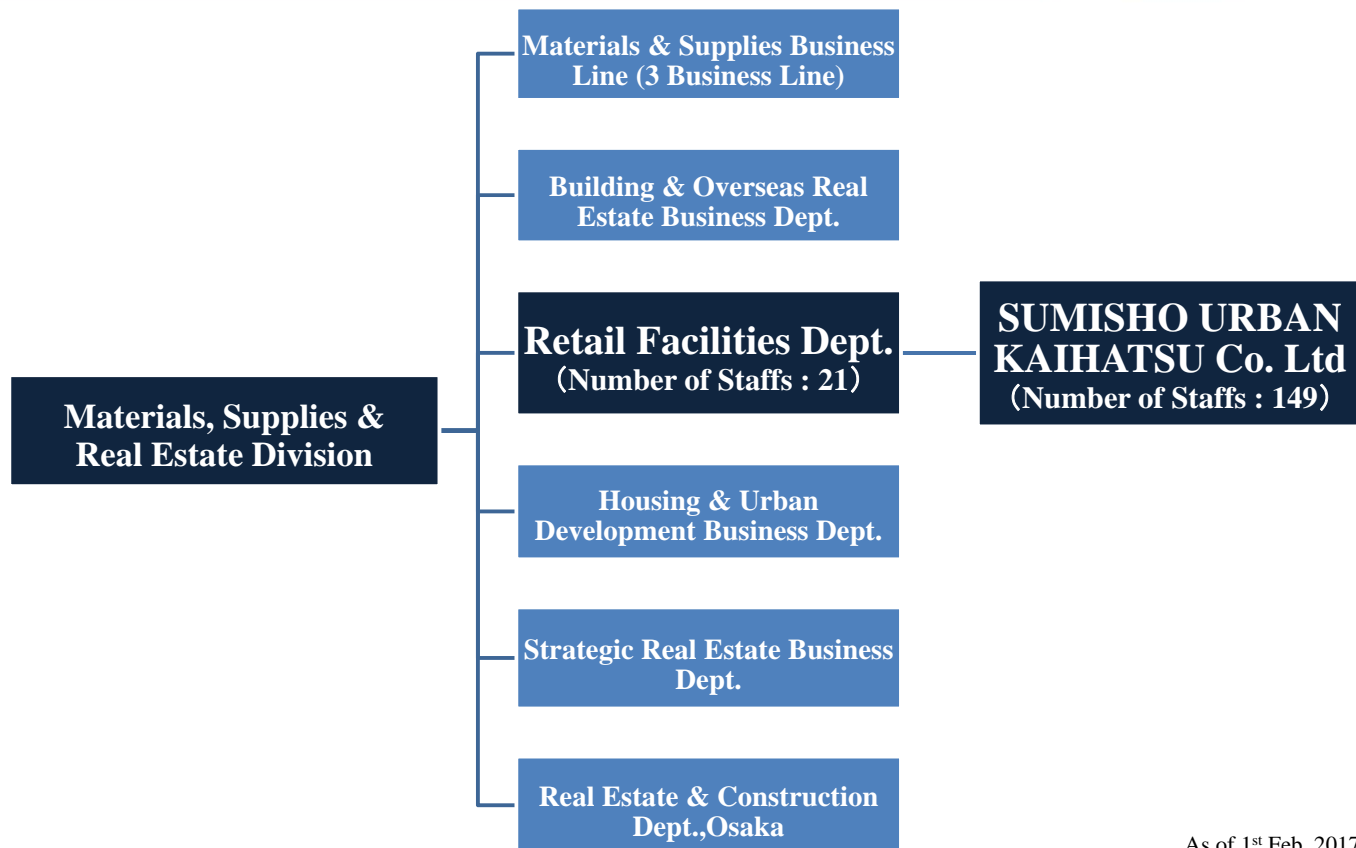




# Introduction of Retail Facilities Dept.

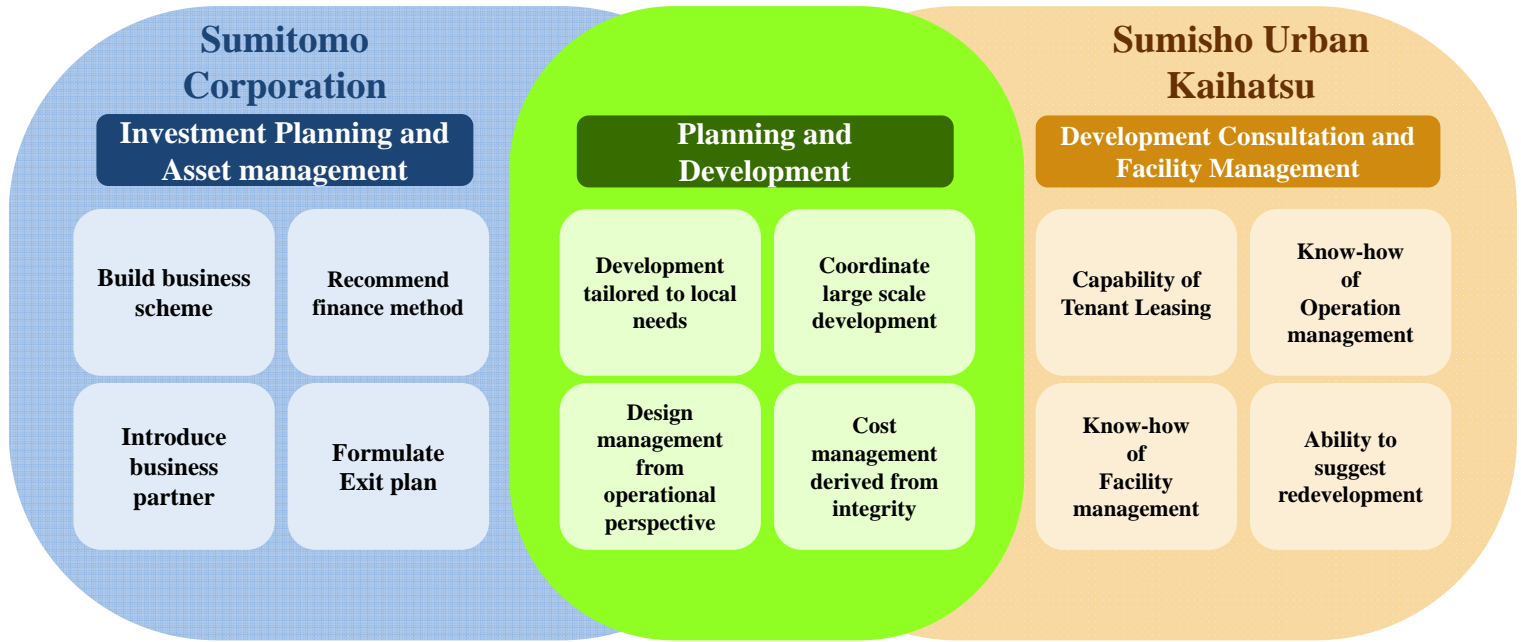
March 21st, 2017

## 1. Organization Chart



As of 1st Feb. 2017

**Series of value chain from Site acquisition to Planning, development, management and operation**



3. Owned/managed facilities



■ Properties owned by SC

	Numbers of facilities	Gross floor
<b>Total</b>	<b>15 facilities</b>	<b>500,612 m2</b>

※As of Mar 2017













※Including sublease business

■ Properties outsourced to Sumisho Urban Kaihatsu

	Numbers of facilities	Gross floor
<b>Total</b>	<b>13 facilities</b>	<b>356,839 m2</b>

※As of Mar 2017

**1. 3 focused business fields**

Regional Shopping Center	Urban area	Railway stations in suburb
<p>Large scale retail facilities in suburban area. Total floor for store : over 30,000m<sup>2</sup>)</p>	<p>In urban commercial areas, domestic and overseas brands and fashion tenants are the core for retail facility.</p>	<p>Retail facility in front of the station where demand for daily products are high and stable sales are expected</p>
<div style="text-align: center;">  <p>Terrace Mall 湘南</p>  <p>MOMO Terrace</p> </div>	<div style="text-align: center;">  <p>Harumi Triton</p>  <p>Higashi Ikebukuro Project</p>  <p>Hakata Daimyo Project①</p>  <p>GINZA SIX</p> </div>	<div style="text-align: center;">  <p>PLARE Matsudo</p>  <p>mewe Hashimoto</p>  <p>MIKAGE CLASSE</p>  <p>Izumi Chuo SC</p>  <p>SELVA</p>  <p>SELVA Terrace</p> </div>

**2. Expand the revenue base in 3 focused business fields**

- 1) Enhance the profitability of existing business  
Maximize the profit of project in progress
  - Improve the profitability of existing business with appropriate renewal
  - Steady development in project in progress
- 2) Enhance the profitability by invest in new projects
  - Invest in a new project in 3 focused fields
  - Build another new “Terrace” series in Regional Shopping Center
- 3) Continuous value realization
  - Continue the asset replacement on the project which value has been maximized
  - Cumulate the investments in the development of sale type project

### 3. Strategic move for the future

#### 1) Investment in overseas project

- Established Property Management company in China with local partner.

#### ■ Shanghai Chamberlee Tomosho Property Management Co., Ltd.

Nature of business : Retail facility management

Partner : Shanghai Chamberlee Property Management Co., Ltd.

Established : November 2015

Policy :

Provide know-how of development/operation of high-quality retail facilities, which has been cultivated in Japan.

Cumulate the local know-how to meet the growing need of retail facilities in China.

## 4. Strength

### 1. Sumisho Urban Kaihatsu

- Cultivated know-how in operation/management
- Extensive network over 1,000 tenants.

### 2. Development tailored to local needs

- Flexibility in facility plan/management and operation to meet the local needs.

### 3. Flagship properties (Terrace Mall Shonan, GINZA SIX)

- Know-how in development/management/operation of major retail facilities in Japan.

### 4. Integrated Strength to develop multipurpose-complex

- Integrated strength, derived by having Building/Residence/Retail facilities Business lines, enables us to develop in multipurpose-complex facilities. Especially, Retail facilities Business line functions as key to the project.

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## 4. Strength

### 2. Development tailored to local needs [Development around Sendai Izumi-Chuo Station]

Since 1992, Izumi Central Station area was developed in stages.  
 The area was developed integrally including the pedestrian deck and the square in front of the station. In a joint project with multiple landowners, we responded flexibly to the needs of the area.  
 This experience led us to accumulate the know-how of "regional maid".

- |  |  |
|--|--|
| <p>(1) <u>Ario Sendaiizumi</u><br/>                 Building: B1F to 5F<br/>                 Gross floor: 58,761 m<sup>2</sup><br/>                 Numbers of tenants: 51</p> | <p>(2) <u>SELVA</u><br/>                 Building: B1F to 5F<br/>                 Gross floor: 30,607 m<sup>2</sup><br/>                 Numbers of tenants: 110</p>   |
| <p>(3) <u>SELVA Terrace</u><br/>                 Building: B1F to 5F<br/>                 Gross floor: 13,106 m<sup>2</sup><br/>                 Numbers of tenants: 30</p>    | <p>(4) <u>SS Building</u><br/>                 Building: S structure B2F to 5F<br/>                 Gross floor: 12,630 m<sup>2</sup><br/>                 Numbers of tenants: Car parking<br/>                 Power substation</p> |



- (5) Square in front of the station  
 Improve access, convenience, and visibility of movement around the facilities in front of station, and make the plaza to be live.



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3. Flagship project **【Terrace Mall Shonan】**

- ✓ Redevelopment Project at the Kanto Special Steel Factory Site
- ✓ **“Gold Award” at 6th SC Awards in Japan**  
(for 3,067 facilities)

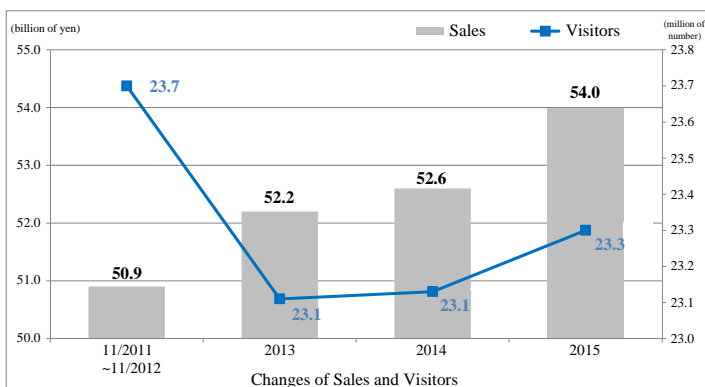
(1) General Information

Location: 1-2-1 Tsujido, Fujisawa city, Kanagawa  
 Site Area: 59,147.40 m<sup>2</sup>  
 Opening: November 2011

(2) Building

Structure/Scale: 1F to 4F(Partially 5F)  
 Gross Floor: 164,175.79 m<sup>2</sup>  
 Numbers of tenants: Approx. 280

【Location】



### 3. Flagship project **GINZA SIX**

- ✓ Redevelopment project around the area including former Daimaru Matsuzakaya Ginza store

#### (1) General Information

Location : 6-10, Ginza, Chuo-ku, Tokyo,  
 Site Area : 9,077m<sup>2</sup> (2,746 tsubo)  
 Partner : J.Front Retailing, Mori Building,  
 Real Estate  
 Completion : November 2017  
 Open : April 2017 (Plan)

#### (2) Building

Structure/Scale : SRC Structure / B6F to 13F  
 Gross floor : 147,568m<sup>2</sup> (44,639.32 tsubo)

#### (3) Tenants

Floor area for Retail facilities : Approx. 47,000m<sup>2</sup>  
 Numbers of tenants : 241

【Location】



【Image】



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