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## **Main Q&A at Financial Results Briefing for the Fiscal Period Ended April 2017(6th Fiscal Period) of Nippon Healthcare Investment Corporation**

Date and Time: June 20, 2017 (Tuesday) 15:30 – 16:05

Presenter: Akira Yamanouchi, President and Representative Director, Daiwa Real Estate Asset Management Co., Ltd.

\*Questions are listed according to the order they were asked.

**Q1. Will the value enhancement work shown on p.17 of the presentation materials lead to an increase in rent the REIT receives from the operator?**

(Answer)

Basically, because a long-term, fixed-rent leasing agreement has been concluded with the operator, the renovation of exterior walls and such that I mentioned today will not lead to an increase in rent. If, however, work that would increase the revenue of facilities due to improved services with added facility functions is implemented, that may result in an increase in rent.

**Q2. I believe improving the investment unit price is a major challenge at this point in time. Have you considered any measures for raising the investment unit price, such as acquisition of own investment units?**

(Answer)

Buyback of own investment units which another REIT announced the other day is a first of such measures implemented by a J-REIT, and I believe it is very significant since it has shown an expansion of capital policy that REITs could opt toward doing. NHI is willing to proactively consider whatever is beneficial to unitholders, but I think it is more important to focus on acquiring prime properties first in light of NHI's present asset size.

End