

March 30, 2018

Mitsubishi UFJ Lease & Finance Company Limited
Takahiro Yanai, President & CEO
Nishimatsu Construction Co., Ltd.
Harusada Kondo, Representative Director & President

Mitsubishi UFJ Lease & Finance and Nishimatsu Construction Launch Real Estate Lease Business in Thailand

Mitsubishi UFJ Lease & Finance Company Limited (“MUL”) announced that MUL Nishimatsu Property (Thailand) Co., Ltd. (“MNPT”) rolled out its real estate lease business in the country with the opening of a large, free-standing store of a Japanese mass apparel retailer, which is the first project for MNPT on March 23rd. MNPT is a joint venture established by MUL, Bangkok Mitsubishi UFJ Lease Co., Ltd. (“BMUL”), a subsidiary of MUL in Thailand, and Thai Nishimatsu Construction Co., Ltd. (“TNC”), a subsidiary of Nishimatsu Construction Co., Ltd. (“Nishimatsu Construction”) in Thailand.

MUL has been one of the pioneers in the real estate leasing market in Japan since its early days and has best-in-class experience and knowledge among the leasing companies with more than 2,000 properties. It aggressively expands its business in various areas overseas, recently leveraging the strength and expertise developed in Japan such as the ESCO business (a service business realizing energy saving) in China, and real estate lease business abroad as part of its efforts.

Recently, many commercial operators including Japanese companies have been considering opening large, free-standing stores with direct street access in the suburban area in Thailand. MUL aims to cater to this rising demand through MNPT’s real estate leasing business and plans to broaden its properties to include not only the large, free-standing stores but also the factories and warehouses in the country by collaborating with TNC that has extensive experience and know-how in construction in Thailand.

Since its establishment as the first-ever subsidiary of any Japanese construction company in Thailand in 1963, TNC has developed broad expertise in construction

including subways, roads, office buildings, hotels, and manufacturing facilities. In the joint venture of MNPT, TNC undertakes the construction of buildings so it can offer a comprehensive service concerning land and buildings, from designing and planning to maintenance during the leasing period. Meanwhile, MNPT will operate the real estate lease projects according to the clients' business plan by ensuring safe construction with experienced local staff as well as well-established quality and construction schedule control.

Nishimatsu Construction Group plans to accelerate its business in South East Asia including Thailand, starting with the joint venture of MNPT to enhance the business with constant revenue generation (such as Development Business & Real Estate) abroad.

MUL, which has considerable achievements in real estate leasing, and TNC, with a long and successful history in Thailand, will swiftly and appropriately cater to the needs of Japanese companies foraying into the country through MNPT.