

**ESR announces full-building lease at new facility in Greater Tokyo**

*Establishes new collaboration with leading logistics services company  
as strong leasing momentum continues*



**TOKYO/HONG KONG, 23 September 2020** – ESR Cayman Limited (“ESR” or the “Group”; SEHK Stock Code: 1821), the largest APAC focused logistics real estate platform, today announced a new full-building lease agreement for 81,391 sqm (24,621 tsubo) with Nakano Shokai Co., Ltd., a leading logistics services company, at ESR Toda Distribution Centre (“ESR Toda DC”) in Japan.

The lease marks the first collaboration between ESR and Nakano Shokai. The tenant will move in at the beginning of October, closely on the heels of this month’s completion of the state-of-the-art facility.

“We are excited to establish this collaboration with Nakano Shokai with the close of a full-building lease at our new development in Greater Tokyo,” remarked Stuart Gibson, Co-founder and Co-CEO of ESR. “Recent partnerships with highly regarded companies is a testament to our strong tenant relationships, as well as industry recognition of ESR’s expertise and the premium standards that our properties have become known for.”

With a GFA of 86,950 sqm (26,302 tsubo), the four-storey, double-ramped high-throughput building is a significant addition to ESR’s network of strategically located, large-scale modern facilities in the Greater Tokyo region. Its superior design allows highly scalable operational performance combined with ESR’s signature human-centric features, best-in-class building specifications, CASBEE Class A certified sustainability features and an abundance of energy-saving elements.

ESR Toda DC provides excellent access to Tokyo CBD, which is only 30 minutes away via Metropolitan Expressway and Gaikando Expressway, as well as a stable supply of skilled labour in nearby Saitama City and Kawaguchi City.

“ESR is witnessing robust demand across all major markets from new and repeat customers in the e-commerce, 3PL, cold chain and manufacturing sectors. This growth is fuelled by various drivers, including ongoing e-commerce evolution and the need for businesses to close last-mile delivery gaps while facing an acute shortage of institutional-grade properties,” added Mr. Gibson.

In the first half of 2020, the Group achieved record leasing performance of approximately 0.9 million sqm of newly leased area and maintained a high occupancy of 91% across its entire portfolio despite the onset of COVID-19.

As of 30 June 2020, the total AUM of ESR’s Japan business reached nearly US\$8.0 billion. The Group manages approximately 3.4 million sqm of GFA in the country and holds the largest development pipeline in Greater Tokyo and Greater Osaka.

#### **About ESR**

ESR is the largest APAC focused logistics real estate platform by gross floor area (GFA) and by value of the assets owned directly and by the funds and investment vehicles it manages. Co-founded by its senior management team and Warburg Pincus, ESR and the funds and investment vehicles it manages are backed by some of the world’s preeminent investors including APG, SK Holdings, JD.com, CPP Investments, OMERS, PGGM and Ping An. The ESR platform spans across the People’s Republic of China, Japan, South Korea, Singapore, Australia and India. As of 30 June 2020, the fair value of the properties directly held by ESR and the assets under management with respect to the funds and investment vehicles managed by ESR recorded approximately US\$26.5 billion, and GFA of properties completed and under development as well as GFA to be built on land held for future development comprised over 18.7 million sqm in total. ESR has been listed on the Main Board of The Stock Exchange of Hong Kong Limited since 1 November 2019.

For more information on ESR, please visit [www.esr.com](http://www.esr.com).

#### **Investor Relations**

Chang Rui Hua  
Group Managing Director  
Capital Markets and Investor Relations  
+852 2376 9623 / +852 5506 7719  
[rh.chang@esr.com](mailto:rh.chang@esr.com)

#### **Media**

Antonia Au  
Group Executive Director  
Corporate Communications  
+852 2376 9617  
[antonia.au@esr.com](mailto:antonia.au@esr.com)