

# Message

代表者メッセージ  
Top message



代表取締役社長  
今西 敏  
Satoshi Imanishi,  
President and Representative Director

## 変化する社会の中で、持続可能な取り組みを

Pursuing Sustainability Initiatives in a Changing Society

新型コロナウイルス感染症の拡大による社会経済活動の制限が緩和されつつある中、人びとのライフスタイルや価値観の多様化の進展をはじめとする、社会・経済環境の変化が起きています。このように目まぐるしく変化する状況において、持続可能な社会の実現への取り組みは、重要かつ喫緊の課題です。私たちMONEグループは、当社グループの事業を通じ、企業理念として掲げる「不動産を通じて実り豊かな社会創造に貢献する」ことで、人びとが直面するさまざまな社会課題への対応・解決に貢献してまいります。MONEグループは、株式会社シンプレクス・インベストメント・アドバイザーズとして2002年に創業し、不動産のアセットマネジメント事業を中心に知見や実績を積み上げ、昨年は創業20周年を迎えました。MONEグループ各社それぞれに、各時代における環境や社会からの要請に基づいた最適な組織体制を構築し、お客さまをはじめとするステークホルダーの皆さまからのご期待にお応えするため、さらなるステージへ歩みを進めてまいります。今後とも変わらぬご支援、ご鞭撻を賜りますようお願い申し上げます。

As the restrictions on social and economic activities caused by the spread of the COVID-19 pandemic are gradually lifted, the diversification of people's lifestyles and values is progressing dramatically, leading to changes in the socio-economic environment. In the context of these dizzying changes, initiatives aimed at achieving a sustainable society are a matter of importance and urgency. Via our business activities, the Mizuho Realty One Group contributes to tackling and resolving various social issues that people are facing by "contributing to the creation of a fruitful society through real estate," which is our corporate philosophy. Since our founding in 2002 as Simplex Investment Advisors, Inc., Mizuho Realty One Group has built up its knowledge and track record, focusing on the real estate management business, and last year we celebrated our 20th anniversary. Each company in the Group has established an appropriate organizational structure based on the requirements of the environment and society at different times, and in order to meet the expectations of customers and other stakeholders, they are advancing to the next stage in their development. Going forward, we appreciate your continued support and encouragement.

# Skill

グループ全体有資格者数  
Groupwide number of qualification holders

みずほリアルティOne、みずほ不動産投資顧問、およびみずほリートマネジメントの2023年3月31日時点の主な有資格者数は以下のとおりです。\*

The following is the number of persons with certifications or qualifications (non-exhaustive list) as of March 31, 2023 at Mizuho Realty One, Mizuho Real Estate Management and Mizuho REIT Management.\*

宅地建物取引士 Registered real estate broker	63	不動産鑑定士 Real estate appraiser	4
不動産証券化マスター Real estate securitization master	37	司法書士 Judicial scrivener	3
ビル経営管理士 Building manager	15	一級管工事施工管理技士 First-class plumbing engineer	3
一級建築士 First-class architect	13	一級電気工事施工管理技士 First-class electrical engineer	3
エネルギー管理員 Energy manager	7	二級建築士 Second-class architect	1
ファシリティマネジャー Facility manager	5	公認会計士 Certified public accountant	1
一級建築施工管理技士 First-class construction engineer	5	監理技術者 Supervising engineer	1
証券アナリスト Securities analyst	4		

\*非常勤役員、契約社員、嘱託社員、出向者を含み、非常勤役員、派遣社員は含まず。また、上記3社間の兼職者を含む。  
\* Includes full-time officers, contract employees, part-time employees and seconded employees, does not include part-time officers and temp workers. Includes employees working concurrently at more than one of the three companies mentioned above.

# MONE NEWS 2023



# Topic 01

私たちのAM受託実績  
Our Asset Management Track Record

## MONEグループ全体のAUM

Mizuho Realty One Group's AUM

MONEグループ<sup>®</sup>では、セパレートアカウントによるファンド組成に本格的に取り組みはじめた2012年度以降、オフィスを中心に多様なリスク・リターン属性のファンドタイプ、多様な地域の案件を受託してきたほか、REIT向けのブリッジファンドの組成などでも実績を積み上げています。MONEグループ全体(私募ファンド及びリート)の2023年3月末時点におけるAUMは、約1兆2,823億円となりました。

\*みずほリアルティOne(MONE)、みずほ不動産投資顧問(MREM)、みずほリートマネジメント(MREIT)の3社を総称してMONEグループとしています。

Since fiscal 2012, when it entered separate account fund formation in earnest, the Mizuho Realty One Group has built up a track record in managing office buildings and other assets in diverse regions and fund types with various risk and return attributes, as well as forming bridge funds for REITs. As of March 31, 2023, the AUM for the Group as a whole (private funds and REITs) was approximately 1.2823 trillion yen.

\*Mizuho Realty One Group is the collective name for three companies: Mizuho Realty One, Mizuho Real Estate Management, and Mizuho REIT Management.

## みずほ不動産投資顧問の新規AM受託実績

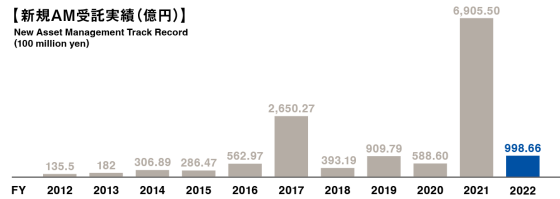
Mizuho Real Estate Management's New Asset Management Track Record

2022年度は、海外で金融引き締め策が相次いで打ち出される不確実性の高い環境の中でも、着実にAUMの拡大を図ることができました。シリーズ化ファンドの新規組成に加えて、「付加価値創造力」を活かした築古オフィスのバリューアップファンドや、「企画力と実行力」が求められる稼働中物件の解体を前提とした再開発ファンドなど、計32物件、998億円超の新規AM受託を重ね、AUMは1兆1,076億円となりました。

In fiscal 2022, we were able to pursue steady AUM growth despite an environment with a high degree of uncertainty, as a series of economic tightening measures were implemented in other countries. In addition to forming new series funds, we were entrusted with new asset management valued at more than 99.8 billion yen and extending across 32 properties, including assets in a value-up fund for aging office buildings, which leverages our capacity to create added value, and a redevelopment fund premised on the demolition of buildings that are currently in operation, which required our planning and execution capabilities. Our AUM therefore increased to 1.1076 trillion yen.

### 【新規AM受託実績(億円)】

New Asset Management Track Record  
(100 million yen)



## 2012年度以降のAM受託(私募ファンド)累計実績

Cumulative 10-Year Asset Management Track Record (Private Funds)

### 01 各種ファンドの累計実績(セパレートアカウント)

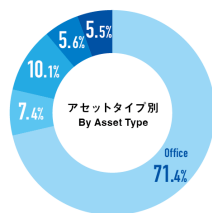
Cumulative Track Record of All Funds (Separate Accounts)

第三者投資家による各種ファンド(バリューアップ、コア、開発他)の取得価格累計は1兆3,920億円となりました。

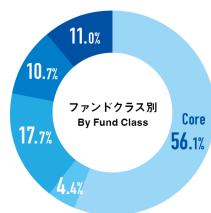
The acquisition total of all funds (value-add, core, development, etc.) by third-party investors was 1.3920 trillion yen.

### 02 ファンドの種類別数値(2023年3月末日時点)

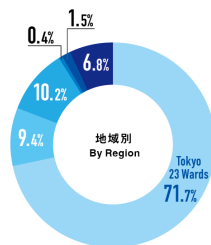
Fund Figures by Type (as of March 31, 2023)



Office  
Office  
Residential  
Other  
Commercial  
Retail  
Hotel



Core  
Core+  
Value-add  
Opportunistic  
Other



Tokyo 23 Wards  
Greater Tokyo  
Aichi  
Fukuoka  
Other

# Topic 02

直近の実績  
Recent Track Record

## NEW! ウェルネスをコンセプトとしたホテルファンドを組成

Forming a Hotel Fund with Wellness as the Concept

オペレーターチェンジを伴うリブランドによる収益向上を企図し、ホテル3物件(札幌・博多・鹿児島天文館)のvalue-added型ファンドを組成しました。ウェルネスをコンセプトとし、心と体の健康を志向する宿泊者へ新たなサービスを提供。サステナビリティを意識した取り組みを通じて、不動産の価値向上を目指します。

With the intention of improving profits through rebranding in conjunction with a change of operator, we have formed a value-add fund for three hotel properties (Sapporo, Hakata, and Kagoshima Tenmonkan). With wellness as the concept, we will offer new services to guests focusing on mental and physical health. Our aim is to enhance the value of real estate through sustainability-oriented initiatives.



札幌 Sapporo

博多 Hakata

鹿児島天文館 Kagoshima Tenmonkan

### POINT

- 01 リラックス、安眠に配慮した設備を充実  
Enhancing facilities with relaxation and peaceful sleep in mind
- 02 リブランドに伴うバリューアップ工事を提案  
Proposing value-enhancement work in conjunction with rebranding
- 03 各ホテル所在エリア近隣で収穫された有機野菜を使用し、地産地消・ヘルシー・SNS映える朝食を提供  
Using organic vegetables harvested near each hotel's area and serving breakfasts that are locally produced and consumed, healthy, and Instagrammable

# Topic 03

直近の実績  
Recent Track Record

## NEW! エリアの特性を活かしたビル改修「GEEKS AKIHABARA」

Building Upgrades Leveraging Local Features at Geeks Akihabara

物件の立地を活かし「秋葉原らしさ」を表現すべく、コンセプトメイキングから設計会社と協議を重ね、「GEEKS」の名にふさわしいビル改修をおこないました。先鋭的なデザインを大胆に導入することで、課題のひとつであった視認性を大きく改善すると共に、IT業界やスタートアップ企業をターゲットとした戦略的なリノベーションと相乗効果により収益性の向上に寄与。秋葉原エリアにおいて「GEEKS」の存在感を發揮すると共に、他のビルとの差別化に成功しました。

In order to leverage the property's location and express its "Akihabara-ness," we carried out building upgrades suited to the name "Geeks" in consultation with a design firm, starting from the concept development stage. Along with significantly improving visibility, which was one of the issues for the property, by boldly incorporating edgy design elements, the synergistic effect of strategic leasing targeting the IT industry and start-ups will contribute to improved profitability. We have succeeded in showcasing Geeks' presence in the Akihabara area as well as differentiating it from other buildings.

\*Signifying the positive sense of the word - i.e., a group of people who are exceptionally knowledgeable about a subject referred to as otaku in Japanese.

### POINT

- 01 秋葉原のイメージに合わせたデザインを採用  
Adopting a design aligned with Akihabara's image
- 02 屋上は眺望のよさを活かし在館者の憩いの場に  
Establishing a relaxation space on the rooftop for building users that leverages the fine view
- 03 賃料坪単価アップ、取得時水準を上回る稼働状況へ  
Moving toward increased rent per tsubo and an occupancy rate higher than the level at the time of acquisition

