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# ASSESSMENT

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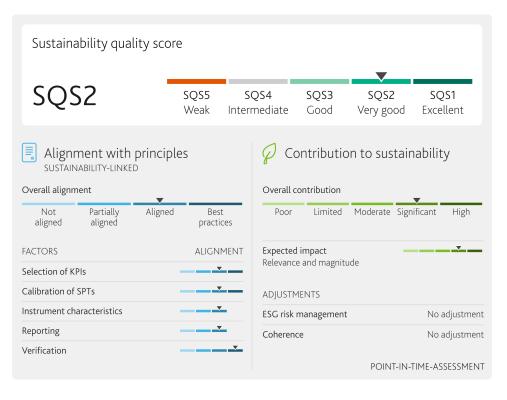
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# Mitsui Fudosan Co., Ltd.

Second Party Opinion – Sustainability-linked Finance Framework Assigned SQS2 Sustainability Quality Score

#### **Summary**

We have assigned an SQS2 sustainability quality score (very good) to Mitsui Fudosan Co., Ltd.'s sustainability-linked finance framework dated April 2024. The company has established its framework to issue sustainability-linked instruments to finance general corporate purposes and selected three sustainability related KPIs. The framework is aligned with the five core components of the International Capital Market Association's (ICMA) Sustainability-Linked Bond Principles (SLBP) 2023, and the Loan Market Association, the Asia Pacific Loan Market Association and the Loan Syndications & Trading Association's (LMA/APLMA/LSTA) Sustainability-Linked Loan Principles (SLLP) 2023. The framework demonstrates a significant contribution to sustainability. In addition, the framework is aligned with the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan Guidelines 2022.



#### Scope

We have provided a Second Party Opinion (SPO) on the sustainability credentials of Mitsui Fudosan's sustainability-linked finance framework, including the framework's alignment with the ICMA's SLBP 2023 and LMA/APLMA/LSTA's SLLP 2023. The company has selected three sustainability KPIs for the potential issuance of sustainability-linked bonds and loans — in the areas of scope 1 and 2 emission reduction (KPI 1-1); scope 1, 2 and 3 emission reduction (KPI 1-2); and the percentage of green building certification obtained (KPI 2), as outlined in Appendix 2 of this report. We have also provided a supplementary opinion on the framework's alignment with the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan Guidelines 2022. We performed a full review in the context of the guidelines, covering all four components. The assessment is solely based on information provided or confirmed by the issuer. Our supplementary opinion does not constitute a verification, certification or audit, is distinct from the Alignment with Principles Score and has no influence on the expressed Sustainability Quality Score.

Our assessment is based on the last updated version of the framework received on 15 April 2024, and our opinion reflects our point-intime assessment<sup>1</sup> of the details contained in this version of the framework, as well as other public and non-public information provided by the company.

We produced this SPO based on our Framework to Provide Second Party Opinions on Sustainable Debt, published in October 2022.

#### **Issuer profile**

Headquartered in Tokyo, <u>Mitsui Fudosan Co., Ltd.</u> (Mitsui Fudosan) is the largest integrated real estate company in Japan. The company's total consolidated assets amounted to around ¥9.4 trillion and revenue from operations was around ¥2.3 trillion for fiscal year ended March 2024. The company has diverse operations across the real estate business, where around 34% of its revenue is from leasing, 26% from property sales, 20% from asset management, 8% from facility operations and 12% from other segments. The company has its operations in Japan and overseas, including APAC, North America and Europe.

The key sustainability issues, as identified by Mitsui Fudosan, include the improvement of the environmental performance of its new and existing properties, reduction of  $CO_2$  emissions during the construction phase, and water and waste management. The company has established a groupwide comprehensive sustainability strategy to address key issues and achieve net zero by 2050.

# Strengths

- » KPI 1-1 and KPI 1-2 are aligned with the 1.5 degree pathway, adopting the most stringent sector standard.
- » All three sustainability performance targets (SPTs) demonstrate a significant improvement over the historical trend.

# Challenges

» KPI 2 does not include the list and the level of green building certification associated with the SPT, suggesting that the expected sustainable performance of the buildings may be low.

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Best practices

### Alignment with principles

Not aligned

Mitsui Fudosan's sustainability-linked finance framework is aligned with five core components of the ICMA's SLBP 2023 and the LMA/ APLMA/LSTA's SLLP 2023. Additionally, the framework is aligned with the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan Guidelines 2022:

O Green Bond Principles (GBP)	<ul> <li>Social Bond Principles (SBP)</li> </ul>	O Green Loan Principles (GLP)
O Social Loan Principles (SLP)	${rac{{\mathscr O}}{{}}}$ Sustainability-Linked Bond Principles (SLBP)	$ec{ { { \mathscr O } } }$ Sustainability Linked Loan Principles (SLLP)
Selection of key performance indicators		
	<b>—</b>	

Aligned

#### **Definition – ALIGNED**

Mitsui Fudosan has clearly defined the characteristics of the KPIs, including the units of measurement, rationale, calculation methodologies and scope. The details are publicly disclosed in the framework. The company has selected KPIs around scope 1 and 2 (KPI 1-1), scope 1, 2 and 3 (KPI 1-2), and the percentage of green building certifications obtained (KPI 2).

Partially aligned

#### Measurability, verifiability and benchmark – ALIGNED

The KPIs selected are measurable and externally verifiable. While the calculation methodologies can change, the company commits to informing investors in case of any further changes. The historical data of the embodied carbon emissions relies on the emission factor by the Ministry of Environment in Japan, whereas the company communicated that it will use the actual data to measure the performance of KPI 1-2. In case of a change in calculation methodology, the external verifier will assess the consistency with the initial level of ambition. The definition of KPIs relies on external references, allowing the KPIs to be benchmarked. While the historical data for KPIs is disclosed, the historical data is not available for KPI 2.

#### Relevance and materiality – ALIGNED

The selected KPIs are relevant, core and important to the company's business strategy. The selected KPIs are in line with the corporate sustainability strategy on GHG emission reduction and associated action plans, which include energy performance improvement of new and existing buildings.

The company intends to cover 100% of its GHG emissions for KPI 1-2, whereas KPI 1-1 only covers scope 1 and 2 emissions, which account for a minor portion of the company's emission profile. KPI 2 covers the majority of buildings that the company owns, including newly built offices, commercial buildings, logistics facilities, hotels, and resorts. The relevance and materiality of the KPIs are analyzed in detail in the Contribution to Sustainability section.

# Best practices identified - selection of key performance indicators There is continuity or traceability, with independent verifiers, in case of a change in the methodology used to measure KPIs The KPI(s) definition(s) explicitly rely on external references, allowing them to be benchmarked

» The KPI related data is externally verifiable

#### Calibration of sustainability performance targets

Not aligned	Partially aligned	Aligned	Best practices

#### Consistency and ambition – ALIGNED

The company's SPTs are consistent with the company's sustainability strategy and are considered overall ambitious. The level of ambition is analyzed in detail in the Contribution to Sustainability section.

The means for achieving the SPTs will be disclosed in the framework and are considered credible.

#### Disclosure – ALIGNED

The timeline and baseline year are disclosed in the framework, which will be made publicly available. Information regarding the trigger event date, adjustment mechanisms and extent of potential pricing adjustments will be included in the bond or loan transaction documentation.

However, the company does not disclose intermediary targets for KPIs 1-1 and 1-2 to allow sufficient visibility of the KPI performance.

#### Best practices identified - calibration of sustainability performance targets

- » The means for achieving the SPT(s) are credible
- » The selected baselines are relevant and reliable

#### Instrument characteristics

Not aligned	Partially aligned	Aligned

#### Variation of structural characteristics – ALIGNED

The financial instruments will be subject to either coupon or margin adjustment, donation or purchase of carbon credits depending on the achievement of the defined trigger events. The exact financial implications will be communicated to the investors through legal documentation.

#### Reporting

Not aligned Partially aligned Aligned

## Transparency of reporting – ALIGNED

The company commits to reporting annually and in the event of any significant changes until the last trigger event date. The intended scope and granularity of the reporting are clear and cover key elements for the investors to monitor the performance of the SPTs and the related impact.

#### Verification

			$\checkmark$
Not aligned	Partially aligned	Aligned	Best practices

#### Verification process – BEST PRACTICES

The company commits to conducting an external verification by a third party on the performance of each KPI against each SPT until the maturity of the bond or full payment of the loan. The verification will also be conducted in case of any relevant events leading to a potential change in the financial characteristics. The verification report will be publicly available on the company's website.

#### Best practices identified - verification

» Verification will be conducted until maturity of the bond or loan

# **Contribution to sustainability**

The framework demonstrates a significant overall contribution to sustainability.



#### **Expected impact**

The expected impact of all KPIs and SPTs on the sustainability objectives is significant. The company has communicated to us that KPI 1-1 will not be used for future financing and either KPI 1-2 or KPI 2 will be used. Thus, 0%, 50% and 50% weights were assigned to KPIs 1-1, 1-2 and 2, respectively. A detailed assessment is provided below.

#### KPI 1-1: Scope 1 and 2 emission reduction



The relevance of this KPI is limited, mainly because of its low coverage. The KPI includes scope 1 and 2 emissions, which account for only a minor portion (around 10%) of the company's total GHG emissions. However, the KPI remains somewhat relevant for Mitsui Fudosan that commits to reaching net zero by 2050.

The magnitude is high because the SPT is in line with the most stringent sector standard. Our analysis incorporates a comparison against the sector standards, business as usual and peers. The company intends to reduce emissions by 46.2% by 2030 from the 2019 baseline, a target validated by SBTi as 1.5 degree aligned, a highly ambitious target. In addition, the SPT is equivalent to a 5.5% cumulative annual emission reduction, a significant improvement compared with the 7.4% cumulative average annual increase in the last three years. In terms of peer comparison, although there are some sector peers with more ambitious targets, the SPT is broadly in line with the top performers in the sector.

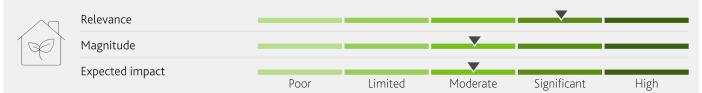
#### KPI 1-2: Scope 1, 2 and 3 emission reduction



The relevance of this KPI is high because the reduction of GHG emissions is a highly important sustainability issue to the company and the sector, and because of its comprehensive coverage. The KPI encompasses scope 1, 2 and 3 emissions from the Mitsui Fudosan Group, thereby accounting for the company's entire GHG emissions. The KPI is particularly pertinent because of the fact that the construction and operation of buildings contribute to around 39% of global GHG emissions<sup>2</sup>

The magnitude is high because the SPT is in line with the most stringent standard, similar to KPI 1-1. The company intends to reduce emissions by 40% by 2030 from the 2019 baseline, a target validated by SBTi as 1.5 degree aligned, a highly ambitious target. Furthermore, the SPT is equivalent to a 4.5% cumulative annual emission reduction, a significant improvement compared with the 7.9% cumulative average annual increase in the last three years. In terms of peer comparison, although some competitors may have set larger reduction targets, Mitsui Fudosan's SPT is ambitious considering the company's diversified business model with a focus on large-scale buildings.

#### KPI 2: Percentage of newly built buildings with green building certification



The relevance of this KPI is significant because obtaining green building certification is likely to ensure a certain level of sustainability performance of the buildings. The KPI covers newly built office buildings, retail facilities, and hotels and resorts, which by asset class represent most of the company's total assets (around 70%). Although the KPI does not extend to the refurbishment of existing buildings, it is not deemed significant because it is not core to the company's business model. The refurbishment or renovation of old buildings, especially those built before 1981 when the standards were renewed, is not commonly undertaken in Japan due to concerns around earthquake resistance.

The magnitude is moderate because the framework does not specify the exact list and level of certifications to be achieved. The company's sustainability strategy aims for all new constructions to achieve Zero Emission Buildings or Zero Emission House equivalent energy performance. However, the absence of a formal commitment in terms of the certification level means that there is room for the company to obtain lower level certifications, which may have lower sustainability performance.

Nevertheless, the SPT represents a significant improvement from the past trend, with the SPT aiming for a 100% certification rate going forward. The SPT is also broadly in line with the International Energy Agency's (IEA) Net Zero Emissions by 2050 Scenario (NZE Scenario), which states that all new buildings from 2030 onward need to be zero-carbon ready<sup>3</sup>. In terms of peer comparison, the SPT is broadly in line with the top performers in the sector, which also target all newly constructed buildings certified.

#### **ESG risk management**

We have not applied a negative adjustment for ESG risk management to the expected impact score. Because of the nature of the instrument, the proceeds cannot be earmarked.

#### Coherence

We have not applied a negative adjustment for coherence to the expected impact score because the KPIs and SPT set under this framework appear aligned with Mitsui Fudosan's sustainability strategy.

# Appendix 1 - MappingKPIs to the United Nations' Sustainable Development Goals

Mitsui Fudosan's framework is likely to contribute to three of the UN's SDGs, namely:

UN SDG 17 Goals	Eligible Category	SDG Targets
GOAL 9: Industry, Innovation and Infrastructure	KPI2: % of green building certifications obtained	9.4: Upgrade infrastructure and retrofit industries to make them sustainable, with all countries taking action
GOAL 11: Sustainable Cities and Communities	KPI 2: % of green building certifications obtained	11.6: Reduce the adverse per capita environmental impact of cities, with special attention to air quality and waste management
GOAL 13: Climate Action	KPI 1-1: Scope 1 and 2 emissions reduction	13.1: Strengthen resilience and adaptive capacity to climate-related hazards and natural disasters in all countries
	KPI 1-2: Scope 1, 2, and 3 emissions reduction	
	KPI2: % of green building certifications obtained	

The mapping of the UN's SDGs in this SPO considers KPIs and associated sustainability objectives/benefits documented in the company's financing framework, and resources and guidelines from public institutions, such as the ICMA's SDG mapping guidance and the UN's SDG targets and indicators.

# Appendix 2 - Summary of key performance indicators in Mitsui Fudosan's framework

KPI	SPT	Unit of measurement	Sustainabiltiy Objectives
KPI 1-1: Percentage of Scope 1 and 2 emissions reduction	Reduce Scope 1 and 2 emissions by 46.2% by FY2030 compared to FY 2019	t-CO2e	Climate change mitigation
KPI 1-2: Percentage of Scope 1, 2 and 3 emissions reduction	Reduce Scope 1, 2, and 3 emissions by 40% by FY 2030 compared to FY 2019	t-COe2	Climate change mitigation
KPI 2: Percentage of green building certifications obtained	100% of newly built buildings to be certified	number of buildings	Climate Change Mitigation
			Industry, innovation and infrastructure
			Sustainable cities and communities

# Appendix 3 - Alignment with the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan Guidelines 2022 Aligned

We have provided a supplementary opinion on the framework's alignment with the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan 2022, as defined in the Scope section. This appendix covers requirements in the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan 2022 that extend beyond the requirements in the SLBP and SLLP. Commensurate requirements that exist in both have been assessed in the Alignment with Principles section. As detailed in this Appendix, we consider the framework to be aligned with the the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 and Sustainability-Linked Loan 2022.

#### **Reporting : Aligned**

» In line with the requirements, the issuer will publicly disclose information on SPTs when stating that they use Sustainability-Linked Loans. The company has included this information in the framework.

There is no material difference between SLBP and Japan Sustainability-Linked Bond Guidelines, as defined in the Scope section. We believe the requirements in the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022 are commensurate to those in SLBP, which have been assessed in the Alignment with Principles section. As such, we consider the framework to be aligned with the Japan Ministry of Environment's Sustainability-Linked Bond Guidelines 2022.

# Endnotes

- 1 The point-in-time assessment is applicable only on the date of assignment or update.
- 2 World Green Building Council, September 2019
- 3 IEA, October 2023

Moody's assigns SPOs in alignment with the main tenets of the ICMA Guidelines for Green, Social, Sustainability and Sustainability-Linked Bonds External Reviews and the LSTA/ LMA/APLMA Guidance for Green, Social and Sustainability-Linked Loans External Reviews, as applicable; Moody's practices may however diverge in some respects from the practices recommended in those documents. Moody's approach to assigning SPOs is described in its Assessment Framework, and is subject to the ethical and professional principles set forth in the Moody's Investors Service Code of Professional Conduct.

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