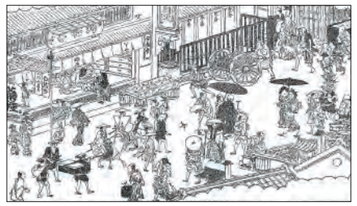
Special Feature

Expand the Rental Lab and Office Buildings Businesses

Why Is Mitsui Fudosan Promoting Life Sciences Businesses?

In the Nihonbashi Area

- During the Edo period, Tokugawa Ieyasu concentrated drug wholesalers in Nihonbashi, which was then the center of drug trading throughout Japan.
- Many pharmaceutical companies are still based there today
- Base for promoting "old yet new" bio-innovation



Edo Meisho Zu-e (Illustrated Book of Famous Places in Edo) Vol. 7 (National Diet Library)
Compiled from https://dl.ndl.go.jp/pid/2563380/1/39

In the United States

- Leading the world in the life science field
- The Rental Lab and Office Buildings businesses form a mature market as infrastructure supporting the life science field
- Life science clusters in Boston, San Francisco, and San Diego, which are close to the Company's U.S. business promotion areas

Launching initiatives in life science both domestically and overseas

Why Is Mitsui Fudosan Able to Promote Its Rental Lab and Office Buildings Businesses?

Features of Rental Labs and Office Buildings

- Stable asset class with high utilization rates as worker attendance rates are high
- In contrast, dedicated equipment is required, with initial investments high and tenants limited compared to regular offices

While an attractive asset class, relationships with life science companies are essential to advance business

Status of Life Science Companies

- Start-ups: Low financial resources and unable to own research facilities
  Necessary scale changes as they grow
- Large companies: Research facilities in locations with good transportation access needed to increase competitiveness in recruiting
  Need for collaboration with start-ups, academia, and other industries

Rising demand for rental laboratories

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Mitsui Fudosan Group's Characteristics/Initiatives

- Based in Nihonbashi, Tokyo, where Japan's life science industry is concentrated
- Established LINK-J, a life science community organization, to support innovation in the life science industry as a platform provider

Mitsui Fudosan Group maintains strong relationships with many life science companies

The increasing demand for rental labs and office buildings among life science companies and the Mitsui Fudosan Group's relationships with them have enabled the promotion of the Rental Lab and Office Buildings businesses.

Further Accelerating Creation of Demand for and Proliferation of Rental Labs and Office Buildings

Building Communities

LINK-J
Life Science Innovation Network Japan

An interaction platform for life sciences established in 2016 in partnership with academia and industry

Number of members	137 (2017)	810 (Feb. 2024)
Number of events per year	380 (2017)	1,142 (2023 results)

Providing capital

LP investments in life science–related funds

Providing support according to each stage; putting more advanced technological seeds into practical use.
Further accelerating the creation of new industries

MITSUI FUDOSAN — LP investments → VC; Collaboration

Expansion of the life science community, increase in contact points

Accelerating the development of places, absorbing demand

Expansion of Rental Labs and Office Buildings

Positioning rental labs and office buildings as the seeds for its next growth, the Group is greatly expanding further both domestically and overseas.

Japan | 9 properties

U.S. | 4 properties* * Including planned property development

We aim to help resolve R&D environment-related issues in the life science field, a global growth field, both in Japan and overseas while capturing new demand and creating new markets.