



# Sekisui House SI Investment Corporation Business Results for the 11<sup>th</sup> Fiscal Period

From October 1, 2010 to March 31, 2011

May 17, 2011

# **Business Results**

for the **11**th Fiscal Period From October 1, 2010 to March 31, 2011

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### SEKISUI HO



### **Progress Highlights**

積水ハウス·SI 投資法人

#### Steady Progress in Phase I of the "Growth Strategy for a New Stage"

Previous fiscal period actual cash distribution: ¥8,160 per unit (Fiscal period ended Sep. 2010 [10th fiscal period])

Current fiscal period actual cash distribution: ¥9,793 per unit (Fiscal period ended Mar. 2011 [11th fiscal period])

Next fiscal period forecast cash distribution: ¥9,870 per unit (Fiscal period ending Sep. 2011 [12th fiscal period])

Fiscal period ending September 2011 (12th fiscal period) ●—— Jun. 2011

Acquisition of MITEZZA C6 (planned)

Utilize asset management company's external acquisition channel

May 2011

Refinancing of ¥2.85 billion

Achieve further reduction of borrowing costs

Fiscal period ended March 2011 (11th fiscal period)

LTV: 48.3%
Occupancy rate: 96.6%
(Entire portfolio)

Mar. 2011

Acquisition of Tre Di Casa SANGENJAYA

Utilized the pipelines with Spring Investment

Feb. 2011

Refinancing of ¥15.2 billion

Further promoted stabilizing of financial standing and achieved the targeted level







Oct. 2010

Acquisition of Prime Maison MUSASHINONOMORI, Prime Maison HIGASHISAKURA and Prime Maison KAYABAKOEN Conducted new borrowings totaling ¥2.8 billion

Solicited anchor tenants for HAMAMATSU West Building at HAMAMATSU Plaza

Utilized the pipelines with Sekisui House and launched a system of collaboration with the Sekiwa Real Estate Group

Fiscal period ended September 2010 (10th fiscal period)

Sep. 2010

Jul./Aug. 2010 Refinancing of ¥14.6 billion

LTV: 47.1%

Released collateral from all loans / six financial institutions newly participated

Occupancy rate: 96.9% (Entire portfolio)

May 2010

Proposed the "Growth Strategy for a New Stage"

(Note) Figures for LTV and occupancy rate are as of the end of the respective fiscal periods.

Mar. 2010 Started new system through collaboration with new sponsors (Sekisui House, Ltd. and Spring Investment Co., Ltd.)



### Summary of Business Results for the Eleventh Fiscal Period Ended March 31, 2011

#### 積水ハウス·SI 投資法人

#### Comparison with Forecasts

	Fiscal Period Ended Mar. 31, 2011 (Forecasts as of Nov. 15, 2010)	Fiscal Period Ended Mar. 31, 2011 (182 days) (Actual)	Difference	
Operating revenue	¥3,448 million	¥3,462 million	¥13 million	0.4%
Operating income	¥1,614 million	¥1,655 million	¥41 million	2.6%
Ordinary income	¥1,088 million	¥1,144 million	¥55 million	5.1%
Net income	¥1,087 million	¥1,126 million	¥39 million	3.6%
Cash distributions per unit	¥9,450	¥9,793	¥343	3.6%

#### Factors for differences between actual results and forecasts for the fiscal period ended March 31, 2011

#### Operating income

Operating revenue

Increase in rent revenue: +¥11 million
Increase in other lease business revenue: +¥1 million

Operating expenses

Decrease in expenses related to rent business: -\frac{\pmathbb{4}15 \text{ million}}{\pmathbb{-\pmathbb{4}12 \text{ million}}

Ordinary income

Decrease in non-operating expenses: -\footnote{\pmathbb{4}13 million}

Net income

Increase in extraordinary losses: +¥16 million

#### Comparison with Previous Fiscal Period

	Fiscal Period Ended Sep. 30, 2010 (183 days) (Actual)	Fiscal Period Ended Mar. 31, 2011 (182 days) (Actual)	Change	
Operating revenue	¥3,334 million	¥3,462 million	¥128 million	3.8%
Operating income	¥1,576 million	¥1,655 million	¥78 million	5.0%
Ordinary income	¥956 million	¥1,144 million	¥187 million	19.6%
Net income	¥938 million	¥1,126 million	¥187 million	20.0%
Cash distributions per unit	¥8,160	¥9,793	¥1,633	20.0%

Total assets	¥104,422 million	¥107,352 million	¥2,930 million
Interest-bearing debt	¥49,229 million	¥51,874 million	¥2,645 million
Net assets	¥51,462 million	¥51,650 million	¥187 million
Period-end investment unit price	¥294,300	¥377,500	
Number of investment units issued and outstanding	115,070 units	115,070 units	
Period-end market value	¥33,865 million	¥43,438 million	
Cash distributions	¥938 million	¥1,126 million	

#### ♦ Factors for period-on-period changes to actual results for the fiscal period ended March 31, 2011

Operating income

Operating revenue

Increase in rent revenue: +¥124 million
Increase in other lease business revenue: +¥3 million

Operating expenses

Increase in expenses related to rent business: +¥85 million

Decrease in other business expenses: -¥36 million

Ordinary income

Decrease in non-operating expenses: -\footnote{\pmathbb{4}109 million}

Net income

Increase in extraordinary losses: +¥16 million

Decrease in income taxes: -¥16 million

Notes: 1. Amounts less than the indicated unit are rounded down.



<sup>2.</sup> Percentage figures are rounded to the nearest first decimal place.

# **Business Results Summary**

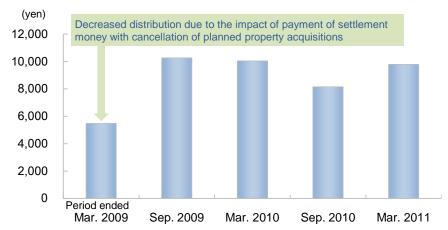




#### Operating Revenue, Ordinary Income and Net Income

#### ■ Operating revenue ■ Ordinary income ■ Net income (million yen) Decreased income due to payment of settlement money 4,000 with cancellation of planned property acquisitions 3,500 3,000 2,500 2,000 1,500 1,000 500 Period ended Sep. 2010 Mar. 2009 Sep. 2009 Mar. 2010 Mar. 2011

#### Cash Distributions per Unit



	Fiscal Period Ended Mar. 31, 2009 (182 days)	Fiscal Period Ended Sep. 30, 2009 (183 days)	Fiscal Period Ended Mar. 31, 2010 (182 days)	Fiscal Period Ended Sep. 30, 2010 (183 days)	Fiscal Period Ended Mar. 31, 2011 (182 days)
Operating revenue (million yen)	3,432	3,391	3,402	3,334	3,462
Ordinary income (million yen)	1,140	1,075	1,053	956	1,144
Net income (million yen)	574	1,074	1,052	938	1,126
Cash distributions per unit (yen)	5,485	10,262	10,052	8,160	9,793

Notes: Amounts less than the indicated unit are rounded down.

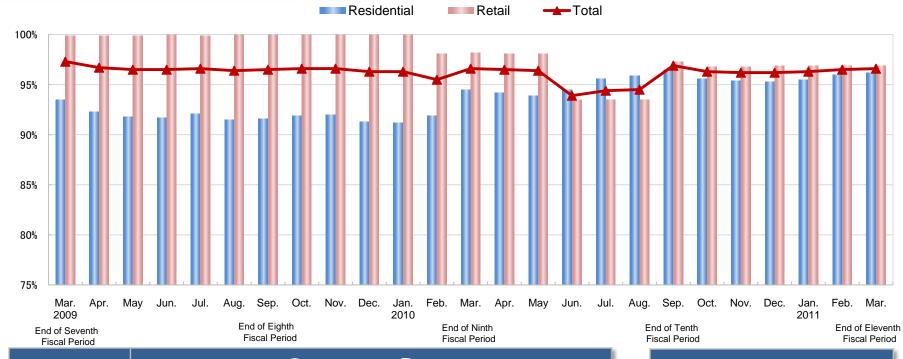


# **Occupancy Rates and NOI Yield**





### Monthly Occupancy Rates at a Glance



	Occupancy Rates		
	Fiscal period ended March 31, 2011 (eleventh fiscal period)		
	As of March 31, 2011 Average for eleventh fiscal period (Oct. 1, 2010 through Mar. 31, 2011)		
Residential	96.2%	95.7%	
Retail	96.9%	96.9%	
Total	96.6%	96.4%	

NOI Yields	
Fiscal period ended March 31, 2011 (eleventh fiscal period)	
5.1%	
5.2%	
5.1%	

Notes: 1. "Occupancy Rates" indicated in the graph describe the rate of total leased space to the total leased space for assets held by the Investment Corporation as of the end of each month from March 2009 to March 2011.



<sup>2.</sup> The average occupancy rate for the eleventh fiscal period ended March 31, 2011 indicates the average of occupancy rates as of the end of each month for the fiscal period from Oct. 1, 2010 through Mar. 31, 2011.

<sup>3.</sup> The NOI yield in the table is obtained by dividing the annualized NOI by the total acquisition price for the fiscal period from Oct. 1, 2010 through Mar. 31, 2011.

<sup>4.</sup> Percentage figures are rounded to the nearest first decimal place.



## Impact of the Great East Japan Earthquake

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Sekisui House SI Investment Corporation expresses its deepest condolences and sympathies to those who suffered from the Great East Japan Earthquake on March 11, 2011. Our sincere wish is for safety and quick recovery of the affected areas.

### Damage Status from the Great East Japan Earthquake at Sekisui House SI Investment Corporation

Damaged Properties	Damage Status	Cost of Repairs (Estimate)
ACT HILLS YACHIYO	<ul> <li>Cracks and exfoliated tiles on parts of external walls</li> <li>Rifts on interior cloths</li> <li>Partial malfunction of facilities</li> </ul>	¥13,839 thousand
Joy Square YUGAWARA	<ul> <li>Partial breakage of anti-fire hanging walls in stores</li> <li>Cracks on floor and walls of common-use areas</li> <li>Partial damage of facilities, etc.</li> </ul>	¥710 thousand
Other 19 properties	<ul> <li>Cracks and exfoliated tiles on parts of external walls</li> <li>Cracks on floor and walls of common-use areas</li> <li>Partial damage or malfunction of interior fittings and facilities</li> </ul>	¥4,087 thousand
21 out of 57 properties	Total	¥18,636 thousand

No report has been made on any damage, etc., including human casualties at tenants and other parties, that will give material impact on the status of management of the Investment Corporation.

Moreover, confirmation investigations with specialized third-party institutions were made concerning the impact of the earthquake on Tre Di Casa SANGENJAYA, which was acquired on March 25, 2011, and MITEZZA C6, scheduled for acquisition on June 10, 2011. The asset management company also conducted an investigation on their own. As a result, it was decided that there will be no material impact on the management of the properties after acquisitions, and the acquisition was conducted and the purchase agreement was concluded.

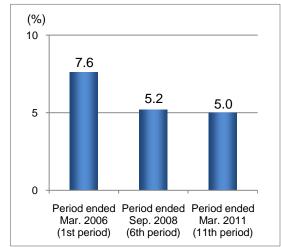
### Accounting Treatment of Cost of Repairs Due to the Earthquake

Cost of repairs for damage caused by	Repairs conducted in the fiscal period ended Mar. 2011 (11 <sup>th</sup> FP): ¥1,942 thousand (actual)	Recorded as expenses related to rent business (cost of repairs) in fiscal period ended Mar. 2011 (11 <sup>th</sup> FP)
earthquake: ¥18,636 thousand	Repairs scheduled for the fiscal period ending Sep. 2011 (12th FP) and after: ¥16,694 thousand (estimate)	Recorded as allowance for disaster losses (extraordinary losses) in fiscal period ended Mar. 2011 (11 <sup>th</sup> FP)

#### [Points to note]

- It is planned to be permitted to record the allowance for disaster losses as losses under the "special account for disaster losses" pursuant to the specific circular, "Treatment of Corporation Tax on Expenses Related to the Great East Japan Earthquake (Circular on Law Interpretation)" delivered by the National Tax Agency as of April 20, 2011. As such, we consider that there will be no problem of "inconsistency between the accounting treatment and the taxation treatment."
- ➤ Due to the treatment mentioned above, this matter is not included in the "Assumptions for the Forecast of Results for the Fiscal Period ending September 2011 (Twelfth Fiscal Period") disclosed in the "Financial Report for the Fiscal Period ended March 31, 2011" dated May 16, 2011(Japanese only). However, please note that the indicated amount may be changed due to further investigations or aftershocks in the future.

#### Portfolio PML



On In the second

# [Reference] Growth Strategy for a New Stage

Announced in May 2010 with additions in November 2010

- Assuming implementation of 3 to 5 years -

#### Phase I (1 to 2 years)

Prioritize the promotion of Management **Policy** stabilizing our financial standing

#### Phase II (2 to 3 years)

**Management Enhance profitability by** significantly increasing asset size **Policy** 

#### Utilization of the creditworthiness of the new sponsors

- Fix interest rates, extend the terms of loans and diversify repayment dates
- Release assets from collateral security
- Strengthen and broaden bank relationships
- Enhance our financial standing by implementing public offerings at an appropriate timing, size and structure
- Discuss diversifying financing methods

#### Utilization of the pipelines of the new sponsors

- Enhance information collection through utilization of the Pipeline Support Agreement
- Evaluate acquisition of property within existing borrowing capacity
- Proactively exchange opinions with personnel in charge of property development at Sekisui House
- Add high quality residential properties to the portfolio
- Discuss utilizing the warehousing function of the new sponsors

#### Utilization of the know-how and networks of the new sponsors

- Utilize the leasing capability of Sekiwa Real Estate concerning residential properties
- Enhance the overall management effectiveness by strategically changing property management companies of retail facilities
- Utilize Sekiwa Real Estate Group as the property management company of residential properties acquired from the new sponsors
- Increase the value of retail facilities

Aim to recover 6-monthly cash distributions **Strategic** to the ¥10,000 level at an early stage Goal

Aim to grow earnings based on doubling of asset size to ¥200 billion with due consideration given to cash distribution level

\*Thinking on "conversion to an integrated REIT corporation focusing on housing"

Aim to develop into a REIT that has a strong financial standing through increase of asset size focused on maximizing unitholder returns by building a portfolio centering on high-quality residential properties.

Sekisui House SI Asset Management, Ltd.

nternal Growth

corporation Conversion to an integrated REIT focusing on housing\*







## Financial Strategy

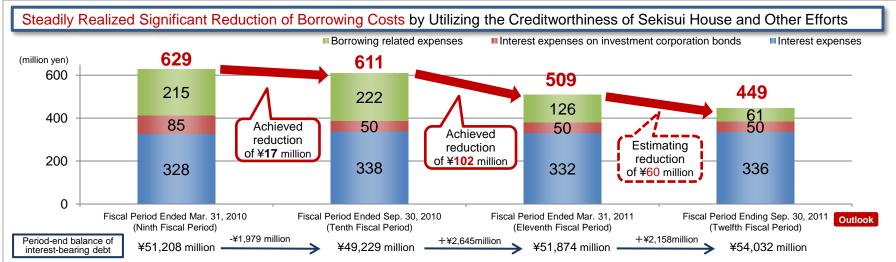
#### ~ Initiatives to Promote Stabilizing of Financial Standing (1) ~

#### 積水ハウス·SI 投資法人

#### Overview of Financing Activities

Promoted Stabilizing of Financial Standing and Achieved the Targeted Level Established in the Financial Strategy Interest Rate/ Spread Loan Term Loan Amount Lender Collateral Sustention of Rating New Four existing lenders As of April 13, 2011 2 years 5 months Floating 0.8% Unsecured ¥2.8 billion borrowings including Mitsubishi UFJ in Oct. 2010 Trust and Banking ■ Rating agency Rating and Investment 3 years 6 months Fixed ¥9.5 billion Refinancing Six existing lenders including ¥15.2 billion Information, Inc. (R&I) 0.7% Unsecured ¥5.7 billion 2 years 6 months in Feb. 2011 Mizuho Corporate Bank Floating ■ Issuer rating Three existing lenders A (Rating outlook: Stable) Refinancing including **Development** ¥2.85 billion 4 years 10 months Fixed 0.8% Unsecured in May 2011 Bank of Japan

### Reduction of Borrowing Costs



Notes: 1. Amounts are rounded down to the nearest million yen.

<sup>3.</sup> Assumptions are made that the refinancing and new borrowings scheduled for the fiscal period ending September 30, 2011 (twelfth fiscal period) will be implemented under similar economic conditions as the refinancing implemented in the fiscal period ended March 31, 2011 (eleventh fiscal period).

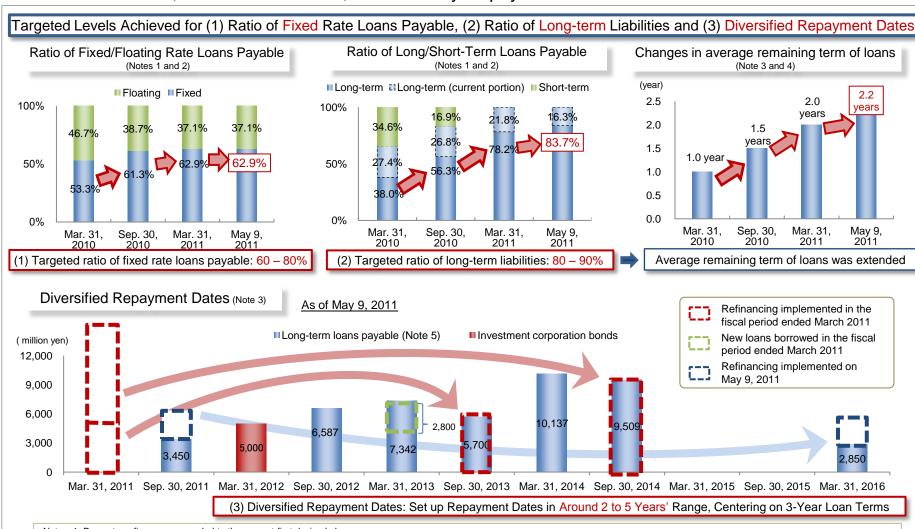


<sup>2.</sup> The fiscal period ending September 30, 2011 (twelfth fiscal period) outlook are figures based on the assumption that there are no new borrowings other than the refinancing implemented in May 2011 and the new borrowings and refinancing scheduled for June and July 2011.

### Financial Strategy ~ Initiatives to Promote Stabilizing of Financial Standing (2) ~

積水ハウス·SI 投資法人

Fix Interest rates, Extend Loan Terms, and Diversify Repayment Dates



Notes: 1. Percentage figures are rounded to the nearest first decimal place.

- 2. Stated as the percentage of total interest-bearing debt (borrowings + investment corporation bonds + interest-bearing tenant leasehold and security deposits) .
- 3. Does not include interest-bearing tenant leasehold and security deposits.
- 4. The figures are the result of calculation based on the weighted average using the remaining terms from each date to the repayment (redemption) dates of loans and investment corporation bonds, and their balances, and rounded down to the nearest first decimal place.

5. Includes current portion of long-term loans payable.





### **Financial Strategy**

#### ~Overview of Interest-Bearing Debt as of March 31, 2011~

#### 積水ハウス·SI 投資法人

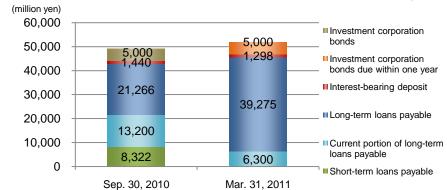
#### Overview of Interest-Bearing Debt

	Outstanding Balance	Average Interest Rate on Procurement (Note 2)
Short-term loans payable	- million	-%
Long-term loans payable (Note 3)	¥45,575 million	1.4%
Interest-bearing deposits	¥1,298 million	2.0%
Investment corporation bonds (Note 3)	¥5,000 million	2.0%
Total interest-bearing debt	¥51,874 million	1.4%
LTV (Note 4)	48.3%	1

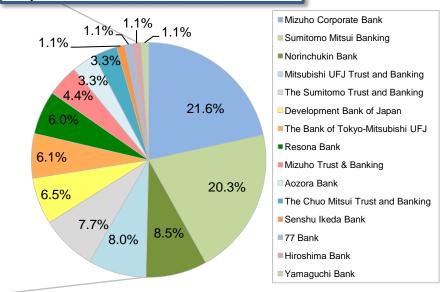
#### Loans Payable Outstanding by Financial Institution

	- <b>,</b>	
Financial Institution	Outstanding Balance	Share
Mizuho Corporate Bank, Ltd.	¥9,832 million	21.6%
Sumitomo Mitsui Banking Corporation	¥9,273 million	20.3%
The Norinchukin Bank	¥3,852 million	8.5%
Mitsubishi UFJ Trust and Banking Corporation	¥3,642 million	8.0%
The Sumitomo Trust and Banking Co., Ltd.	¥3,500 million	7.7%
Development Bank of Japan Inc.	¥2,941 million	6.5%
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	¥2,800 million	6.1%
Resona Bank, Ltd.	¥2,750 million	6.0%
Mizuho Trust & Banking Co., Ltd.	¥1,984 million	4.4%
Aozora Bank, Ltd.	¥1,500 million	3.3%
The Chuo Mitsui Trust and Banking Company, Limited	¥1,500 million	3.3%
The Senshu Ikeda Bank, Ltd.	¥500 million	1.1%
The 77 Bank, Ltd.	¥500 million	1.1%
The Hiroshima Bank, Ltd.	¥500 million	1.1%
The Yamaguchi Bank, Ltd.	¥500 million	1.1%
Total Debt	¥45,575 million	100.0%

#### Period-on-Period Comparison of Interest-Bearing Debt



# Maintained a bank formation comprised of major domestic financial institutions



Notes: 1. Concerning figures in the graphs and tables above, amounts of less than one million yen are rounded down and percentage figures are rounded to the nearest first decimal place.

<sup>4.</sup> LTV = Period-end total interest-bearing debt / Period-end total assets (Interest-bearing debt = Borrowings + Investment corporation bonds + Interest-bearing tenant leasehold and security deposits)

Sekisui House SI Asset Management, Ltd.



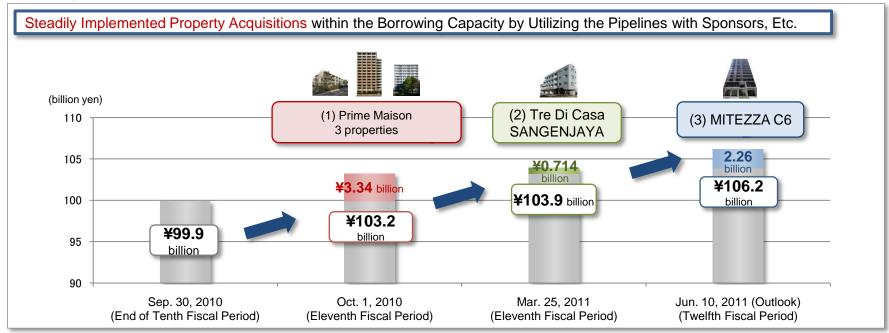
<sup>2.</sup> The average interest rate on procurement is the weighted average of applied interest rates as of March 31, 2011, and the figures are rounded to the nearest first decimal place.

<sup>3.</sup> Includes current portion of long-term loans payable and investment corporation bonds due within one year.

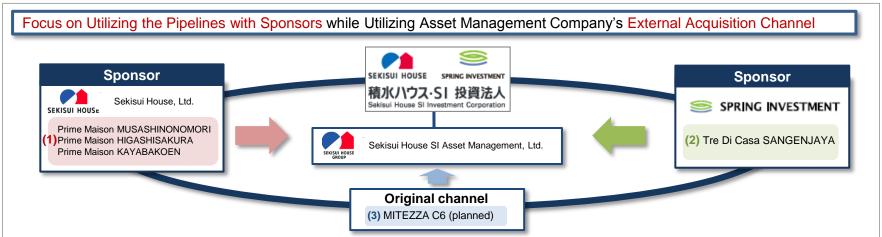


#### External Growth Strategy ~Property Acquisitions Utilizing the Pipelines with Sponsors, Etc. (1)~ 積水ハウス·SI 投資法人

Changes in Total Acquisition Prices



Secure Stable Opportunities for Property Acquisitions







# External Growth Strategy ~Property Acquisitions Utilizing the Pipelines with Sponsors, Etc. (2)~ 積水ハウス・SI 投資法人

Properties Acquired in the Fiscal Period Ended March 31, 2011 (Eleventh Fiscal Period)

(1) Acquired 3 Prime Maison Series Properties Located in the "Greater Tokyo / Adjoining Cities" and "Major Regional Cities" Areas (Utilizing the Pipelines with Sekisui House)

Residence - Prime Maison MUSASHINONOMORI Residence -

esidence - Prime Ma

Prime Maison HIGASHISAKURA

Residence - 52

Prime Maison KAYABAKOEN







Location	Josuihoncho, Kodaira-shi, Tokyo
Completed	Dec. 2007
Acquisition date	Oct. 1, 2010
Acquisition price	1.56 billion yen

Location	Higashisakura, Higashi-ku, Nagoya-shi, Aichi
Completed	Feb. 2008
Acquisition date	Oct. 1, 2010
Acquisition price	1.14 billion yen
<u> </u>	,

Location	Kayaba, Chikusa-ku, Nagoya- shi, Aichi
Completed	Nov. 2006
Acquisition date	Oct. 1, 2010
Acquisition price	640 million yen

(2) Acquired a Property with Focus on Living Environment in the "Central Tokyo / Jonan Area" (Utilizing the Pipelines with Spring Investment)

Residence - 53

#### Tre Di Casa SANGENJAYA



Location	Shimouma, Setagaya-ku, Tokyo	Completed	Jan. 2008
Closest station	16-min. walk from Sangenjaya Station on the Tokyu Denen Toshi Line	Total leasable floor space	894.64m²
Construction and number of floors	RC, 5F	Total number of leasable units	25(Include 1 store)
Site area	473.85m <sup>2</sup>	Acquisition date	Mar. 25, 2011
Total floor area	1,006.89m²	Acquisition price	714 million yen
Main residential type	Single and Compact Types	Appraisal value (Note)	724 million yen (As of Feb. 3, 2011)

Note: The appraisal value obtained as of the end of the fiscal period ended March 2011 (eleventh fiscal period) remained the same at ¥724 million.





# External Growth Strategy ~Property Acquisitions Utilizing the Pipelines with Sponsors, Etc. (3)~ 積水ハウス・SI 投資法人

Properties Planned for Acquisition in the Fiscal Period ending September 30, 2011 (Twelfth Fiscal Period)

(3) Plans to Acquire a Property Featuring Good Design and Located Near Station in Greater Tokyo / Adjoining Cities (Acquisition through Asset Management Company's Original Channel)

Residence - 54

MITEZZA C6 (Purchace agreement concluded on May 11, 2011)



### A property winning the Good Design Award 2008

The property is a unique rental condominium designed for bicycle users, whose number is increasing in line with heightened consciousness for environmental and health issues, as assumed tenants. Still, it is equipped with functions and facilities which rental condominiums generally recognized to have high quality. In addition, pollen removal devices are installed at this designer property.





Pollen removal device

Location	Oyamahigashicho, Itabashi –ku, Tokyo
Closest station	3-min. walk from Itabashi Kuyakusho-mae Station on the Subway Mita Line 10-min. walk from Oyama Station on the Tobu Tojo Line
Construction and number of floors	RC, 14F
Site area	773.48㎡
Total floor area	5,249.34m <sup>2</sup>
Main residential type	Single Type
Completed	Mar. 2008
Total leasable floor space	4,036.66㎡
Total number of leasable units	124 (Including 4 offices)
Planned acquisition date	Jun. 10, 2011
Acquisition price	2.26 billion yen
Appraisal value	2.3 billion yen ( As of April 1, 2011)

#### [Reference] Rental Housing Properties Owned by Sekisui House



Residencia Ginza East Chuo-ku, Tokyo



Bicycle maintenance space

**Prime Maison GOKISO** Nagoya-shi, Aichi



Prime Maison YUHIGAOKA Osaka-shi, Osaka



Prime Maison KITA TANABE Osaka-shi, Osaka



**Prime Maison TERIHA** Fukuoka-shi, Fukuoka



## **External Growth Strategy**

~Direction of Future External Growth~

積水ハウス·SI 投資法人

### Modification to Management Guidelines (Change in Allocation Rates by Asset Class)

Increase Allocation Rates of Residential Properties, and Decrease the Rate of Retail Properties							
Allocation Rate (Acquisition Price Basis)							
Asset Class of Real Estate Related Assets		Before Modification	After Modification	_			
Residences		45~75%	70~85%				
Core Asset Retail		25~55%	15~30%	-			
Balance asset	Office	0~15%	0~15%				

#### Purpose of Modification

Prepare and reinforce infrastructure for implementing the "Conversion to an integrated REIT corporation focusing on housing", with an aim to achieve the Phase II strategic goals

Aim for external growth centering on high-quality rental housing developed by Sekisui House, the main sponsor







<sup>\*</sup>The Investment Corporation intends to continue ownership of existing retail properties for some time.

#### Portfolio Development Policy for Residential Properties



#### <Image Chart> Residential Family/ Large Single Compact Region Type Central Tokyo / Focused Jonan Area investment Greater Tokyo / taraets **Adjoining Cities** Major Regional Targets for diversified investment Cities

#### **Future Direction**

No major change from the portfolio development policy employed to date

- Continue to position properties with Single / Compact Types in the Central Tokyo / Jonan Area as focused investment targets, based on the thinking that such properties constitute the core of the rental housing market
- In addition, take advantage of the strengths of the Sekisui House Group for properties located in Major Regional Cities or properties with Family / Large Types, and proactively consider acquisitions of carefully selected properties that call for stable rental demand, in an effort to realize diversified investment to a certain degree

#### Strengths of Sekisui House

- The Sekisui House Group is a leading company of the housing industry and conducts business throughout Japan. It features strengths not only in the Tokyo metropolitan area but also in Major Regional Cities.
- It boasts development records of high-quality and versatile rental housing centering on the Compact / Family Types
- The networks of the Sekisui House Group exercise comprehensive capabilities that allow expectations for planning and development of high-quality, Single Type rental housing.

### Pipelines for Property Acquisitions





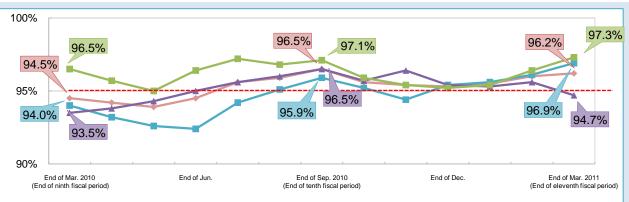




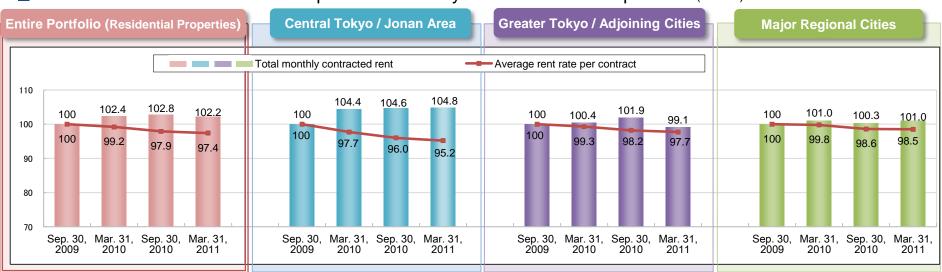
# Internal Growth Strategy (Residential) ~Analysis of Occupancy and Rent Trends~

Occupancy Status by Region for Residential Properties Owned by the Investment Corporation (Note 1)





Rent Revisions for Residential Properties Owned by the Investment Corporation (Note 2)



Generally maintained the same level of occupancy rates and total monthly contracted rents. Rent adjustments started to show signs of bottoming out. Will focus on maintaining high occupancy rates by setting rents at appropriate levels, closely watching the impact of the Great East Japan Earthquake on the real estate leasing market.

Notes: 1. The fiscal period end occupancy rates and the average occupancy rates for the period of residential properties by region include stores or offices in residential properties. In addition, the average occupancy rates for the period are the averages of the occupancy rates at the end of each month of the fiscal period. 2. Figures on the graph present changes from the end of the fiscal period ended September 30, 2009 (eighth fiscal period) based on the total contracted rent and average rent rate per contract as of September 30, 2009 being set as 100. Stores or offices in residential properties, and the 4 properties acquired in the fiscal period ended March 2011 (eleventh fiscal period), are not included in the base of calculations.



# **Internal Growth Strategy (Residence)**

#### ~Measures to Reduce Costs~

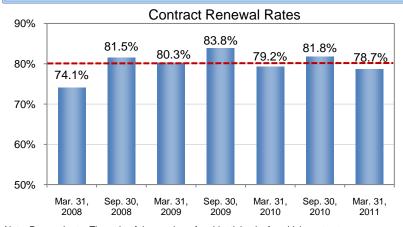
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Cost Reductions by Maintaining or Increasing Contract Renewal Rates

Implemented various measures as indicated below during the fiscal period ended March 2011 (eleventh fiscal period), continuously aiming to maintain and increase contract renewal rates

- Make an approach at an early stage and individually to tenants with planned contract renewal
- Respond to requests collected from questionnaires to tenants at an early stage
- >Thoroughly work to maintain and manage common-use areas and promote cleaning and beautifying

Following the previous fiscal period, successfully secured a <u>certain level of performance</u> by implementing elaborate measures for enhanced tenant satisfaction



Note: Renewal rate: The ratio of the number of residential units for which contracts were renewed against the number of residential units due for contract renewal during the fiscal period



In order to promote improvements in profitability, work to realize:

- Reduction of such costs as restoration and leasing associated with tenant replacement
- Maintenance and improvement of occupancy rates through decreased vacancy rates

by continuously maintaining and increasing the contract renewal rates

Cost Reduction by Reviewing Basic Contracted Electric Capacity

Lowering of the basic contracted electric capacity by installing new equipment, which has been implemented from the eighth fiscal period ended September 30, 2009, was also continuously implemented in the eleventh fiscal period

Fiscal Period	Properties at which installa	tion work was implemented
Sep. 30, 2009 (eighth	J-FLATS YOKOHAMA (parking lots)	ACTHILLS YACHIYO
period)	FITL KAMEIDO	Spacia KAWASAKI II
	J-FLATS YOKOHAMA	FITL SHINAGAWA SEASIDE
Mar. 31, 2010 (ninth period)	Spacia HAKURAKU	J-FLATS HIGASHISHINAGAWA
	Spacia OISENDAIZAKA	J-FLATS ITABASHIKUYAKUSHOMAE
Sep. 30, 2010	J-FLATS MINAMIHORIE	PREGIO NISHINAKAJIMA
(tenth period)	J-FLATS SHIJONISHINOTOIN	J-FLATS HAKATAHIGASHI
	Spacia AZABUJUBAN II	FITL KOMAGATA
Mar. 31, 2011 (eleventh	Spacia EBISU II	Spacia MACHIDA
period)	Spacia KANDA	Spacia KAWASAKI
	Spacia MEGUROFUDOMAE	-

Expects cost reduction of about ¥2,110,000 / year in total electricity costs for the 7 properties where the installation work was also implemented in the eleventh fiscal period

Cost Reduction by Reviewing Building Management (BM) Expenses

Reviewing of the BM expenses, which has been implemented from the ninth fiscal period ended March 2010, was implemented in the eleventh fiscal period also

⇒ Realized further reduction of BM expenses while maintaining the level of services provided

Cost reduction of ¥ 1,531,000 / year in total for the BM expenses achieved at the 5 properties for which the review was made

Cost reduction of ¥14,731,000 / year achieved when combined with the reduction of ¥13,199,000 realized in the fiscal period ended March 2010





## Internal Growth Strategy (Retail)

~Occupancy and Leasing Status of Retail Properties~

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### Occupancy Status of Retail Properties



#### HAMAMATSU Plaza

#### September 2010

Implemented renewal work with the intention of reviewing the target demographics and the concept of HAMAMATSU West Building



End of the fiscal period ended March 2011 (eleventh fiscal period) A certain level of occupancy rate (94.3%) is maintained, but an issue to be solved is the leasing of the vacant compartments totaling 4,643.80 m<sup>2</sup>

#### Initiatives for Early Lease-up of HAMAMATSU West Building

- > Implemented renewal work earlier than schedule for some vacant compartments in order to solicit tenants at an early stage (construction cost approx. ¥10 million ⇒ recorded for the fiscal period ended March 2011 (eleventh fiscal period)
- > Expanded leasing channels centering on XYMAX CUBE Corporation, the property management company (Companies cooperating in leasing: real estate developers, advertisement agencies, etc.)
- > Held an event after the renewal the first joint event for the East and the West Areas of HAMAMATSU Plaza – as part of efforts for enhanced recognition



and vitalization of the facilities

Number of attending

#### Date: November 20 and 21, 2010 customers: more than 8,000]

#### Status after Renewal

T.T BOWL Hamamatsu Plaza West Opened in Nov. 2010



Dance Studio MJ East Opened in Dec. 2010



Nikken Gakuin Hamamatsu School Class opened in Jan. 2011



#### Major Changes in Other Retail Properties

#### b-town JINGUMAE II

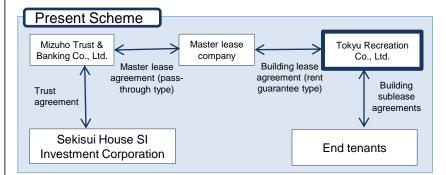
> Renewed agreement concluded with Paul Smith Japan Limited, the tenant, in accordance with the expiration of the fixed-term building lease agreement

**Agreement term:** April 1, 2011 – March 31, 2016 Leased (leasable) floor space: 499.67m<sup>2</sup> (Note)

(Note) Upon concluding the renewed agreement, the leased (leasable) floor space was changed from

#### b-toss IKEBUKURO

- Lawsuit underway with Tokyu Recreation Co., Ltd., the tenant, on rent decrease
- > Cancellation of the building lease agreement (rent guarantee type) offered by Tokyu Recreation as of April 1, 2011







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### Internal Growth Strategy (Retail) ~Status of Contract Revisions with Existing Tenants~

Status of Contract Revisions with Existing Tenants (Tenant Changes between Oct. 1, 2010 and May 16, 2011) [Beginning of Eleventh Fiscal Period - Announcement of the Eleventh Fiscal Period Results]

	Cases	Variation (monthly amount)	Percentage in Total Monthly Rents from Tenants of Retail Properties at End of Tenth Fiscal Period (Note 3)	Remarks
Rent Increase	0	-	-	
Rent unchanged	2 cases	-	-	
Rent Decrease	6 cases (Note 1)	-¥2,850 thousand	-1.7%	Added clauses to the agreements with some tenants, forbidding rent revisions or cancellation before expiration for the period through the end of agreement terms
Cancellation of Contract	3 cases (Note 2)	-¥3,368 thousand	-2.0%	

Notes 1. Includes a case in which the contracting party of the lease agreement for the administration building of HAMAMATSU Plaza was changed in accordance with the change of the property management company

#### 🖶 Status of Management of Entire Retail Properties (Eleventh Fiscal Period Results and Twelfth Fiscal Period Outlook)

	Fiscal Period Ended Mar. 31, 2011 (Eleventh Fiscal Period) Results	Fiscal Period Ending Sep. 30, 2011 (Twelfth Fiscal Period) Outlook		
Average occupancy ratios for the period	96.9%	96.9%		
NOI yields	5.2%	4.9%		

The figures in the column of "Fiscal Period Ending Sep. 30, 2011 (Twelfth Fiscal Period) Outlook" have been calculated based on the valid lease agreements as of the end of the fiscal period ended March 2011 (eleventh fiscal period) and also factoring in the tenant changes anticipated as of the date of this material. The NOI yield for each fiscal period is the ratio calculated by dividing the annualized NOI of each fiscal period by the total amount of initial acquisition price of respective retail properties, rounded to the nearest first decimal place.

#### Assumptions for Expected NOI yield of the Twelfth Fiscal Period

#### Vacant Compartments Related

Concerning vacant compartments as of the end of the fiscal period ended March 31, 2011 (eleventh fiscal period) in retail properties (4,643.80m<sup>2</sup> of the leasable floor space), conservative assumption is made that there will be a certain period during which these compartments will remain vacant



Aim to solicit tenants during the fiscal period ending September 2011 (twelfth fiscal period) Currently in talks with potential tenants for setting up

Corresponding Policy

#### ■Existing Tenants Related

· In addition to the status of revisions to the content of contracts stated above, assumption is made that there will be a certain amount of decrease based on lease agreements for some tenants



#### Corresponding Policy

Enhance relationships with existing tenants

While the basic policy is to respond under the terms and conditions of current leasing agreements, take a case-by-case approach depending on the status of tenants



<sup>2.</sup> Includes a case in which the lease agreement for parking lots was cancelled.

<sup>3.</sup> The figures indicate the percentages of the variations (monthly amounts) given in the column to the left to the total monthly rents (including common charges and rents for parking lots) based on the lease agreements with tenants of retail properties valid as of the end of September 2010.

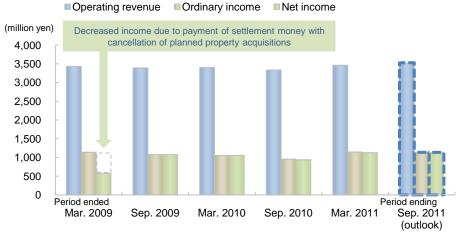




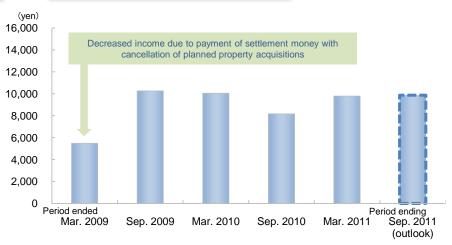


## Forecasts for the Twelfth Fiscal Period Ending September 30, 2011 積水ハウス・SI 投資法人

#### Operating Revenue, Ordinary Income and Net Income



#### Cash Distributions per Unit



	Fiscal Period Ended Mar. 31, 2009 (182 days)	Fiscal Period Ended Sep. 30, 2009 (183 days)	Fiscal Period Ended Mar. 31, 2010 (182 days)	Fiscal Period Ended Sep. 30, 2010 (183 days)	Fiscal Period Ended Mar.31, 2011 (182 days)	Fiscal Period Ending Sep. 30, 2011 (183 days) (outlook)
Operating revenue (million yen)	3,432	3,391	3,402	3,334	3,462	3,529
Ordinary income (million yen)	1,140	1,075	1,053	956	1,144	1,136
Net income (million yen)	574	1,074	1,052	938	1,126	1,135
Cash distributions per unit (yen)	5,485	10,262	10,052	8,160	9,793	9,870

<Assumptions for forecast of fiscal period ending September 30, 2011>

- Assets under management: 58 properties in total comprising the 57 properties owned as of the fiscal period ended March 31, 2011 (eleventh fiscal period) plus MITEZZA C6 planned to be ◆Management fees: Approx. ¥313 million ◆Noncurrent asset tax, etc. that will be allocated as expenses related to rent business: Approx, ¥222 million
- ◆Depreciation and amortization: Approx. ¥671 million ◆Interest expenses, loan origination fees, etc.: Approx. ¥449 million ◆Number of investment units issued and outstanding: 115,070 units

Notes: 1. Amounts less than the indicated unit are rounded down.

<sup>2.</sup> The above figures are calculated based upon specific assumptions as of May 16, 2011. Actual operating revenue, ordinary income, net income and cash distributions per unit may differ as a result of subsequent acquisitions or sales of real estate, trends in real estate markets, changes in the operating environment or other conditions affecting the Investment Corporation. The above forecasts are not intended to be guarantees of business results or cash distributions.



# **Progress of Growth Strategy and Recognized Challenges**

#### Phase I (1 to 2 years)

**Management** Prioritize the promotion of **Policy** stabilizing our financial standing

#### Progress in Growth Strategy

Achieved certain results through the implementation of external growth and internal growth strategies, while placing top priority on stabilizing financial standing

#### Utilization of the creditworthiness of the sponsors

- Fix interest rates, extend the terms of loans and diversify repayment dates
- Release assets from collateral security
- Strengthen and broaden bank relationships

#### Utilization of the pipelines of the sponsors

- Enhance information collection through utilization of the Pipeline Support Agreement
- Evaluate acquisition of property within existing borrowing capacity
- Proactively exchange opinions with personnel in charge of property development at Sekisui House

# Utilization of the know-how and networks of the sponsors

- Utilize the leasing capability of Sekiwa Real Estate concerning residential properties
- Enhance the overall management effectiveness by strategically changing property management companies of retail facilities

#### Achieved the targeted level established in the financial strategy

#### Challenge

- Maintain stability of financial standing by utilizing the creditworthiness of Sekisui House
- Steadily implemented property acquisitions within the limit of borrowing capacity by utilizing the pipelines with sponsors, etc.

#### Challenge

- Conduct further property acquisitions utilizing borrowing capacity
- Maintained high levels of occupancy rates of residential properties through such measures as assigning the Sekiwa Real Estate Group as property manager

#### Challenge

Continue focus on leasing of vacant compartments at retail properties, aiming for full occupancy

#### **Strategic Goal**

Aim to recover 6-monthly cash distributions to the ¥10,000 level at an early stage

Challenge

Fiscal period ending September 30, 2011 (twelfth fiscal period)

Forecast cash distribution: ¥ 9,870

Raise cash distributions to the ¥10,000 level; stabilize the level of cash distributions

Financial Strategy

# **Current Policy**





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Forecast cash distribution per unit for the fiscal period ending September 2011 (12th fiscal period)

Assumes to be  $\frac{49,870}{}$ 



#### **Current Policy**

- Raise cash distributions to the ¥10,000 level at an early stage
- Stabilize the level of cash distributions

#### **Finance**

- Maintain and enhance stability of financial standing (Secure implementation of refinancing and borrowings of funds for property acquisitions)
- · Consider acquiring new credit ratings
- Optimize the proportion of fixed and floating interest rate borrowings (Carefully watch trends of long-term interest rates)

#### **External Growth**

- · Secure closing of property acquisitions scheduled for June 2011
- · Maintain and enhance cooperation relationship with property development divisions at Sekisui House
- · Expand and enhance networks for property information

#### Internal Growth

- Maintain high levels of occupancy rates of residential properties and set appropriate rents based on respective property characteristics
- Improve occupancy rates of retail properties (expansion and enhancement of leasing structure for the HAMAMATSU West Building of HAMAMATSU Plaza)
- · Further reduce fixed costs for the management of owned properties

Make up for the decreasing trend of revenues from retail properties by employing measures to reinforce profitability through external and internal growth primarily in residential properties

- Major Economic Events Requiring Careful Observation Concerning Impacts of the Great East Japan Earthquake on the Investment Corporation
  - · Trends of the nuclear power plant issues and power supply (Impact on the economy as a whole)
  - Trends in the real estate leasing market (Impact on occupancy rates and rent levels)
  - · Trends in the real estate transaction market (Impact on property appraisal values)
  - · Trends of corporate demands for funds (Impact on financial institutions)
  - · Trends of financial burdens on the government for demand for restoration (Impact on interest rate rise)
  - · Trends in the J-REIT market (Impact on investment unit prices)

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# **Balance Sheets (1)**

#### 積水ハウス·SI 投資法人

	10th fiscal period (As of Septe	ember 30, 2010)	11th fiscal period (As	s of March 31, 2011)	С	hange
	Million yen	Percent of total	Million yen	Percent of total	Million yen	Period on period (%)
ssets						
Current assets						
Cash and deposits	2,539		1,731		-807	
Cash and deposits in trust	3,319		3,348		28	
Operating accounts receivable	55		52		-2	
Prepaid expenses	212		103		-108	
Deferred tax assets	0		0		-	
Other	8		9		0	
Allowance for doubtful accounts	-24		-20		3	
Total current assts	6,111	5.9	5,225	4.9	-886	-14
Noncurrent assets						
Property, plant and equipment						
Buildings in trust	41,121		43,402		2,281	
Accumulated depreciation	-4,778		-5,389		-611	
Buildings in trust, net	36,343		38,013		1,669	
Structures in trust	467		529		62	
Accumulated depreciation	-127		-142		-15	
Structures in trust, net	339		386		47	
Machinery and equipment in trust	421		646		225	
Accumulated depreciation	-111		-132		-20	
Machinery and equipment in trust, net	309		513		204	
Tools, furniture and fixtures in trust	24		38		13	
Accumulated depreciation	-9		-11		-1	
Tools, furniture and fixtures in trust, net	15		27		11	
Land in trust	60,997		62,963		1,965	
Construction in progress in trust	110		-		-110	
Total property, plant and equipment	98,115	93.9	101,904	94.9	3,788	
Intangible assets	·					
Other	5		5		-0	
Total intangible assets	5	0.0	5	0.0	-0	-10
Investments and other assets						
Lease and guarantee deposits	10		10		-	
Long-term prepaid expenses	93		118		25	
Other	79		84		5	
Total investments and other assets	182	0.2	213	0.2	30	16
Total noncurrent assets	98,304	94.1	102,123	95.1	3,818	
Deferred assets	56,66	0	. :2,120		2,010	
Investment corporation bond issuance costs	5		3		-2	
Total deferred assets	5	0.0	3	0.0	-2	-34
otal Assets	104,422	100.0	107,352	100.0	2,930	2





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	10th fiscal period (As of Septe	mber 30, 2010)	11th fiscal period (As o	March 31, 2011)	Cl	nange
	Million yen	Percent of total	Million yen	Percent of total	Million yen	Period on period (%
iabilities						
Current liabilities						
Operating accounts payable	57		155		97	
Short-term loans payable	3,200		-		-3,200	
Investment corporation bond due within one year	-		5,000		5,000	
Current portion of long-term loans payable	18,322		6,300		-12,022	
Accounts payable – other	269		284		14	
Accrued expenses	149		84		-65	
Income taxes payable	11		0		-11	
Consumption taxes payable	18		-		-18	
Advances received	410		420		10	
Allowance for disaster losses	-		16		16	
Other	6		20		14	
Total current liabilities	22,446	21.5	12,282	11.4	-10,164	-4:
Noncurrent liabilities						
Investment corporation bond	5,000		-		-5,000	
Long-term loans payable	21,266		39,275		18,009	
Tenant leasehold and security deposits in trust	4,246		4,143		-102	
Total noncurrent liabilities	30,512	29.2	43,419	40.5	12,906	4
Total Liabilities	52,959	50.7	55,702	51.9	2,742	
et Assets						
Unitholders' equity						
Unitholders' capital	50,523	48.4	50,523	47.1	-	
Surplus						
Unappropriated retained earnings (undisposed loss)	939		1,126		187	
Total surplus	939	0.9	1,126	1.0	187	2
Total unitholders' equity	51,462	49.3	51,650	48.1	187	
Total Net Assets	51,462	49.3	51,650	48.1	187	
otal Liabilities and Net Assets	104,422	100.0	107,352	100.0	2,930	







# **Statements of Income**

#### 積水ハウス·SI 投資法人

	10 <sup>th</sup> fiscal per from April 1, 2 to September 30	010	11 <sup>th</sup> fiscal per from October 1, to March 31, 2	2010	Change	
	Million yen	Percent of total	Million yen	Percent of total	Million yen	Period on period (%)
Operating revenue						
Rent revenue - real estate	3,334		3,462		128	
Total operating revenue	3,334	100.0	3,462	100.0	128	3.8
Operating expenses						
Expenses related to rent business	1,401		1,487		85	
Asset management fee	207		207		0	
Asset custody fee	10		10		-0	
Administrative service fees	26		24		-2	
Directors' compensations	5		3		-1	
Provision of allowance for doubtful accounts	14		5		-9	
Other operating expenses	92		68		-23	
Total operating expenses	1,757	52.7	1,806	52.2	49	2.8
Operating Income	1,576	47.3	1,655	47.8	78	5.0
Non-operating income						
Interest income	1		0		-1	
Reversal of distributions payable	0		0		0	
Other	0		0		-0	
Total non-operating income	1	0.1	0	0.0	-0	-49.5
Non-operating expenses						
Interest expenses	338		332		-6	
Interest expenses on investment corporation bonds	50		50		0	
Amortization of investment corporation bond issuance costs	2		2		-0	
Borrowing related expenses	222		126		-95	
Other	8		0		-7	
Total non-operating expenses	622	18.7	512	14.8	-109	-17.7
Ordinary Income	956	28.7	1,144	33.0	187	19.6
Extraordinary Losses						
Provision of allowance for disaster losses	_		16		16	
Total extraordinary losses	-	-	16	0.4	16	-
Income before Income Taxes	956	28.7	1,127	32.6	171	17.9
Income taxes - current	12		0		-11	-95.1
Income taxes - deferred	5		_		-5	-100.0
Total income taxes	17	0.5	0	0.1	-16	-96.5
Net Income	938	28.2	1,126	32.5	187	20.0
Retained earnings brought forward	0	0.0	0	0.0	-0	-24.4
Unappropriated Retained Earnings (undisposed loss)	939	28.2	1,126	32.5	187	20.0





# **Statements of Cash Flows / Cash Distributions**

#### 積水ハウス·SI 投資法人

#### Statements of Cash Flows

	10 <sup>th</sup> fiscal period from April 1, 2010 to September 30, 2010	11th fiscal period from October 1, 2010 to March 31, 2011
	Million yen	Million yen
Net cash provided by (used in) operating activities		
Income before income taxes	956	1,127
Depreciation and amortization	613	650
Investment unit issuance expenses	7	-
Amortization of investment corporation bond issuance costs	2	2
Increase (decrease) in allowance for doubtful accounts	9	-3
Interest income	-1	-0
Interest expenses	389	383
Provision of allowance for disaster losses	-	16
Decrease (increase) in operating accounts receivable	13	2
Decrease (increase) in prepaid expenses	47	69
Increase (decrease) in operating accounts payable	-5	81
Increase (decrease) in accounts payable - other	-0	7
Increase (decrease) in accrued expenses	-0	-55
Increase (decrease) in consumption taxes payable	14	-18
Increase (decrease) in advances received	-8	10
Decrease (increase) in long-term prepaid expenses	-23	13
Other, net	-22	13
Subtotal	1,991	2,300
Interest income received	1	0
Interest expenses paid	-381	-375
Income taxes paid	-6	-11
Net cash provided by (used in) operating activities	1,605	1,913
Net cash provided by (used in) investment activities		
Purchase of property, plant and equipment in trust	-148	-4,432
Purchase of intangible assets	-5	-
Proceeds from tenant leasehold and security deposits in trust received	92	121
Repayments of tenant leasehold and security deposits in trust received	-280	-223
Decrease (increase) in investments and other assets	-4	-5
Net cash provided by (used in) investment activities	-346	-4,539

	10 <sup>th</sup> fiscal period from April 1, 2010 to September 30, 2010	11th fiscal period from October 1, 2010 to March 31, 2011
	Million yen	Million yen
Net cash provided by (used in) financing activities		
Repayments of short-term loans payable	-9,354	-3,200
Proceeds from long-term loans payable	14,679	18,009
Repayments of long-term loans payable	-7,163	-12,022
Proceeds from issuance of investment units	1,811	-
Dividends paid	-1,052	-939
Net cash provided by (used in) financing activities	-1,078	1,847
Net increase (decrease) in cash and cash equivalents	179	-778
Cash and cash equivalents at beginning of period	5,678	5,858
Cash and cash equivalents at end of period	5,858	5,080

#### **Cash Distributions**

	10 <sup>th</sup> fiscal period from April 1, 2010 to September 30, 2010	11 <sup>th</sup> fiscal period from October 1, 2010 to March 31, 2011
	Yen	Yen
I Unappropriated retained earnings	939,029,614	1,126,993,023
II Cash Distributions	938,971,200	1,126,880,510
Cash distributions per unit	(8,160)	(9,793)
III Retained earnings brought forward	58,414	112,513



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# **Summary of Selected Financial Data**

	10 <sup>th</sup> fiscal period from April 1, 2010 to September 30, 2010	11 <sup>th</sup> fiscal period from October 1, 2010 to March 31, 2011
Business days	183	182
Total assets	104,422 million yen	107,352 million yen
Net assets	51,462 million yen	51,650 million yen
Unitholders' capital	50,523 million yen	50,523 million yen
Investment units outstanding	115,070 units	115,070 units
Net assets per unit	447,227 yen	448,860 yen
Total cash distributions	938 million yen	1,126 million yen
Cash distributions per unit	8,160 yen	9,793 yen
Ordinary income to total assets <sup>1</sup> (annualized)	1.8%	2.2%
Return on unitholders' equity <sup>2</sup> (annualized)	3.7%	4.4%
Unitholders' equity ratio <sup>3</sup>	49.3%	48.1%
Total number of properties	53	57
Total rentable floor area	262,169.15m²	272,273.12m²
Period-end occupancy rate	96.9%	96.6%
Depreciation expense	612 million yen	649 million yen
Capital expenditures	29 million yen	346 million yen
Leasing Net Operating Income <sup>4</sup> (NOI)	2,545 million yen	2,625 million yen
Funds from Operation <sup>5</sup> (FFO)	1,552 million yen	1,777 million yen
FFO per unit	13,496 yen	15,445 yen
Total interest-bearing debt	49,229 million yen	51,874 million yen
Loan to Value <sup>6</sup> (LTV)	47.1%	48.3%
Interest-bearing debt ratio <sup>7</sup>	49.4%	50.7%
Debt Service Coverage Ratio <sup>8</sup> (DSCR)	3.7 times	4.3 times

- Ordinary income to total assets = Ordinary income (annualized) / Average total assets
  - Average total assets = (Period-beginning total assets + Period-end total assets) / 2
- (2) Return on unitholders' equity = Net income (annualized) / Average net assets Average net assets = (Period-beginning net assets + Period-end net assets) / 2
- (3) Unitholders' equity ratio = Period-end net assets / Period-end total assets
- (4) Leasing NOI = Leasing operating income (= Rent revenue-real estate Expenses related to rent business) + Depreciation and amortization (Expenses related to rent business)
- (5) FFO = Net income + Depreciation and amortization
- (6) LTV = Period-end interest-bearing debt / Period-end total assets Interest-bearing debt = Borrowings + Investment corporation bonds + Interest-bearing leasehold and security deposits
- (7) Interest-bearing debt ratio = Period-end interest-bearing debt / (Period-end interest-bearing debt + Unitholders' capital)
- (8) DSCR = (Net income + Repayment of interest-bearing debt + Interest expenses + Depreciation and amortization) / (Repayment of interest-bearing debt + Interest expenses)

Note: Ratios are rounded to the nearest first decimal place.



# **Portfolio Summary**

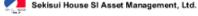
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As of March 31, 2011 (End of Eleventh Fiscal Period)

To	tal Acquisition P	rice (Note 1)	Оссі	upancy Ra	te	Average Property Age (Note 2)			
(es	¥103,974 mi (As of Jun. 10, 2 timate) (Note 4): ¥100	2011		96.6%		6.6 years			
To	otal Number of P	roperties	PML (E	ntire Porti	olio)	Average Property Age (Note 2) (Residential Properties Only)			
57 properties (As of Jun. 10, 2011 (estimate) (Note 4): 58 properties)				5.0%			5.0 years		
Div	ersification by Asse	et Class (Note 3)	Diversification by Region (Note 3)			Diversification by Age (Note 3)			
	Residential	■ Central Tokyo/ Jonan Area ■ Residential ■ Retail ■ Greater Tokyo ■ Major Regional Cities				<ul><li>Less than 1 year</li><li>1 year to less than 5 years</li><li>5 years to less than 10 years</li><li>10 years or more</li></ul>			
of IPO	49.0%	51.0%	37.9%	12.9%	49.2%	37.2%	56.1%	6.6%	
f Mar. 2011 nd of venth Period)	72.1%	27.9%	36.8%	26.9%	36.3%	45.0%	34.3%	20.8%	
Jun. 2011 nate)	72.6%	27.4%	36.1%	28.4%	35.5%	46.2%	33.5%	20.3%	

- Notes: 1. Concerning total acquisition prices, amounts of less than one million yen are rounded down.
  - 2. Average property ages are the result of calculating the weighted average using investment ratios based on acquisition prices and rounded down to the nearest first decimal place.
  - 3. Investment ratios by each category are calculated based on the acquisition price of each investment asset and rounded to the nearest first decimal place. Accordingly, ratio totals may not add up to 100%.

4. Figures are inclusive of the trust beneficiary interest in real estate in Japan scheduled to be acquired on June 10, 2011 (MITEZZA C6).



# Outline of Portfolio ~Residential Properties~

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Primary Properties Owned

#### **Central Tokyo / Jonan Area**









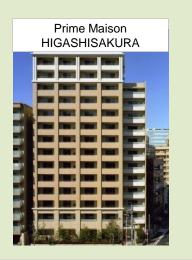
**Greater Tokyo/ Adjoining Cities** 





# Major Regional Cities S-RESIDENCE





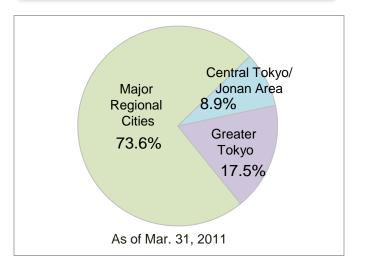
# Outline of Portfolio ~Retail Properties~





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#### Classification by Region (Retail Properties)

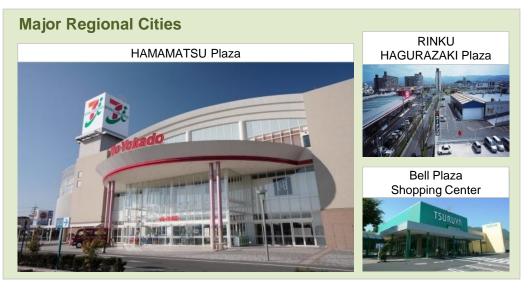


#### **Properties Owned**









Note: Ratios are calculated based on the acquisition price of each property (retail properties) and are rounded to the nearest first decimal place. Accordingly, ratio totals may not add up to 100 percent.

# Portfolio at a Glance (1)

### Properties Owned as of March 31, 2011

						Acquisition	Price	Appraisal	Occupanc	y Rate (%)	
	Property No.	Property Name	Location	Site Area (m²)	Total Floor Area (m²)	Area (m²) Price Ratio (Million yen) (%)		Value at End of Period (Million yen)	As of Sep. 30, 2010	As of Mar. 31, 2011	Completion Date
	Residence-1	Spacia GINZA	Ginza, Chuo-ku, Tokyo	636.36	7,836.57	5,290	5.1	5,080	97.7	96.8	February 07, 2005
	Residence-3	Spacia AZABUJUBAN II	Roppongi, Minato-ku, Tokyo	677.45	2,317.87	1,730	1.7	1,490	94.7	91.3	January 16, 2004
	Residence-4	Spacia EBISU II	Higashi, Shibuya-ku, Tokyo	561.58	2,452.69	1,960	1.9	1,740	92.3	100.0	June 13, 2003
	Residence-5	Spacia EBISU III	Hiroo, Shibuya-ku, Tokyo	169.00	871.90	700	0.7	740	96.1	100.0	October 20, 2004
	Residence-6	Spacia KANDA	Kandatacho, Chiyoda-ku, Tokyo	307.69	2,028.19	1,360	1.3	1,250	94.4	98.7	February 20, 2004
	Residence-7	Spacia SENDAGAYA	Daikyo-cho, Shinjuku-ku, Tokyo	340.49	844.13	576	0.6	507	88.8	94.7	August 31, 2004
	Residence-8	Spacia KITASHINJUKU	Kitashinjuku, Shinjuku-ku, Tokyo	504.41	2,204.07	1,290	1.2	1,330	100.0	100.0	August 06, 2004
	Residence-9	Spacia MEGUROFUDOMAE	Nishigotanda, Shinagawa-ku, Tokyo	217.38	1,044.37	766	0.7	754	100.0	97.8	January 12, 2005
	Residence-10	FITL KOMAGATA	Komagata, Taito-ku, Tokyo	663.54	3,406.10	1,870	1.8	1,830	96.2	95.3	July 28, 2004
	Residence-11	Spacia MACHIDA	Haramachida, Machida-shi, Tokyo	587.48	4,033.59	1,360	1.3	1,320	99.2	99.1	February 23, 2004
Assets	Residence-12	Spacia KAWASAKI	Ogawa-cho, Kawasaki-ku, Kawasaki-shi, Kanagawa	683.69	4,656.10	2,130	2.0	2,090	99.3	96.8	July 15, 2004
Core Asse	Residence-13	IMAIKE IRIS NIBANKAN	Imaike, Chikusa-ku, Nagoya-shi, Aichi	360.54	1,375.76	300	0.3	200	86.8	98.5	October 15, 1991
	Residence-14	GRACIA FIS	Furuichiba, Saiwai-ku, Kawasaki-shi, Kanagawa	1,992.09	3,737.47	1,018	1.0	943	100.0	100.0	March 05, 1999
	Residence-15	J-FLATS YOKOHAMA	Tsuruya-cho, Kanagawa-ku, Yokohama-shi, Kanagawa	611.41	3,076.45	2,090	2.0	1,850	100.0	100.0	January 23, 2007
	Residence-16	FITL KAMEIDO	Kameido, Koto-ku, Tokyo	438.43	2,899.67	1,650	1.6	1,440	97.8	97.0	November 30, 2005
	Residence-17	Spacia MEGURO	Mita, Meguro-ku, Tokyo	578.01	1,283.92	887	0.9	926	95.5	94.4	November 28, 2005
	Residence-18	ACT HILLS YACHIYO	Midorigaoka, Yachiyo-shi, Chiba	1,289.14	5,420.53	1,348	1.3	1,020	88.8	88.3	January 10, 1998
	Residence-19	J-FLATS SUGAMO	Sugamo, Toshima-ku, Tokyo	965.70	2,785.83	1,510	1.5	1,440	95.0	92.3	February 22, 2007
	Residence-20	S-RESIDENCE KYOBASHI	Higashinoda-cho, Miyakojima-ku, Osaka-shi, Osaka	799.68	5,995.82	2,774	2.7	2,550	96.0	100.0	March 02, 2006
	Residence-21	EL CIELO MEGUROHONCHO	Megurohoncho, Meguro-ku, Tokyo	865.22	1,975.84	1,220	1.2	950	89.9	86.4	February 22, 2006
	Residence-22	Spacia HAKURAKU	Rokkakubashi, Kanagawa-ku, Yokohama-shi, Kanagawa	457.54	1,593.68	844	0.8	750	98.2	98.2	February 02, 2006
	Residence-23	J-FLATS MINAMIHORIE	Minamihorie, Nishi-ku, Osaka-shi, Osaka	475.06	1,994.14	1,055	1.0	899	98.4	98.2	February 19, 2007
	Residence-24	Spacia GOTANDA <sup>5</sup>	Nishigotanda, Shinagawa-ku, Tokyo	593.32	5,590.34	3,043	2.9	2,530	97.8	96.0	March 02, 2006
	Residence-25	Spacia OISENDAIZAKA	Higashioi, Shinagawa-ku, Tokyo	558.39	3,440.73	2,440	2.3	2,160	97.9	98.7	August 10, 2006





# Portfolio at a Glance (2)

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					Total Floor Area	Acquisition	n Price	Appraisal Value at End of	Occupano	y Rate (%)	
	Property No.	Property Name	Location	Site Area (m²)	(m²)	Price (Million yen)	Ratio (%)	Period  (Million yen)	As of Sep. 30, 2011	As of Mar. 31, 2011	Completion Date
	Residence-26	FITL SHINAGAWA SEASIDE	Higashishinagawa, Shinagawa-ku, Tokyo	1,049.00	3,127.48	2,200	2.1	1,910	94.8	97.2	June 23, 2006
	Residence-27	FITLMINAMIAZABU	Minamiazabu, Minato-ku, Tokyo	487.27	1,479.61	1,300	1.3	1,080	96.2	100.0	August 23, 2006
	Residence-28	RARETE JYOUTOU	Noe, Jyoutou-ku, Osaka-shi, Osaka	740.49	2,232.26	1,075	1.0	913	95.1	98.5	August 31, 2006
	Residence-29	Spacia TSUKAMOTO CROWN HEIM	Tsukamoto, Yodogawa-ku, Osaka-shi, Osaka	808.54	2,565.66	1,250	1.2	1,030	97.9	100.0	August 10, 2006
	Residence-30	Spacia KAWASAKI II	Ogawa-cho, Kawasaki-ku, Kawasaki-shi, Kanagawa	601.38	3,193.14	1,900	1.8	1,760	97.6	92.1	February 27, 2007
	Residence-31	Spacia AZABUJUBAN III	Azabujuban, Minato-ku, Tokyo	380.26	2,097.45	2,700	2.6	2,190	96.9	100.0	February 22, 2007
	Residence-33	FITLITABASHIHONCHO	Yamato-cho, Itabashi-ku, Tokyo	220.85	1,446.78	1,000	1.0	838	96.9	90.7	February 27, 2007
	Residence-34	FITL OIZUMIGAKUEN	Higashi-Oizumi, Nerima-ku, Tokyo	618.00	1,542.16	871	0.8	701	96.6	96.4	February 22, 2007
	Residence-35	J-FLATS TENJINHIGASHI I	Susaki-machi, Hakata-ku, Fukuoka-shi, Fukuoka	239.18	1,158.70	445	0.4	343	97.8	97.2	January 31, 2007
	Residence-36	J-FLATS TENJINHIGASHI II	Susaki-machi, Hakata-ku, Fukuoka-shi, Fukuoka	514.89	2,108.69	840	0.8	625	96.4	96.3	May 23, 2007
ets	Residence-37	J-FLATS SHIJONISHINOTOIN	Myodenji-cho, Shijo-sagaru, Nishinotoin-dori, Shimogyo-ku, Kyoto-shi, Kyoto	400.59	3,374.74	1,420	1.4	980	95.6	93.2	April 08, 2008
Core Assets	Residence-39	J-FLATS HIGASHISHINAGAWA	Higashi-Shinagawa, Shinagawa-ku, Tokyo	1,028.92	3,338.12	2,610	2.5	2,060	93.4	96.7	May 23, 2008
රි	Residence-40	J-FLATS HACHIOJIMINAMINO	Nishikatakura, Hachioji-shi, Tokyo	1,134.50	2,243.06	1,000	1.0	919	94.2	88.4	March 6, 2007
	Residence-41	PREGIO NISHINAKAJIMA	Higashinakajima, Higashiyodogawa-ku, Osaka- shi, Osaka	969.02	3,947.24	2,250	2.2	1,730	98.3	99.1	April 18, 2007
	Residence-42	J-FLATS ITABASHIKUYAKUSHOMAE	Itabashi, Itabashi-ku, Tokyo	731.71	4,322.19	2,700	2.6	2,210	96.0	91.1	April 22, 2007
	Residence-43	J-FLATS MUSASHIKOYAMA⁵	Ebara, Shinagawa-ku, Tokyo	512.62	1,616.87	1,012	1.0	878	95.6	98.3	November 5, 2007
	Residence-44	J-FLATS SENDAGI⁵	Sendagi, Bunkyo-ku, Tokyo	250.44	1,239.10	757	0.7	615	90.9	100.0	January 9, 2008
	Residence-45	J-FLATS YOTSUYASAKAMACHI⁵	Sakamachi, Shinjuku-ku, Tokyo	905.08	3,675.01	2,300	2.2	1,790	98.8	96.0	March 29, 2008
	Residence-46	J-FLATS HAKATAHIGASHI	Yoshizuka, Hakata-ku, Fukuoka-shi, Fukuoka	4,590.91	9,465.09	2,250	2.2	2,110	99.4	97.3	November 21, 2007
	Residence-47	J-FLATS KAMIGOFUKU	Kamigofukumachi, Hakata-ku, Fukuoka-shi, Fukuoka	593.55	2,523.71	900	0.9	728	95.5	94.2	March 14, 2008
	Residence-48	J-FLATS SANGENJAYA	Sangenjaya, Setagaya-ku, Tokyo	153.83	954.94	871	0.8	722	97.2	97.2	January 22, 2008
	Residence-50	Prime Maison MUSASHINONOMORI	Josuihoncho, Kodaira-shi, Tokyo	5,116.62	4,412.42	1,560	1.5	1,630		96.9	December 19, 2007
	Residence-51	Prime Maison HIGASHISAKURA	Higashisakura, Higashi-ku, Nagoya-shi, Aichi	846.05	3,517.62	1,140	1.1	1,220	-	93.6	February 15, 2008
	Residence-52	Prime Maison KAYABAKOEN	Kayaba, Chikusa-ku, Nagoya-shi, Aichi	1,129.02	2,301.42	640	0.6	665	-	96.1	November 7, 2006
	Residence-53	Tre Di Casa SANGENJAYA	Shimouma, Setagaya-ku, Tokyo	473.85	1,006.89	714	0.7	724	-	97.0	January 28, 2008
	Residential Subtotal		39,830.17	141,756.11	74,916	72.1	66,160	96.5	96.2		



# Portfolio at a Glance (3)

#### 積水ハウス·SI 投資法人

					Acquisition	n Price	Appraisal Value at	Occupancy	/ Rate (%)	
Property No.	Property Name	Location	Site Area (m²)	Total Floor Area (m²)	Price (Million yen)	Ratio (%)	End of Period (Million yen)	As of Sep 30, 2010	As of Mar. 31, 2011	Completion Date
Retail-1	HAMAMATSU Plaza	Kaminishi-cho, Higashi-ku, Hamamatsu-shi, Shizuoka, etc.	135,817.46	73,250.17	15,360	14.8	12,000	94.9	94.3	(Note 6)
Retail-2	b-town JINGUMAE II	Jingumae, Shibuya-ku, Tokyo	283.83	499.67	1,043	1.0	895	100.0	100.0	May 20, 2005
Retail-3	RINKU HAGURAZAKI Plaza	Tajiri-cho Oaza, Gashouji, Sennangun, Osaka, etc.	53,231.66	_	4,697	4.5	3,854	100.0	100.0	_
Retail-4	b-town MINAMIAOYAMA	Minamiaoyama, Minato-ku, Tokyo	385.32	797.63	1,530	1.5	1,280	100.0	100.0	February 28, 2006
Retail-5	KOJIMA NEW KAMIFUKUOKATEN	Kamifukuoka, Fujimino-shi, Saitama	4,877.90	3,413.40	1,300	1.3	1,120	100.0	100.0	October 14, 1996
Retail-7	b-toss IKEBUKURO	Nishi-Ikebukuro, Toshima-ku, Tokyo	223.38	1,474.21	1,980	1.9	1,550	100.0	100.0	November 12, 2005
Retail-8	Joy Square YUGAWARA	Chuo, Yugawaramachi, Ashigarashimo-gun, Kanagawa	5,425.13	6,326.53	1,810	1.7	1,590	100.0	100.0	September 22, 2006
Retail-9	Bell Plaza Shopping Center	Nakamaruko, Ueda-shi, Nagano	23,304.57	6,203.26	1,337	1.3	1,110	100.0	100.0	(Note 7)
	Retail Subto	tal	223,549.25	91,964.87	29,058	27.9	23,399	97.3	96.9	
	As of March 31, 2011 Portfolio Total			233,720.98	103,974	100.0	89,559	96.9	96.6	

Owned as of September 30, 2010

53 properties

99,920 million yen

Acquired in the period ended March 31, 2011

4 properties

57 properties

4,054 million yen

#### Owned as of March 31, 2011

103,974 million yen

Scheduled to be acquired in the period ending September 30, 2011 (contract already concluded as of the date of this material)

1 property

2,260 million yen

Total

58 properties (estimate) 106,234 million ven

- Notes: 1. Based on information as of March 31, 2011. Occupancy rates are rounded to the nearest first decimal place.
  - 2. Concerning acquisition prices, amounts of less than one million yen are rounded down, and percentages indicate the portion of the portfolio's total acquisition price for properties owned and are rounded to the nearest first decimal place.
  - 3. The listed site area and total floor area figures are based on indications given in the register. As for Rinku Hagurazaki Plaza, its total floor area is not described because the Investment Corporation acquired only the land and leases it (the buildings on it are owned by the tenants).
  - 4. The appraisal value at end of period is the amount appraised based on an appraisal by a real estate appraiser rounded down to the nearest million yen.
  - 5. The ratio of site rights (co-ownership rights) for Spacia GOTANDA, J-FLATS MUSASHIKOYAMA, J-FLATS SENDAGI and J-FLATS YOTSUYASAKAMACHI are 387,036/426,933, 117,678/127,609, 89,730/103,842 and 245,317/329,739, respectively. However, "Site Area" indicates the total land area of the real estate in trust, while "Total Floor Area" indicates the floor area of the entire building. The exclusive portions of the total floor area that the Investment Corporation has acquired are 3,637.18m<sup>2</sup>, 1,148.58m<sup>2</sup>, 867.27m<sup>2</sup> and 2,253.07m<sup>2</sup>, respectively.
  - 6. HAMAMATSU Plaza is a shopping-complex-type facility, with Hamamatsu West completed on October 20, 1979, the Ito-Yokado and administration buildings completed on November 7, 2000, and Akachanhonpo and Xebio buildings completed on November 9, 2000.
  - 7. Bell-Plaza Shopping Center is a shopping-complex-type facility, with the Center building and Shop building completed on November 30, 1992 and the Restaurant building completed on July 12, 2006.



Sekisui House SI Asset Management, Ltd.

(estimate)

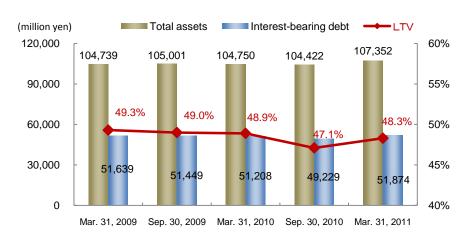


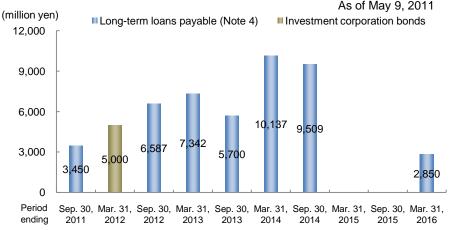
# **Key Financial Indices for Interest-Bearing Debt**

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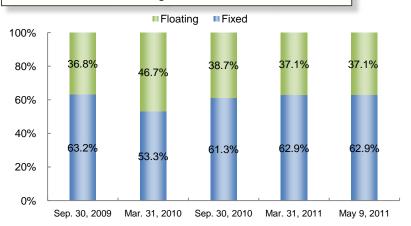
Changes in Total Assets, Total Interest-Bearing Debt and LTV (Notes 1 and 2)

Diversification of Repayment Dates (Notes 3)





#### Ratio of Fixed / Floating Interest Rates (Notes 2 and 5)



#### Ratio of Long/Short-Term Loans Payable (Notes 2 and 5)



Notes: 1. LTV = Interest-bearing debt / Total assets at end of the period (where interest-bearing debt is the sum of loans payable, investment corporation bonds and interest-bearing tenant leasehold and security deposits).



<sup>2.</sup> Percentage figures are rounded to the nearest first decimal place.

<sup>4.</sup> Includes current portion of long-term loans payable.

<sup>3.</sup> Does not include interest-bearing tenant leasehold and security deposits.5. Stated as the percentage of total interest-bearing debt.



# **Portfolio Development Policy**

### Investment Diversification by Asset Class and Geographical Region

After modifications made on May 16, 2011

Asset Class of Real Estate Allocation But All to But Al										
	Asset Class of Real Estate Related Assets		Region	Allocation Rate	Specific Areas					
			Central Tokyo/ Jonan Area	Approx. 50% (Note 2)	Central Tokyo: Chiyoda Ward, Chuo Ward, Minato Ward, Bunkyo Ward, Shibuya Ward and Shinjuku Ward Jonan area: Setagaya Ward, Meguro Ward, Shinagawa Ward and Ota Ward					
Core Assets	Residences	70~85%	Greater Tokyo/ Adjoining Cities	Approx. 80% including Central Tokyo and the Jonan Area (Note 2)	Tokyo: Areas other than Central Tokyo and the Jonan Area (excluding islands) Kanagawa Prefecture: Kawasaki City, Yokohama City and others Chiba Prefecture: Ichikawa City, Urayasu City, Funabashi City, Matsudo City and others Saitama Prefecture: Kawaguchi City, Toda City, Saitama City and others Additional areas within commuting distance					
			Major Regional Cities (Note 1)	Approx. 20% (Note 2)	Sapporo City, Sendai City, Nagoya City, Kyoto City, Osaka City, Kobe City, Hiroshima City, Fukuoka City, Kitakyushu City and others Additional areas within commuting distance					
	Retail Properties	15~30%	Based on an a	assessment of the sp	specific characteristics of each property, region and trade zone					
Balance Assets	Office, etc.	0~15%	Based on an assessment of the specific characteristics of each property and region							

Notes: 1. "Major Regional Cities" refers to cabinet-order designated cities and cities in major regional areas that, in principle, have a population exceeding 500,000, or a commercial district of equivalent standing.

<sup>2. &</sup>quot;Approx." means ±10%.





# Overview of Unitholders as of March 31, 2011

#### 積水ハウス·SI 投資法人

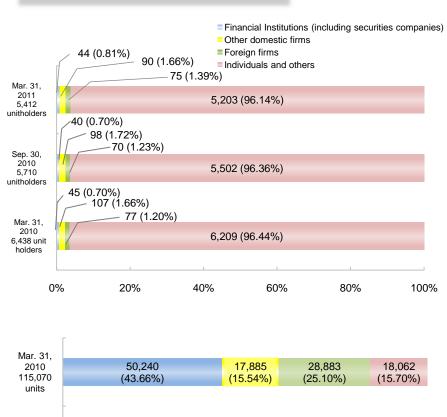
#### Major Unitholders

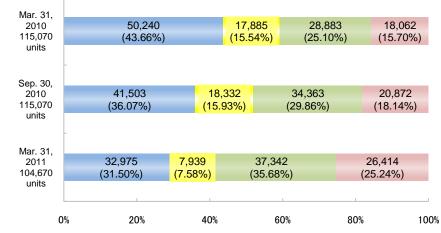
Name / Company Name	Investment Units Owned	Ownership of Investment Units
	(units)	Outstanding (%)
Japan Trustee Services Bank, Ltd. (Trust Account)	23,619	20.52
Goldman Sachs International	13,521	11.75
Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	9,310	8.09
Sekisui House Ltd.	7,800	6.77
The Nomura Trust and Banking Co., Ltd. (Trust Account)	7,593	6.59
JOINT CORPORATION	5,400	4.69
The Master Trust Bank of Japan, Ltd. (Trust Account)	5,342	4.64
Deutsche Bank AG London-PB Non-Treaty Clients 613	3,627	3.15
Spring Investors Co., Ltd.	2,600	2.25
Nomura Bank (Luxembourg) S.A.	2,572	2.23
Total	81,384	70.72

■Note: The status of large holdings as determined by the large share holdings reports (including Reports of Changes) submitted by May 12, 2011 is as follows.

Name	Sumitomo Trust & Banking Co., Ltd.	Mizuho Securities Co., Ltd.	Tower Investment Management Co., Ltd.	DIAM Co., Ltd.	Mizuho Trust & Banking Co., Ltd.
Total units held	6,635 units	8,120 units	17,278 units	12,989 units	11,644 units
Total percentage of ownership	5.77%	7.06%	15.02%	11.29%	10.12%
Submission date	Jan. 11, 2011	Jan. 11, 2011	Mar. 7, 2011	Mar. 24, 2011	Apr. 6, 2011

#### **Diversification of Unitholders**





### **Historical Investment Unit Price**

### Sekisui House SI Investment Corporation Investment Unit Price Summary



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