

12-May-05

MITSUBISHI ESTATE

FACT BOOK 2005

Reference

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<http://www.mec.co.jp>

1. Highlights (Consolidated)

(Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3	2005/3	2006/3(Estimates)
Revenue from operations	574,396	630,990	631,564	681,726	679,918	775,381	776,000
Operating income	68,201	80,638	76,920	96,023	103,749	118,233	118,500
Income before taxes and special items	31,560	43,583	48,223	66,978	78,701	93,675	98,500
Net income	18,421	19,831	71,057	36,039	34,989	36,245	44,000
Total assets	2,285,771	2,535,262	3,035,794	3,007,927	3,068,842	3,124,514	3,080,000
Shareholders' equity	440,730	518,765	832,497	839,953	897,499	920,930	955,000
Interest-bearing debt	1,219,822	1,271,504	1,260,185	1,227,524	1,211,888	1,198,371	1,120,000
Cash flow from operating activities	72,401	107,642	104,106	134,606	77,708	88,900	108,000
Cash flow from investing activities	11,611	49,169	120,532	72,311	60,645	92,409	38,500
Cash flow from financing activities	57,331	32,706	35,150	38,901	31,658	33,485	96,000
EBITDA *	136,902	150,634	146,434	157,553	167,444	178,386	180,000
Return on assets *	3.2 %	3.6 %	2.9 %	3.3 %	3.6 %	4.0 %	4.0 %
Interest coverage ratio	1.8 times	2.4 times	2.5 times	3.4 times	3.9 times	4.7 times	5.6 times
Return on equity	4.1 %	4.1 %	10.5 %	4.3 %	4.0 %	4.0 %	4.7 %
Earnings per share (Yen)	14.18	15.26	54.70	27.61	26.96	27.93	33.91

* EBITDA = (Operating income + Interest income + Dividend income + Equity in net income of unconsolidated subsidiaries and affiliates + Depreciation)

* Return on assets = (Operating income + Interest income + Dividend income + Equity in net income of unconsolidated subsidiaries

2. Total assets, capital investment and depreciation (Consolidated)

(Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3	2005/3	2006/3 (Estimates)
Total assets	2,285,771	2,535,262	3,035,794	3,007,927	3,068,842	3,124,514	3,080,000
Capital investment	102,160	105,644	124,443	128,807	70,205	79,793	83,000
Depreciation	62,703	64,713	65,082	56,122	57,024	55,545	56,000

(Millions of yen)

*2005/3 Capital investment 79,700 millions of yen	Mitsubishi Estate	Building Business	Marunouchi redevelopment construction cost etc = 38,400 Renewal cost = 16,000
	69,700	Other	Urban Development and Investment Management (Property) = 5,300
	Other	Rockefeller Group, Inc. etc.	Rockefeller Group, Inc. = 5,000 Marunouchi Heat Supply = 2,400 Royal Park Hotel=1,000
10,000			

(Millions of yen)

*2006/3 Capital investment 83,000 millions of yen	Mitsubishi Estate	Building Business	Marunouchi redevelopment construction cost etc = 40,000 Renewal cost = 16,000
	57,500	Other	Urban Development and Investment Management (Property) = 1,100
	Other	Rockefeller Group, Inc. etc.	Rockefeller Group, Inc. = 11,500 Marunouchi Heat Supply = 3,500 Yokohama Sky Building=1,000
25,500			

3. Interest-bearing debt (Consolidated)

(Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3	2005/3	2006/3 (Estimates)
Interest-bearing debt	1,219,822	1,271,504	1,260,185	1,227,524	1,211,888	1,198,371	1,120,000
Interest expense	40,317	36,310	32,552	29,647	27,482	26,102	22,004
Financial income and expense (net)	36,008	32,533	29,930	27,028	25,242	24,055	19,975
Average interest rate *2	3.23 %	2.91 %	2.57 %	2.38 %	2.20 %	2.16 %	1.90 %
Debt equity ratio *3	2.76	2.45	1.51	1.46	1.35	1.30	1.17

*1 Financial income and expense = Interest income + Dividend income - Interest expense

*2 Average interest rate = Interest expense / Interest-bearing debt (average)

*3 Debt equity ratio = Interest-bearing debt / Shareholders' equity

4. Segment Information

(1) Revenue from operations (Millions of yen)
As percentage of total

	2000/3		2001/3		2002/3		2003/3		2004/3		2004/3		2005/3		2005/3		2006/3 (Estimates)	
Building business	300,713	51.0%	317,906	49.5%	327,422	50.8%	353,577	50.6%	351,246	50.6%	287,281	41.4%	286,959	36.2%	286,959	36.0%	299,000	37.5%
Residential development	102,845	17.5%	132,916	20.7%	137,351	21.3%	158,516	22.7%	143,747	20.7%	148,410	21.4%	211,088	26.7%	200,465	25.1%	196,000	24.6%
Architectural Design & engineering	25,624	4.3%	15,616	2.4%	16,357	2.5%	18,488	2.6%	18,329	2.6%	18,329	2.6%	18,859	2.4%	8,609	1.1%	35,000	4.4%
Real estate brokerage	73,286	12.4%	87,364	13.6%	79,690	12.4%	81,291	11.6%	83,417	12.0%	2,984	0.4%	8,609	1.1%	183,185	23.0%	147,500	18.5%
Custom-built housing	35,668	6.1%	37,148	5.8%	30,897	4.8%	34,095	4.9%	41,318	6.0%	153,819	22.2%	183,185	23.1%	18,859	2.4%	16,500	2.1%
Hotel business	32,953	5.6%	32,604	5.1%	30,451	4.7%	29,308	4.2%	31,134	4.5%	41,318	6.0%	37,456	4.7%	37,456	4.7%	41,500	5.2%
Other	18,103	3.1%	18,392	2.9%	22,182	3.4%	23,596	3.4%	24,893	3.6%	31,134	4.5%	32,111	4.1%	32,111	4.0%	32,500	4.1%
											10,685	1.5%	13,480	1.7%	23,895	3.0%	25,000	3.1%
Eliminations or corporate	14,798		630,990		12,789		17,148		14,169		14,045		16,369		5,627	0.7%	4,000	0.5%
	574,396		630,990		631,564		681,726		679,918		679,918		775,381		775,381		776,000	

(2) Operating income (Millions of yen)

	2000/3		2001/3		2002/3		2003/3		2004/3		2004/3		2005/3		2005/3		2006/3 (Estimates)	
Building business	83,700		79,939		85,043		98,626		101,242		86,615		83,785		83,785		88,000	
Residential development	1,430		9,971		8,418		12,510		15,240		16,313		17,651		13,248		13,500	
Architectural Design & engineering	2,163		32		708		242		1,038		1,038		364		3,946		10,500	
Real estate brokerage	4,585		6,275		1,163		2,254		2,908		305		3,946		26,445		16,000	
Custom-built housing	8		586		1,165		875		350		13,968		26,445		364		500	
Hotel business	599		698		404		523		321		350		1,470		1,470		0	
Other	2,449		1,573		2,285		1,885		641		321		912		912		1,000	
											572		589		3,728		3,500	
Eliminations or corporate	17,760		15,227		11,621		15,371		16,010		13,890		13,261		1,250		500	
	68,201		80,638		76,920		96,023		103,749		103,749		118,233		13,247		14,000	
															118,233		118,500	

(3) Rate of return

	2000/3		2001/3		2002/3		2003/3		2004/3		2004/3		2005/3		2005/3		2006/3 (Estimates)	
Building business	27.8%		25.1%		26.0%		27.9%		28.8%		30.1%		29.2%		29.2%		29.4%	
Residential development	-1.4%		7.5%		6.1%		7.9%		10.6%		11.0%		8.4%		6.6%		6.9%	
Architectural Design & engineering	8.4%		-0.2%		-4.3%		1.3%		5.7%		5.7%		-1.9%		45.8%		30.0%	
Real estate brokerage	6.3%		7.2%		-1.5%		2.8%		3.5%		10.2%		45.8%		14.4%		10.8%	
Custom-built housing	0.0%		1.6%		-3.8%		-2.6%		-0.8%		9.1%		14.4%		-1.9%		-3.0%	
Hotel business	-1.8%		2.1%		1.3%		1.8%		1.0%		-0.8%		-3.9%		-3.9%		0.0%	
Other	-13.5%		-8.6%		-10.3%		-8.0%		-2.6%		1.0%		2.8%		2.8%		3.1%	
Eliminations or corporate											-5.4%		4.4%		15.6%		14.0%	
															22.2%		12.5%	
	11.9%		12.8%		12.2%		14.1%		15.3%		15.3%		15.2%		15.2%		15.3%	

(4) Depreciation (Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3		2004/3	200 5/3		2006/3 (Estimates)
Building business	55,695	56,650	56,683	48,261	49,402	Building business	44,328	43,702	Building business	-
Residential development	886	887	881	674	655	Residential development	701	689	Residential business	-
Architectural Design & engineering	27	44	179	94	122	Architectural Design & engineering	122	113	Architectural Design & engineering	-
Real estate brokerage	1,123	2,368	2,761	3,168	2,909	Urban development & Investment Management	198	539	Urban development & Investment Management	-
Custom-built housing	134	154	181	171	167	International business	8,852	7,793	International business	-
Hotel business	2,146	2,035	1,940	1,155	1,265	Custom-built housing	167	161	Custom-built housing	-
Other	2,293	1,958	1,909	1,910	1,794	Hotel business	1,265	1,312	Hotel business	-
						Other	845	730	Real estate services	-
Eliminations or corporate	395	615	545	685	707	Eliminations or corporate	542	502	Other	-
	62,703	64,713	65,082	56,122	57,024		57,024	55,545	Eliminations or corporate	-
										56,000

(5) Operating income before depreciation (Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3		2004/3	200 5/3		2006/3 (Estimates)
Building business	139,395	136,589	141,726	146,887	150,644	Building business	130,943	127,488	Building business	-
Residential development	544	10,858	9,299	13,184	15,895	Residential development	17,014	18,340	Residential business	-
Architectural Design & engineering	2,190	12	529	336	1,160	Architectural Design & engineering	1,160	251,599	Architectural Design & engineering	-
Real estate brokerage	5,708	8,643	1,598	5,422	5,817	Urban development & Investment Management	503	4,486	Urban development & Investment Management	-
Custom-built housing	126	740	984	704	183	International business	22,820	34,238	International business	-
Hotel business	1,547	2,733	2,344	1,678	1,586	Custom-built housing	183	1,308	Custom-built housing	-
Other	156	385	376	25	1,153	Hotel business	1,586	2,224	Hotel business	-
						Other	273	1,319	Real estate services	-
Eliminations or corporate	17,760	15,227	11,076	14,686	15,303	Eliminations or corporate	13,348	12,758	Other	-
	130,904	145,351	142,002	152,145	160,773		160,773	173,779	Eliminations or corporate	-
										174,500

(6) Capital expenditure (Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3		2004/3	200 5/3		2006/3 (Estimates)
Building business	103,932	105,072	124,179	133,269	69,331	Building business	48,856	67,398	Building business	-
Residential development	1,332	2,854	329	915	701	Residential development	821	945	Residential business	-
Architectural Design & engineering	76	146	328	365	81	Architectural Design & engineering	81	22	Architectural Design & engineering	-
Real estate brokerage	2,250	2,755	3,512	2,352	1,390	Urban development & Investment Management	4,373	5,374	Urban development & Investment Management	-
Custom-built housing	274	343	95	113	164	International business	24,597	9,121	International business	-
Hotel business	627	856	894	786	2,381	Custom-built housing	164	333	Custom-built housing	-
Other	2,238	4,252	2,314	3,421	7,062	Hotel business	2,381	1,634	Hotel business	-
						Other	338	911	Real estate services	-
Eliminations or corporate	681	1,431	39	1,550	11	Eliminations or corporate	213	954	Other	-
	111,412	117,714	131,615	142,775	81,125		81,127	84,787	Eliminations or corporate	-
										-

(7) Total assets (Millions of yen)

	2000/3	2001/3	2002/3	2003/3	2004/3		2004/3	200 5/3		2006/3 (Estimates)
Building business	1,539,678	1,611,727	2,216,571	2,277,103	2,224,297	Building business	1,996,856	2,063,603	Building business	-
Residential development	316,282	279,633	262,492	276,459	306,393	Residential development	298,395	368,760	Residential business	-
Architectural Design & engineering	19,794	19,549	15,869	17,287	16,831	Architectural Design & engineering	16,831	16,415	Architectural Design & engineering	-
Real estate brokerage	53,169	70,874	80,391	70,299	63,836	Urban development & Investment Management	59,676	88,268	Urban development & Investment Management	-
Custom-built housing	14,074	13,870	13,983	16,209	14,871	International business	314,790	302,049	International business	-
Hotel business	42,304	42,527	32,325	31,197	32,272	Custom-built housing	14,871	14,812	Custom-built housing	-
Other	140,839	119,807	97,599	100,643	127,891	Hotel business	32,272	33,069	Hotel business	-
						Other	70,039	73,277	Real estate services	-
Eliminations or corporate	159,629	377,273	316,559	218,726	282,447	Eliminations or corporate	265,109	164,256	Other	-
	2,285,771	2,535,262	3,035,794	3,007,927	3,068,842		3,068,842	3,124,514	Eliminations or corporate	-
										3,080,000

5. Major consolidated subsidiaries

(1) 2005/3

(Millions of yen)

	Share of MEC	Revenue from operations	Operating income	Income before taxes and special items	Net income	Total assets	Shareholders' equity	Interest-bearing debt	Depreciation
Mitsubishi Estate Co., Ltd.	-	441,713	77,029	58,775	23,175	2,836,083	909,062	1,050,986	40,000
Mitsubishi Real Estate Services Co., Ltd.	100.00%	23,895	3,728	3,772	2,109	83,660	4,404	550	157
Mitsubishi Estate Home Co., Ltd.	100.00%	31,591	1,189	1,200	1,213	9,919	1,929	0	104
Mitsubishi Jisho Sekkei, Inc.	100.00%	13,848	776	738	386	14,321	7,319	0	104
Yokohama Royal Park Hotel Co., Ltd.	100.00%	12,821	263	271	213	4,220	418	0	120
Mitsubishi Estate Building Management Co., Ltd.	100.00%	17,465	847	863	502	14,217	2,027	0	27
Marunouchi Heat Supply Co., Ltd.	56.83%	12,309	1,639	1,467	861	24,008	13,886	8,991	2,271
Yokohama Sky Building Co., Ltd.	54.32%	7,859	2,227	998	453	60,354	4,880	35,253	2,339
Royal Park Hotel Co., Ltd.	51.00%	9,832	486	198	16	18,504	5,659	9,840	838
Towa Community Co., Ltd.	51.00%	-	-	-	-	9,566	762	4,787	-
Rockefeller Goup, Inc.	100.00%	183,185	18,226	14,877	4,948	244,865	92,804	67,327	7,221
	-	775,381	118,233	93,675	36,245	3,124,514	920,930	1,198,371	55,545

2005/3 Exchange rate

BS V/\$ PL V/\$
104.21 108.23

(2) 2006/3 (Estimates)

(Millions of yen)

	Share of MEC	Revenue from operations	Operating income	Income before taxes and special items	Net income	Total assets	Shareholders' equity	Interest-bearing debt	Depreciation
Mitsubishi Estate Co., Ltd.	-	452,000	89,000	74,000	38,000	2,760,000	935,000	970,000	37,500
Mitsubishi Real Estate Services Co., Ltd.	100.00%	24,821	3,463	3,468	2,052	53,019	6,456	500	221
Mitsubishi Estate Home Co., Ltd.	100.00%	36,581	370	360	148	10,067	2,078	0	138
Mitsubishi Jisho Sekkei, Inc.	100.00%	12,300	460	460	226	14,547	7,545	0	120
Yokohama Royal Park Hotel Co., Ltd.	100.00%	12,945	275	283	106	3,975	525	0	156
Mitsubishi Estate Building Management Co., Ltd.	100.00%	17,393	777	783	442	15,457	2,469	0	29
Marunouchi Heat Supply Co., Ltd.	56.83%	12,464	1,665	1,595	946	23,400	14,600	7,722	2,345
Yokohama Sky Building Co., Ltd.	54.32%	7,793	2,239	1,146	599	58,863	5,479	33,163	2,185
Royal Park Hotel Co., Ltd.	51.00%	10,068	626	366	200	18,826	5,859	9,843	893
Towa Community Co., Ltd.	51.00%	23,377	1,193	1,095	218	8,992	634	4,481	35
Rockefeller Goup, Inc.	100.00%	147,570	16,898	14,375	5,288	255,096	98,796	67,824	7,221
	-	776,000	118,500	98,500	44,000	3,080,000	955,000	1,120,000	56,000

2006/3 Exchange rate

BS V/\$ PL V/\$
105.00 105.00

6. Building business (Unconsolidated)

(Thousands of square meters)

	2000/3	2001/3	2002/3	2003/3	2004/3	2005/3	2006/3 (Estimates)
(1) Total operating floor space							
Owned by MEC	3,117	2,988	2,953	3,103	3,050	3,068	3,100
Subleasing	643	542	596	580	646	757	850
Total	3,760	3,530	3,550	3,684	3,696	3,825	3,950
(2) Vacancy rate (All uses in Japan)	9.71 %	4.82 %	4.43 %	5.64 %	4.82 %	2.77 %	4.50 %
(3) Average rent (All uses in Japan)	¥22,760	¥23,143	¥23,062	¥22,817	¥22,213	¥21,902	¥22,000

The vacancy rate for the fiscal year ending March 31, 2006 is calculated excluding properties earmarked for reconstruction comprising Mitsubishi Shoji Building, Furukawa Building, and Marunouchi Yaesu Building, and including properties for planned renovation comprising Mitsubishi Denki Building and Akasaka Park Building. Lease agreements for vacant areas in Mitsubishi Denki Building and Akasaka Park Building are currently in hand. The actual vacancy rate excluding areas subject to renovation for both buildings is 2.7%.

7. Residential development division (Unconsolidated)

	2000/3		2001/3		2002/3		2003/3		2004/3		2005/3		2006/3 (Estimates)	
(1) Revenue	Millions of yen	Units	Millions of yen	Units	Millions of yen	Units	Millions of yen	Units	Millions of yen	Units	Millions of yen	Units	Millions of yen	Units
[Condominiums sold]	66,394	1,316	82,366	1,955	95,855	2,096	122,048	2,437	110,255	2,299	167,064	3,451	141,398	2,819
[Single-family homes sold]	7,823	163	5,152	125	3,310	83	4,271	103	4,301	100	3,700	70	7,135	129
		Lots		Lots		Lots		Lots		Lots		Lots		Lots
[Developed lots sold]	8,837	316	8,430	286	4,056	182	5,845	347	2,320	112	4,711	256	2,593	151
Residential-use	8,119	312	5,857	281	4,056	182	5,630	346	1,920	111	4,366	254	1,893	148
Business-use	718	4	2,573	5	0	0	215	1	400	1	345	2	700	3
[Other]	1,778		23,352		19,558		9,822		9,824		9,942		8,374	
Total	84,832		119,300		122,779		141,986		126,700		185,417		159,500	
(2) Inventory	Millions of yen	Units	Millions of yen	Units	Millions of yen		Millions of yen		Millions of yen		Millions of yen		Millions of yen	
[Condominiums]	7,751	184	7,506	180	6,279	139	5,634	122	8,408	229	11,114	285	-	-
[Single-family homes]	3,079	86	2,652	88	1,813	60	1,174	35	976	25	541	16	-	-
Total	10,830		10,158		8,092		6,808		9,384		11,655		-	
(3) Gross margin of condominiums	12.2 %		18.1 %		20.0 %		22.7 %		22.4 %		17.4 %		19.0 %	
(4) New supply of condominiums	1,984 units		2,353 units		3,087 units		1,885 units		2,828 units		3,048 units		3,500 units	