

# Responding to Social Change

## Responding to an Aging Society

### Policy and Concept

The birthrate is declining and the ratio of elderly people has been growing in recent years in Japan. It is expected that more than 30% of the total population will be over 65 years of age in 2025. Amid this situation, enhancing ideal final housing or nursing care and medical services are important social issues.

Tokyo Tatemono Group places the Senior Business as the third pillar of business next to the Office Buildings Business

and Residence Business. With Tokyo Tatemono Senior Life Support at the core, we aim to offer a rich life through the integration of housing and services by providing housing services and nursing care for the elderly.

We also take care in building favorable relationships with residents living in the neighborhood from the planning stage and we strive to build an environment that people are able to live for a lifetime as a member of the local community.

### Indicators and Results

Index	Up to 2014	2015	2016	2017	2018	Total
Number of newly equipped residences operated for elderly occupants (residence for elderly people with service and nursing care facilities)	647 units	199 units	158 units	482 units	0 units	1,486 units

Index	Up to 2014	2015	2016	2017	2018
Total number of equipped residences operated for elderly occupants (residence for elderly people with service and nursing care facilities)	647 units	846 units	1,004 units	1,486 units	1,486 units

### Building Environments for Living a Unique Life Through Housing and Services

To expand the Residence Business for the elderly, the Tokyo Tatemono Group established Tokyo Tatemono Senior Life Support that develops and runs residences for elderly people with nursing care services in July 2014. The company runs 15 residences for elderly people with services\* as of the end of 2018.

In the Grapes series of residences for elderly people with services that is growing under Tokyo Tatemono Senior Life Support, we are pursuing an environment where elderly people can live unique lives by providing housing performance and services to realize a lifestyle centered upon people.

\*Residences for elderly people with services are rental homes where people who require nursing care can live freely while using the nursing care services rather than paying an expensive admission fee. These residences are regulated by the Act on Securement of Stable Supply of Elderly Persons' Housing. 238,000 units are available as of December 31, 2018, and the supply continues to grow.

#### ● High-quality Living Unique to a Developer

The Grapes series also realizes the high-quality cultivated in the Brillia brand new condominium residence business in addition to offering a barrier-free environment. In addition to

the one room units common to elderly residences, various room types up to a 2LDK are available depending on the property to provide a unique life suitable for each resident. Furthermore, the living environment has been built for the ease of use by elderly people, such as the height settings for switches and other equipment and the adoption of easy-to-clean materials and dimensions.



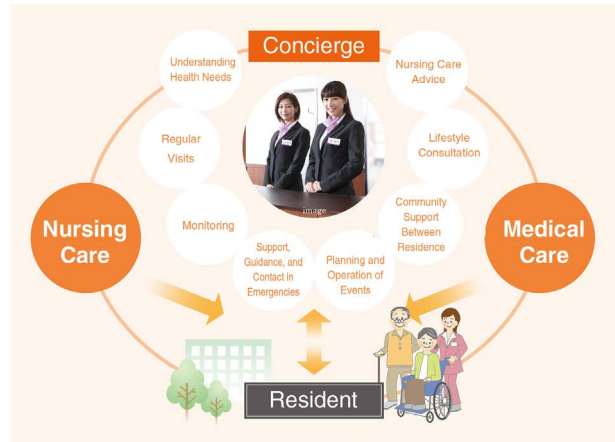
Suitable for Life in a Wheelchair

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● **Soft Services Based on Concierge Services**

A concierge is always present throughout the day to work with in-home long-term care support services and medical institutions as well as provide optimal support tailored to each resident. Even if the level of nursing care required grows, we are able to provide services at the same level as a private retirement home.

In addition to the accessibility of living thanks to no expensive admission fee, residents can live comfortably in this residence as their final home thanks to a lifetime building lease that does not require the lease contract to be renewed.



**Strengthening Nursing Care Functions**

In June 2018, we established Tokyo Tatemono Staffing Co., Ltd. by integrating four Tokyo Tatemono Group companies—Care Like, Frontier, Frontier Western Japan, and Medical Link—that dispatch and introduce human resources primarily to care giving and nursing care facilities.

The corporate merger reinforced the human resource hiring functions by enhancing the efficiency of advertising efforts while raising awareness in addition to strengthening stable human resource dispatching and professional introductions through optimized matching to respond the the insufficient workforce that continues to decline in the nursing care field.

**Expansion of the Nursing Care Facility Business**

There are some elderly people who prefer nursing care facilities based on things such as state of their health. Seiaien Co., Ltd. had been operating nursing care facilities until its merger with Tokyo Tatemono Senior Life Support in

July 2018. The nursing care facility business has grown to four facilities as of the end of 2018.

**TOPICS**

**Proposing Sports for Seniors to Enjoy**

Boccia is a sport in which players compete by trying to get a soft ball as close as possible to a target. This competitive event was devised for persons with grave disabilities that make vigorous movement difficult, such as cerebral palsy or impaired movement of extremities. However, Boccia is becoming popular recently with young and old alike as a sport anyone can enjoy because it does not rely on physical prowess due to the lack of vigorous movement.

Grapes Tateishi has introduced Boccia as a recreational activity in its day services to take advantage of these features of the sport. The rules have even been arranged to provide a more welcoming experience with competitions verses other day service members or day service members versus the staff. Many people were unfamiliar with the sport of Boccia, but everyone was able to have fun thanks to the lack of vigorous movement and simple rules whether a person in a wheelchair or someone suffering from dementia. New challenges provide stimulation. We saw people who are generally pretty quiet open up and communicate while playing Boccia. The balls used in Boccia are also easy for people lacking grip strength to hold, which makes them perfect for various other recreational activities in the day service.



Day Service Members Enjoying Boccia

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## Facility List

Residences for elderly people with service		Nursing care facilities
Owned properties	Management properties	
<ul style="list-style-type: none"> <li>• Grapes Asakusa</li> <li>• Grapes Fujimino</li> <li>• Grapes With Omori-nishi</li> <li>• Grapes Felicity Totsuka</li> <li>• Grapes Kawasaki Shinmachi</li> <li>• Grape Season Totsuka</li> <li>• Grapes Tsujido Nishi-Kaigan</li> <li>• Grapes Tateishi</li> <li>• Grapes Yoga</li> <li>• Grapes Shonan Tsujido</li> <li>• Grapes Setagaya Chitosedai</li> </ul>	<ul style="list-style-type: none"> <li>• Kosha Heim Chitose Karasuyama</li> <li>• Grapes Garden Nishi-arai Daishi</li> <li>• Grapes J Higashi Ikebukuro</li> <li>• Kosha Heim Hirao</li> </ul>	<ul style="list-style-type: none"> <li>• Adonis Plaza Omiya</li> <li>• Sans Souci Kita-Urawa</li> <li>• Sans Souci Owada</li> <li>• Grapes With Yotsuya</li> </ul>

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## Support for the Empowerment of Women

### Policy and Concept

As the empowerment of women progresses and the ideal lifestyle and happiness of women diversifies, support for the changes to the diverse ways of life in both residences and offices is necessary.

The Tokyo Tatemono Group incorporates the point-of-view of women in the development of housing and believes in

supporting the empowerment of women by supporting their lifestyle through housing development.

In addition, we understand their challenges through questionnaires for female employees and incorporate solutions in facility plans for buildings with the aim of a comfortable work-friendly office for women.

### Indicators and Results

Index	Up to 2014	2015	2016	2017	2018	Total
Number of new properties participating in Bloomoi	5 properties	2 properties	4 properties	2 properties	9 properties*	22 properties

\*Including renovation properties

Index	Up to 2014	2015	2016	2017	2018
Cumulative number of properties participating in Bloomoi	5 properties	7 properties	11 properties	13 properties	22 properties*

\*Including renovation properties

### Project Bloomoi: Thinking About Housing that Brings More Happiness to Working Women

Tokyo Tatemono has carefully researched the insights of working women and has been advancing the Brillia Bloomoi Project since 2012 to consider and promote the realization of housing that responds to the diversified needs. We hope to broadly support not only working women but include women who are engaging in household affairs, childcare, nursing care, community contribution, and learning at schools in this project.

The members of this project mostly made up of female employees of our company value sympathy, dialogue, and co-creation and believe in lifestyles in which working women can live unique lives with more happiness. Bloomoi, a word coined by combining bloom and moi (me), incorporates the meaning of seeing the many smiles and talent of working women fully bloom with grace.

In this project, we not only conduct product development in the floor plans of the condominiums and the housing facilities but also expand it from the soft perspective, including management and aftercare services, to continually bring out products that take advantage of the Bloomoi idea.

#### ● Searching for Co-creation Needs

Working women in fact have a wide range of life styles. Bloomoi builds new business schemes of building through the co-creation process. We examine the insights of working women through efforts such as events, dialogue, and Facebook and bring those insights into product planning.

The floor plans and facilities designed based on the survey results and feedback we receive will brush up planning after an exchange of ideas with working women.

Official website:

<https://www.brillia.com/bloomoi/>

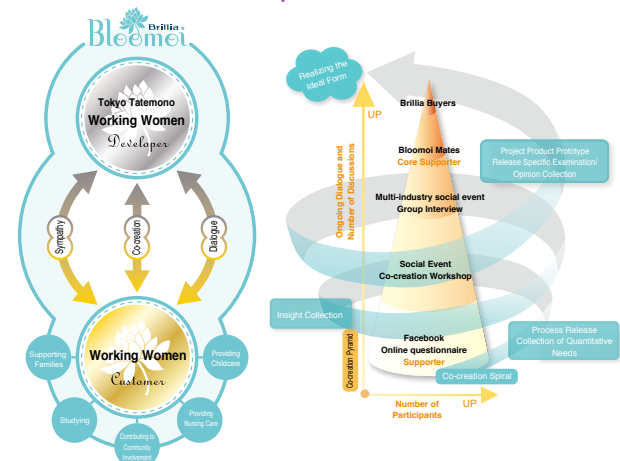
Official Facebook page:

<https://www.facebook.com/BrilliaBloomoi/>

Official Instagram page:

[https://www.instagram.com/brillia\\_bloomoi/](https://www.instagram.com/brillia_bloomoi/)

### Bloomoi Co-creation Concept Bloomoi Co-creation Process



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● **Adoption of Multiple Bloomoi Project Products at Brillia Oyama Park Front**

Brillia Oyama Park Front completed in October 2018 is located in a convenient location within a 2 km distance from the city center of Ikebukuro on the Fukutoshin line that is progressing with the re-development project, and many of the residents are working women. This property has adopted facilities developed in the Bloomoi project in each location so that working women will live with more happiness.

In addition to Bloomoi Pocket and Bloomoi Library, we have equipped the interior of the model room with an L-shaped sofa and wall storage. Moreover, select kitchens and washstands chosen to match lifestyles with a track-record of use in many other Brillia buildings have also been adopted.



Bloomoi Library

A workspace to conduct small tasks when there is extra time such as breaks during cooking has been installed next to the kitchen. This can become a sleek space by closing the door when visitors show up suddenly. (Left: When open/Right: When closed)

TOPICS

**Work Opinion Poll Through the Bloomoi Project**

The Bloomoi Project conducted a Work Opinion Poll for 400 men and women between their 20s and 50s in an effort to support work-style innovation through the living space.

What comes to mind when you hear work-style innovation? More than 60% of all the respondents answered "reforms to long working hours" (61.0%). People have the strong impression that work-style innovation is limited to reforms in the workplace and are unaware of changing work styles such as telework and telecommuting where someone can work from anywhere.

On the other hand, we discovered women were more aware than men about telework options, such as 48.0% of women in their 20s responding that they would like to telecommute if possible. Moreover, we found the demand for a work-friendly environment in the living space with many people responding that a network and other infrastructure (54.6%) as well as an environment for concentration (53.8%) were vital in accommodating telework at home.

We reflected the results of this survey during the planning for Brillia Tsurumaki and equipped the condominiums with wireless LAN as a standard option in addition to arranging a Bloomoi Library central to the living space to fully support work-style innovation. This plan created an environment conducive to concentration with sliding doors while providing a view of the living space through glass. We also provided a sleek, smooth flow to and from bathrooms and kitchens.



Brillia Tsurumaki Bloomoi Library



## Responding to the Increase of Children on Waiting Lists

### Policy and Concept

In recent years, an issue of children on waiting lists for nursery schools is worsening due to the lack of childcare facilities caused by a concentrated population and an increasing number of double-income households in urban areas. Many problems manifest as social issues due to the

lack of nursery schools, such as a delay of women returning to work because childcare is not available for their children. Tokyo Tatemono Group is working to expand the childcare business and to establish a childcare environment for households raising children and for the children of our future.

### Indicators and Results

Index	2017	2018	2019	Total
Number of People Accommodated by Childcare Facilities (Capacity Base/Capacity with New Facilities)	50 people	259 people	185 people	494 people
Number of New Childcare Facilities Opening	3 facilities	5 facilities	4 facilities*	11 facilities

\*Ohayo Child Care Kameido Tokyo-certified Nursery School closed at the end of 2018 to reopen in April 2019 as an authorized nursery of Tokyo. (Capacity 20 to 45)

Index	2017	2018	2019
Total Number of People Accommodated by Childcare Facilities (Capacity Base/Capacity with New Facilities)	50 people	309 people	494 people
Total Number of New Childcare Facilities Opening	3 facilities	8 facilities	11 facilities*

\*Ohayo Child Care Kameido Tokyo-certified Nursery School closed at the end of 2018 to reopen in April 2019 as an authorized nursery of Tokyo. (Capacity 20 to 45)

### Expansion of Ohayo Child Care Kameido

We established Tokyo Tatemono Kids in August 2017 with the cooperation of the Global Kids Company Corp, which is expanding as a nursery business.

Tokyo Tatemono Kids opened eight nursery schools over two years between 2017 and 2018 with four new nursery schools opening in April 2019 (\*one of these four nursery schools transitioned from a certified to an authorized nursery school).

Based on the childcare philosophy to nurture abilities to live fully, we prepare an environment where children think for themselves and independently work at things.



Kindergarten Building Children Spend Time Comfortably with Facilities and Specifications that Set Safety as the Top Priority

### Ohayo Child Care run by Tokyo Tatemono Kids

#### Tokyo Metropolitan Area

- Ohayo Child Care Kameido Tokyo-authorized Nursery School
- Ohayo Child Care Minami-Sunamachi Tokyo-authorized Nursery School
- Ohayo Child Care Omorimachi Tokyo-authorized Nursery School
- Ohayo Child Care Shiinamachi Tokyo-authorized Nursery School
- Ohayo Child Care Nishi-Sugamo Tokyo-authorized Nursery School
- Ohayo Child Care Kiyosumi Shirakawa Tokyo-authorized Nursery School
- Ohayo Child Care Oyamanishicho Small-scale Nursery School Certified by Itabashi (Type A)
- Ohayo Child Care Machinoma Omori Tokyo-authorized Nursery School

#### Yokohama City

- Ohayo Child Care Yokohama Negishi Yokohama City Small-scale Nursery School
- Ohayo Child Care Mitsuzawa Shimocho Corporate-lead Nursery School
- Ohayo Child Care Hanasakicho Yokohama City-authorized Nursery School

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## Revitalization of Aging Condominiums

### Policy and Concept

Condominiums built all over Japan that supported the rapid growth after World War II have aged and are in need of reconstruction. In addition to aging of the building, residents of condominiums which were full of childrearing families are also aging and declining in number. Solitary death has been raised as a social issue and revitalization of a community that brings the residents together is necessary.

Tokyo Tatemono Group places long-term reconstruction and focus on the re-development business as an important strategy of the Residence Business in the mid-term management plan. We will contribute to revitalizing the local community by renewing the existing stock of condominiums and buildings as well as creating new values that match the coming generation at the same time.

### Indicators and Results

Index	Up to 2014	2015	2016	2017	2018	Projects in development
Before rebuilding Cumulative total number of units	664 units	794 units	874 units	874 units	874 units	5,528 units
After rebuilding Cumulative total number of units	1,298 units	1,503 units	1,617 units	1,617 units	1,617 units	10,242 units (tentative)

### Brillia Koganei Sakuracho Condominium Revitalization



This is the full view of Koganei Sakuracho. The building layout has been changed with the aim of bringing the feel of light, greenery and the breeze to the L-shape of the south and east wings.

#### Points of the Brillia Koganei Sakuracho Condominium Revitalization

- (1) Comprehensive comparison to examine large-scale repairs versus reconstruction
- (2) Dramatic improvement in residential performance through reconstruction
- (3) Planting and provision of parks to achieve both a richly green environment and crime prevention

Brillia Koganei Sakuracho completed in May 2016 was born rebuilding a Koganei apartment building located in the richly green area of Musashino.

The building had already passed more than the roughly 50-year mark upon the initial inspection for the revitalization of the condominium. The residents were getting older and the deterioration of the building was progressing. The decision to rebuild was made in 2013 by comprehensively comparing the functional improvements via large-scale repairs and reconstruction because the building had issues from the aspects of functionality and crime prevention, such as the lack of elevators and auto-locks.

#### Property Data

Project overview	(Before rebuilding) Koganei apartment building	(After rebuilding) Brillia Koganei Sakuramachi.
Address	2-chome, Sakura-cho, Koganei, Tokyo	
Construction period	Completed 1964/1965	Completed 2016
Site area	5,356.35 m <sup>2</sup>	5,219.46 m <sup>2</sup>
Standard building-to-land ratio	No change	
Allowable volume rate	No change	
Floor space	4,914.57 m <sup>2</sup>	9,081.48 m <sup>2</sup>
Number of buildings	Total 3 buildings/4 floors	Total 1 building/8 floors
Number of units	80 units	114 units (61 subdivided units)
Unit floor space	54.24 to 54.44 m <sup>2</sup>	46.75 to 84.96 m <sup>2</sup>
Floor plan	2DK/3DK	1DK to 4LDK

Thereafter, we directly confronted challenges, such as the review of business plans through skyrocketing building costs, and held ongoing talks with all of the residents. Approval of the exchange of equivalent rights\* plan was granted in 2014 and the project was completed without any problems.

Mobility became easy with the installation of elevators after largely improving the residential functionality through rebuilding. The condominium also offered easier living for children and the elderly, such as heightened crime prevention performance by changing the layout of the residential buildings.

\*Exchange of equivalent rights: Exchange of sectional rights and site usage rights to rights in the new condominium and issuance of monetary payments. A consensus between residents is necessary because the appraised value between the old building differs from the new. The exchange of rights plan needs approval by the mayor of the local government.

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## Initiatives in Brillia Tama New Town Condominium Redevelopment



This is the full view of Brillia Tama New Town. The redevelopment preserves existing green spaces while realizing the largest reconstruction project in Japan.

### Points of the Brillia Tama New Town Condominium Redevelopment

- (1) Largest condominium reconstruction project in Japan (640 units to 1,249 units)
- (2) Revitalization of the community by changing the resident structure
- (3) Preservation of the living environment by preserving green spaces

Brillia Tama New Town, completed in October 2013, is a community that was brought new life after a history of approximately 40 years as Tama New Town Suwa 2-chome Housing through the reconstruction business. We have worked on the project for six years in cooperation with right holders and related parties since 2007. As a result, we realized a total of 1,249 housing units in 7 buildings while preserving green spaces and securing public open spaces. As the deterioration of the aging condominium worsens, the reconstruction project for Brillia Tama New Town has evoked interest in the social significance of revitalizing the historic

### Property Data

Project overview	(Before rebuilding) 2-chome, Suwa condominium	(After rebuilding) Brillia Tama New Town
Address	2-2 and 4-2 (Street Number) Chome Suwa, Tama, Tokyo	
Construction period	Completed 1971	Completed 2013
Site area	64,399.93 m <sup>2</sup>	
Standard building-to-land ratio	10%	60%
Allowable volume rate	50%	200% (150% based on district plan)
Floor space	34,037.13 m <sup>2</sup>	124,904.05 m <sup>2</sup>
Number of buildings	Total 23 building/ 5 floors	Total 7 building/ 11 and 14 floors
Number of units	640 units	1,249 units (684 subdivided units), Associated facilities 3 subdivisions
Unit floor space	48.85 m <sup>2</sup>	43.17 to 101.44 m <sup>2</sup>
Floor plan of all units	3DK	2DK to 4LDK

Tama New Town and has garnered great attention. This has not only been inspected by customer but also management associations of properties thinking about rebuilding as well as local governments.

The ratio of age composition before the reconstruction was weighted towards elderly but age composition became slightly younger as about 70% of those that newly purchased housing units were between the age groups of 20s to 40s. Today, events are continually planned such as summer festivals to further nurture a community with the participation of a number of people regardless of whether a new or previous resident.

Brillia Tama New Town introductory website:  
<https://www.b-tamant.com>

### TOPICS

#### Condominiums and Housing Complexes in the Works

The rebuilding project underway with the Itohpia Hamarikyū management association in the Minato Ward of Tokyo was approved in October 2018. The property had aged in the 39 years since it was completed, and we found areas unfit for earthquake performance. Rebuilding a property that faces an arterial road is also clearly a social responsibility to ensure an emergency transportation route if a disaster strikes.

(Tentative) Kita-Aoyama 3-chome District Redevelopment Private Venture Project currently in development on the former Toei Aoyama Kitamachi Apartment grounds in Kita-Aoyama, Minato Ward, Tokyo began construction in March 2018 (joint venture). This project has taken the form of a mixed land area in the heart of the district by developing the lots created privately in stages through rebuilding of the decrepit Aoyama Kitamachi Apartments. We earned an approximately 70-year fixed term lease to the site to establish rental apartments, senior residences that include services, and shops which respond to a wide range of lifestyles. We also will create a roughly 3,500 m<sup>2</sup> forest area (green space) to revitalize the rich nature essential to Aoyama.



Conceptual drawing of completed (tentative) Kita-Aoyama 3-chome District Redevelopment Private Venture Project