

February 8, 2019



MITSUBISHI ESTATE CO., LTD.

***FACT BOOK FY2019/3-3Q***

(The Fiscal Year Ending March 31, 2019)

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Disclaimer

•This FACT BOOK contains predictions and aims which relate to, without limitation, our future economic performance, our plans and objectives for future operations and projections of revenue and other financial items. These predictions are inherently subject to risks and uncertainties, due to unforeseeable events or external factors. Future events and actual results, financial and otherwise, may differ materially from the events and results expressed here.

•Please refer to ASSET BOOK for “Principal Projects”.

# I. Performance Comparisons (Consolidated)

## 1. Income Statement Results for FY2019-3Q and FY2018-3Q

	Millions of yen (rounded down)		
	FY2019-3Q Results	FY2018-3Q Results	Change
(New Segment)			
Office Building Business	403,525	344,209	59,316
Lifestyle Property Business	79,048	73,675	5,373
Residential Business	279,660	258,296	21,363
International Business	47,104	55,142	(8,038)
Investment Management Business	17,689	17,202	487
Hotel & Airport Business	28,646	25,356	3,290
Architectural Design & Engineering Business	12,451	12,343	108
Real Estate Services Business	23,946	16,639	7,307
Other	5,161	6,504	(1,342)
Eliminations	(22,878)	(18,911)	(3,966)
<b>Revenue from Operations</b>	<b>874,357</b>	<b>790,456</b>	<b>83,900</b>
(New Segment)			
Office Building Business	113,478	106,486	6,992
Lifestyle Property Business	23,591	21,422	2,168
Residential Business	20,358	12,202	8,155
International Business	16,201	13,507	2,693
Investment Management Business	4,276	3,920	355
Hotel & Airport Business	1,097	844	253
Architectural Design & Engineering Business	(696)	603	(1,300)
Real Estate Services Business	1,410	(396)	1,806
Other	(226)	1,553	(1,780)
Eliminations or Corporate	(16,550)	(16,791)	240
<b>Operating Income</b>	<b>162,939</b>	<b>143,354</b>	<b>19,585</b>
Non-operating revenue	10,370	8,871	1,498
Non-operating expense	24,661	23,653	1,008
<b>Income Before Taxes and Special Items</b>	<b>148,648</b>	<b>128,572</b>	<b>20,076</b>
Extraordinary income	5,978	13,591	(7,613)
Extraordinary loss	2,764	1,723	1,040
<b>Income Before Income Taxes and Minority Interests</b>	<b>151,861</b>	<b>140,440</b>	<b>11,421</b>
Corporate tax, etc.	41,724	41,424	300
<b>Profit</b>	<b>110,137</b>	<b>99,015</b>	<b>11,121</b>
Profit attributable to non-controlling interests	13,410	14,062	(651)
<b>Profit Attributable to Owners of Parent</b>	<b>96,726</b>	<b>84,953</b>	<b>11,773</b>

As of April 2018, the following segment or business were integrated into newly established Hotel & Airport Business segment:  
 - previous Hotel Business segment  
 - Hotel Development Business previously in Lifestyle Property Business segment  
 - Airport Operation Business and Resort Hotel Development Business previously in Business Creation Department

	Millions of yen (rounded down)		
	FY2019-3Q Results	FY2018-3Q Results	Change
<b>■ Breakdown of Extraordinary income</b>			
Gain on sales of fixed assets	-	12,078	(12,078)
Gain on sales of investment securities	3,880	-	3,880
Gain on negative goodwill	2,097	-	2,097
Gain on exchange from business combination	-	1,513	(1,513)
<b>Total</b>	<b>5,978</b>	<b>13,591</b>	<b>(7,613)</b>

	Millions of yen (rounded down)		
	FY2019-3Q Results	FY2018-3Q Results	Change
<b>■ Breakdown of Extraordinary loss</b>			
Loss related to retirement of fixed assets	2,764	-	2,764
Impairment loss	-	1,723	(1,723)
<b>Total</b>	<b>2,764</b>	<b>1,723</b>	<b>1,040</b>

	Millions of yen (rounded off to the nearest billion)		
	FY2019-3Q Results	FY2018-3Q Results	Change
<Reference>			
<b>■ Capital Gains included in Operating Income</b>			
Capital Gains			
Office Building Business	11,000	6,000	5,000
Lifestyle Property Business	2,000	2,000	0
Residential Business	9,000	1,000	8,000
International Business	6,000	7,000	(1,000)
Investment Management Business	1,000	1,000	0
Hotel & Airport Business	-	-	-
Other	-	1,000	(1,000)
Eliminations or Corporate	-	-	-
<b>Total</b>	<b>29,000</b>	<b>18,000</b>	<b>11,000</b>

\*Capital Gains: Disposition of assets and other one-time-only profit with the exclusion of residential condominium sales.

	Millions of yen (rounded off to the nearest billion)		
	FY2019-3Q Results	FY2018-3Q Results	Change
<Reference>			
<b>■ Overseas Operating Income</b>			
Overseas Operating Income	20,000	14,000	6,000

\*Overseas Operating Income: Sum of operating income from International Business Group and other overseas operations.

## 2. Income Statement Estimates for FY2019 and Results for FY2018

\* There is no change in the FY2019 earnings estimates announced on May 14, 2018.

Millions of yen (rounded down)			
	FY2019 Estimates	FY2018 Results	Change
(New Segment)			
Office Building Business	545,000	506,161	38,839
Lifestyle Property Business	113,000	97,920	15,080
Residential Business	440,000	410,598	29,402
International Business	74,000	86,925	(12,925)
Investment Management Business	45,000	22,665	22,335
Hotel & Airport Business	45,000	41,038	3,962
Architectural Design & Engineering Business	21,000	21,613	(613)
Real Estate Services Business	26,000	25,584	416
Other	7,000	8,538	(1,538)
Eliminations	(26,000)	(26,996)	996
<b>Revenue from Operations</b>	<b>1,290,000</b>	<b>1,194,049</b>	<b>95,951</b>
(New Segment)			
Office Building Business	148,000	147,243	757
Lifestyle Property Business	31,000	28,079	2,921
Residential Business	23,000	23,860	(860)
International Business	25,000	24,147	853
Investment Management Business	5,000	4,596	404
Hotel & Airport Business	2,500	3,136	(636)
Architectural Design & Engineering Business	1,000	1,724	(724)
Real Estate Services Business	1,500	1,518	(18)
Other	500	1,784	(1,284)
Eliminations or Corporate	(22,500)	(23,043)	543
<b>Operating Income</b>	<b>215,000</b>	<b>213,047</b>	<b>1,953</b>
Non-operating revenue	10,000	10,447	(447)
Non-operating expense	34,000	32,988	1,012
<b>Income Before Taxes and Special Items</b>	<b>191,000</b>	<b>190,506</b>	<b>494</b>
Extraordinary income	9,000	14,719	(5,719)
Extraordinary loss	4,000	13,768	(9,768)
<b>Income Before Income Taxes and Minority Interests</b>	<b>196,000</b>	<b>191,457</b>	<b>4,543</b>
Corporate tax, etc.	59,000	53,707	5,293
<b>Profit</b>	<b>137,000</b>	<b>137,749</b>	<b>(749)</b>
Profit attributable to non-controlling interests	14,000	17,305	(3,305)
<b>Profit Attributable to Owners of Parent</b>	<b>123,000</b>	<b>120,443</b>	<b>2,557</b>

As of April 2018, the following segment or business were integrated into newly established Hotel & Airport Business segment:  
 - previous Hotel Business segment  
 - Hotel Development Business previously in Lifestyle Property Business segment  
 - Airport Operation Business and Resort Hotel Development Business previously in Business Creation Department

Millions of yen (rounded down)			
■ Breakdown of Extraordinary income	FY2019 Estimates	FY2018 Results	Change
Gain on sales of fixed assets	-	12,044	(12,044)
Gain on sales of investment securities	7,000	-	7,000
Gain on sales of shares of affiliated companies	-	1,161	(1,161)
Gain on negative goodwill	2,000	-	2,000
Gain on exchange from business combination	-	1,513	(1,513)
<b>Total</b>	<b>9,000</b>	<b>14,719</b>	<b>(5,719)</b>

Millions of yen (rounded down)			
■ Breakdown of Extraordinary loss	FY2019 Estimates	FY2018 Results	Change
Loss related to retirement of fixed assets	4,000	8,259	(4,259)
Impairment loss	-	5,508	(5,508)
<b>Total</b>	<b>4,000</b>	<b>13,768</b>	<b>(9,768)</b>

<Reference>			
Millions of yen (rounded off to the nearest billion)			
■ Capital Gains included in Operating Income	FY2019 Estimates	FY2018 Results	Change
Capital Gains			
Office Building Business	12,000	16,000	(4,000)
Lifestyle Property Business		2,000	
Residential Business		1,000	
International Business		15,000	
Investment Management Business	27,000	1,000	4,000
Hotel & Airport Business		3,000	
Other		1,000	
Eliminations or Corporate		-	
<b>Total</b>	<b>39,000</b>	<b>39,000</b>	<b>0</b>

\*Capital Gains: Disposition of assets and other one-time-only profit with the exclusion of residential condominium sales.

<Reference>			
Millions of yen (rounded off to the nearest billion)			
■ Overseas Operating Income	FY2019 Estimates	FY2018 Results	Change
Overseas Operating Income	26,000	25,000	1,000

\* Overseas Operating Income: Sum of operating income from International Business Group and other overseas operations.

### 3. Balance Sheet Results at Periods Ended Dec 31, 2018 and Mar 31, 2018

Millions of yen (rounded down)

	At Dec 31, 2018	At Mar 31, 2018	Change
<b>Assets</b>			
<b>I. Current assets</b>			
1. Cash	256,417	287,153	(30,735)
2. Notes and accounts receivable-trade	42,720	44,670	(1,950)
3. Marketable securities	6,867	8,219	(1,352)
4. Property for sale	103,139	95,391	7,748
5. Property for sale in progress	301,784	327,213	(25,429)
6. Property for development	1,144	1,267	(123)
7. Appropriated construction in progress	13,058	9,681	3,377
8. Other inventories	1,268	1,084	183
9. Equity investments	375,678	365,933	9,745
10. Other current assets	88,712	77,299	11,413
11. Allowance for doubtful accounts	(195)	(224)	29
Total current assets	1,190,596	1,217,690	(27,093)
<b>II. Fixed assets</b>			
1. Property and equipment			
(1) Buildings and structures	1,167,867	1,060,851	107,015
(2) Machinery and equipment	23,591	19,825	3,765
(3) Land	2,097,808	2,063,202	34,605
(4) Land in trust	676,455	678,420	(1,964)
(5) Construction in progress	95,411	142,127	(46,715)
(6) Other property and equipment	16,091	17,444	(1,353)
Total property and equipment	4,077,224	3,981,871	95,352
2. Intangible assets			
(1) Leaseholds	74,061	72,934	1,126
(2) Other intangible assets	22,135	21,306	829
Total intangible assets	96,197	94,241	1,955
3. Investments and other assets			
(1) Investment securities	242,381	272,779	(30,397)
(2) Long-term loans	2,977	1,362	1,615
(3) Lease deposits	113,408	108,097	5,311
(4) Net defined benefit asset	23,003	20,280	2,722
(5) Deferred tax assets	21,678	22,953	(1,275)
(6) Other investments	96,607	83,610	12,996
(7) Allowance for doubtful accounts	(705)	(1,438)	733
Total investments and other assets	499,351	507,646	(8,294)
Total fixed assets	4,672,774	4,583,759	89,014
<b>Total assets</b>	<b>5,863,370</b>	<b>5,801,450</b>	<b>61,920</b>

※ From FY2019/3-1Q onward, the amendment to Standard for Tax Effect Accounting announced on February 16th, 2018 has been applied. Thus figures on the Consolidated Balance Sheets as of the end of March, 2018, are also modified based on the application of the amendment.

Millions of yen (rounded down)

	At Dec 31, 2018	At Mar 31, 2018	Change
<b>Liabilities</b>			
<b>I. Current liabilities</b>			
1. Notes and accounts payable-trade	50,447	61,169	(10,722)
2. Short-term borrowings	129,315	159,090	(29,774)
3. Current portion of long-term debt	213,257	147,739	65,518
4. Commercial paper	83,000	-	83,000
5. Bonds due within one year	75,000	66,162	8,837
6. Accrued income taxes	9,660	27,675	(18,015)
7. Other current liabilities	194,488	203,254	(8,765)
Total current liabilities	755,169	665,091	90,078
<b>II. Long-term liabilities</b>			
1. Bonds	732,661	787,661	(55,000)
2. Long-term borrowings	1,267,688	1,316,232	(48,543)
3. Lease deposits received	435,170	414,390	20,780
4. Deferred tax liability	223,754	224,557	(803)
5. Deferred tax liabilities on land revaluation	264,063	263,428	634
6. Net defined benefit liability	26,707	26,847	(139)
7. Accrued directors' retirement benefits	537	771	(233)
8. Provision for environmental measures	4,901	5,074	(172)
9. Negative goodwill	91,346	95,992	(4,646)
10. Other long-term liabilities	137,866	122,313	15,552
Total long-term liabilities	3,184,698	3,257,270	(72,571)
Total liabilities	3,939,868	3,922,362	17,506
<b>Net assets</b>			
<b>I. Shareholders' equity</b>			
1. Capital	142,023	141,898	124
2. Capital surplus	162,481	161,819	661
3. Retained earnings	820,707	763,277	57,430
4. Less treasury stock, at cost	(5,306)	(5,294)	(11)
Total shareholders' equity	1,119,905	1,061,700	58,204
<b>II. Other accumulated comprehensive income</b>			
1. Unrealized holding gain on securities	103,337	121,787	(18,449)
2. Deferred gains or losses on hedging instruments	579	369	209
3. Land revaluation reserve	526,623	526,623	-
4. Foreign currency translation adjustments	(15,226)	(12,227)	(2,998)
5. Remeasurements of defined benefit plans	555	95	459
Total other accumulated comprehensive income	615,869	636,648	(20,778)
<b>III. Stock acquisition rights</b>	326	326	-
<b>IV. Non-controlling interests</b>	187,400	180,412	6,987
Total net assets	1,923,502	1,879,088	44,414
<b>Total liabilities and net assets</b>	<b>5,863,370</b>	<b>5,801,450</b>	<b>61,920</b>

## II. Highlights

### 1. Major Performance Items (Consolidated)

Millions of yen (rounded down)

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Revenue from operations	1,009,408	1,125,405	790,456	1,194,049	874,357	1,290,000
Operating income	166,199	192,495	143,354	213,047	162,939	215,000
Income before taxes and special items	144,851	169,851	128,572	190,506	148,648	191,000
Profit attributable to owners of parent	83,426	102,681	84,953	120,443	96,726	123,000
Total assets	5,311,840	5,484,115	5,790,542	5,801,450	5,863,370	6,060,000
Shareholders' equity *1	1,509,680	1,592,777	1,677,358	1,698,348	1,735,775	1,770,000
Interest-bearing debt	2,291,038	2,396,994	2,528,941	2,481,675	2,505,628	2,640,000
Cash flow from operating activities	135,821	168,527	94,937	293,338	194,168	236,000
Cash flow from investing activities	(231,003)	(327,292)	(159,888)	(286,841)	(208,358)	(362,000)
Cash flow from financing activities	309,237	(4,921)	86,198	37,203	(25,827)	105,000
EBITDA *2	252,034	279,718	211,257	302,424	231,606	303,000
Return on assets (ROA) *3	3.3 %	3.6 %	- %	3.8 %	- %	3.6 %
Return on equity (ROE) *4	5.6 %	6.6 %	- %	7.3 %	- %	7.1 %
Earnings per share (EPS) (Yen)	60.13	74.00	61.21	86.78	69.68	88.61
Net interest-bearing debt/EBITDA	7.5 times	7.7 times	- times	7.3 times	- times	7.9 times
After hybrid debt deductions *5	7.0 times	7.1 times	- times	6.7 times	- times	7.3 times

\*1 Shareholders' equity = Net assets - Stock acquisition rights - Non-controlling interests

\*2 EBITDA = Operating income + Interest income + Dividend income + Equity in earnings of unconsolidated subsidiaries and affiliates + Depreciation + Amortization of goodwill

\*3 ROA = Operating income / Total assets (average)

\*4 ROE = Profit attributable to owners of parent / Shareholders' equity (average)

\*5 The subordinated bond and subordinated loan subject to equity credit from a credit rating agency (50% equity treatment) are shown after deductions.

※ From FY2019/3-1Q onward, the amendment to Standard for Tax Effect Accounting announced on February 16th, 2018 has been applied. Thus figure on the Total assets as of the end of March, 2018, is also modified based on the application of the amendment.

2. Segment Information (Consolidated)

(Millions of yen (rounded down); as percentage of total)

(1) Revenue from Operations	FY2016		FY2017		FY2018-3Q		FY2018		*1	FY2018		FY2019-3Q		FY2019 (Estimates)	
Office Building Business	422,349	40.9%	484,238	42.1%	344,209	42.5%	506,161	41.5%	Office Building Business	506,161	41.5%	403,525	45.0%	545,000	41.4%
Lifestyle Property Business	86,569	8.4%	88,955	7.7%	73,691	9.1%	105,817	8.7%	Lifestyle Property Business	97,920	8.0%	79,048	8.8%	113,000	8.6%
Residential Business	345,226	33.4%	407,850	35.5%	258,296	31.9%	410,598	33.6%	Residential Business	410,598	33.6%	279,660	31.2%	440,000	33.4%
International Business	75,956	7.4%	66,556	5.8%	55,142	6.8%	86,925	7.1%	International Business	86,925	7.1%	47,104	5.2%	74,000	5.6%
Investment Management	24,994	2.4%	21,323	1.9%	17,202	2.1%	22,665	1.9%	Investment Management	22,665	1.9%	17,689	2.0%	45,000	3.4%
									Hotel & Airport Business	41,038	3.4%	28,646	3.2%	45,000	3.4%
Architectural Design & Engineering	21,279	2.1%	19,309	1.7%	12,343	1.5%	21,613	1.8%	Architectural Design & Engineering	21,613	1.8%	12,451	1.4%	21,000	1.6%
Hotel Business	33,089	3.2%	33,512	2.9%	25,340	3.1%	33,138	2.7%							
Real Estate Services	19,815	1.9%	24,243	2.1%	16,639	2.1%	25,584	2.1%	Real Estate Services	25,584	2.1%	23,946	2.7%	26,000	2.0%
Other	3,882	0.3%	4,237	0.3%	6,504	0.9%	8,541	0.6%	Other	8,538	0.6%	5,161	0.5%	7,000	0.6%
Eliminations or corporate	(23,754)		(24,820)		(18,911)		(26,996)		Eliminations or corporate	(26,996)		(22,878)		(26,000)	
	1,009,408		1,125,405		790,456		1,194,049			1,194,049		874,357		1,290,000	

Millions of yen (rounded down)

(2) Operating income	FY2016		FY2017		FY2018-3Q		FY2018		*1	FY2018		FY2019-3Q		FY2019 (Estimates)	
Office Building Business	108,940		133,570		106,486		147,243		Office Building Business	147,243		113,478		148,000	
Lifestyle Property Business	25,842		25,807		21,321		31,184		Lifestyle Property Business	28,079		23,591		31,000	
Residential Business	18,035		19,253		12,202		23,860		Residential Business	23,860		20,358		23,000	
International Business	19,421		26,313		13,507		24,147		International Business	24,147		16,201		25,000	
Investment Management	5,082		4,520		3,920		4,596		Investment Management	4,596		4,276		5,000	
									Hotel & Airport Business	3,136		1,097		2,500	
Architectural Design & Engineering	1,754		445		603		1,724		Architectural Design & Engineering	1,724		(696)		1,000	
Hotel Business	1,490		1,932		1,461		766								
Real Estate Services	602		2,157		(396)		1,518		Real Estate Services	1,518		1,410		1,500	
Other	(37)		289		1,038		1,048		Other	1,784		(226)		500	
Eliminations or corporate	(14,933)		(21,793)		(16,791)		(23,043)		Eliminations or corporate	(23,043)		(16,550)		(22,500)	
	166,199		192,495		143,354		213,047			213,047		162,939		215,000	

(3) Rate of return	FY2016		FY2017		FY2018-3Q		FY2018		*1	FY2018		FY2019-3Q		FY2019 (Estimates)	
Office Building Business	25.8 %		27.6 %		-		29.1 %		Office Building Business	29.1 %		-		27.2 %	
Lifestyle Property Business	29.9 %		29.0 %		-		29.5 %		Lifestyle Property Business	28.7 %		-		27.4 %	
Residential Business	5.2 %		4.7 %		-		5.8 %		Residential Business	5.8 %		-		5.2 %	
International Business	25.6 %		39.5 %		-		27.8 %		International Business	27.8 %		-		33.8 %	
Investment Management	20.3 %		21.2 %		-		20.3 %		Investment Management	20.3 %		-		11.1 %	
									Hotel & Airport Business	7.6 %		-		5.6 %	
Architectural Design & Engineering	8.2 %		2.3 %		-		8.0 %		Architectural Design & Engineering	8.0 %		-		4.8 %	
Hotel Business	4.5 %		5.8 %		-		2.3 %								
Real Estate Services	3.0 %		8.9 %		-		5.9 %		Real Estate Services	5.9 %		-		5.8 %	
Other	(1.0) %		6.8 %		-		12.3 %		Other	20.9 %		-		7.1 %	
Eliminations or corporate									Eliminations or corporate						
	16.5 %		17.1 %		-		17.8 %			17.8 %		-		16.7 %	

Millions of yen (rounded down)

(4) Depreciation	FY2016		FY2017		FY2018-3Q		FY2018		*1	FY2018		FY2019-3Q		FY2019 (Estimates)	
Office Building Business	43,752		47,755		36,017		48,170		Office Building Business	48,170		36,968		-	
Lifestyle Property Business	12,288		12,704		10,114		13,604		Lifestyle Property Business	13,569		10,491		-	
Residential Business	3,085		3,144		2,104		2,906		Residential Business	2,906		2,477		-	
International Business	7,033		5,913		5,239		6,687		International Business	6,687		4,116		-	
Investment Management	5,413		4,216		2,921		3,837		Investment Management	3,837		2,318		-	
									Hotel & Airport Business	1,584		1,480		-	
Architectural Design & Engineering	126		113		90		122		Architectural Design & Engineering	122		184		-	
Hotel Business	1,527		1,478		1,083		1,549								
Real Estate Services	284		343		241		347		Real Estate Services	347		353		-	
Other	90		64		32		49		Other	49		50		-	
Eliminations or corporate	642		240		93		271		Eliminations or corporate	271		610		-	
	74,245		75,974		57,938		77,545			77,545		59,052		78,000	

\*1 As of April 2018, the following segment or business was integrated into newly established Hotel & Airport Business segment:  
- previous Hotel Business segment  
- Hotel Development Business previously in Lifestyle Property Business segment  
- Airport Operation Business and Resort Hotel Development Business previously in Business Creation Department

Millions of yen (rounded down)

(5) Amortization of goodwill	FY2016	FY2017	FY2018-3Q	FY2018		FY2018	FY2019-3Q	FY2019 (Estimates)
					*1			
Office Building Business	409	409	307	409	Office Building Business	409	307	-
Lifestyle Property Business	318	69	52	69	Lifestyle Property Business	69	52	-
Residential Business	3,030	3,030	2,272	3,030	Residential Business	3,030	213	-
International Business	-	-	44	60	International Business	60	48	-
Investment Management	2,386	1,963	1,484	1,990	Investment Management	1,990	1,482	-
					Hotel & Airport Business	-	-	-
Architectural Design & Engineering	-	-	-	-	Architectural Design & Engineering	-	-	-
Hotel Business	-	-	-	-				
Real Estate Services	-	-	-	-	Real Estate Services	-	301	-
Other	-	0	-	-	Other	-	-	-
Eliminations or corporate	-	-	-	-	Eliminations or corporate	-	-	-
	6,144	5,473	4,160	5,561		5,561	2,404	3,000

Millions of yen (rounded down)

(6) Operating income before depreciation *2	FY2016	FY2017	FY2018-3Q	FY2018		FY2018	FY2019-3Q	FY2019 (Estimates)
					*1			
Office Building Business	153,101	181,734	142,810	195,822	Office Building Business	195,822	150,753	-
Lifestyle Property Business	38,448	38,580	31,487	44,857	Lifestyle Property Business	41,717	34,134	-
Residential Business	24,150	25,427	16,578	29,796	Residential Business	29,796	23,048	-
International Business	26,454	32,226	18,790	30,894	International Business	30,894	20,365	-
Investment Management	12,881	10,699	8,325	10,423	Investment Management	10,423	8,076	-
					Hotel & Airport Business	4,720	2,577	-
Architectural Design & Engineering	1,880	558	693	1,846	Architectural Design & Engineering	1,846	(512)	-
Hotel Business	3,017	3,410	2,544	2,315				
Real Estate Services	886	2,500	(155)	1,865	Real Estate Services	1,865	2,064	-
Other	53	353	1,070	1,097	Other	1,833	(176)	-
Eliminations or corporate	(14,291)	(21,553)	(16,698)	(22,772)	Eliminations or corporate	(22,772)	(15,940)	-
	246,588	273,942	205,452	296,153		296,153	224,395	296,000

Millions of yen (rounded down)

(7) Capital expenditure	FY2016	FY2017	FY2018-3Q	FY2018		FY2018	FY2019-3Q	FY2019 (Estimates)
					*1			
Office Building Business	175,904	162,651	71,268	127,877	Office Building Business	127,877	77,191	-
Lifestyle Property Business	40,272	59,054	24,379	36,958	Lifestyle Property Business	31,951	34,275	-
Residential Business	29,144	27,267	13,892	24,085	Residential Business	24,085	33,169	-
International Business	35,472	39,724	48,771	90,423	International Business	90,423	51,372	-
Investment Management	378	201	10,032	13,691	Investment Management	13,691	10,847	-
					Hotel & Airport Business	11,528	12,435	-
Architectural Design & Engineering	116	182	463	481	Architectural Design & Engineering	481	416	-
Hotel Business	1,295	734	663	1,647				
Real Estate Services	433	568	187	320	Real Estate Services	320	899	-
Other	29	274	3,817	5,324	Other	451	731	-
Eliminations or corporate	369	3,055	(1,612)	4,021	Eliminations or corporate	4,021	8,980	-
	283,416	293,716	171,864	304,833		304,833	230,319	-

Millions of yen (rounded down)

(8) Total assets	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018 *3		At Mar 31, 2018 *3	At Dec 31, 2018 *3	At Mar 31, 2019 (Estimates)
					*1			
Office Building Business	3,208,271	3,445,008	3,506,524	3,518,735	Office Building Business	3,518,735	3,527,048	-
Lifestyle Property Business	372,779	484,292	507,836	513,343	Lifestyle Property Business	503,496	519,757	-
Residential Business	748,400	634,219	632,117	626,596	Residential Business	626,596	655,208	-
International Business	515,844	541,888	653,352	697,478	International Business	697,478	718,965	-
Investment Management	141,126	106,990	107,898	111,974	Investment Management	111,974	118,304	-
					Hotel & Airport Business	43,834	72,800	-
Architectural Design & Engineering	27,474	27,358	24,799	27,048	Architectural Design & Engineering	27,048	24,905	-
Hotel Business	28,417	28,842	27,690	29,312				
Real Estate Services	23,608	25,702	20,352	22,427	Real Estate Services	22,427	27,791	-
Other	23,501	12,649	21,480	17,668	Other	12,993	11,085	-
Eliminations or corporate	222,415	177,163	288,487	236,864	Eliminations or corporate	236,864	187,502	-
	5,311,840	5,484,115	5,790,542	5,801,450		5,801,450	5,863,370	6,060,000

Exchange rate		FY2018-3Q	FY2019-3Q	FY2019 (Estimates)
¥ / \$	PL (AR)	111.89	109.60	110.00
	BS (CR)	112.73	113.57	110.00
¥ / £	PL (AR)	142.64	148.11	150.00
	BS (CR)	151.37	148.53	150.00

AR:Average Rate, CR:Current Rate

\*1 As of April 2018, the following segment or business were integrated into newly established Hotel & Airport Business segment:  
- previous Hotel Business segment  
- Hotel Development Business previously in Lifestyle Property Business segment  
- Airport Operation Business and Resort Hotel Development Business previously in Business Creation Department

\*2 Operating income before depreciation is included in earnings before depreciation and amortization of goodwill.

\*3 From FY2019/3-1Q onward, the amendment to Standard for Tax Effect Accounting announced on February 16th, 2018 has been applied. Thus figure on the Total assets as of the end of March, 2018, is also modified based on the application of the amendment.



### 3. Office Building Business Revenue from Operations Breakdown (Consolidated) \*1

Millions of yen (rounded down)

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Leasing	353,958	376,531	288,328	384,929	306,333	413,000
Property Management	21,146	21,926	17,390	23,368	17,342	27,000
Contracted Work	14,597	12,552	9,599	14,958	13,315	14,000
District Heating and Cooling Services	8,387	8,280	6,195	8,281	6,695	8,000
Other (Sales of assets etc.)	24,259	64,947	22,694	74,623	59,838	83,000
Total	422,349	484,238	344,209	506,161	403,525	545,000

\*1 Including revenue from other segments.

### 4. Office Building Business Data (Consolidated)

(Thousands of square meters)

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018
Contracted area	3,470	3,557	3,611	3,707	3,859
Owned by MEC	2,074	2,182	2,245	2,291	2,436
Subleases	1,395	1,376	1,366	1,417	1,423

### 5. Office Building Business Data (Unconsolidated)

(Thousands of square meters ; yen/txsubo.month)

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018	At Mar 31, 2019 (Estimates)
(1) Total operating floor space						
Owned by MEC	3,265	3,414	3,493	3,556	3,718	3,738
Subleases	1,909	1,971	1,952	2,013	2,013	2,033
Total	5,174	5,385	5,445	5,570	5,731	5,771
(2) Leasable area	3,192	3,357	3,391	3,475	3,610	3,627
(3) Vacancy rate (All uses in Japan)	2.22 %	2.93 %	2.61 %	1.87 %	1.56 %	2.0 %
(4) Average rent (All uses in Japan)	25,234	25,842	26,157	26,193	26,664	26,800

\* The average rent is per 3.3 square meters per month.

### 6. Marunouchi Area Building Data (Unconsolidated)

(Thousands of square meters; millions of yen(rounded down))

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018
Operating floor space	2,531	2,727	2,782	2,784	2,915
Leasable area	1,466	1,603	1,651	1,665	1,744
Office vacancy rate	1.37 %	2.42 %	2.57 %	1.65 %	1.27 %
Building lease revenue	202,337	216,673	166,428	221,674	176,017

## 7. Lifestyle Property Business Retail Properties Data (Consolidated)

(Thousands of square meters)

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018
Contracted area	680	680	683	683	768

\* These figures are for the contracted area of retail properties of the Lifestyle Property Business (including some office facilities).

## 8. Condominium Business Data

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Condominiums sold (Millions of yen)	215,762	223,266	147,940	254,140	151,795	239,000
Condominiums sold (units)	3,868	3,713	2,035	3,938	2,524	3,950
Gross margin	18.7 %	19.4 %	20.9 %	19.7 %	18.1 %	17.3 %
Inventory (units)	188	326	287	460	393	-
New Supply of condominiums (units)	3,641	3,236	2,487	3,615	2,767	3,800
Condominium contract balance (Millions of yen)	226,952	188,282	354,075	156,944	333,367	-
The fiscal year share (Millions of yen)	-	-	245,249	-	222,234	-
The following fiscal year share (Millions of yen)	140,563	167,887	104,889	141,408	85,392	-
The post following fiscal year share (Millions of yen)	86,389	20,395	3,938	15,536	25,741	-

\* Gross Margin: Subtract Land Acquisition Cost and Construction Cost from Sales

## 9. Special Purpose Vehicle Data (Unconsolidated•Domestic)

Millions of yen (rounded down)

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018
Office Building Business					
Equity investment by Mitsubishi Estate <i>(Unconsolidated)</i>	172,698 79,005	168,753 76,664	163,666 65,586	161,807 54,865	160,662 56,176
Equity investment by other companies <i>(Unconsolidated)</i>	76,704 76,704	78,288 78,288	67,966 67,966	68,783 68,783	73,611 73,611
Interest bearing debt borrowed by SPV <i>(Unconsolidated)</i>	97,693 97,593	97,568 97,468	82,380 82,280	77,780 77,680	77,780 77,680
Lifestyle Property Business					
Equity investment by Mitsubishi Estate <i>(Unconsolidated)</i>	31,097 7,245	37,036 13,184	39,835 15,984	41,626 17,775	36,102 12,251
Equity investment by other companies <i>(Unconsolidated)</i>	2,488 2,488	6,892 6,892	9,711 9,711	12,986 12,986	11,792 11,792
Interest bearing debt borrowed by SPV <i>(Unconsolidated)</i>	8,297 8,197	19,276 19,176	21,917 21,817	30,765 30,665	33,988 33,888
Residential Business					
Equity investment by Mitsubishi Estate <i>(Unconsolidated)</i>	- -	- -	- -	- -	- -
Equity investment by other companies <i>(Unconsolidated)</i>	- -	- -	- -	- -	- -
Interest bearing debt borrowed by SPV <i>(Unconsolidated)</i>	- -	- -	- -	- -	- -
Total					
Equity investment by Mitsubishi Estate <i>(Unconsolidated)</i>	203,795 86,250	205,789 89,849	203,502 81,571	203,433 72,640	196,765 68,428
Equity investment by other companies <i>(Unconsolidated)</i>	79,192 79,192	85,181 85,181	77,677 77,677	81,769 81,769	85,403 85,403
Interest bearing debt borrowed by SPV <i>(Unconsolidated)</i>	105,990 105,790	116,845 116,645	104,297 104,097	108,545 108,345	111,768 111,568

\* The numbers include the following S.P.V

1. TMK vehicles under the real estate securitization law - Mitsubishi Estate's share : over 20%
2. YK-TK or GK-TK vehicles under the commercial law - Mitsubishi Estate's share : over 20%

### III. Summary of Consolidated Financial Statements

#### 1. Consolidated Balance Sheets

Millions of yen (rounded down)

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018
<b>Assets</b>					
Current assets					
Cash	412,983	243,681	261,113	287,153	256,417
Notes and accounts receivable-trade	35,261	43,823	44,635	44,670	42,720
Marketable securities	14	13,515	10,924	8,219	6,867
Property for sale	54,827	60,195	93,627	95,391	103,139
Property for sale in progress	366,354	337,928	365,034	327,213	301,784
Property for development	8,905	1,058	1,268	1,267	1,144
Appropriated construction in progress	7,942	8,091	16,144	9,681	13,058
Other inventories	1,014	1,021	1,277	1,084	1,268
Equity investments	276,842	292,764	360,230	365,933	375,678
Deferred income taxes	14,552	10,730	9,201	-	-
Other current assets	55,764	69,152	83,398	77,299	88,712
Allowance for doubtful accounts	(528)	(270)	(224)	(224)	(195)
Total current assets	1,233,935	1,081,690	1,246,632	1,217,690	1,190,596
Fixed assets					
Property and equipment					
Buildings and structures	886,494	1,032,286	1,029,651	1,060,851	1,167,867
Machinery and equipment	21,939	21,722	20,227	19,825	23,591
Land	1,955,451	1,987,344	2,077,020	2,063,202	2,097,808
Land in trust	549,811	708,801	679,469	678,420	676,455
Construction in progress	122,261	92,367	110,145	142,127	95,411
Other property and equipment	15,105	14,233	13,049	17,444	16,091
Total property and equipment	3,551,062	3,856,757	3,929,564	3,981,871	4,077,224
Intangible assets					
Leaseholds	75,494	73,816	72,877	72,934	74,061
Other intangible assets	32,289	25,725	22,260	21,306	22,135
Total intangible assets	107,784	99,542	95,138	94,241	96,197
Investments and other assets					
Investment securities	216,334	244,870	301,261	272,779	242,381
Long-term loans	1,406	1,389	1,370	1,362	2,977
Lease deposits	115,382	106,149	104,830	108,097	113,408
Net defined benefit asset	9,810	9,487	18,624	20,280	23,003
Deferred income taxes	16,170	11,082	12,566	22,953	21,678
Other investments	61,578	74,786	82,342	83,610	96,607
Allowance for doubtful accounts	(1,623)	(1,642)	(1,790)	(1,438)	(705)
Total investments and other assets	419,058	446,125	519,206	507,646	499,351
Total fixed assets	4,077,904	4,402,424	4,543,909	4,583,759	4,672,774
Total assets	5,311,840	5,484,115	5,790,542	5,801,450	5,863,370

Millions of yen (rounded down)

	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	At Mar 31, 2018	At Dec 31, 2018
<b>Liabilities</b>					
Current liabilities					
Notes and accounts payable-trade	58,331	56,099	48,224	61,169	50,447
Short-term borrowings	103,125	86,415	125,414	159,090	129,315
Current portion of long-term debt	163,651	149,281	118,430	147,739	213,257
Commercial paper	-	-	100,000	-	83,000
Bonds due within one year	78,023	85,075	81,200	66,162	75,000
Accrued income taxes	22,903	16,471	15,069	27,675	9,660
Deferred tax liability	-	572	599	-	-
Allowance for loss on business transfer	10,570	-	-	-	-
Other current liabilities	234,271	192,708	194,584	203,254	194,488
Total current liabilities	670,877	586,623	683,523	665,091	755,169
Long-term liabilities					
Bonds	825,000	777,712	766,550	787,661	732,661
Long-term borrowings	1,114,426	1,292,854	1,332,504	1,316,232	1,267,688
Lease deposits received	393,309	398,014	407,795	414,390	435,170
Deferred tax liability	180,205	217,565	234,357	224,557	223,754
Deferred tax liabilities on land revaluation	265,912	263,661	263,548	263,428	264,063
Net defined benefit liability	32,464	22,042	27,878	26,847	26,707
Accrued directors' retirement benefits	685	834	688	771	537
Provision for environmental measures	5,068	4,831	4,831	5,074	4,901
Negative goodwill	83,827	90,535	94,653	95,992	91,346
Other long-term liabilities	80,882	61,978	118,175	122,313	137,866
Total long-term liabilities	2,981,782	3,130,031	3,250,984	3,257,270	3,184,698
Total liabilities	3,652,660	3,716,654	3,934,507	3,922,362	3,939,868
<b>Net assets</b>					
Shareholders' equity					
Capital	141,373	141,659	141,898	141,898	142,023
Capital surplus	161,188	161,477	161,810	161,819	162,481
Retained earnings	600,116	674,259	727,535	763,277	820,707
Less treasury stock, at cost	(5,385)	(5,489)	(5,314)	(5,294)	(5,306)
Total shareholders' equity	897,293	971,906	1,025,930	1,061,700	1,119,905
Other accumulated comprehensive income					
Unrealized holding gain on securities	89,945	109,644	139,724	121,787	103,337
Deferred gains or losses on hedging instruments	(30)	73	82	369	579
Land revaluation reserve	521,248	527,128	526,873	526,623	526,623
Foreign currency translation adjustments	13,900	(13,363)	(14,135)	(12,227)	(15,226)
Remeasurements of defined benefit plans	(12,676)	(2,612)	(1,117)	95	555
Total other accumulated comprehensive income	612,387	620,870	651,428	636,648	615,869
Stock acquisition rights	529	529	347	326	326
Non-controlling interests	148,970	174,154	178,329	180,412	187,400
Total net assets	1,659,180	1,767,460	1,856,034	1,879,088	1,923,502
Total liabilities and net assets	5,311,840	5,484,115	5,790,542	5,801,450	5,863,370

※ From FY2019/3-1Q onward, the amendment to Standard for Tax Effect Accounting announced on February 16th, 2018 has been applied.  
Thus figures on the Consolidated Balance Sheets as of the end of March, 2018, are also modified based on the application of the amendment.

## 2. Consolidated Income Statements

Millions of yen (rounded down)

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Revenue from operations	1,009,408	1,125,405	790,456	1,194,049	874,357	1,290,000
Operating income	166,199	192,495	143,354	213,047	162,939	215,000
Non-operating income						
Interest income	284	268	185	284	501	500
Dividend income	4,556	4,634	5,153	5,565	6,368	6,000
Equity in earnings of unconsolidated subsidiaries and affiliates	605	872	465	419	340	500
Other non-operating income	5,503	3,605	3,067	4,177	3,160	3,000
Total non-operating income	10,949	9,380	8,871	10,447	10,370	10,000
Non-operating expenses						
Interest expense	20,183	22,743	17,291	23,122	17,730	25,000
Loss on disposal of fixed assets	6,064	4,453	3,036	5,746	2,966	6,000
Other non-operating expenses	6,049	4,827	3,325	4,119	3,965	3,000
Total non-operating expenses	32,296	32,024	23,653	32,988	24,661	34,000
Income before taxes and special items	144,851	169,851	128,572	190,506	148,648	191,000
Extraordinary income						
Gain on sales of fixed assets	2,709	-	12,078	12,044	-	-
Gain on sales of investment securities	11,350	1,013	-	-	3,880	7,000
Gain on sales of shares of affiliated companies	-	-	-	1,161	-	-
Gain on negative goodwill	-	13,505	-	-	2,097	2,000
Reversal of accrued payment	4,098	-	-	-	-	-
Reversal of allowance for loss on obligations of additional investments	1,262	-	-	-	-	-
Settlement received	-	1,966	-	-	-	-
Gain on exchange from business combination	-	-	1,513	1,513	-	-
Total extraordinary income	19,421	16,484	13,591	14,719	5,978	9,000
Extraordinary loss						
Loss related to retirement of fixed assets	4,223	4,762	-	8,259	2,764	4,000
Impairment loss	2,561	12,260	1,723	5,508	-	-
Provision for environmental measures	5,068	-	-	-	-	-
Provision for loss on business transfer	10,570	-	-	-	-	-
Loss on step acquisitions	-	6,431	-	-	-	-
Total extraordinary loss	22,423	23,455	1,723	13,768	2,764	4,000
Income before income taxes and minority interests	141,850	162,881	140,440	191,457	151,861	196,000
Corporation tax, inhabitants' tax and enterprise tax	43,994	43,451	39,768	57,334	34,440	} 59,000
Income taxes-deferred	(422)	2,622	1,655	(3,626)	7,284	
Profit	98,278	116,808	99,015	137,749	110,137	137,000
Profit attributable to non-controlling interests	14,851	14,126	14,062	17,305	13,410	14,000
Profit attributable to owners of parent	83,426	102,681	84,953	120,443	96,726	123,000

### 3. Consolidated Cash Flow Statements

Millions of yen (rounded down)

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Income before income taxes and minority interests	141,850	162,881	140,440	191,457	151,861	196,000
Adjustment for extraordinary income or loss	(318)	12,249	(6,238)	7,263	52	2,000
Depreciation and amortization	74,245	75,974	57,938	77,545	59,052	78,000
Decrease (increase) in inventories	(33,202)	84,853	9,045	86,614	70,169	94,000
Decrease (increase) in equity investments	(32,487)	(32,460)	(66,548)	(53,837)	(5,617)	(67,000)
Other	9,316	(82,780)	4,318	30,540	(29,109)	(13,000)
Income taxes, etc.	(23,582)	(52,189)	(44,019)	(46,244)	(52,241)	(54,000)
Net cash provided by (used in) operating activities	135,821	168,527	94,937	293,338	194,168	236,000
Proceeds from sales of investment securities	18,055	1,534	800	5,277	8,695	12,500
Proceeds from sales of property and equipment and beneficial interests in trust of property and equipment	22,806	11,328	12,629	13,694	3,168	3,500
Capital investment	(275,316)	(275,372)	(160,801)	(289,570)	(210,774)	(375,000)
Other	3,451	(64,783)	(12,516)	(16,242)	(9,448)	(3,000)
Net cash provided by (used in) investing activities	(231,003)	(327,292)	(159,888)	(286,841)	(208,358)	(362,000)
Newly acquired funds	503,154	298,515	193,557	256,429	126,245	360,000
Repayment	(154,773)	(243,051)	(199,314)	(243,230)	(156,875)	(244,500)
Cash dividends paid	(29,082)	(33,709)	(42,527)	(44,035)	(46,902)	(45,500)
Other	(10,061)	(26,676)	134,481	68,040	51,705	35,000
Net cash provided by (used in) financing activities	309,237	(4,921)	86,198	37,203	(25,827)	105,000
Effect of exchange rate on cash and cash equivalents	(153)	(5,144)	(473)	(183)	419	-
Net increase (decrease) in cash and cash equivalents	213,902	(168,830)	20,773	43,517	(39,598)	(21,000)
Increase in cash and cash equivalents from newly consolidated subsidiary	-	-	-	-	13,903	-
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	-	(219)	-	-	(2,055)	-
Cash and cash equivalents at the beginning of year	198,489	412,392	243,341	243,341	286,859	287,000
Cash and cash equivalents at the end of year	412,392	243,341	264,115	286,859	259,108	266,000

#### 4. Total Assets, Capital Investment and Depreciation (Consolidated)

Millions of yen (rounded down)

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Total assets	5,311,840	5,484,115	5,790,542	5,801,450	5,863,370	6,060,000
Capital investment	275,316	275,372	160,801	289,570	210,774	375,000
Depreciation	74,245	75,974	57,938	77,545	59,052	78,000

※ From FY2019/3-1Q onward, the amendment to Standard for Tax Effect Accounting announced on February 16th, 2018 has been applied. This figure on the Total assets as of the end of March, 2018, is also modified based on the application of the amendment.

#### Capital investment

Millions of yen (rounded down)

FY2019-3Q		FY2019 (Estimates)	
Total	210,774	Total	375,000
Mitsubishi Estate	99,425	Mitsubishi Estate	181,000
(Breakdown)		(Breakdown)	
Office Building Business		Office Building Business	
New/Redevelopment buildings (Marunouchi redevelopment etc.)	52,131	New/Redevelopment buildings (Marunouchi redevelopment etc.)	82,000
Refurbishment cost etc.	8,441	Refurbishment cost etc.	22,000
Lifestyle Property Business	25,657	Lifestyle Property Business	61,000
Hotel & Airport Business	11,727	Hotel & Airport Business	16,000
Other	111,349	Other	194,000
(Breakdown)		(Breakdown)	
Rockefeller Group, Inc.	32,995	Rockefeller Group, Inc.	45,000
Mitsubishi Estate Residence	30,827	MEA Comercial Holdings	43,000
MEA Comercial Holdings	17,953	Mitsubishi Estate Europe	28,000
Consolidated TMK	8,913	Mitsubishi Estate Residence	27,000
Mitsubishi Estate・Simon	7,000	Mitsubishi Estate・Simon	10,000
Marunouchi Heat Supply	3,708	Consolidated TMK	8,000
Sunshine City	3,167	Marunouchi Heat Supply	8,000
Mitsubishi Estate Europe	1,794	Sunshine City	5,000
		Royal Park Hotels & Resorts	2,000
		Yokohama Sky Building	1,000

\* Major inter-group transactions are eliminated.

#### 5. Interest-Bearing Debt (Consolidated)

Millions of yen (rounded down)

	FY2016	FY2017	FY2018-3Q	FY2018	FY2019-3Q	FY2019 (Estimates)
Interest-bearing debt	2,291,038	2,396,994	2,528,941	2,481,675	2,505,628	2,640,000
Net interest-bearing debt *1	1,878,645	2,153,652	2,264,826	2,194,815	2,246,519	2,380,000
Interest expense	20,183	22,743	17,291	23,122	17,730	25,000
Average interest rate *2	0.96 %	0.97 %	0.94 %	0.95 %	0.95 %	0.98 %
Interest coverage ratio (ICR) *3	8.5 times	8.7 times	- times	9.5 times	- times	8.9 times
Debt equity ratio *4	1.52	1.50	1.51	1.46	1.44	1.49
After hybrid debt deductions *5	1.33	1.26	1.27	1.23	1.22	1.27
Net interest-bearing debt/EBITDA	7.5 times	7.7 times	- times	7.3 times	- times	7.9 times
After hybrid debt deductions *5	7.0 times	7.1 times	- times	6.7 times	- times	7.3 times

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

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

\*3 ICR = (Operating income + Interest income + Dividend income + Equity in earnings of unconsolidated subsidiaries and affiliates) / Interest expense

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

\*5 The subordinated bond and subordinated loan subject to equity credit from a credit rating agency (50% equity treatment) are shown after deductions.



## 6. Major Consolidated Subsidiaries

### FY2019-3Q Results

Millions of yen (rounded down)

	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.	-	375,047	82,358	99,063	79,684	4,789,906	1,481,590	2,187,865	34,789
Mitsubishi Jisho Property Management Co., Ltd.	100.00%	57,085	4,205	4,178	2,867	69,614	17,262	0	164
Marunouchi Heat Supply Co., Ltd.	64.16%	10,987	1,705	1,707	1,180	33,706	23,055	7,359	1,845
Sunshine City Corporation	63.20%	21,522	5,809	5,402	3,752	109,992	64,205	21,815	3,907
Mitsubishi Estate・Simon Co., Ltd.	60.00%	34,364	14,467	14,621	9,929	111,740	43,796	29,403	3,728
Tokyo Ryutsu Center Inc.	58.22%	7,790	2,562	2,312	2,160	65,260	35,382	22,333	2,013
Mitsubishi Estate Residence Co., Ltd.	100.00%	196,536	17,918	16,867	12,212	573,486	75,310	435,018	1,333
Mitsubishi Estate Home Co., Ltd.	100.00%	21,585	(764)	(759)	(762)	11,422	716	-	229
Mitsubishi Jisho Community Co., Ltd.	71.47%	38,187	2,433	2,501	1,620	17,273	9,765	-	304
Rockefeller Group, Inc.	100.00%	48,216	14,157	12,769	5,770	475,514	239,408	172,831	4,193
Mitsubishi Estate Europe Limited	100.00%	5,586	3,320	2,844	2,483	160,184	87,115	68,769	1,389
Royal Park Hotels & Resorts Co., Ltd.	100.00%	19,507	1,228	1,222	907	11,902	2,585	4,537	660
Mitsubishi Jisho Sekkei Inc.	100.00%	10,654	432	453	237	22,911	16,540	-	174
Mitsubishi Real Estate Services Co., Ltd.	100.00%	19,987	1,543	1,535	980	25,473	11,884	4,007	388
	-	874,357	162,939	148,648	96,726	5,863,370	1,735,775	2,505,628	59,052

### FY2018-3Q Results

Millions of yen (rounded down)

	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.	-	317,142	76,385	97,868	87,104	4,745,999	1,453,651	2,236,924	33,223
Mitsubishi Jisho Property Management Co., Ltd.	100.00%	51,762	3,839	3,827	2,621	65,091	15,722	3	73
Marunouchi Heat Supply Co., Ltd.	64.16%	10,352	1,276	1,169	908	28,396	21,951	3,316	1,777
Sunshine City Corporation	63.20%	22,191	6,764	6,244	4,318	107,606	60,723	22,641	3,943
Mitsubishi Estate・Simon Co., Ltd.	60.00%	33,494	13,948	14,146	9,675	108,041	40,254	24,760	3,854
Tokyo Ryutsu Center Inc.	56.41%	6,137	1,758	1,571	1,095	64,369	32,996	24,108	1,369
Mitsubishi Estate Residence Co., Ltd.	100.00%	185,754	14,484	13,309	9,568	560,350	67,042	426,028	1,218
Mitsubishi Estate Home Co., Ltd.	100.00%	15,156	(1,407)	(1,398)	(1,391)	14,742	(19)	-	179
Mitsubishi Jisho Community Co., Ltd.	71.47%	36,591	2,285	2,337	1,653	15,328	8,494	-	277
Rockefeller Group, Inc.	100.00%	58,745	14,237	14,081	6,093	448,887	235,127	148,357	5,621
Mitsubishi Estate Europe Limited	100.00%	5,264	2,001	1,710	1,189	148,131	79,346	64,786	1,974
Royal Park Hotels & Resorts Co., Ltd.	100.00%	18,516	1,221	1,245	741	10,781	2,311	3,537	527
Mitsubishi Jisho Sekkei Inc.	100.00%	11,405	1,583	1,584	1,065	22,367	16,716	-	82
Mitsubishi Real Estate Services Co., Ltd.	100.00%	16,639	(326)	(315)	(250)	18,972	10,369	19	241
	-	790,456	143,354	128,572	84,953	5,790,542	1,677,358	2,528,941	57,938

\* Before consolidation adjustments.