

■ November 10, 2022



MITSUBISHI ESTATE CO., LTD.

FACT BOOK FY2023-2Q

(The Fiscal Year Ending on March 31, 2023)

Inquiries: MITSUBISHI ESTATE CO., LTD.

Investor Relations Office

TEL: +81-3-3287-5200

FAX: +81-3-3212-3757

<https://www.mec.co.jp/e/investor/index.html>

		Page
I . Performance Comparisons (Consolidated)	1. Income Statement Results for FY2023-2Q and FY2022-2Q	3
	2. Current Income Statement Forecasts for FY2023 and Results for FY2022	4
	3. Balance Sheet Results	5
	4. Cash Flow Statements	6
II . Investment Data	1. Investment Data	7
	2. Assets Breakdown and Special Purpose Vehicles Data	8
III . Business Data	1. Commercial Property Business Operating Revenue Breakdown (Consolidated)	9
	2. Office Building Data (Consolidated)	9
	3. Office Building Data (Unconsolidated)	9
	4. Marunouchi Area Building Data (Unconsolidated)	9
	5. Domestic Condominium Business Data	10
IV . Historical Performance Data (Consolidated)	1. Major Performance Items	11
	2. Segment Information (Consolidated)	12
V . Mitsubishi Estate Group Companies' Data		13~15

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 FY2023-2Q and FY2022-2Q

【Overview】
There is an increase in profits YoY. The operating profit, ordinary profit, and profit attributable to owners of parent YoY mark record highs. Main factors include the followings: an increase in capital gains; a recovery of retail properties and hotels; an increase in fee income in Investment Management Business.

【Commercial Property Business】
A decrease in capital gains led to an overall decrease in revenue and profits YoY.
Capital gains decreased due to the absence of the sale of a large office building recorded in FY2022-2Q.
Despite an improvement in income gains along with a recovery of demand in retail properties and hotels followed by the relaxing of restrictions, factors, such as impact of a decrease in rental revenue from buildings to be closed led to a decrease in profits.

<Office Buildings>
In regards to new buildings, there is an increase in rental revenue and profits as a result of contribution of Tokiwabashi Tower. In existing buildings, factors, such as impact of a decrease in rental profits as a result of a decrease in rental revenue from buildings to be closed, led to an overall decrease in rental revenue and profits YoY.

<Retail Properties (e.g. outlet malls)>
There is an increase in revenue and profits YoY with the relaxing of restrictions. The performance is in steady progress toward achieving our full-year forecasts.

<Hotels>
A recovery of domestic demand led to an increase in revenue YoY. The performance is in steady progress toward achieving our full-year forecasts.

【Residential Business】
There is a decrease in revenue and profits YoY. However, over 90% of sales forecast in domestic condominiums has already been under agreement and progressing well.

【International Business】
There is a significant increase in revenue and profits YoY.
A substantial increase in capital gains from sales of Central St. Giles, an office building in London, as well as logistic facilities in U.S. is the main factors led to this overall increase.

【Investment Management Business】
There is an increase in revenue and profits YoY. Main factors led to an overall increase are: a record of incentive fee from rising market value of managed assets in U.S. funds and an increase in fees as AUM grew. However, the said incentive fee is expected to be distributed to employees in management companies, therefore, contribution of profit attributable to owners of parent is limited.

	Millions of yen (rounded down)		
	FY2023-2Q Results	FY2022-2Q Results	Change
Commercial Property Business	333,109	371,445	(38,336)
Residential Business	120,633	135,293	(14,659)
International Business	94,033	44,038	49,995
Investment Management Business	29,480	12,544	16,935
Architectural Design & Engineering Business and Real Estate Services Business	26,199	24,029	2,170
Other	4,686	4,655	30
Eliminations	(13,578)	(12,983)	(595)
Operating Revenue	594,565	579,023	15,541
Commercial Property Business	77,919	97,070	(19,151)
Residential Business	3,339	5,665	(2,325)
International Business	60,786	18,548	42,237
Investment Management Business	14,608	4,097	10,511
Architectural Design & Engineering Business and Real Estate Services Business	(382)	(1,771)	1,388
Other	(1,048)	(665)	(383)
Eliminations or Corporate	(13,143)	(11,285)	(1,857)
Operating Profit	142,078	111,658	30,420
Non-operating income	7,762	7,784	(21)
(Share of profit of entities accounted for using equity method)	289	277	11
Non-operating expenses	19,307	24,811	(5,503)
Ordinary Profit	130,534	94,631	35,902
Extraordinary income	6,269	8,087	(1,817)
Extraordinary loss	13,617	11,569	2,048
Profit before Income Taxes	123,186	91,149	32,036
Total income taxes	31,528	28,538	2,990
Profit	91,657	62,611	29,045
Profit attributable to non-controlling interests	15,314	7,323	7,990
Profit Attributable to Owners of Parent	76,342	55,287	21,055

	Millions of yen (rounded down)		
	FY2023-2Q Results	FY2022-2Q Results	Change
■ Breakdown of Extraordinary income			
Gain on sale of non-current assets	6,269	-	6,269
Gain on sale of investment securities	-	6,208	(6,208)
Gain on sale of shares of subsidiaries and associates	-	1,878	(1,878)
Total	6,269	8,087	(1,817)

	Millions of yen (rounded down)		
	FY2023-2Q Results	FY2022-2Q Results	Change
■ Breakdown of Extraordinary loss			
Loss related to retirement of non-current assets	10,796	11,569	(773)
Loss on valuation of investment securities	2,821	-	2,821
Total	13,617	11,569	2,048

<Reference>

	Millions of yen (rounded off to the nearest billion)		
	FY2023-2Q Results	FY2022-2Q Results	Change
■ Capital Gains included in Operating profit			
Commercial Property Business	6,000	24,000	(18,000)
Residential Business	5,000	5,000	0
International Business	47,000	7,000	40,000
Investment Management Business	-	-	-
Other	-	-	-
Eliminations or Corporate	-	-	-
Total	58,000	36,000	22,000

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

<Reference>

	Millions of yen (rounded down)		
	FY2023-2Q Results	FY2022-2Q Results	Change
■ Business profit			
Business profit	142,368	111,936	30,432

*Business profit: Operating profit + Share of profit of entities accounted for using equity method

2. Current Income Statement Forecasts for FY2023 and Results for FY2022

* There is no change in the FY2023 earnings estimates announced on May 12, 2022.

	Millions of yen (rounded down)		
	FY2023 Forecasts	FY2022 Results	Change
【Overview】			
The highest record for two consecutive years is expected in operating profit and profit attributable to owners of parent for FY2023. Contributing factors include a significant increase in overseas capital gains and a recovery of demand in hotels and retail properties as a result of the easing of restrictions. Annual dividends per share is expected to be 38 yen, a record high for two consecutive years. ROE is also expected to keep the 8% level.			
【Commercial Property Business】			
< Office Buildings >			
Despite an increase in rental profits as a result of full-year operation of Tokiwabashi Tower, a decrease is expected in rental revenue from existing buildings being closed for redevelopment and also in revenue for the amount equivalent to restoration costs in existing buildings.			
< Retail Properties >			
An increase in rental revenue and profits is expected as a result of the relaxing of restrictions.			
< Hotels >			
An improvement in overall revenue is expected mainly as a result of a recovery of domestic demand followed by the easing of restrictions.			
【Residential Business】			
Despite a decrease in revenue and profits due to a decrease in the number of units sold of domestic condominiums, a significant increase is expected in capital gains from rental apartments.			
【International Business】			
An increase in profits is expected mainly as a result of a significant increase in capital gains from sales of Central Saint Giles in London and logistic facilities in U.S.			
【Investment Management Business】			
While there is an overall decrease in revenue and profits due to an effect of a record of contingent fee in FY 2022, an increase in profits excluding contingent fee is expected as AUM steadily grows.			
Commercial Property Business	788,000	760,658	27,342
Residential Business	345,000	380,959	(35,959)
International Business	205,000	121,234	83,766
Investment Management Business	35,000	46,702	(11,702)
Architectural Design & Engineering Business and Real Estate Services Business	62,000	57,780	4,220
Other	11,000	10,134	866
Eliminations	(30,000)	(27,979)	(2,021)
Operating Revenue	1,416,000	1,349,489	66,511
Commercial Property Business	182,000	189,909	(7,909)
Residential Business	27,000	30,173	(3,173)
International Business	94,000	55,816	38,184
Investment Management Business	13,000	26,537	(13,537)
Architectural Design & Engineering Business and Real Estate Services Business	4,000	2,802	1,198
Other	(2,000)	(1,683)	(317)
Eliminations or Corporate	(27,000)	(24,578)	(2,422)
Operating Profit	291,000	278,977	12,023
Non-operating income	12,000	16,319	(4,319)
(Share of profit of entities accounted for using equity method)	400	332	68
Non-operating expenses	32,000	41,586	(9,586)
Ordinary Profit	271,000	253,710	17,290
Extraordinary income	6,000	20,189	(14,189)
Extraordinary loss	22,000	20,120	1,880
Profit before Income Taxes	255,000	253,779	1,221
Total income taxes	76,000	70,889	5,111
Profit	179,000	182,889	(3,889)
Profit attributable to non-controlling interests	14,000	27,718	(13,718)
Profit Attributable to Owners of Parent	165,000	155,171	9,829

	Millions of yen (rounded down)		
	FY2023 Forecasts	FY2022 Results	Change
■ Breakdown of Extraordinary income			
Gain on sale of non-current assets	6,000	6,781	(781)
Gain on sale of investment securities	-	7,987	(7,987)
Gain on sale of shares of subsidiaries and associates	-	1,843	(1,843)
Reversal of provision for environmental measures	-	3,576	(3,576)
Total	6,000	20,189	(14,189)

	Millions of yen (rounded down)		
	FY2023 Forecasts	FY2022 Results	Change
■ Breakdown of Extraordinary loss			
Loss related to retirement of non-current assets	22,000	16,254	5,746
Impairment loss	-	3,866	(3,866)
Total	22,000	20,120	1,880

<Reference>

	Millions of yen (rounded off to the nearest billion)		
	FY2023 Forecasts	FY2022 Results	Change
■ Capital Gains included in Operating profit			
Commercial Property Business	35,000	42,000	(7,000)
Residential Business	22,000	5,000	17,000
International Business	65,000	29,000	36,000
Investment Management Business	-	-	-
Other	-	-	-
Eliminations or Corporate	-	-	-
Total	122,000	76,000	46,000

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

<Reference>

	Millions of yen (rounded down)		
	FY2023 Forecasts	FY2022 Results	Change
■ Business profit			
Business profit	291,400	279,310	12,090

*Business profit: Operating profit + Share of profit of entities accounted for using equity method

3. Balance Sheet Results

Millions of yen (rounded down)

	At Sep 30, 2022	At Mar 31, 2022	Change
Assets			
I. Current assets			
1. Cash and deposits	275,478	233,117	42,361
2. Trade notes accounts receivable, and contract assets	49,063	60,645	(11,581)
3. Securities	4,979	4,280	699
4. Real estate for sale	44,214	41,239	2,974
5. Real estate for sale in process	456,715	299,532	157,183
6. Real estate for development	719	724	(5)
7. Costs on construction contracts in progress	6,399	4,316	2,082
8. Other inventories	1,679	1,575	104
9. Equity investments	705,455	624,521	80,933
10. Other current assets	84,204	87,260	(3,056)
11. Allowance for doubtful accounts	(480)	(422)	(57)
Total current assets	1,628,428	1,356,789	271,638
II. Non-current assets			
1. Property, plant and equipment			
(1) Buildings and structures	1,242,611	1,230,513	12,097
(2) Machinery, equipment and vehicles	29,866	31,208	(1,341)
(3) Land	2,372,832	2,310,551	62,281
(4) Land in trust	582,514	585,470	(2,956)
(5) Construction in progress	221,324	169,700	51,624
(6) Other property, plant and equipment	18,695	18,545	150
Total property, plant and equipment	4,467,844	4,345,989	121,855
2. Intangible assets			
(1) Leasehold interests in land	82,863	82,541	321
(2) Other intangible assets	25,312	25,550	(238)
Total intangible assets	108,175	108,092	82
3. Investments and other assets			
(1) Investment securities	287,316	299,617	(12,300)
(2) Long-term loans receivable	2,534	2,324	209
(3) Leasehold and guarantee deposits	138,450	140,230	(1,780)
(4) Retirement benefit asset	49,475	45,998	3,476
(5) Deferred tax assets	26,600	25,887	713
(6) Other investments	195,690	169,535	26,154
(7) Allowance for doubtful accounts	(568)	(548)	(19)
Total investments and other assets	699,498	683,045	16,453
Total non-current assets	5,275,518	5,137,127	138,391
Total assets	6,903,947	6,493,917	410,030

Millions of yen (rounded down)

	At Sep 30, 2022	At Mar 31, 2022	Change
Liabilities			
I. Current liabilities			
1. Trade notes and accounts payable	44,662	60,516	(15,854)
2. Short-term borrowings	166,940	182,052	(15,111)
3. Current portion of long-term borrowings	234,663	79,928	154,734
4. Commercial papers	200,000	-	200,000
5. Current portion of bonds payable	40,000	90,000	(50,000)
6. Income taxes payable	21,356	29,445	(8,088)
7. Other current liabilities	216,740	189,099	27,640
Total current liabilities	924,362	631,043	293,319
II. Non-current liabilities			
1. Bonds payable	827,418	786,335	41,083
2. Long-term borrowings	1,516,073	1,598,562	(82,488)
3. Leasehold and guarantee deposits received	445,393	451,749	(6,356)
4. Deferred tax liabilities	276,130	274,176	1,953
5. Deferred tax liabilities for land revaluation	264,082	264,082	-
6. Retirement benefit liability	28,124	27,402	721
7. Provision for retirement benefits for directors (and other officers)	466	464	1
8. Provision for environmental measures	885	888	(3)
9. Negative goodwill	86,332	85,526	806
10. Other long-term liabilities	131,807	137,252	(5,445)
Total non-current liabilities	3,576,714	3,626,441	(49,726)
Total liabilities	4,501,077	4,257,484	243,592
Net assets			
I. Shareholders' Equity			
1. Share capital	142,414	142,414	-
2. Capital surplus	159,714	159,749	(35)
3. Retained earnings	1,213,142	1,165,344	47,798
4. Treasury shares	(131,927)	(132,483)	556
Total shareholders' equity	1,383,344	1,335,024	48,319
II. Accumulated other comprehensive income			
1. Valuation difference on available-for-sale securities	127,613	130,841	(3,228)
2. Deferred gains or losses on hedges	2,420	103	2,317
3. Revaluation reserve for land	526,417	526,417	-
4. Foreign currency translation adjustment	104,163	2,162	102,001
5. Remeasurements of defined benefit plans	7,097	8,675	(1,577)
Total accumulated other comprehensive income	767,712	668,200	99,511
III. Stock acquisition rights	193	201	(8)
IV. Non-controlling interests	251,620	233,005	18,614
Total net assets	2,402,869	2,236,432	166,437
Total liabilities and net assets	6,903,947	6,493,917	410,030

4. Cash Flow Statements

	①FY2022-2Q Results	②FY2023-2Q Results	Change (②-①)	Millions of yen (rounded down)		
				③FY2022 Results	④FY2023 (Forecasts)	Change (④-③)
Profit before income taxes	91,149	123,186	32,036	253,779	255,000	1,221
Adjustment for extraordinary income or loss	6,753	4,384	(2,368)	7,349	16,000	8,651
Depreciation	44,965	46,084	1,119	91,581	94,000	2,419
Decrease (increase) in inventories	31,924	(133,010)	(164,934)	116,993	102,000	(14,993)
Decrease (increase) in equity investments	(7,649)	24,928	32,578	(30,267)	(66,000)	(35,733)
Other	(73,050)	(18,292)	54,758	(107,139)	42,000	149,139
Income taxes refund (paid)	(32,156)	(35,288)	(3,132)	(52,206)	(73,000)	(20,794)
Net cash provided by (used in) operating activities	61,935	11,993	(49,942)	280,090	370,000	89,910
Proceeds from sale and redemption of investment securities	6,119	845	(5,273)	9,562	2,000	(7,562)
Proceeds from sales of property and equipment and beneficial interests in trust of property and equipment	5	7,561	7,555	14,570	9,000	(5,570)
Capital investment	(170,903)	(146,612)	24,290	(329,115)	(459,000)	(129,885)
Other	(9,687)	(6,669)	3,017	(8,795)	(32,000)	(23,205)
Net cash provided by (used in) investing activities	(174,465)	(144,875)	29,589	(313,778)	(480,000)	(166,222)
Newly acquired funds	210,301	142,127	(68,173)	390,678	399,000	8,322
Repayment	(109,646)	(107,308)	2,338	(183,951)	(235,000)	(51,049)
Cash dividends paid	(31,170)	(35,404)	(4,234)	(58,249)	(64,000)	(5,751)
Repurchase and disposal of own shares	(11,154)	(9)	11,145	(29,861)	0	29,861
Other	101,104	165,291	64,186	(27,641)	(85,000)	(57,359)
Net cash provided by (used in) financing activities	159,435	164,697	5,262	90,973	15,000	(75,973)
Cash and cash equivalents at end of period	224,084	277,126	53,041	234,244	140,000	(94,244)
Free cash flow	(112,529)	(132,882)	(20,353)	(33,687)	(110,000)	(76,313)

II . Investment Data

1. Investment Data

Capital investment*

Millions of yen (rounded down)

FY2023-2Q		FY2023 (Forecasts)	
Total	146,612	Total	459,000
Mitsubishi Estate	58,986	Mitsubishi Estate	154,000
(Breakdown)		(Breakdown)	
Office Building		Office Building	
New/Redevelopment buildings (Marunouchi redevelopment etc.)	28,905	New/Redevelopment buildings (Marunouchi redevelopment etc.)	71,000
Refurbishment cost etc.	14,736	Refurbishment cost etc.	23,000
Hotel	10,199	Hotel	24,000
Retail Property	3,903	Logistics Facility	21,000
		Retail Property	12,000
Other	87,626	Other	235,000
(Breakdown)		(Breakdown)	
Mitsubishi Estate Residence	24,494	Mitsubishi Estate Residence	70,000
Consolidated SPC(Domestic)	21,194	Mitsubishi Estate Europe	58,000
Mitsubishi Estate Europe	18,096	MEC Group International	38,000
MEC Group International	14,578	Consolidated SPC(Domestic)	16,000
Sunshine City	2,013	Mitsubishi Estate・Simon	14,000
Mitsubishi Estate・Simon	1,861	Consolidated SPC(International)	9,000
Royal Park Hotels & Resorts	1,389	Sunshine City	6,000
		Yokohama Sky Building	3,000
		Marunouchi Heat Supply	2,000
		Royal Park Hotels & Resorts	2,000
		Strategic investment	70,000

Equity investment

Millions of yen (rounded down)

FY2023-2Q		FY2023 (Forecasts)	
Total	41,029	Total	140,000
Mitsubishi Estate	10,688	Mitsubishi Estate	59,000
(Breakdown)		(Breakdown)	
Logistics Facility	10,105	Logistics Facility	42,000
		Office Building	12,000
		International	3,000
		Other(Domestic)	2,000
Other	30,341	Other	56,000
(Breakdown)		(Breakdown)	
Asia, Oceania	17,790	US	35,000
US	12,550	Asia, Oceania	16,000
		Europe	3,000
		Strategic investment	25,000

* Major inter-group transactions are eliminated.

2. Assets Breakdown and Special Purpose Vehicles Data

Assets Breakdown (Consolidated)

Millions of yen (rounded down)

	At Sep 30, 2022	At Mar 31, 2022	Change
Inventories			
Condominium (domestic)	374,967	240,992	133,975
International	17,592	9,617	7,975
US	-	170	(170)
Europe	2,121	-	2,121
Asia	15,471	9,447	6,024
Other	117,169	96,779	20,390
Total inventories	509,728	347,388	162,340
Equity investments			
Domestic Office Building	59,108	59,017	91
Domestic (other)	85,181	73,638	11,543
International	561,165	491,865	69,300
US	322,045	248,518	73,527
Europe	43,391	59,713	(16,322)
Asia	195,727	183,633	12,094
Total equity investments	705,455	624,521	80,933
Property, plant and equipment			
Office Building	3,120,746	3,112,604	8,142
Outlet Mall	139,948	134,724	5,224
Logistics Facility	103,530	94,051	9,479
Retail Property (Except Outlet Mall)	139,383	147,400	(8,017)
Rental Apartment	148,271	139,830	8,441
International	563,176	484,992	78,184
US	255,696	217,318	38,378
Europe	201,180	174,082	27,098
Asia	106,299	93,591	12,708
Other	252,790	232,388	20,402
Total property, plant and equipment	4,467,844	4,345,989	121,855

Special Purpose Vehicles Data

Millions of yen (rounded down)

	At Sep 30, 2022	At Mar 31, 2022	Change
Equity investments by Mitsubishi Estate			
Domestic Office Building	59,108	59,017	91
Domestic(other)	85,181	73,638	11,543
International	561,165	491,865	69,300
US	322,045	248,518	73,527
Europe	43,391	59,713	(16,322)
Asia	195,727	183,633	12,094
Total equity investments by Mitsubishi Estate	705,455	624,521	80,933

<Reference>

Millions of yen (rounded off to the nearest billion)

Equity investments by other companies			
Domestic Office Building	110,000	110,000	0
Domestic(other)	2,000	0	2,000
International	1,302,000	1,071,000	231,000
US	814,000	588,000	226,000
Europe	34,000	51,000	(17,000)
Asia	454,000	432,000	22,000
Total equity investments by other companies	1,414,000	1,181,000	233,000
Interest bearing debt borrowed by SPV			
Domestic Office Building	77,000	77,000	0
Domestic(other)	4,000	4,000	0
International	1,252,000	983,000	269,000
US	674,000	455,000	219,000
Europe	10,000	9,000	1,000
Asia	568,000	519,000	49,000
Total interest bearing debt borrowed by SPV	1,333,000	1,064,000	269,000

* Domestic Same-Boat investment in Investment Management Business, etc. is not listed in the above reference.

III. Business Data

1. Commercial Property Business Operating Revenue Breakdown (Consolidated)*1

Millions of yen (rounded down)

	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q	FY2023 (Forecasts)
Leasing						
Marunouchi Area Office Building	243,681	248,249	126,459	256,967	125,848	252,000
Tokyo Area Office Building (Outside of Marunouchi)	128,927	140,514	74,497	149,361	73,823	144,000
Office Building (Outside of Tokyo)	64,548	59,457	29,999	60,450	30,965	61,000
Outlet Mall	46,386	40,027	19,978	44,164	22,704	51,000
Other*2	40,919	36,175	17,894	35,242	18,166	37,000
Total leasing	524,464	524,423	268,828	546,186	271,508	545,000
Sales of assets	91,030	52,878	63,233	126,878	8,386	124,000
Other*3	108,217	95,139	39,383	87,593	53,214	119,000
Total	723,712	672,441	371,445	760,658	333,109	788,000

*1 Including revenue from other segments

*2 Including independent shopping center, logistics facility, etc.

*3 Including property management, hotel, dividend from unconsolidated SPV (including capital gain through SPV), etc.

2. Office Building Data (Consolidated)

(Thousands of square meters)

	At Mar 31, 2020	At Mar 31, 2021	At Sep 30, 2021	At Mar 31, 2022	At Sep 30, 2022
Contracted area	4,120	4,147	4,186	4,151	4,031
Owned by MEC	2,592	2,543	2,567	2,559	2,518
Subleases	1,528	1,604	1,619	1,592	1,512

3. Office Building Data (Unconsolidated)

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

	At Mar 31, 2020	At Mar 31, 2021	At Sep 30, 2021	At Mar 31, 2022	At Sep 30, 2022	At Mar 31, 2023 (Forecasts)
(1) Total operating floor space						
Owned by MEC	3,736	3,732	3,792	3,765	3,754	3,642
Subleases	2,133	2,259	2,278	2,275	2,185	2,271
Total	5,869	5,991	6,070	6,040	5,939	5,913
(2) Leasable area	3,726	3,807	3,862	3,834	3,763	3,705
(3) Vacancy rate (All uses in Japan*1)	1.07 %	2.35 %	3.18 %	3.29 %	4.50 %	3.5 %
(4) Average rent*2 (All uses in Japan)	27,177	27,793	28,282	28,228	28,585	29,000

*1 Including retail area etc. in office building

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

4. Marunouchi Area Building Data (Unconsolidated)

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

	At Mar 31, 2020	At Mar 31, 2021	At Sep 30, 2021	At Mar 31, 2022	At Sep 30, 2022
Operating floor space	2,915	2,952	3,039	3,026	3,032
Leasable area	1,751	1,773	1,822	1,820	1,796
Office vacancy rate	0.69 %	2.50 %	3.27 %	3.33 %	4.42 %
Building lease revenue	243,457	247,558	126,576	256,707	125,446

5. Domestic Condominium Business Data

	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q	FY2023 (Forecasts)
Condominiums sold (Millions of yen)*1*3	206,684	207,004	53,624	216,231	33,319	115,000
Condominiums sold (units)	3,214	3,476	742	3,046	338	1,600
Gross margin*2*3	19.3 %	20.1 %	23.0 %	22.5 %	26.0 %	23.1 %
Inventory (units)	373	213	111	62	19	-
New supply of condominiums (units)	2,924	2,350	878	2,131	1,018	1,900
Condominium contract balance (Millions of yen)	162,141	140,455	222,412	100,026	192,209	-
The fiscal year share*2 (Millions of yen)	-	-	196,592	-	106,226	-
The following fiscal year share (Millions of yen)	130,195	139,475	24,605	70,210	81,454	-
The post following fiscal year share (Millions of yen)	31,946	980	1,215	29,816	4,529	-

*1 Sales = Sales of new condominiums + supplementary revenue relating to condominiums

*2 Gross profit = Sales - COGS (land acquisition and development costs, building construction costs, etc.)

Gross profit margin = Gross profit ÷ Sales

*3 From FY2022, the definition of sales has been changed (supplementary revenue relating to condominiums is added), and the changed figures are shown, including the results of previous years.

IV. Historical Performance Data (Consolidated)

1. Major Performance Items

Millions of yen (rounded down)

		FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q	FY2023 (Forecasts)
PL	Operating revenue	1,302,196	1,207,594	579,023	1,349,489	594,565	1,416,000
	Operating profit	240,768	224,394	111,658	278,977	142,078	291,000
	Ordinary profit	219,572	210,965	94,631	253,710	130,534	271,000
	Profit attributable to owners of parent	148,451	135,655	55,287	155,171	76,342	165,000
BS	Total assets	5,858,236	6,072,519	6,327,116	6,493,917	6,903,947	6,800,000
	Inventories	329,305	364,834	378,840	347,388	509,728	-
	Non-current assets (Property, plant and equipment and Intangible assets)	4,204,019	4,280,988	4,380,562	4,454,081	4,576,019	-
	Interest-bearing debt	2,429,883	2,526,142	2,753,754	2,738,632	2,986,764	2,820,000
	Net interest-bearing debt	2,216,874	2,353,835	2,529,669	2,504,387	2,709,637	2,680,000
	Average interest rate	0.93 %	0.87 %	0.78 %	0.79 %	0.79 %	0.76 %
	Shareholders' equity *1	1,734,462	1,851,899	1,914,282	2,003,225	2,151,056	2,120,000
CF	Cash flow from operating activities	341,766	207,414	61,935	280,090	11,993	370,000
	(Depreciation)	84,941	89,107	44,965	91,581	46,084	94,000
	Cash flow from investing activities	(277,440)	(297,303)	(174,465)	(313,778)	(144,875)	(480,000)
	(Capital investment)	(331,857)	(319,841)	(170,903)	(329,115)	(146,612)	(459,000)
	Cash flow from financing activities	(28,886)	50,425	159,435	90,973	164,697	15,000
	Free cash flow	64,326	(89,889)	(112,529)	(33,687)	(132,882)	(110,000)
Indicator	Business profit *2	240,998	224,701	111,936	279,310	142,368	291,400
	EBITDA *3	336,784	331,821	162,220	381,434 *4	194,350	395,000
	ROA*5	4.1 %	3.8 %	- %	4.4 %	- %	4.4 %
	ROE*6	8.5 %	7.6 %	- %	8.1 %	- %	8.0 %
	EPS(Yen)	108.64	101.34	41.36	116.45	57.71	124.75
	Net interest-bearing debt / EBITDA	6.6 times	7.1 times	- times	6.6 times	- times	6.8 times
	After hybrid debt deductions *7	6.1 times	6.6 times	- times	6.2 times	- times	6.4 times
	Debt equity ratio *8	1.40	1.36	1.44	1.37	1.39	1.33
After hybrid debt deductions*7	1.18	1.18	1.25	1.19	1.23	1.17	
Other	Interest expense	22,100	21,623	10,281	20,742	11,298	21,000
	Interest coverage ratio (ICR) *9	11.3 times	11.2 times	11.3 times	13.9 times	13.0 times	14.2 times
	Annual dividends per share(Yen)	33	31	16	36	19	38
	Dividend payout ratio	30.4 %	30.6 %	- %	30.9 %	- %	30.5 %
	Current value of Income generating assets	8,270,844	8,361,217	-	8,840,420	-	-
	Income generating assets unrealized gain	4,222,505	4,250,222	-	4,573,290	-	-
	Exchange average rate(¥/\$) /PL	109.03	106.77	107.82	109.91	123.15	120.00
	Exchange average rate(¥/£) /PL	139.19	137.01	149.79	151.18	159.58	160.00
	Exchange current rate(¥/\$) /BS	109.56	103.50	110.58	115.02	136.68	120.00
Exchange current rate(¥/£) /BS	143.48	139.82	153.16	155.24	165.71	160.00	

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

*2 Business profit = Operating profit + Share of profit of entities accounted for using equity method

*3 EBITDA = Operating income + Interest income + Dividend income + Share of profit of entities accounted for using equity method + Depreciation + Amortization of goodwill

*4 Depreciation for FY2021 = Total of Depreciation - Depreciation included in Loss on infectious disease (1,976 millions of yen)

*5 ROA = Business profit / Total assets (average)

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

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

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

*9 ICR = (Operating profit + Interest income + Dividend income + Share of profit of entities accounted for using equity method) / Interest expense

2. Segment Information (Consolidated)

Millions of yen (rounded down)

		FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q	FY2023 (Forecasts)
Operating revenue	Commercial Property Business	723,712	672,441	371,445	760,658	333,109	788,000
	Residential Business	385,538	362,755	135,293	380,959	120,633	345,000
	International Business	134,175	114,457	44,038	121,234	94,033	205,000
	Investment Management Business	21,316	22,199	12,544	46,702	29,480	35,000
	Architectural Design & Engineering Business and Real Estate Services Business	57,128	56,064	24,029	57,780	26,199	62,000
	Others	8,743	9,055	4,655	10,134	4,686	11,000
	Eliminations or Corporate	(28,418)	(29,378)	(12,983)	(27,979)	(13,578)	(30,000)
	Total	1,302,196	1,207,594	579,023	1,349,489	594,565	1,416,000
Operating profit	Commercial Property Business	187,855	180,775	97,070	189,909	77,919	182,000
	Residential Business	24,320	24,068	5,665	30,173	3,339	27,000
	International Business	46,156	37,932	18,548	55,816	60,786	94,000
	Investment Management Business	4,467	5,966	4,097	26,537	14,608	13,000
	Architectural Design & Engineering Business and Real Estate Services Business	2,407	959	(1,771)	2,802	(382)	4,000
	Others	(2,018)	(1,089)	(665)	(1,683)	(1,048)	(2,000)
	Eliminations or Corporate	(22,420)	(24,219)	(11,285)	(24,578)	(13,143)	(27,000)
	Total	240,768	224,394	111,658	278,977	142,078	291,000
Business profit*	Commercial Property Business	188,099	181,084	97,344	190,211	78,195	182,400
	Residential Business	24,305	24,066	5,669	30,204	3,353	27,000
	International Business	46,156	37,932	18,548	55,816	60,786	94,000
	Investment Management Business	4,467	5,966	4,097	26,537	14,608	13,000
	Architectural Design & Engineering Business and Real Estate Services Business	2,407	959	(1,771)	2,802	(382)	4,000
	Others	(2,018)	(1,089)	(665)	(1,683)	(1,048)	(2,000)
	Eliminations or Corporate	(22,420)	(24,219)	(11,285)	(24,578)	(13,143)	(27,000)
	Total	240,998	224,701	111,936	279,310	142,368	291,400
Depreciation	Commercial Property Business	70,927	71,713	36,281	73,315	35,855	-
	Residential Business	3,946	4,120	2,147	4,570	2,392	-
	International Business	6,646	8,599	4,081	8,460	4,990	-
	Investment Management Business	1,333	1,359	699	1,681	914	-
	Architectural Design & Engineering Business and Real Estate Services Business	868	909	434	894	482	-
	Others	98	130	70	147	65	-
	Eliminations or Corporate	1,119	2,274	1,249	2,510	1,384	-
	Total	84,941	89,107	44,965	91,581	46,084	94,000
Amortization of goodwill	Commercial Property Business	-	75	37	75	37	-
	Residential Business	386	358	179	358	179	-
	International Business	66	64	32	67	1	-
	Investment Management Business	1,929	2,146	821	1,665	1,082	-
	Architectural Design & Engineering Business and Real Estate Services Business	208	377	188	377	188	-
	Others	-	-	-	-	-	-
	Eliminations or Corporate	-	-	-	-	-	-
	Total	2,591	3,022	1,260	2,544	1,489	2,100
Capital investment	Commercial Property Business	169,163	193,938	95,078	167,689	87,727	-
	Residential Business	45,079	72,629	35,794	51,998	25,334	-
	International Business	113,755	47,713	45,059	113,323	32,918	-
	Investment Management Business	328	54	601	938	18	-
	Architectural Design & Engineering Business and Real Estate Services Business	948	454	112	653	156	-
	Others	411	321	96	51	156	-
	Eliminations or Corporate	2,172	4,729	(5,840)	(5,539)	299	-
	Total	331,857	319,841	170,903	329,115	146,612	459,000
Total assets	Commercial Property Business	4,135,091	4,167,287	4,240,819	4,273,287	4,298,213	-
	Residential Business	570,282	673,344	686,405	666,928	818,032	-
	International Business	887,179	929,869	1,075,222	1,130,973	1,347,629	-
	Investment Management Business	71,829	77,586	83,156	108,984	137,970	-
	Architectural Design & Engineering Business and Real Estate Services Business	55,737	56,067	52,417	57,759	54,551	-
	Others	13,270	25,367	26,825	25,352	27,102	-
	Eliminations or Corporate	124,847	142,995	162,269	230,630	220,446	-
	Total	5,858,236	6,072,519	6,327,116	6,493,917	6,903,947	6,800,000

*Business profit: Operating profit + Share of profit of entities accounted for using equity method

V. Mitsubishi Estate Group Companies' Data

Millions of yen (rounded down)

Mitsubishi Estate Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Operating revenue	549,362	542,646	259,884	567,286	245,751
Operating profit	117,176	138,571	59,430	120,792	43,120
Ordinary profit	131,431	158,345	72,244	128,934	62,233
Net income	109,251	110,616	54,461	93,612	47,468
Total assets	4,782,507	4,936,321	5,074,289	5,079,089	5,311,798
Depreciation	51,121	51,455	26,490	53,442	26,607
Mitsubishi Jisho Property Management Co., Ltd.*					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	80,683	83,247	44,305	95,773	48,087
Operating profit	5,960	5,757	2,175	5,570	2,093
Ordinary profit	5,960	5,757	2,157	5,528	2,102
Net income	4,101	3,978	1,492	3,781	1,432
Total assets	77,633	82,448	89,420	95,086	92,014
Depreciation	201	209	105	224	108
Number of management properties	184	197	220	218	219
Management area	8,615,266 m ²	8,963,474 m ²	10,078,503 m ²	10,053,028 m ²	9,693,670 m ²
Marunouchi Heat Supply Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	65.59 %	65.59 %	65.59 %	65.59 %	65.59 %
Operating revenue	15,766	15,694	8,472	16,836	9,955
Operating profit	2,037	1,771	1,232	1,340	1,612
Ordinary profit	1,982	1,615	1,117	1,204	1,574
Net income	4,327	995	1,129	989	996
Total assets	39,631	41,923	41,438	40,541	40,606
Depreciation	2,732	3,594	1,824	3,750	1,767
Sunshine City Corporation					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	63.20 %	63.20 %	63.20 %	63.20 %	63.20 %
Operating revenue	26,926	24,079	12,035	24,809	13,553
Operating profit	5,213	5,194	1,992	4,492	2,970
Ordinary profit	3,473	4,344	1,624	3,637	2,922
Net income	2,372	2,085	1,154	2,544	2,022
Total assets	106,081	104,830	105,129	106,322	105,423
Depreciation	5,686	5,732	2,820	5,760	2,798
Mitsubishi Estate • Simon Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	60.00 %	60.00 %	60.00 %	60.00 %	60.00 %
Operating revenue	46,393	40,030	19,978	44,177	22,717
Operating profit	18,963	14,619	7,165	16,789	8,540
Ordinary profit	19,219	14,942	7,427	17,155	8,581
Net income	13,165	9,477	5,130	11,870	5,914
Total assets	110,754	121,724	118,831	124,609	126,021
Depreciation	5,197	6,126	3,112	6,188	2,981
Store floor area	315,300 m ²	345,500 m ²	345,500 m ²	345,500 m ²	345,600 m ²

* As of April 1, 2021, Mitsubishi Jisho Retail Management was merged into Mitsubishi Jisho Property Management thus calculated figures after FY2022 includes figures of Mitsubishi Jisho Retail Management.

Tokyo Ryutsu Center Inc.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	60.03 %	60.03 %	60.42 %	60.42 %	60.42 %
Operating revenue	10,361	9,245	3,710	7,811	4,104
Operating profit	3,238	1,997	714	1,770	996
Ordinary profit	2,976	1,711	701	1,653	902
Net income	2,037	1,224	(1,327)	(810)	633
Total assets	65,166	63,777	62,373	60,117	59,751
Depreciation	2,617	2,576	1,026	1,930	881
Royal Park Hotels and Resorts Co., Ltd.*					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	24,266	9,775	6,164	14,464	12,852
Operating profit	(992)	(7,343)	(4,324)	(6,700)	(1,417)
Ordinary profit	(1,004)	(6,915)	(3,958)	(5,822)	(1,136)
Net income	(1,304)	67	(3,967)	302	(1,136)
Total assets	10,366	13,722	13,493	14,799	15,625
Depreciation	1,220	1,157	538	1,169	581
Mitsubishi Estate Residence Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	269,660	251,093	83,847	264,647	65,060
Operating profit	24,729	23,702	7,796	32,635	4,186
Ordinary profit	23,184	22,146	6,893	30,825	3,186
Net income	16,429	14,750	4,895	20,364	2,261
Total assets	570,960	671,252	685,839	645,722	796,192
Depreciation	2,218	2,488	1,405	2,998	1,516
Mitsubishi Estate Home Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	35,474	28,200	12,086	33,493	13,965
Operating profit	54	318	(855)	210	(698)
Ordinary profit	68	324	(856)	213	(695)
Net income	(29)	287	(859)	187	(710)
Total assets	11,232	13,092	9,124	11,016	8,904
Depreciation	402	400	174	354	185
Mitsubishi Jisho Community Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	71.47 %	71.47 %	71.47 %	71.47 %	71.47 %
Operating revenue	55,514	55,663	27,143	57,342	27,257
Operating profit	3,353	3,629	1,268	3,713	1,366
Ordinary profit	3,427	3,690	1,298	3,790	1,414
Net income	2,222	2,477	846	2,476	928
Total assets	20,851	21,908	20,415	22,901	21,544
Depreciation	401	394	178	371	167
Number of condominium management units	352,365 units	350,682 units	348,744 units	345,327 units	342,947 units

* As of April 1, 2022, Royal Park Hotel's management business was transferred to Royal Park Hotels and Resorts thus calculated figures after FY2023 includes figures of Royal Park Hotel.

MEC Group International, Inc.*1					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00	100.00 %	100.00 %
Operating revenue	91,990	89,222	43,290	127,440	71,690
Operating profit	24,861	30,877	19,134	61,692	36,259
Ordinary profit	22,874	26,353	18,154	59,625	34,894
Net income	12,654	17,077	9,319	25,636	14,537
Total assets	429,135	468,786	530,371	592,915	737,540
Depreciation	4,762	5,744	3,034	6,535	4,053
Mitsubishi Estate Europe Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	43,672	22,785	2,329	4,028	41,297
Operating profit	20,361	4,709	791	786	39,699
Ordinary profit	19,060	4,342	(5,750)	(6,340)	38,396
Net income	16,982	2,736	(3,066)	(2,824)	33,543
Total assets	189,954	192,419	257,377	255,840	286,943
Depreciation	1,834	1,846	682	1,374	711
Mitsubishi Estate Asia Pte. Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	1,905	3,042	804	2,824	1,113
Operating profit	381	1,322	(66)	200	(889)
Ordinary profit	558	1,809	(7)	347	(753)
Net income	534	1,788	(147)	59	(633)
Total assets	38,802	38,750	40,819	43,105	50,097
Depreciation	130	128	100	299	120
Mitsubishi Jisho Design Inc.*2					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	18,838	20,034	7,303	19,922	8,031
Operating profit	2,446	3,052	214	2,816	337
Ordinary profit	2,394	3,073	271	2,844	357
Net income	1,617	2,110	175	1,945	224
Total assets	25,053	27,106	24,248	27,273	25,602
Depreciation	312	329	161	326	159
Mitsubishi Real Estate Services Co., Ltd.					
	FY2020	FY2021	FY2022-2Q	FY2022	FY2023-2Q
Share of voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Operating revenue	27,117	22,662	10,532	24,820	11,940
Operating profit	1,031	202	(1,179)	1,554	(54)
Ordinary profit	1,367	216	(1,168)	1,672	(61)
Net income	755	21	(831)	1,104	(73)
Total assets	25,047	23,847	22,998	24,977	24,092
Depreciation	416	362	167	348	183
Amount of transaction	450,048	260,240	54,573	273,926	99,041
Number of brokerage	1,095	932	470	1,118	540
Number of parking management	55,379	56,596	59,869	58,418	59,553

*1 Rockefeller Group, Inc. changed its name to MEC Group International, Inc. on January 1, 2020.

*2 Mitsubishi Jisho Sekkei Inc. changed its English name to Mitsubishi Jisho Design Inc. on April 1, 2022.