

Tokyo Asset Solution Co., Ltd

COMPANY PROFILE



Request for real estate transaction information

**03-5510-8300**

1-16-4, Toranomom, Minato-ku, Tokyo 105-0001

<http://www.to-as.com>

 **Tokyo Asset Solution**

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We will realize  
the creation of a vital community  
with our extensive  
problem-solving capabilities

Building a vibrant city with  
solution power.

### Basic Policy

We are a group that places value on relationships of trust with all related parties and quickly responds to various needs.

We are a group that encourages our local community to be active through our high-quality know-how, development business, lease/operation business and project management business.

We are a group that challenges new approaches while thinking at all times without sticking to existing notions.

### Greeting

As of June 2020, the people of Japan and the rest of the world have found themselves in a very difficult situation because of the expansion of novel coronavirus.

First of all, we wish those affected by the coronavirus will make a speedy recovery and that the healthcare professionals who treat them will remain good.

The Company is celebrating its 12th anniversary this year since its foundation in 2009. In recent years, we have also expanded our business to include new rental residence development businesses, overseas real estate businesses and rent-administration trustee businesses. We would like to take this opportunity to express our sincere appreciation to you, primarily our customers, for the support you have given us.

In the real estate industry to which we belong, we have been aided by the global financial easing since the global financial crisis, which has progressed favorably with the rise in asset prices, but we have already experienced a certain level of overheating, in part, and a sense that it is overpriced due to the price increases that do not involve wage increases.

Furthermore, globally, social insecurity has also increased, including the political confusion in the international community, growing inequalities and increasing poverty. Future uncertainties such as rising social security costs and the low birthrate and aging population still cannot be wiped away domestically.

Under these circumstances, the Company moved forward with business management focusing on balancing (1) business development that does not depend solely on purchasing and selling real estate, which means a stable management due to the increase in leased assets, and (2) production (monozukuri) as a developer.

With regard to point (1), in dozens of places in Tokyo, we are working on a project to organize rights while owning and obtaining rents in the medium- and long-term timeframe, focusing on properties of that will contribute to future redevelopment.

With regard to point (2), we plan to develop several rental residences and commercial facilities each year and to establish our own brand as we expand the number of projects in the future.

In addition, we consider creating a strong and perpetual company that can withstand the surging seas of the times as our greatest social contribution, and internally, we are committed to practicing the following principles.

- Contribute to society through our business;
- Stabilize our financial base;
- Encourage each individual employee to have dreams, hopes, and pride in order to grow with the Company;
- Do not be overhasty, arrogant, or force yourself;
- Be diligent, sincere and honest.

As we expand our business operations, we believe that our relationship with society will become wider and deeper, and therefore, we believe that our corporate responsibilities will also increase. We will continue to put those principles into practice every day, and fulfill our social mission and pursue our raison d'être.



President  
Nobuaki Terashiki

### Outline

<b>Company Name</b>	Tokyo Asset Solution Co., Ltd.	<b>Description of Business</b>	- Income-Generating Property Renovation Business - Redevelopment Business - Medium and Long-Term Holdings Business - Business Investment Arrangement Business - Asset Consulting Business - Overseas Business - Renewable Energy Supply Business
<b>Address</b>	1-16-4, Toranomom, Minato-ku, Tokyo 105-0001	<b>Shareholders</b>	100% composite investment fund of FE Invest Co., Ltd. (FE Invest Co., Ltd. is a subsidiary company of Kyokuto Securities Co., Ltd.)
<b>Tel</b>	Tel 03-5510-8300 (Main switchboard)	<b>Subsidiary Company</b>	TAS Capital Co., Ltd. (wholly-owned) Kansai Asset Solution Co., Ltd. (wholly-owned)
<b>Fax</b>	Fax 03-5510-8305	<b>License/Registration</b>	Real Estate Business, Tokyo Governor (3) No. 90385 Kanto Financial Bureau Chief (Financial Instruments) No. 2234 (Type II Financial Instruments Business) Tokyo Asset Solution First-Class Architect Office, Tokyo Governor No. 55907
<b>URL</b>	<a href="http://www.to-as.com/english/">http://www.to-as.com/english/</a>	<b>Officer Composition</b>	Board Chairperson: Norihiro Katada President and Representative Director: Nobuaki Terashiki Director and Senior Executive Officer: Shintaro Tanahara Executive Officer Sales and Marketing Dept. and Overseas Business Dept. and Property Management dept.: Yuji Sakou Corporate Office r Strategic Investments Dept. : Takashi Numata Corporate Office r Corporate Management Dept. :Masayuki Bono Auditor: Masato Fukamauchi (as of April 2020)
<b>Date of Foundation</b>	January 30, 2009		
<b>Commencement Date of Business</b>	May 1, 2009		
<b>Capital</b>	200,000,000 JPY		
<b>Number of Full-time Executives and Regular Employees</b>	40 persons (as of July 2020)		
<b>Accounting Period</b>	December		

We plan and make proposals and offer solutions related to various customer problems to support the creation of a vital community for tomorrow.



We focus on the income-generating property renovation business, development business, real estate rental business, asset consulting business with a management aim of ensuring high profitability and stability.



Business Investment Arrangement Business



Overseas Business



Renewable Energy Supply Business



## Income-Generating Property Renovation Business

### Income-Generating Property Renovation Business

Older buildings have various income-inhibiting factors, such as deterioration of exterior walls and common use spaces associated with the passage of time, obsolescence of interior facilities and furnishings and inconsistencies with optimal use, etc.

Also, there are buildings that were built before the enforcement of current earthquake resistance standards, buildings that cannot satisfy compliance with applicable laws for particular reasons, and buildings that cannot be independently disposed of due to complicated rights backgrounds. All of these buildings require owners to come to terms with a considerable lowering in market liquidity (i.e. decline in market prices).

In such a swirling climate, we find business opportunities.

We select the most appropriate solution tools from among our own toolkit of solutions to build up and realize income-maximizing scenarios for these kinds of property.

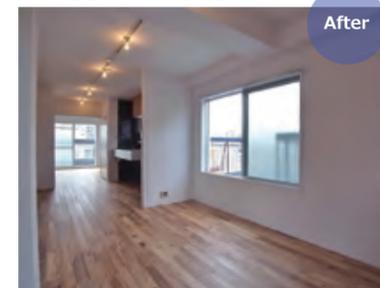
The end result is the maximization of the liquidity potential of each property in order to create high value added assets.

This is the business domain that we actively undertake in today's society in which birthrates are in decline and the population continues to gray at an increasing pace resulting in existing stock surpassing the number of households, and the increase in the number of empty houses shows no signs of abating.

### Works



Before



After



Before



After



Before



After

#### TAS Meguro Mita Residence

We acquired a rental apartment building built in 1972 which is located about a 10 minute walk from "Ebisu" Station, JR Yamanote Line/Tokyo Metro Hibiya Line or "Meguro" Station of JR Yamanote Line/Tokyo Metro Nanboku Line.

It was originally an old-type earthquake resistant building that does not comply with current seismic standards, but we carried out seismic strengthening work and acquired a certificate of seismic standards compliance.

In addition, we realized improvement in the property value by greatly remodeling the common use space and vacant rooms under the supervision of Tokyo R Real Estate.

#### TAS Sakuragawa Residence

We acquired an apartment building with 28 units as income-generating property which is located an 8 minute walk from "Kamiitabashi" Station on the Tobu Tojo Line.

After large-scale renovations, the building was considered to be in good condition and well-managed, but we decided to have further improvements carried out under the supervision of a design company. With the introduction of an auto-lock door at the common entrance and further repair work including building exteriors such as planting, etc., which had not been sufficiently maintained, we will strive to maintain and upgrade a comfortable living environment.

#### TAS Azabudai Residence

We acquired an apartment building in 2016 as income-generating property which is located at "Azabudai, Minato-ku," one of the high-class residential areas in Tokyo.

We carried out seismic strengthening work and large-scale repair work for individual ownership space and common use space making every effort to provide a secure environment to all tenants and increase asset value.



## Redevelopment Business



## Redevelopment Business

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## Works



### TAS Kami-Kitazawa Residence

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We held ownership of two apartment buildings for a certain period, both of which are located about a 7 minute walk from "Kami-Kitazawa" Station, Keio Line, and constructed new rental apartment buildings after demolishing the old ones. The theme of the building is a "space for an earthen floor." It was inspired by a street garden as seen in the area of the Machiya Townhouses in Kyoto. How to use it depends on the discretion of tenants.

It is used as a dining space or a storage space for a baby carriage or bicycle.

At the top floor, a large roof terrace is provided, from which you can command a panoramic night view of high-rise buildings in Shinjuku.



### Branche Itabashi-ekimae

We developed a total of eleven new rental apartment buildings in a location that is located about a 3 minute walk from JR "Itabashi" Station, which is truly convenient for work or school. (Completed in March 2017)

Although the site was narrow, we searched to incorporate effective planning and were able to develop it into a site that can meet demand for the rental market as well as income-generating property for investment.



### TAS Kyodo Residence

We constructed a new rental apartment building in a location that is located about a 10 minute walk from "Kyodo" Station, Odakyu Line.

As a result of simultaneous pursuit of two contradictory elements, merchantability and rate of effectiveness of a building, we adopted a plan to concentrate the common use space on the second floor and construct maisonettes for 75% of the entire building.

The building is designed to allow tenants to realize their diversified lifestyles, for example, the dwelling units on the first floor consist of family type units like a detached house with a garden, the dwelling units on the second floor are characteristic of a one-room house with wide frontage, and the dwelling units on the third floor feature an open and lofted living space.

As for the design, we paid close attention to the texture of building materials and details in collaboration with SPEAC which operates the real estate introduction website "Tokyo R Real Estate" to develop a rental apartment which maintains some distance from the surrounding leasehold property.



## Medium and Long-Term Holdings Business



## Medium and Long-Term Holdings Business

Even for older buildings that will require a significant makeover such as remodeling or redevelopment in the not so distant future, or buildings involving multiple owners or stakeholders, many challenges stand in the way.

We hold onto these types of buildings over a medium-and long-term timeframe and proactively engage in business that guides owners and stakeholders in the right direction.

During the holding period, we first secure structural durability and safety of a building, tenant leasing according to a reasonable assessment of use and strive to reduce operating costs.

By maintaining and improving the performance of a building as income property and securing a stable revenue stream over a medium-and long-term timeframe, it becomes possible for us to tackle difficult problems such as building consensus among owners and orderly disposition of interests.

Although this is a business with an inherently high degree of difficulty that requires a broad perspective and a sophisticated sense of balance that looks to harmonize the interests of stakeholders while keeping a sharp eye on the current situation and future prospects of a particular building and strives to maximize periodic income, we have positioned this business as our core domain, as it not only shapes our earnings structure by excluding the effects of market volatility to the extent possible but also contributes to greatly in terms social significance.

## Works



### Nichirec Building

We acquired the office area on the 1st to 6th floors of "Nichirec Building" in 2015 as income-generating property, which is located at an intersection in front of Hacchobori Station, about a 1 minute walk from "Hacchobori" Station, Subway Hibiya Line and JR Keiyo Line. Since a bank that initially had occupied the 1st to 3rd floors left the building, fast food restaurants and fitness clubs, etc., are the promoted attraction.

We try to increase profitability and at the same time, carried out renewal work for the entrance and external walls to realize an increase in asset value.



### Nerima-Kitamachi UR Building

We acquired the store area of "Nerima-Kitamachi UR Building" in 2015 as income-generating property, which is located at the intersection of Loop 8 and Kawagoe-kaido Road, about a 10 minute walk from "Tobu Nerima" Station, Tobu Tojo Line.

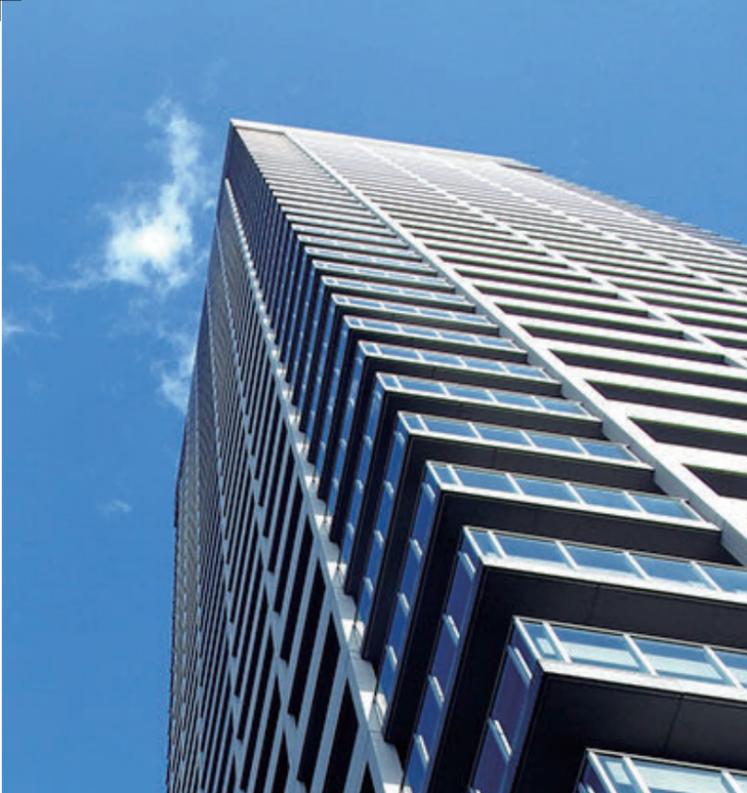
Although this was an old-type earthquake resistant building, we carried out seismic strengthening work in cooperation with UR, and will put our energy into further increasing its asset value in combination with an improvement in profitability by lease



### Okubo Kado Building

We acquired a part of "Okubo Kado Building" containing a mixture of stores, offices, and home units in 2015 as income-generating property, which is located at the intersection of Otakibashi-dori and Okubo-dori, about a 2 minute walk from "Okubo" Station, JR Chuo-Sobu Line.

The surrounding area is a downtown where various oriental restaurants are clustered. We aim for further effective utilization of the building in cooperation with the owners of other segments, improving profitability through an increase in the operating rate and review of maintenance costs.



 **Cambodia**

Currently in Cambodia, a stable high growth rate has continued since 2010 in conjunction with political stability with the year 2016 recording a real GDP growth rate of 7.02% (estimated value). With an average age of 24 years of age, Cambodia will continue to see population growth and economic development in the future, and population inflows into urban areas with a continuing focus on the capital Phnom Penh, which will lead to increasing demand for housing acquisition on a yearly basis. In addition, in consideration of the situation where foreign investment in Cambodia is also increasing on a yearly basis as it is the only country in Southeast Asia where US dollars can be used, our real estate development business is primarily focused on the metropolitan area and its suburbs to provide residential property for the local community and foreign residents.



### Assets Consulting Business



### Business Investment Arrangement Business



### Overseas Business

Regardless of individual or company, a large amount of assets are accumulated in the course of asset formation and business development.

Many assets are not utilized efficiently, including underutilized real estate, aging real estate, non-core businesses, low liquidity assets, etc. However, in order to utilize such assets efficiently, it is often necessary to develop various plans and scenarios involving additional investment is also often the case. In addition, in order to rearrange such assets and reassign portfolios of assets, the selection of new assets is also necessary. Taking advantage of our know-how and networks built up through our developer business and investment arrangement business, we offer support in optimizing assets, including assessment and utilization plans for inactive assets, purchase of real estate, providing information on new investment assets and other related services.

In addition, as the absence of successors and securing of investment funds for new business are always matters to be considered for company owners, we also provide services related to business succession and exit strategy.

From high-growth potential venture companies to long-established companies whose businesses mature and diversify, versatile funding needs exist. On the other hand, investors view such funding needs as investment opportunities and seek investment grade projects on a daily basis.

We work with experts to provide services that transform funding needs into leverage investment opportunities.

We provide services to companies that have a funding need to formulate and develop their business plans in their desire to comprehensively increase business value, including setting up of business partners, etc., and to investors requiring investment services including investment destination analysis and asset assessment, formulation of investment schemes, documentation management, etc.

Our record of achievement thus far includes serving as an advisory for an acquiring company engaged in acquisition of a listed company, PMI support for an unlisted restaurant chain after corporate acquisition, support for a European brand entering the Japanese market, and arrangement of a capital policy for an overseas manufacturer right before market listing.

We will continue to contribute to society, offering our ability to improve business value through our services that can transform funding needs into investment opportunities.

In Japan where aging and rapid population decline continues to advance, it is assumed that its population will drop to about 98.17 million by 2050. Accordingly, in the domestic real estate market the intensification of competition is unavoidable due to a polarization toward the "population concentrated areas" and the "depopulated areas." Under such circumstances, it is our primary mission to avoid risk in market fluctuation through the building of an international portfolio and aim at further growth by developing our real estate business in overseas markets where a stable increase in population and economic growth are expected.

 **Philippines**

Although the Philippines was once called the sick man of Asia, the country has experienced growth rates that put it at the top of Southeast Asia as a result of continued promotion of its economic policies since the inauguration of former president Aquino. With the support of inbound remittances from its overseas workforce that is said to account for 10% of the population, the national character has a strong appetite for consumption.

The Company offers for sale ready-built homes and condominiums for local communities in the suburbs of Manila, the capital city of the Philippines, in response to the increase in demand for detached housing in association with the increase in the total number of medium and high-income individuals. We are developing our business with a focus on ready-built homes in small-scale gated cities featuring sophisticated decorative interiors and exteriors and user-friendly room layouts combined with security.



 **Philippines**



## Renewable Energy Supply Business

Currently, CO2 emissions reduction is an important theme globally, and we have brought our attention to solar power projects since 2014 based on maximizing an ideal approach in contributing to CO2 emissions reduction through the supply of natural energy while creating new utility value on idle land.

In order to promote the solar business, we need detailed knowledge and experience that covers many industry fields, including electricity, real estate, civil engineering, and negotiation skills with concerned government ministries and agencies.

On the Iwaki Solar Farm in Fukushima and the Misumi Solar Farm in Kumamoto, we have participated in projects as a consultant from the final stage of development and launched a supply business after solving various real estate and civil engineering-related problems, taking advantage of our own development and promotion capabilities cultivated within the company.

The Chitose Solar Farm in Hokkaido was developed in-house from the get-go and was completed in September 2016.



TAS Kumamoto Misumi Solar Farm



TAS Iwaki Solar Farm



TAS Chitose Solar Farm

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