

■ 09-Nov.-06

MITSUBISHI ESTATE

FACT BOOK 2006/9

Reference
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1. Highlights (Consolidated)

(Millions of yen)

	2004/3	2005/3	2005/9	2006/3	2006/9	2007/3(Estimates)
Revenue from operations	679,918	775,381	363,910	844,217	383,269	904,500
Operating income	103,749	118,233	64,286	137,614	70,454	158,000
Income before taxes and special items	78,701	93,675	52,584	121,236	60,166	144,500
Net income	34,989	36,245	20,106	55,825	29,431	71,000
Total assets	3,068,842	3,124,514	3,081,793	3,280,209	3,175,449	3,320,000
Shareholders' equity *1	897,499	920,930	974,036	1,133,623	1,146,970	1,200,000
Interest-bearing debt	1,211,888	1,198,371	1,110,923	1,007,761	973,560	952,000
Cash flow from operating activities	77,708	88,900	42,480	169,744	△ 17,048	148,500
Cash flow from investing activities	△ 60,645	△ 92,409	89,294	29,883	△ 46,504	△ 127,000
Cash flow from financing activities	△ 31,658	△ 33,485	△ 108,924	△ 132,463	△ 29,538	△ 61,000
EBITDA *2	167,444	178,386	94,017	200,928	99,200	218,300
Return on assets *3	3.6 %	4.0 %	- %	4.6 %	- %	5.1 %
Interest coverage ratio	3.9 times	4.7 times	- times	7.4 times	- times	9.1 times
Return on equity *4	4.0 %	4.0 %	- %	5.4 %	- %	6.1 %
Earnings per share (Yen)	26.96	27.93	-	42.60	-	51.42

*1 Shareholders' equity = (Net assets - Stock subscription Rights - Minority interest)

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

*3 Return on assets = (Operating income + Interest income + Dividend income + Equity in net income of unconsolidated subsidiaries and affiliates) / Total assets (average)

*4 Return on equity = Net income / Shareholders' equity

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

(Millions of yen)

	2004/3	2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
Total assets	3,068,842	3,124,514	3,081,793	3,280,209	3,175,449	3,320,000
Capital investment	70,205	79,793	21,231	62,204	49,614	116,000
Depreciation	57,024	55,545	26,724	53,655	25,310	50,000

(Millions of yen)

*2006/3 Capital investment 62,200 millions of yen	Mitsubishi Estate	Building Business	Marunouchi redevelopment construction cost etc. = 20,500 Renewal cost etc. = 20,300
	54,400	Other	Urban Development and Investment Management (Property) = 11,000
	7,800	Other	Rockefeller Group, Inc. etc. Rockefeller Group, Inc. = 5,300 Marunouchi Heat Supply = 1,800

(Millions of yen)

*2007/3 Capital investment 116,000 millions of yen	Mitsubishi Estate	Building Business	Marunouchi redevelopment construction cost etc. = 60,000 Renewal cost etc. = 16,000 Other = 10,000
	97,000	Other	Urban Development and Investment Management (Property) = 8,700
	19,000	Other	Rockefeller Group, Inc. etc. Rockefeller Group, Inc. = 14,500 Marunouchi Heat Supply = 1,200

3. Interest-bearing debt (Consolidated)

(Millions of yen)

	2004/3	2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
Interest-bearing debt	1,211,888	1,198,371	1,110,923	1,007,761	973,560	952,000
Net interest-bearing debt *1	1,075,825	1,101,047	986,869	840,670	889,745	824,400
Interest expense	27,482	26,102	10,853	19,874	9,096	18,500
Financial income and expense (net) *2	△ 25,242	△ 24,055	△ 9,411	△ 17,087	△ 7,074	△ 15,000
Average interest rate *3	2.25 %	2.16 %	- %	1.80 %	- %	1.88 %
Debt equity ratio *4	1.35	1.30	1.14	0.88	0.84	0.79

*1 Net interest-bearing debt = Interest-bearing debt - Cash and cash equivalents

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

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

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

4. Segment Information

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

	2004/3		2004/3		2005/3		2005/3		2005/9		2006/3		2006/9		2007/3 (Estimates)			
Building business	351,246	50.6%	Building business	287,281	41.4%	286,959	36.2%	Building business	286,959	36.0%	149,296	39.7%	312,099	35.9%	162,533	41.4%	344,000	37.2%
Residential development	143,747	20.7%	Residential development	148,410	21.4%	211,088	26.7%	Residential business	200,465	25.1%	67,937	18.1%	204,213	23.5%	69,455	17.7%	232,500	25.1%
Architectural Design & engineering	18,329	2.6%	Architectural Design & engineering	18,329	2.6%	18,859	2.4%	Urban development & Investment Management	8,609	1.1%	29,156	7.8%	34,274	3.9%	22,391	5.7%	30,500	3.3%
Real estate brokerage	83,417	12.0%	Urban development & Investment Management	2,984	0.4%	8,609	1.1%	International business	183,185	23.0%	77,916	20.7%	193,223	22.2%	87,829	22.4%	202,000	21.8%
Custom-built housing	41,318	6.0%	International business	153,819	22.2%	183,185	23.1%	Architectural Design & engineering	18,859	2.4%	5,274	1.4%	17,103	2.0%	6,243	1.6%	18,000	1.9%
Hotel business	31,134	4.5%	Custom-built housing	41,318	6.0%	37,456	4.7%	Custom-built housing	37,456	4.7%	14,374	3.8%	41,477	4.8%	12,944	3.3%	33,000	3.6%
Other	24,893	3.6%	Hotel business	31,134	4.5%	32,111	4.1%	Hotel business	32,111	4.0%	15,269	4.1%	32,399	3.7%	16,081	4.1%	32,500	3.5%
			Other	10,685	1.5%	13,480	1.7%	Real estate services	23,895	3.0%	14,389	3.8%	30,775	3.5%	13,095	3.3%	28,000	3.0%
								Other	5,627	0.7%	1,993	0.5%	4,717	0.5%	1,864	0.5%	4,000	0.4%
Eliminations or corporate	△ 14,169		Eliminations or corporate	△ 14,045		△ 16,369		Eliminations or corporate	△ 21,788		△ 11,697		△ 26,065		△ 9,169		△ 20,000	
	679,918			679,918		775,381			775,381		363,910		844,217		383,269		904,500	

(2) Operating income (Millions of yen)

	2004/3		2004/3		2005/3		2005/3		2005/9		2006/3		2006/9		2007/3 (Estimates)			
Building business	101,242		Building business	86,615		83,785		Building business	83,785		45,389		89,492		46,900		99,000	
Residential development	15,240		Residential development	16,313		17,651		Residential business	13,248		4,883		17,736		3,106		23,000	
Architectural Design & engineering	1,038		Architectural Design & engineering	1,038		△ 364		Urban development & Investment Management	3,946		11,206		14,169		19,818		20,000	
Real estate brokerage	2,908		Urban development & Investment Management	305		3,946		International business	26,445		9,634		23,199		5,771		21,500	
Custom-built housing	△ 350		International business	13,968		26,445		Architectural Design & engineering	△ 364		△ 944		227		△ 666		200	
Hotel business	321		Custom-built housing	△ 350		△ 1,470		Custom-built housing	△ 1,470		△ 1,236		△ 404		△ 811		0	
Other	△ 641		Hotel business	321		912		Hotel business	912		95		1,247		464		1,300	
			Other	△ 572		589		Real estate services	3,728		3,911		7,753		2,685		5,500	
								Other	1,250		256		747		287		500	
Eliminations or corporate	△ 16,010		Eliminations or corporate	△ 13,890		△ 13,261		Eliminations or corporate	△ 13,247		△ 8,910		△ 16,554		△ 7,103		△ 13,000	
	103,749			103,749		118,233			118,233		64,286		137,614		70,454		158,000	

(3) Rate of return

	2004/3		2004/3		2005/3		2005/3		2005/9		2006/3		2006/9		2007/3 (Estimates)			
Building business	28.8%		Building business	30.1%		29.2%		Building business	29.2%		30.4%		28.7%		28.9%		28.8%	
Residential development	10.6%		Residential development	11.0%		8.4%		Residential business	6.6%		7.2%		8.7%		4.5%		9.9%	
Architectural Design & engineering	5.7%		Architectural Design & engineering	5.7%		-1.9%		Urban development & Investment Management	45.8%		38.4%		41.3%		88.5%		65.6%	
Real estate brokerage	3.5%		Urban development & Investment Management	10.2%		45.8%		International business	14.4%		12.4%		12.0%		6.6%		10.6%	
Custom-built housing	-0.8%		International business	9.1%		14.4%		Architectural Design & engineering	-1.9%		-17.9%		1.3%		-10.7%		1.1%	
Hotel business	1.0%		Custom-built housing	-0.8%		-3.9%		Custom-built housing	-3.9%		-8.6%		-1.0%		-6.3%		0.0%	
Other	-2.6%		Hotel business	1.0%		2.8%		Hotel business	2.8%		0.6%		3.8%		2.9%		4.0%	
			Other	-5.4%		4.4%		Real estate services	15.6%		27.2%		25.2%		20.5%		19.6%	
								Other	22.2%		12.8%		15.8%		15.4%		12.5%	
Eliminations or corporate			Eliminations or corporate					Eliminations or corporate										
	15.3%			15.3%		15.2%			15.2%		17.7%		16.3%		18.4%		17.5%	

(4) Depreciation		(Millions of yen)								
	2004/3		2004/3	2005/3		2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
Building business	49,402	Building business	44,328	43,702	Building business	43,702	20,784	41,766	18,986	-
Residential development	655	Residential development	701	689	Residential business	997	460	833	385	-
Architectural Design & engineering	122	Architectural Design & engineering	122	113	Urban development & Investment Management	539	120	249	270	-
Real estate brokerage	2,909	Urban development & Investment Management	198	539	International business	7,793	4,221	8,578	4,546	-
Custom-built housing	167	International business	8,852	7,793	Architectural Design & engineering	113	52	103	29	-
Hotel business	1,265	Custom-built housing	167	161	Custom-built housing	161	84	157	54	-
Other	1,794	Hotel business	1,265	1,312	Hotel business	1,312	676	1,366	733	-
		Other	845	730	Real estate services	157	108	217	123	-
			542		Other	264	94	167	63	-
Eliminations or corporate	707	Eliminations or corporate		502	Eliminations or corporate	502	121	214	116	-
	57,024		57,024	55,545		55,545	26,724	53,655	25,310	50,000

(5) Operating income before depreciation		(Millions of yen)								
	2004/3		2004/3	2005/3		2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
Building business	150,644	Building business	130,943	127,488	Building business	127,487	66,173	131,258	65,887	-
Residential development	15,895	Residential development	17,014	18,340	Residential business	14,245	5,343	18,570	3,492	-
Architectural Design & engineering	1,160	Architectural Design & engineering	1,160	△ 251	Urban development & Investment Management	4,485	11,326	14,419	20,089	-
Real estate brokerage	5,817	Urban development & Investment Management	503	4,486	International business	34,238	13,855	31,777	10,317	-
Custom-built housing	△ 183	International business	22,820	34,238	Architectural Design & engineering	△ 251	△ 892	331	△ 636	-
Hotel business	1,586	Custom-built housing	△ 183	△ 1,308	Custom-built housing	△ 1,309	△ 1,152	△ 247	△ 757	-
Other	1,153	Hotel business	1,586	2,224	Hotel business	2,224	771	2,614	1,198	-
		Other	273	1,319	Real estate services	3,885	4,019	7,971	2,808	-
			△ 13,348		Other	1,514	350	914	351	-
Eliminations or corporate	△ 15,303	Eliminations or corporate		△ 12,758	Eliminations or corporate	13,749	9,031	△ 16,339	△ 6,987	-
	160,773		160,773	173,779		173,779	91,010	191,270	95,765	208,000

(6) Capital expenditure		(Millions of yen)								
	2004/3		2004/3	2005/3		2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
Building business	69,331	Building business	48,856	67,398	Building business	67,398	16,497	43,432	29,572	-
Residential development	701	Residential development	821	945	Residential business	924	576	977	402	-
Architectural Design & engineering	81	Architectural Design & engineering	81	22	Urban development & Investment Management	5,374	2,124	12,924	7,919	-
Real estate brokerage	1,390	Urban development & Investment Management	4,373	5,374	International business	9,121	2,396	7,345	11,684	-
Custom-built housing	164	International business	24,597	9,121	Architectural Design & engineering	22	4	12	3	-
Hotel business	2,381	Custom-built housing	164	333	Custom-built housing	333	196	243	120	-
Other	7,062	Hotel business	2,381	1,634	Hotel business	1,634	652	1,358	1,021	-
		Other	338	911	Real estate services	430	187	320	280	-
					Other	492	89	168	72	-
Eliminations or corporate	△ 11	Eliminations or corporate	213	△ 954	Eliminations or corporate	△ 954	△ 1,223	△ 2,030	△ 384	-
	81,125		81,827	84,787		84,787	21,501	64,753	50,693	-

(7) Total assets		(Millions of yen)								
	2004/3		2004/3	2005/3		2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
Building business	2,224,297	Building business	1,996,856	2,063,603	Building business	2,063,603	1,967,827	1,987,595	1,978,887	-
Residential development	306,393	Residential development	298,395	368,760	Residential business	365,607	290,170	338,026	338,480	-
Architectural Design & engineering	16,831	Architectural Design & engineering	16,831	16,415	Urban development & Investment Management	88,268	88,587	103,796	99,492	-
Real estate brokerage	63,836	Urban development & Investment Management	59,676	88,268	International business	302,049	303,333	345,483	335,132	-
Custom-built housing	14,871	International business	314,790	302,049	Architectural Design & engineering	16,415	16,249	18,732	16,519	-
Hotel business	32,272	Custom-built housing	14,871	14,812	Custom-built housing	14,812	13,272	16,531	13,884	-
Other	127,891	Hotel business	32,272	33,069	Hotel business	33,069	30,239	30,986	30,384	-
		Other	70,039	73,277	Real estate services	83,690	33,744	70,845	31,209	-
					Other	41,852	34,791	37,555	38,589	-
Eliminations or corporate	282,447	Eliminations or corporate	265,109	164,256	Eliminations or corporate	115,144	303,576	330,656	292,868	-
	3,068,842		3,068,842	3,124,514		3,124,514	3,081,793	3,280,209	3,175,449	3,320,000

5. Major consolidated subsidiaries

(1) 2006/9

(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.	-	210,137	56,821	50,357	23,320	2,810,410	1,105,040	825,521	17,473
Mitsubishi Real Estate Services Co., Ltd.	100.00%	13,095	2,728	2,748	1,649	31,175	10,719	0	123
Mitsubishi Estate Home Co., Ltd.	100.00%	9,710	△ 628	△ 625	△ 640	8,552	1,305	0	35
Mitsubishi Jisho Sekkei, Inc.	100.00%	4,883	76	121	51	14,859	8,203	0	26
Yokohama Royal Park Hotel Co., Ltd.	100.00%	6,314	101	106	83	4,261	598	0	104
Mitsubishi Estate Building Management Co., Ltd.	100.00%	11,480	717	727	432	16,504	3,063	0	12
Mitsubishi Jisyo Towa Community Co., Ltd.	70.00%	13,996	549	548	1,008	6,774	1,363	1,730	83
Marunouchi Heat Supply Co., Ltd.	64.16%	6,525	1,156	981	453	22,302	14,088	7,153	1,107
Yokohama Sky Building Co., Ltd.	54.32%	3,987	1,244	796	469	58,093	6,155	32,122	1,114
Royal Park Hotel Co., Ltd.	51.00%	5,061	223	116	38	18,437	5,904	8,768	456
Rockefeller Goup, Inc.	100.00%	87,829	6,188	4,974	2,545	278,246	121,152	77,490	4,261
	-	383,269	70,454	60,166	29,431	3,175,449	1,146,970	973,560	25,310
2006/9 Exchange rate	VS\$		VS\$						
	BS 115.24	PL	115.77						

(2) 2007/3 (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.	-	507,000	118,000	104,000	54,000	2,980,000	1,150,000	830,000	34,500
Mitsubishi Real Estate Services Co., Ltd.	100.00%	27,612	5,108	5,132	3,044	127,475	12,060	0	263
Mitsubishi Estate Home Co., Ltd.	100.00%	26,962	256	256	100	11,902	2,046	0	70
Mitsubishi Jisho Sekkei, Inc.	100.00%	13,500	1,450	1,450	810	17,033	8,961	0	60
Yokohama Royal Park Hotel Co., Ltd.	100.00%	13,167	348	358	230	4,560	746	0	221
Mitsubishi Estate Building Management Co., Ltd.	100.00%	22,416	1,174	1,193	699	16,600	3,330	0	24
Mitsubishi Jisyo Towa Community Co., Ltd.	70.00%	30,053	1,132	1,097	1,173	6,200	1,528	1,230	170
Marunouchi Heat Supply Co., Ltd.	64.16%	12,265	1,369	1,178	574	23,074	14,211	6,465	2,254
Yokohama Sky Building Co., Ltd.	54.32%	7,869	2,277	1,427	855	56,492	6,541	30,995	2,228
Royal Park Hotel Co., Ltd.	51.00%	10,665	812	522	292	18,700	6,150	8,776	939
Rockefeller Goup, Inc.	100.00%	201,774	22,190	20,597	7,516	286,345	107,613	69,747	8,150
	-	904,500	158,000	144,500	71,000	3,320,000	1,200,000	952,000	50,000
2007/3 Exchange rate	VS\$		VS\$						
	BS 115.00	PL	115.00						

6. Building business (Unconsolidated)

(Thousands of square meters)

	2004/3	2005/3	2005/9	2006/3	2006/9	2007/3 (Estimates)
(1) Total operating floor space						
Owned by MEC	3,050	3,068	2,921	3,061	2,931	2,870
Subleasing	646	757	828	846	834	926
Total	3,696	3,825	3,749	3,907	3,765	3,796
(2) Vacancy rate (All uses in Japan)	4.82 %	2.77 %	2.25 %	3.59 % *	2.49 % *	2.1 %
(3) Average rent (All uses in Japan)	¥22,213	¥21,902	¥21,514	¥21,711	¥21,421	¥21,800

- *1. The vacancy rate for 3/2006 is calculated with the inclusion of renovating space in Marunouchi-Nakadori Building & Akasaka Park Building.
 (We have already agreed with the some prospective tenants for the space, so the actual vacancy rate, excluding renovating space is 1.85% in March.)
 2. The vacancy rate for 9/2006 is calculated with the inclusion of renovating space in Akasaka Park Building.(The actual vacancy rate is 1.71%)

7. Residential business division (Unconsolidated)

	2004/3		2005/3		2005/9		2006/3		2006/9		2007/3 (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
[Condominiums sold]	110,255	2,299	167,064	3,451	39,205	786	144,843	2,870	36,929	837	169,440	3,463
[Single-family homes sold]	4,301	100	3,700	70	2,234	51	6,182	138	2,601	57	6,654	156
		Lots		Lots		Lots		Lots		Lots		Lots
[Developed lots sold]	2,320	112	4,711	256	1,783	117	3,220	198	3,296	129	4,779	235
Residential-use	1,920	111	4,366	254	1,583	116	2,710	196	1,739	124	3,222	230
Business-use	400	1	345	2	200	1	510	2	1,557	5	1,557	5
[Other]	9,824		9,942		6,611		11,788		8,493		13,045	
Total	126,700		185,417		49,833		166,033		51,319		193,918	
(2) Inventory	Millions of yen		Millions of yen		Millions of yen		Millions of yen		Millions of yen		Millions of yen	
[Condominiums]	8,408	229	11,114	285	2,971	88	7,823	226	3,265	80	-	-
[Single-family homes]	976	25	541	16	805	24	1,655	43	1,358	58	-	-
Total	9,384		11,655		3,776		9,478		4,623		-	-
(3) Gross margin of condominiums	22.4 %		17.4 %		20.7 %		20.0 %		18.3 %		22.5 %	
(4) New supply of condominiums	2,828 units		3,048 units		1,937 units		4,083 units		1,150 units		2,733 units	