

May 29, 2019

For immediate release

Mitsui Fudosan Residential Co., Ltd.
Mitsui Fudosan Residential Wellness Co., Ltd.

New product for a new life stage in an age of more centenarians

Mitsui Fudosan Holds Press Briefing and Private Viewing
for PARK WELLSTATE Hamadayama

Mitsui Fudosan Co., Ltd., a leading global real estate company headquartered in Tokyo, announced today that Mitsui Fudosan Residential Co., Ltd. (Chuo-ku Tokyo, President: Kiyotaka Fujibayashi) held a press briefing and private viewing today at PARK WELLSTATE Hamadayama. With society heading towards an age in which more people are likely to live to 100, this serviced senior residence is a new housing and lifestyle product for a new life stage. Mitsui Fudosan Residential will soon commence sales of units.

The briefing touched upon the fact that in this day and age where more people are likely to live to 100 years, average life expectancies are rising and more seniors are looking to stay active in this new stage of their lives. Mitsui Fudosan Residential provided an overview of its senior residence business and the PARK WELLSTATE Hamadayama facility.

After the briefing, a private viewing of the facility and a food sampling event was held. During the viewing, information was provided about the rooms and communal facilities, which were designed with reference to customer feedback, as well as the high-quality hospitality services to be provided by general managers from the Imperial Hotel. During the food sampling event, some of the dishes planned to be served to tenants or at special events were sampled by those in attendance.



Press briefing

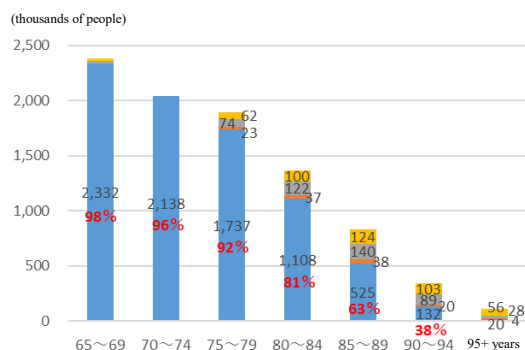


Food sampling

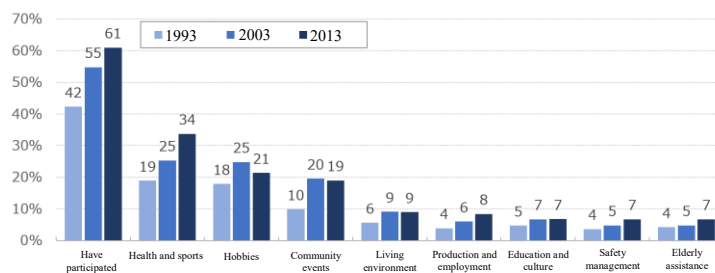
1. Toward an age of more centenarians

(1) Environment surrounding seniors and focus on new lifestyles

In this day and age more and more people are likely to live to 100 years and not only are average life expectancies rising, we are also seeing an increase in the number of independent and healthy senior citizens. For example, roughly 80% of people in their early 80s are not using the government's long-term care insurance system. One could say that we are seeing the emergence of a new life stage. Meanwhile, lifestyles are diversifying considerably and seniors are also becoming more health- and community-oriented (see figures below).



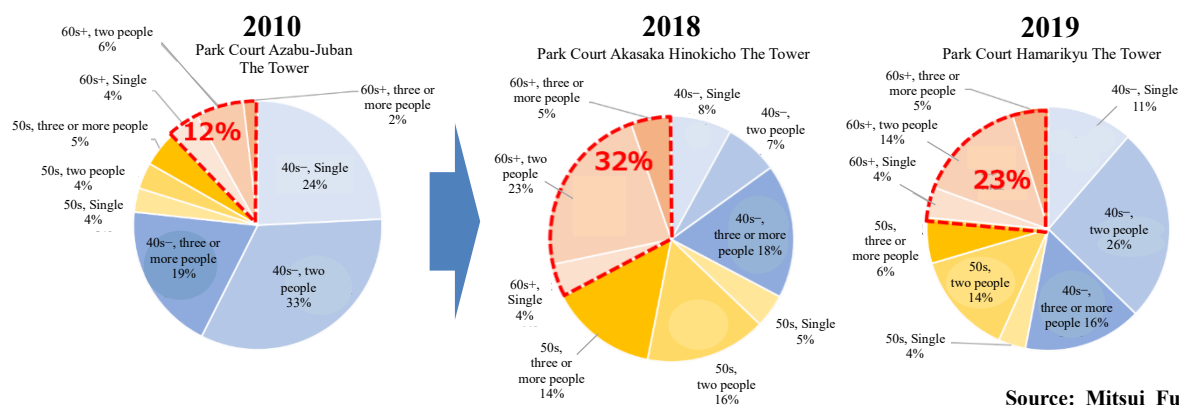
Source: Mitsubishi Research Institute, from monthly statistics report on long-term care benefit expenditures (Sep 2018) and population statistics (as of Oct 1, 2018)



Source: Cabinet Office awareness survey on community participation of senior citizens (1993, 2003, 2013)

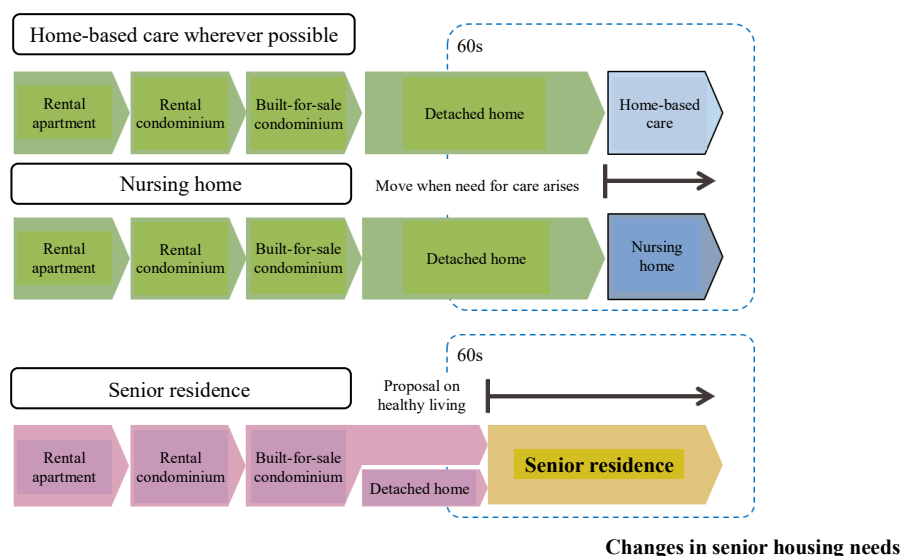
(2) Changes in senior housing needs

Housing needs among seniors have also changed in recent years and there is a tendency for the elderly to actively move house if they can find the right place that suits their needs. For example, a growing proportion of elderly people are purchasing condominiums located nearby inner-city train stations. Owing in part to the increase in independent seniors, senior residences are needed as one new option that are neither home-based care nor nursing homes (see figure below).



Source: Mitsui Fudosan

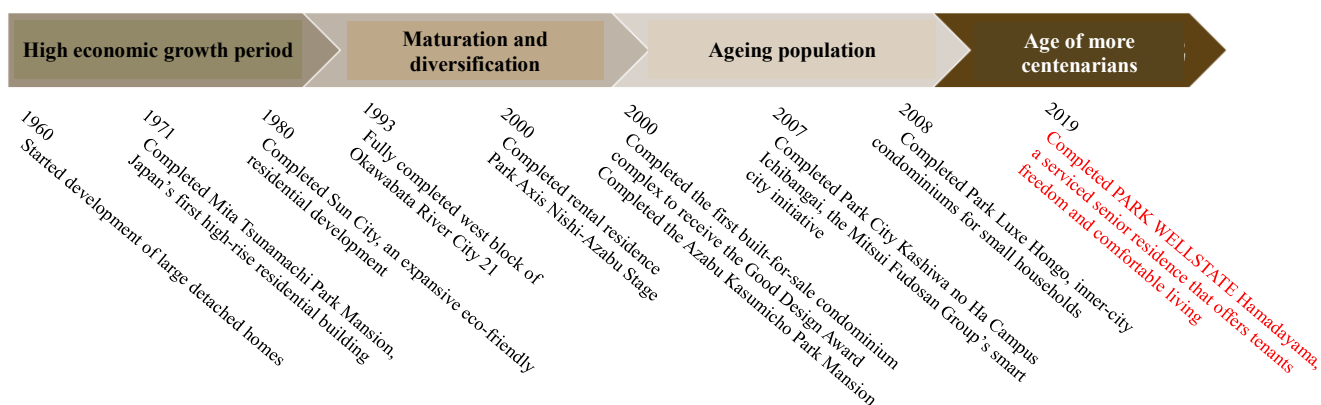
Neither home-based care nor a nursing home—a brand new option.



2. New housing and lifestyle proposal

(1) Housing and lifestyle proposal that meets the needs of the times

In line with our corporate statement of "Creating the Homes and Lifestyles of the Future," we have continued to provide products that accommodate the needs of the times. Buoyed by high economic growth in the mid-1950s, we started developing large detached homes. In the year 2000, we launched our Park Axis series of rental housing driven by heightened demand for inner-city living, and then in 2008 we unveiled our Park Luxe series of compact residences for small households. And now we are expanding our PARK WELLSTATE series as a new housing and lifestyle product for a new life stage as we enter an age in which more people are likely to live to 100.



(2) New lifestyle concept for the senior generation

In aiming to provide the senior generation with high-quality housing and comfortable living, we positioned our senior housing business as one of the pillars in our new growth strategy and in April 2017, we set up a senior residence business department to expand this business in earnest.

In addition to providing health services and peace of mind—the basic needs for seniors seeking a new lifestyle—we are rolling out our new PARK WELLSTATE brand based on the concept that each tenant can live their life freely and fully.

PARK WELLSTATE

PARK WELLSTATE brand logo

Vision of PARK WELLSTATE

To realize a new form of residence and lifestyle for people in a new life stage that allows them greater personal freedom and choice.

Value Provided by PARK WELLSTATE

A serviced senior residence that supports a free and full lifestyle for each individual

Features of PARK WELLSTATE

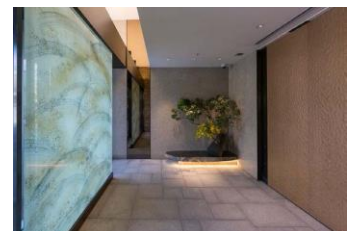
- I. A comfortable space backed by the excellent quality of Mitsui homes
- II. Extensive range of communal facilities that make everyday life special
- III. Hospitality and quality services that only Mitsui can provide
- IV. High-quality nursing care services and medical collaboration for times of need

3. Features of PARK WELLSTATE Hamadayama

I. A comfortable space backed by the excellent quality of Mitsui homes

(1) Exterior design, entrance

Designed on the concept of a mountain home in the city, the residence has an air of elegance that will make you forget about the hustle and bustle of the metropolis. The entrance where you greet family and friends is designed in a way that resembles the entrance to a tea ceremony room, evoking feelings of gracefulness.



Entrance

(2) Private garden (*Sai no niwa*)

Tenants can take a stroll in peace in the residence's private garden area, *Sai no niwa*. With around 1,100 trees planted, the scenery in this lush green garden will change from season to season. It is also the perfect spot to chat with other tenants or visitors.



Private garden (*Sai no niwa*)

(3) Living spaces fully equipped with high quality and functionality

In addition to its inner-city luxurious apartment design and high quality, the residence is fully equipped with features to assist seniors, including ample space for wheelchair maneuverability, and monitoring functions based on rhythm sensors in rooms and a key card entry system.



B1-type room

II. Extensive range of communal facilities that make everyday life special

(1) Two lounge spaces

The residence has two lounges—the entrance lounge and the library lounge. The former is arranged as an extension of the garden and can be used to welcome family or visitors. The latter is a place where tenants can relax and cradle a sense of community. In the library lounge, a book concierge will periodically update the collection of books.



Entrance lounge

(2) Dining (*Kikyo*)

With large glass windows to capture the natural light, trees and plants that give play to the four seasons, and beautiful water features centering on an interweaving waterfall, the dining room sets the stage for a sumptuous meal. This space can suit the lifestyle of any customer. For example, there are private rooms where you can dine with guests, a nighttime bar (once a week only), and complementary snacks that do not require advance bookings.



Library lounge



Dining (*Kikyo*)

(3) Large communal bath (*Meikyo* and *Seika*)

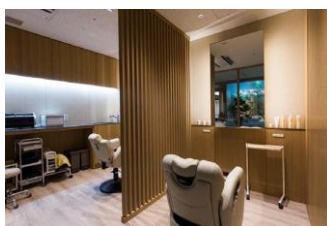
In light of feedback from customers that they seldom use the bath in their own room, we aimed to create a comfortable communal bath for both men and women with two types of bathtubs: Japanese cypress and stone. We hope that this will encourage tenants to bathe on a daily basis, especially since it eliminates the hassle of cleaning their own bath. Moreover, a safety system is in place whereby the key card entry system alerts staff to the fact that somebody has entered or left the communal baths.



Large communal bath (*Seika*)

(4) Numerous activity facilities

To support the active lives of seniors, the residence has various facilities for shared use, including a fitness room, theater room, games room containing billiard tables and automated mahjong tables, and a Shiseido-sponsored beauty and hair salon.



Hair salon

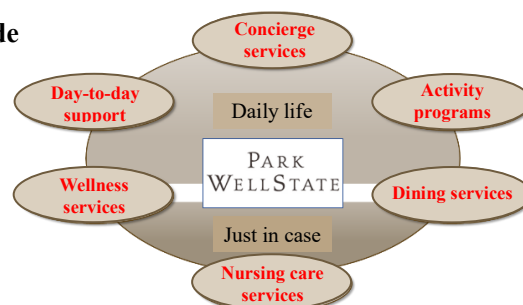


Fitness room

III. Hospitality and quality services that only Mitsui can provide

(1) Concierge services

In addition to the general manager, who hails from the Imperial Hotel, and two other managers, by leveraging the Mitsui Fudosan Group network and collaborating with external expert concierges, the residence will provide highly personalized services, such as health counselling, inquiries about taking lessons, family dinner reservations, and even travel arrangements.



(2) Day-to-day support

The residence will offer a broad range of day-to-day support, including a shuttle bus to help tenants get around town, front-desk services, porter service, room cleaning service, room management when tenants are away, and minor room repairs.

(3) Activity programs

Through its Discovery Program, which aims to invigorate the lives of tenants, the residence will have various programs on offer for tenants to enjoy their daily life while trying out new things. The programs are classified under three categories: leisure, health & beauty, and being active.

IV. High-quality nursing care services and medical collaboration for times of need

(1) Nursing care services

Nursing care services are to be provided by partner company Tokio Marine Nichido Better Life Service.

A home-visit nursing care office, TOKIORI Hamadayama, will also be located on site. The nursing care services comprise three types: care service (living assistance), home-visit nursing care service, and paid service.

When required, the residence managers can propose the best plan for each tenant with a combination of the aforementioned three services.

1. The care service (living assistance) provided to nursing care units is included in the service fee and daily administration of medicine, health management, and medical care will be administered by the residence team under the guidance of the visiting (attending) physician. The ratio of nurses and caregivers to each tenant requiring care will be around 1.5. They will also be on standby 24 hours a day for any kind of situation or emergency. Nursing care units can be used under the leasing rights of general living units.
2. Home-visit nursing care is a service for tenants eligible for assistance or care under the long-term nursing care insurance scheme. Tenants in either a general living unit or nursing care unit will be able to use this service. There are some out-of-pocket expenses under this service.
3. The paid service is a one-to-one service available to anybody. The tenant must pay the costs in full. This service can also be used in unique ways that are not possible under the long-term nursing care insurance scheme. For example, the tenant may request someone to accompany them on walks, to take them shopping in Ginza, to take trips somewhere, or for help with housecleaning.

We also have plans to care for tenants in the building by utilizing the support of (paid) visiting medical and nursing care services depending on the person's state of health, including attendance at the final stage of life.

(2) Wellness services

Everyday services

- Residence staff will check on the well-being of tenants at least once a day.
- Tenants can undergo a comprehensive medical examination at no cost (including transportation) once a year at Juntendo University Hospital.
- Tenants can also take a medical checkup once a year at the on-site Murai Hamadayama Clinic.
- As part of a health counselling service, nursing staff will provide opportunities to talk with tenants to gain an understanding of their health and discuss any health issues. In addition, Dr. Murai from the Murai Hamadayama Clinic will establish a consultation time for tenants only.



TOKIO MARINE
NICHIDO

東京海上日動
ベターライフサービス
株式会社



順天堂大学医学部附属

順天堂医院

Juntendo University Hospital

- As part of a living assistance service, staff will regularly check up on tenants who have fallen ill to deliver meals and help with changing clothes, among other things (for up to one week).
- If a tenant needs to be taken to hospital, staff can make reservation arrangements (free of charge), accompany them to hospital (paid service), or perform other tasks such as bringing in fresh clothing and going shopping on their behalf (paid service) as part of a doctor's examination support service.

Emergency response

- All units are equipped with an emergency call button. In the case of an emergency call, nursing staff on standby 24 hours a day will respond immediately.
- The residence will collaborate with Juntendo University and Nerima Hospital if a high level of medical treatment or emergency transfer is required.
- Dr. Murai from the on-site Murai Hamadayama Clinic graduated from Juntendo University's Department of General Medicine and therefore utilizes electronic health records in collaboration with Juntendo University Nerima Hospital to provide wellness services.

4. Scheduled openings

*The following details are plans only and subject to change.

PARK WELLSTATE Kamogawa (Tentative Name)

Model	: Large-scale suburban/resort-type
Location	: Part of 944 and other, Hamaogi, Kamogawa City, Chiba Prefecture
Number of units	: 473 (409 general living, 64 nursing care)
Price	: TBD
Opening	: November 2021 (scheduled)
Nursing care partner	: Kameda Group (Taiyokai)
Medical collaboration	: Kameda Group (Tesshokai)



(PARK WELLSTATE Nishiazabu (Tentative Name))

Model	: Large-scale inner city/luxury-type
Location	: 174-1, Nishiazabu 4 chome, Minato-ku, Tokyo
Number of units	: Around 300 (250 general living, 50 nursing care) (planned)
Price	: TBD
Opening	: TBD
Nursing care partner	: TBD
Medical partner	: TBD



Property Overview

Address	: 27-1, Takaidohigashi 4 chome, Suginami-ku, Tokyo
Access	: 9-minute walk (approx. 0.4 miles (720m) from Hamadayama Station (Keio Inokashira Line)
Area	: 57,355 ft ² (5,328.53 m ²)
Floor space	: 97,989 ft ² (9,103.55m ²)
Structure/Scale	: Reinforced concrete (one portion steel) 3 floors above ground 1 floor below ground
Number of units	: 70 (62 general living, 8 nursing care)
Room layout	: 1R — 2LDK
Rent	: One tenant in B1-type unit (approx. 635 ft ² (59 m ²)) Payment upfront : 75-year-old tenant—approx. ¥170mn; 80-year-old tenant—approx. ¥140mn Monthly payments : Approx. ¥940,000 (for all ages)
Monthly usage fee	: One tenant in B1-type unit (approx. 635 ft ² (59 m ²))—approx. ¥260,000
Builder	: Obayashi Corporation

Map



Event Overview

1. Business briefing

Date and time : May 29, 2019 (Wednesday) 11:00 to 13:10

Place : Multipurpose room at PARK WELLSTATE Hamadayama
(27-17, Takaidohigashi 4 chome, Suginami-ku, Tokyo)

Access : 9-minute walk from Hamadayama Station (Keio Inokashira Line)

Agenda : Business briefing, private viewing, food sampling

(Speakers)

Takashi Inoue, General Manager of the Senior Residence Business Division, Mitsui Fudosan Residential Co., Ltd.

Mitsuru Iiyoshi, Manager of the Development Unit in the Senior Residence Business Division, Mitsui Fudosan Residential Co., Ltd.

Hiroya Aoi, President and CEO, Mitsui Fudosan Residential Wellness Co., Ltd.