

Mitsubishi Estate Group IR Day
Marunouchi Property Business

December 6, 2024

Supervising Officers of the Marunouchi Property Business Group

Representative Corporate Executive Officer, Deputy President

Kenji Hosokane

Profile

- 1990 Joined the Company in the Urban Project Development Department
- 2008 Deputy General Manager of Building Asset Development Department
- 2013 General Manager of Building Asset Development Department
- 2014 Executive Officer, General Manager of Marunouchi Development Department
- 2015 Executive Officer, General Manager of Yokohama Branch
- 2017 Senior Executive Officer, (in charge of Lifestyle Property Business Planning Department, etc.)
- 2021 Representative Corporate Executive Officer, Senior Executive Officer (Supervising Business Development, Client Relations & Solutions Group)
- 2023 Representative Corporate Executive Officer, Deputy President (Supervising Commercial Property Business Group)
- 2024- present

Marunouchi Property Business Planning Department

General Manager of Marunouchi
Property Business Planning Department

Hiroshi Shioiri

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(Based on results of 2024 survey related to offices)**
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(Workstyles that are possible because it is Marunouchi
~ Making the entire area into a workplace~)**

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1. FACTS about [Marunouchi] Business District

1. FACTS about [Marunouchi] Business District

After carrying out “Marunouchi urban development” continuously for more than 130 years, since 1890, work is currently underway with “Marunouchi NEXT Stage”

0
1890

Starting from scratch
Purchase of Marunouchi Land and Vision of a Major Business Center



The history of Tokyo’s Marunouchi area began in 1890 when Yanosuke Iwasaki, who was the president of Mitsubishi at the time, purchased the area at the request of the Meiji government of Japan.

At the time, the area was an expanse of flat, grassy fields that became known as Mitsubishihigahara, or Mitsubishi Fields. Iwasaki’s reasoning behind this acquisition was his belief that for Japan to become a modern nation, the country needed a business center such as the ones in New York or London. The purchase price was ¥1.28 million, about three times Tokyo’s annual budget at the time – a massive sum that speaks to the boldness and inspiration of Iwasaki’s decision.



1

1890s – 1950s
First Phase of Development
Dawning of a Full-Scale Business Center Development

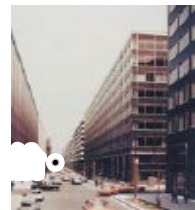


The construction of the area’s first modern office building, Mitsubishi Ichigokan, was completed in 1894. Soon after, three-story redbrick office buildings began springing up, resulting in the area becoming known as the “London Block.”

Following the opening of Tokyo Station in 1914, the area was further developed as a business center. American-style large reinforced concrete buildings lined the streets, making the area have a more functional look and giving rise to the area being called the “New York Block.”

2

1960s – 1980s
Second Phase of Development
An Abundance of Large-Capacity Office Buildings Reflecting a Period of Rapid Economic Growth



As Japan entered an era of high economic growth, there was a sharp increase in demand for office space. Through the Marunouchi remodeling plan that began in 1959, the area was rebuilt with large-scale office buildings, providing a considerable supply of highly integrated office space. Sixteen buildings were constructed, increasing the total available floor space by about five times. In addition, Naka-dori Avenue, stretching from north to south through the Marunouchi area, was widened from 13 meters to 21 meters.

The 1980s marked the appearance of high-rise buildings more than 100 meters tall in the area. However, even in an era of changing skylines, the Marunouchi area remained a business center with beautiful scenic views of the waters and green woods of the Imperial Palace.

3

1998 – 2019
Third Phase of Development
The World’s Most Interaction-inspiring Neighborhood



In 1998, Mitsubishi Estate began work on a project aimed at creating a landscape that would give a new image to the area based on the concept of “The world’s most interaction-inspiring neighborhood.”

Starting with the completion of the Marunouchi Building in 2002, Mitsubishi Estate rebuilt many buildings in line with the new concept. After that, we expanded the vibrant and bustling atmosphere of Marunouchi to Otemachi and Yurakucho, deepening the business functions as well as broadening the diversity of the city functions.

4

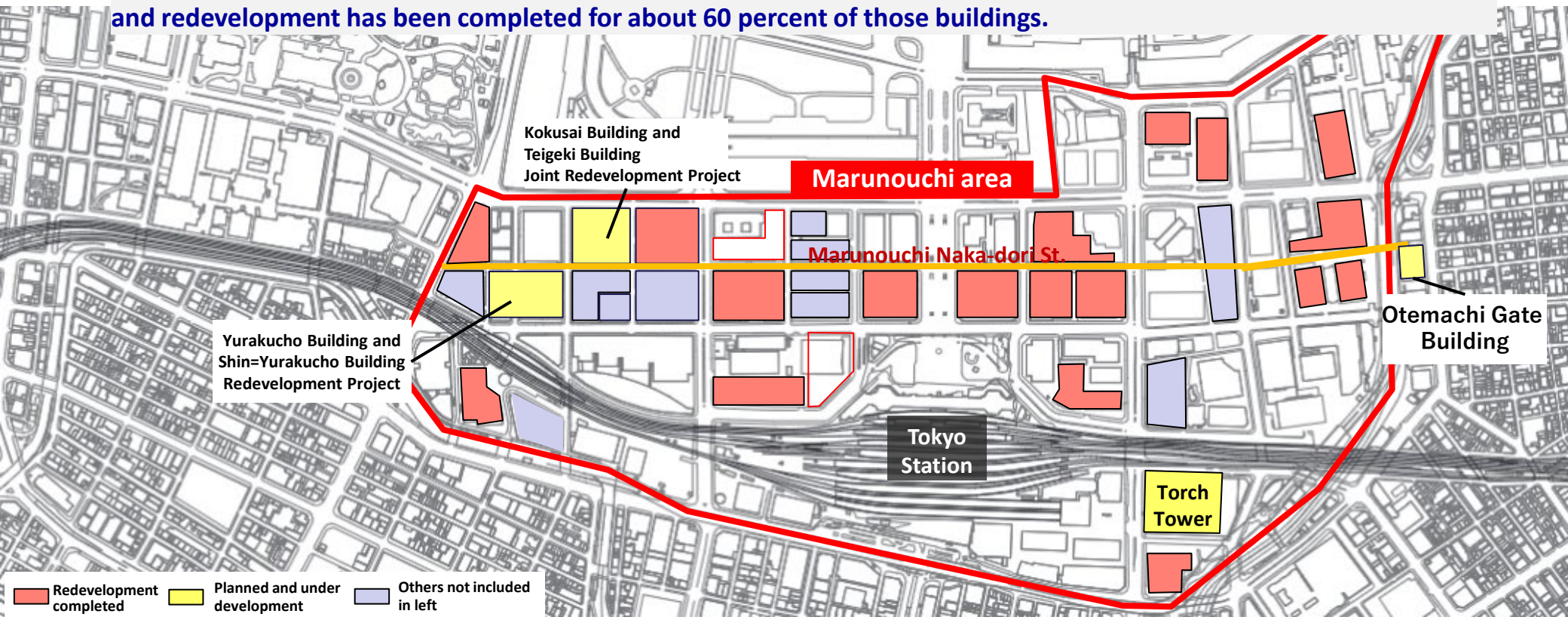
2020 –
Marunouchi NEXT Stage
Aiming to Make the Marunouchi Redevelopment Project Broader and More Comprehensive



Urban development of the Marunouchi area from 2020 onward is mapped out in “Marunouchi NEXT Stage,” with the aim of realizing a stage where new “value” can be created through the gathering and interaction of people and companies. In addition, as we have set the Yurakucho and Tokiwabashi area as the main redevelopment area, approximately ¥600 billion to ¥700 billion in total will be invested by 2030 to carry forward redevelopment and renovation.

1. FACTS about [Marunouchi] Business District

Of the “approximately 100 buildings” in Marunouchi, about 30 of them are owned and managed by Mitsubishi Estate, and redevelopment has been completed for about 60 percent of those buildings.



Yurakucho	Marunouchi		Otemachi ・ Tokiwabashi
The Peninsula Tokyo Yurakucho Denki Building Yurakucho Ekimae Building (ITOCIA) Tokyo Kotsu Kaikan Building Shin-Kokusai Building Shin-Nisseki Building Marunouchi Nijubashi Building Shin-Tokyo Building	Meiji Yasuda Seimei Building Marunouchi Park Building Tokyo Building Kishimoto Building Marunouchi Naka-dori Building Marunouchi 2-Chome Building Mitsubishi Building JP TOWER Marunouchi Building	Shin-Marunouchi Building Palace Building Mizuho Marunouchi Tower & Marunouchi Terrace Mitsubishi UFJ Trust and Banking Building Marunouchi Eiraku Building Marunouchi Kitaguchi Building, Marunouchi Oazo	Otemon Tower & ENEOS Building Otemachi Park Building Otemachi Building Shin-Otemachi Building JA Building & Keidanren Kaikan OTEMACHI FINANCIAL CITY South Tower & North Tower OTEMACHI FINANCIAL CITY GRAND CUBE TOKYO TORCH Tokiwabashi Tower

1. FACTS about [Marunouchi] Business District

List of redeveloped buildings since the construction of the Marunouchi Building (22 buildings, including those being planned)

2002	2003	2004	2005	2007	2007	2009
						
Marunouchi Building	The Industry Club of Japan & Mitsubishi UFJ Trust and Banking	Marunouchi Kitaguchi Building (Marunouchi OAZO)	Tokyo Building	Shin-Marunouchi Building	The Peninsula Tokyo	JA Building
2009	2009	2012	2012	2012	2015	2016
						
Keidanren Kaikan	Marunouchi Park Building	Marunouchi Eiraku Building	OTEMACHI FINANCIAL CITY North Tower	OTEMACHI FINANCIAL CITY South Tower	Otemon Tower & ENEOS Building	OTEMACHI FINANCIAL CITY GRAND CUBE
2017	2018	2020	2021	2026	2028	2030~
						<div>Kokusai Building and Teigeki Building Joint Redevelopment Project</div> <div>Yurakucho Building and Shin-Yurakucho Building Rebuilding Project</div>
Otemachi Park Building	Marunouchi Nijubashi Building	Mizuho Marunouchi Tower & Ginkokaikan & Marunouchi Terrace	TOKYO TORCH Tokiwabashi Tower	Otemachi Gate Building	TOKYO TORCH Torch Tower	Yurakucho Redevelopment

1. FACTS about [Marunouchi] Business District

[Otemachi Gate Building (scheduled to be completed in 2026)]

Extension of Naka-Dori Ave. (construction work on the footbridge) stretching from Otemachi to the Kanda area, creating open spaces for interaction



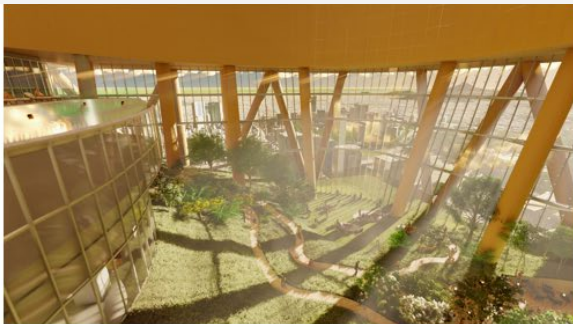
1. FACTS about [Marunouchi] Business District

[TOKYO TORCH Torch Tower (scheduled to be completed in 2028)] To be the tallest building in Japan and Tokyo's new symbolic tower



©Mitsubishi Jisho Design Inc.

61-RF	Observatory
59-60F	Rental Housing
53-58F	Hotel
	<i>Dorchester Collection</i>
7-52F	Office
3-6F	Grand Hall
B1-6F	Retail/Park



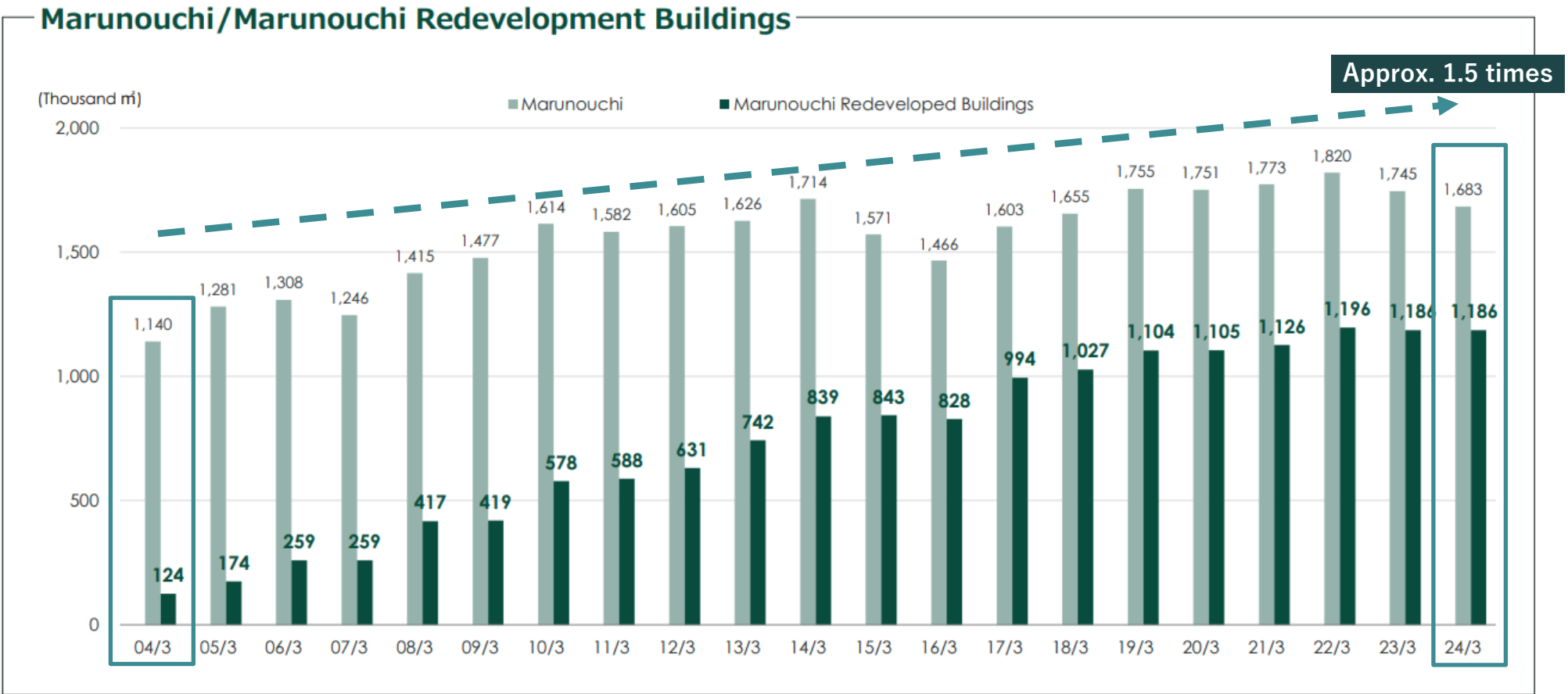
	Tokiwabashi Tower	Torch Tower	Building C	Zeniyaamecho Building
Name	TOKYO TORCH (Tokyo Tokiwabashi Project)			
Location	Chiyoda,Tokyo and Chuo, Tokyo			
Site Area	31,400m ²			
Total Floor Area	146,000m ²	553,000m ²	20,000m ²	30,000m ²
Floor Area Ratio	1,860%			
Floors(above ground / below ground)Height	38/5 212m	62/4 385m	- /4	9/3 53m
Construction Begins	Jan. 2018	Sep. 2023	Jan. 2018	Apr. 2017
Expected Completion	Jun. 2021	May 2028 (planned)	May 2028 (planned)	Mar. 2022



1. FACTS about [Marunouchi] Business District

Mitsubishi Estate's leasable area (All Uses) in Marunouchi has grown by 1.5 times over the past twenty years to approximately 1,683,000 m² (this will increase to approximately 1,980,000 m² following the completion of Torch Tower and the redevelopment of closed buildings)

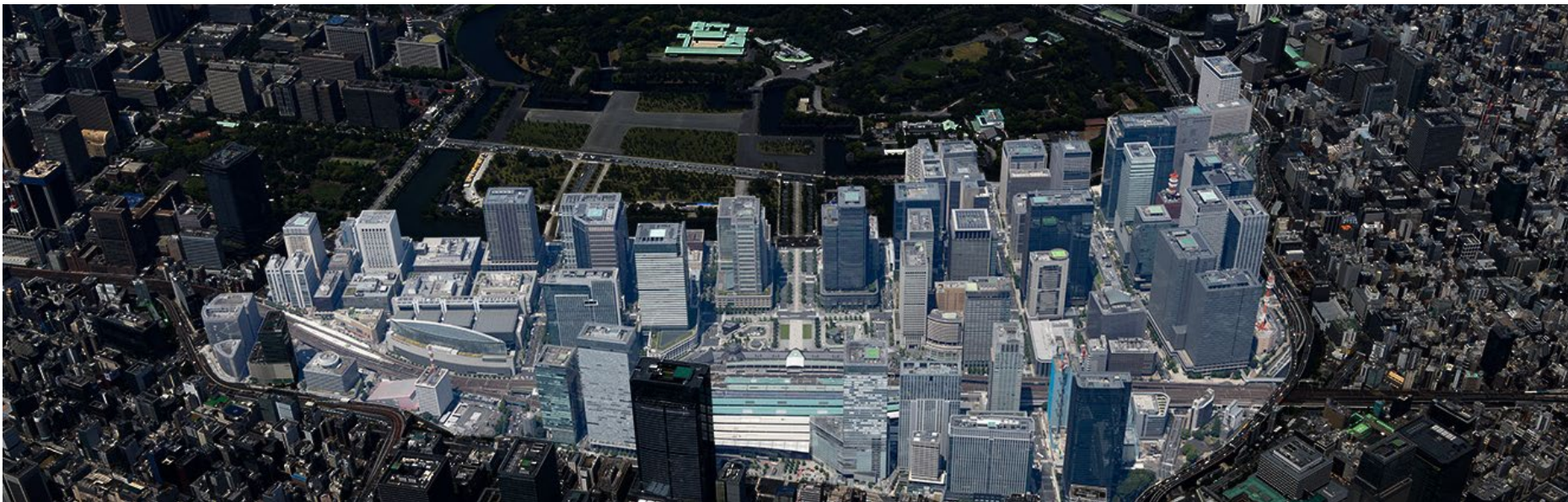
Redeveloped buildings account for about 70% of all buildings constructed since the Marunouchi Building



1. FACTS about [Marunouchi] Business District

Concentration is accelerating even faster

(Over the past seven years, the working population and number of offices has increased by
20 percent to become an urban area where 350,000 people work)



Area

Approx. **120**ha



Number of
headquarters of
companies listed
on TSE

135^{*1}



Consolidated
sales

¥155 trillion^{*2}



Number of
offices
Previously **4,300**

≡
5,000^{*2}



Number of
workers
Previously **280,000**

≡
350,000^{*2}



Railway
network

28 lines
13 stations



丸の内シャトル
Marunouchi
Shuttle

Network
within the region

Entire length of
underpass **18** km
Free loop-line bus

* 1) Of companies listed on the TSE (Prime, Standard, Growth), the number of companies with headquarters in Otemachi, Marunouchi and Yurakucho. June 2023 survey.

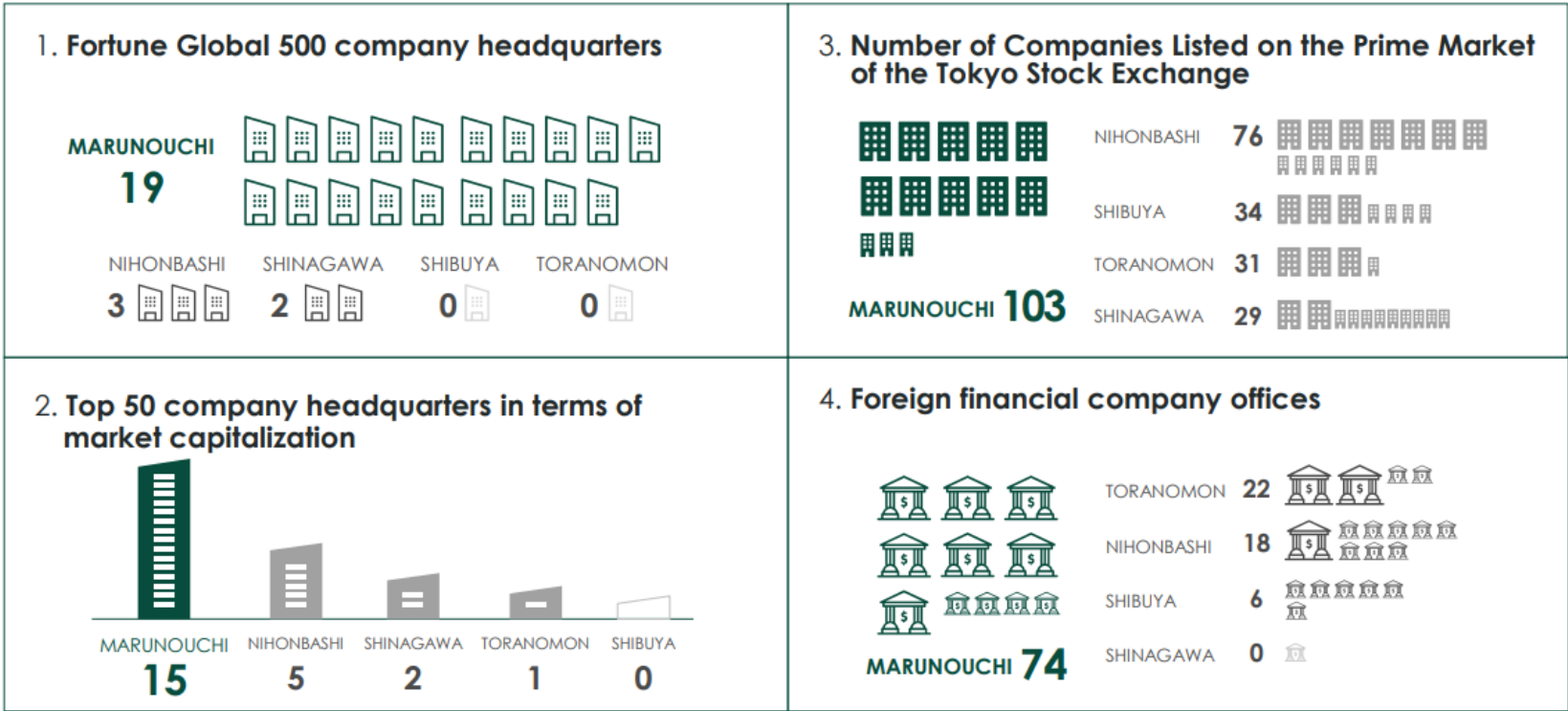
* 2) Based on surveys and calculations from the 2021 Economic Census for Business Activity released in June 2023.

1. FACTS about [Marunouchi] Business District

Concentration accelerated even faster

Total sales of companies with headquarters in Marunouchi listed on the TSE is approx. ¥155 trillion
(9.1% of all sales in Japan)

Source: MITSUBISHI ESTATE CO., LTD.
(as of January 2024)



Total sales of companies with headquarters in the Marunoushi District listed on the TSE
Approx. ¥155 trillion
(9.1% of all sales in Japan)

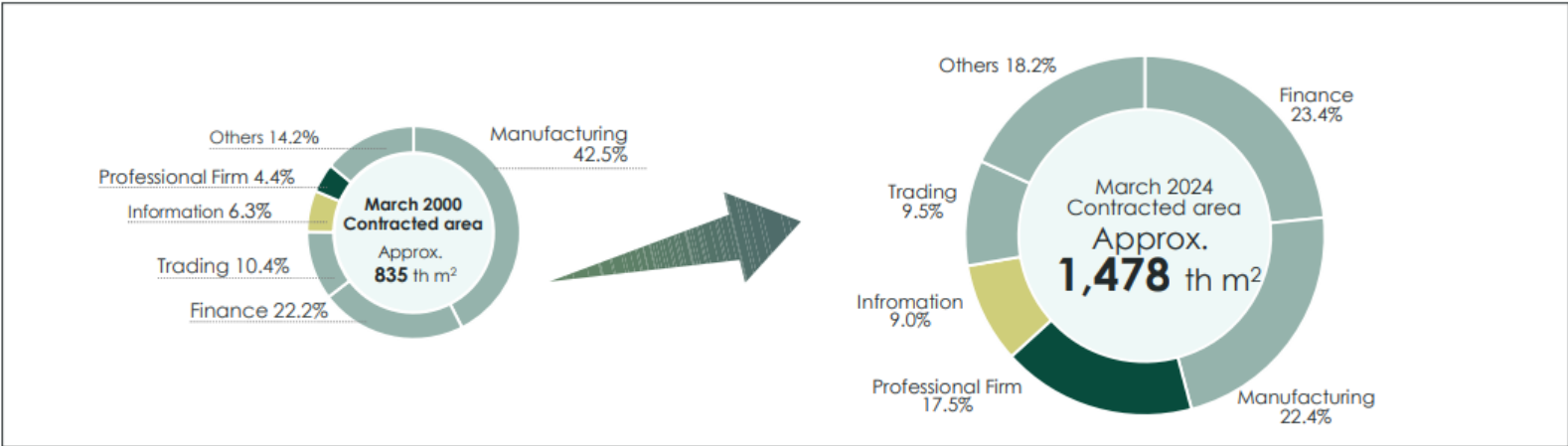
1. FACTS about [Marunouchi] Business District

Substantial changes in the make-up of Mitsubishi Estate's office tenants

- ※ Contracted floor space (offices) has increased 1.8 times to 1,478,000 m² in just over twenty years
- ※ Tremendous increase in proportion of professional firms (32 of the top 100 law firms in terms of the number of people are concentrated here)
- ※ Total area of manufacturers has not decreased

Ex: Number of law firms
(Firms where the number of people rank
among top 100 firms) **32**

March 2000	Type of Business	Area ratio	March 2024	Area ratio of Business	Area ratio
1	Manufacturing	42.5%	1	Finance	23.4%
2	Finance	22.2%	2	Manufacturing	22.4%
3	Trading	10.4%	3	Professional Firm	17.5%
4	Information	6.3%	4	Trading	9.5%
5	Professional Firm	4.4%	5	Information	9.0%
	Others	14.2%		Others	18.2%
Contracted area (office) Approx. 835 th m ²			Contracted area (office) Approx. 1,478 th m ²		



Contents

2. Overview of Market Trends and Marunouchi (Based on results of 2024 survey related to offices)

2. Overview of Market Trends and Marunouchi

After the COVID-19 pandemic, each company has come to position **human capital management as one of the most important issues, resulting in reconsidering the preparation of the office environment as “an investment” and not as a “cost”**

Each company seeks to realize what an office should be like as **a management base that leads to raising corporate value**

CBRE

2024年 オフィスに関する アンケート 調査結果

アンケート対象：日経リサーチ保有企業
データベース

調査期間： 2024年7月8日～7月30日

経営層： 136

一般社員： 1,800



2. Overview of Market Trends and Marunouchi

Envisioned image

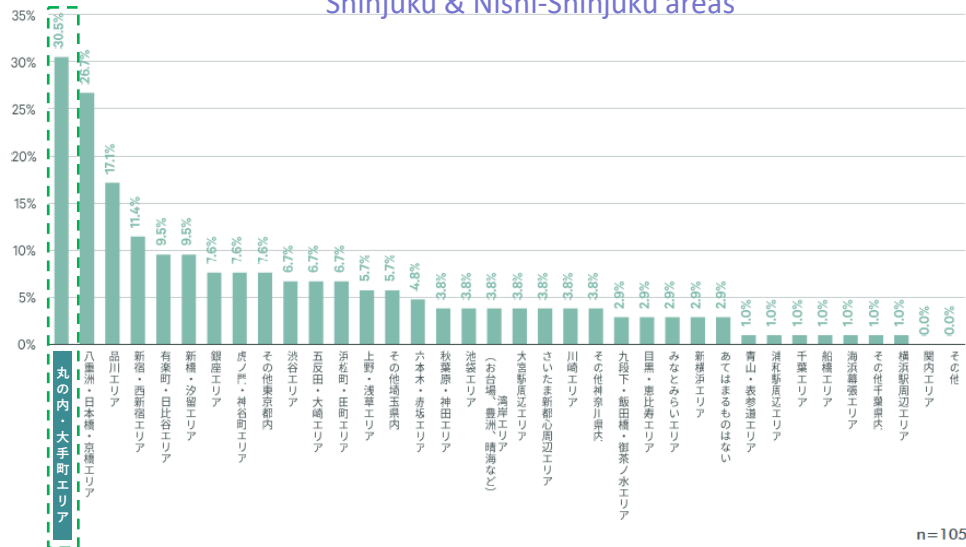
Make Marunouchi a place that will continue to be chosen as
“the No. 1 business area,” where a person would continue to want to work and have an office
~ Make the entire area into a workplace ~

Provide a platform to “maximize the time value of the company”

Management level

Desired area when opening
or relocating office:

The Marunouchi & Otemachi area ranked at the top; followed by Yaesu & Nihonbashi & Kyobashi; Shinagawa; and Shinjuku & Nishi-Shinjuku areas

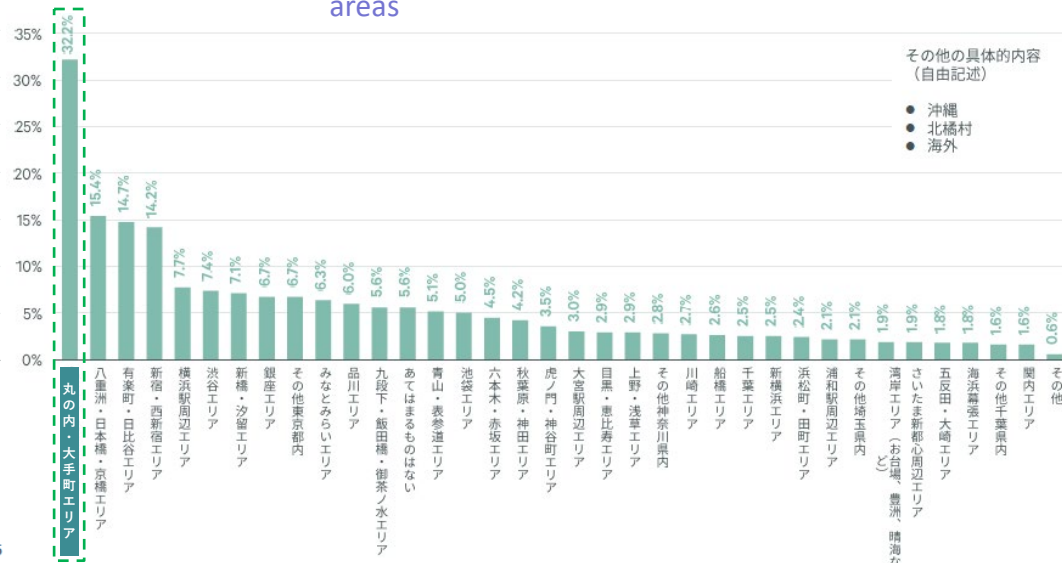


n=105

Regular employees

Desired area for working:

The Marunouchi & Otemachi area ranked at the top; followed by Yaesu & Nihonbashi & Kyobashi; Yurakucho & Hibiya; and Shinjuku & Nishi-Shinjuku areas



n=1,177

2. Overview of Market Trends and Marunouchi

The dilemma of offices encountered by companies

[Promote collaboration between employees (open)] ⇔ [Facilities that contribute to improving operational efficiency (closed)]

Sophistication and increased complexity of the role required by offices, and coexistence of opposing functions

経営層
一般社員

ダイジェストスライド

Role of the office and reason for going to the office:

The role of the office as viewed by management level coincides with the reason for going to the office by the engagement level. It is deemed that creating an office that embodies the vision of the management level will accelerate the sharing of the vision, consequently contributing to the improvement of engagement. However, there is a variety of visions and there is no silver bullet that will work for all companies.

Q22.オフィスが持つ役割とは何だと思いませんか。重要と思うもの上位3つをお答えください。(3つまで)

Q5.あなたがオフィスに行く目的・理由は何ですか。主なものを5つまでお選びください。(5つまで)

	経営層 (オフィスの役割)	エンゲージメント層 (オフィスに行く目的)	全体 (オフィスに行く目的)
1位	60.3% 従業員同士のコミュニケーション・コラボレーションの促進	41.9% 社内の対面コミュニケーション・コラボレーションのため	28.5% プリンターやモニター、デスクなどの設備や備品を使用するため
2位	47.8% 快適かつ集中して業務が行える環境	32.0% 業務に集中するため(業務効率が高くなるため)	28.5% 会社が出社を必須または推奨しているため
3位	42.6% 従業員のエンゲージメントの向上	31.1% 社内での重要な対面の会議があるため	27.1% 社内の対面コミュニケーション・コラボレーションのため
4位	31.6% 従業員の結びつきの強化	27.5% プリンターやモニター、デスクなどの設備や備品を使用するため	24.9% 業務に集中するため(業務効率が高くなるため)
5位	18.4% 企業カルチャーの醸成・体現	25.7% 顧客との重要な対面の会議・商談があるため	21.2% 社内での重要な対面の会議があるため
6位	17.6% 人材の育成	25.2% 会社が出社を必須または推奨しているため	19.6% 重要な守秘性の高い書類を扱うため
7位	16.9% アイデア創出のための空間	23.0% 重要な守秘性の高い書類を扱うため	18.7% 社内の業務システムがオフィスからしかアクセスできないため
8位	16.2% 機密性の高い情報など重要資産の保全	20.3% 社内の情報収集のため	17.7% 顧客との重要な対面の会議・商談があるため
9位	11.8% 顧客とのリレーション強化	19.8% 社内の業務システムがオフィスからしかアクセスできないため	16.5% 社内の情報収集のため
10位	10.3% 従業員のウェルビーイングの向上	14.9% 部下や新人の教育のため	10.0% 部下や新人の教育のため

主催 日本経済新聞社イベント・企画ユニット 調査 日経リサーチ 調査協力 CBRE「オフィスの利用状況に関する調査」2024年7月

2. Overview of Market Trends and Marunouchi

~ Make the entire area into a workplace ~

Provide a platform for urban development to “maximize the time value of the company”
(What cannot be realized just inside the exclusive area of a company or by the efforts of a single company is supported by the “entire urban area”)

A space that has a combination of the two extremes of “collaboration” and “improved operational efficiency” →

It is difficult to deal with unless there is a certain amount of office floorspace

(About 80% of the tenant companies in Mitsubishi Estate’s buildings in Marunouchi have less than 1,000 m² of floorspace)

Common use space that contributes to promoting collaboration



After its relocation in 2018 and getting through the COVID-19 pandemic, Mitsubishi Estate carried out large-scale repair work on its offices as well

Booths for concentrating



Facilities for online communication



Unique platform that can be provided only by urban areas as a whole

(What cannot be realized just inside the exclusive area of a company or by the efforts of a single company is supported by the “entire urban area”)

① Diverse workplaces



② Open innovation



③ Common use space and support for workers in urban areas



④ Wellness and health management in urban development

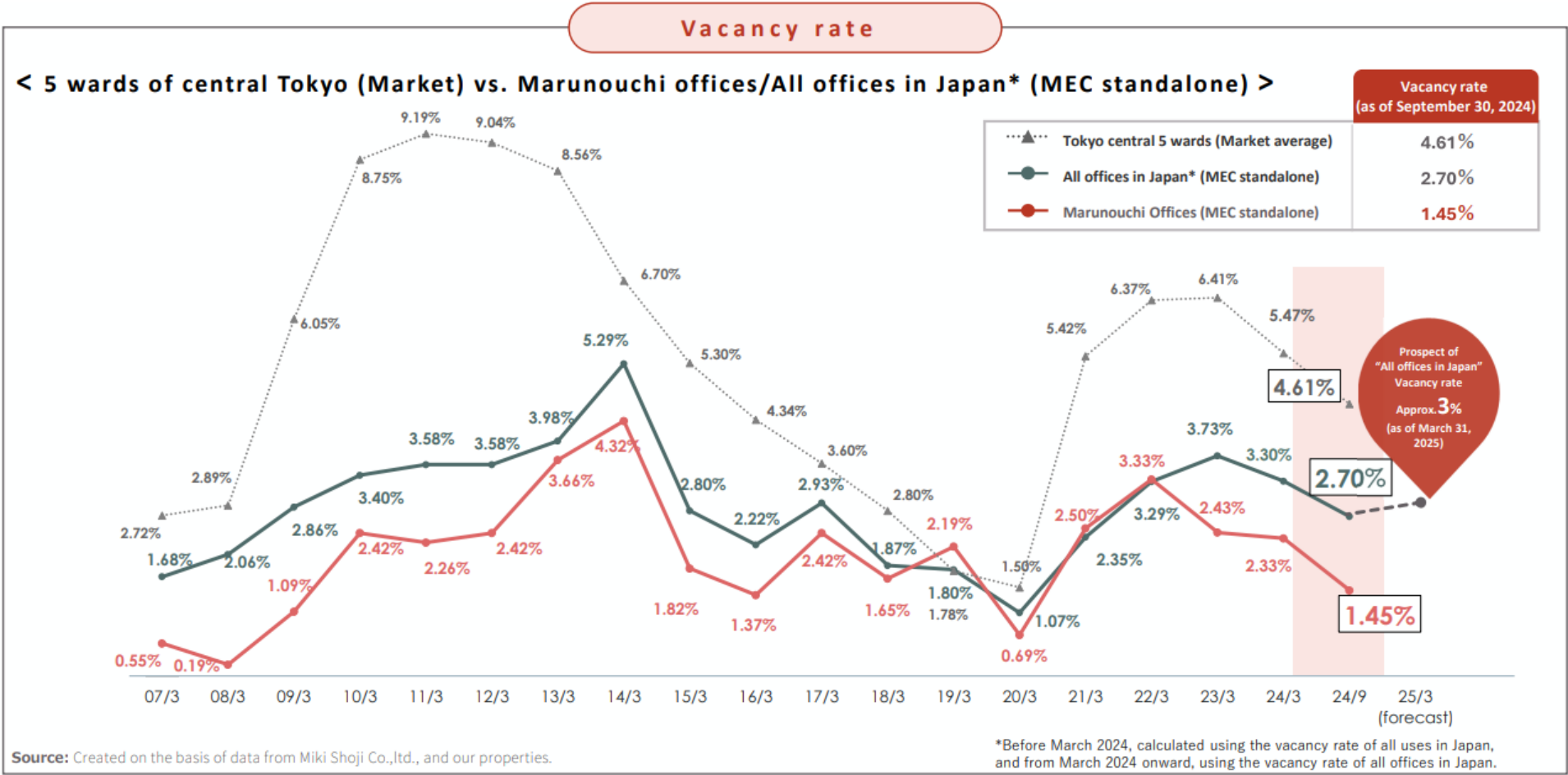


⑤ Sustainability of urban development



2. Overview of Market Trends and Marunouchi

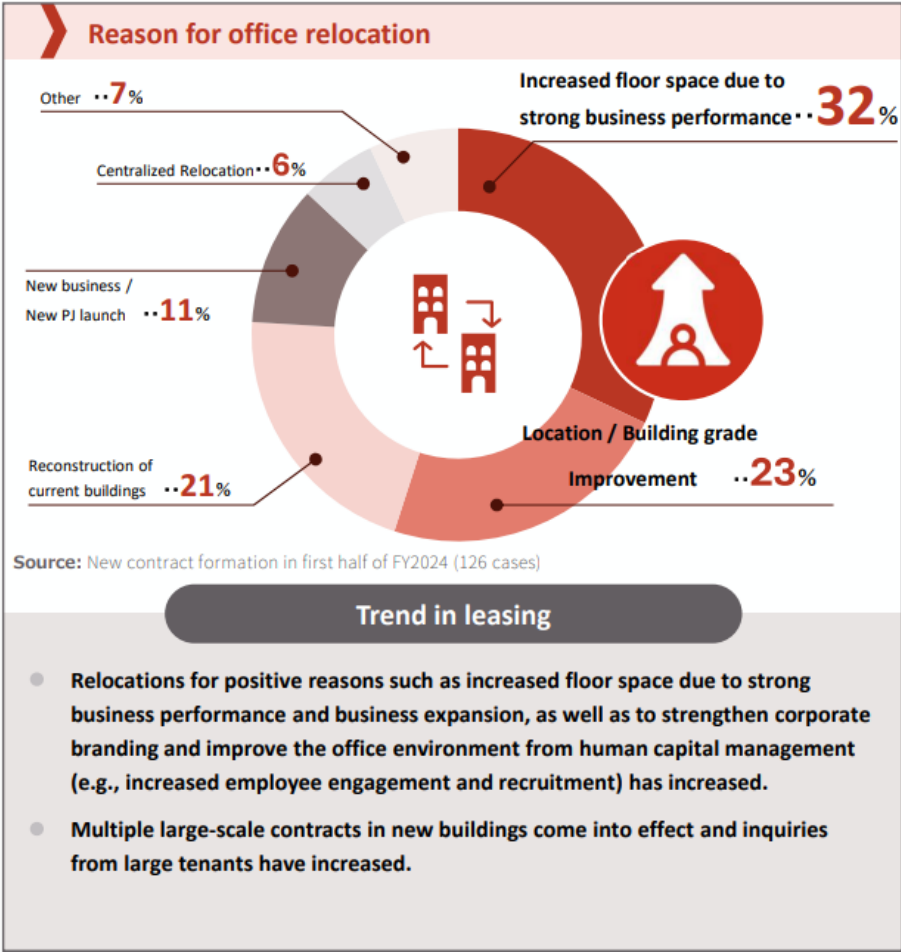
The Company's measures related to Marunouchi succeeded, becoming a tailwind to improve the rental market, resulting in vacancy rates for offices in Marunouchi decreasing to 1.45%



2. Overview of Market Trends and Marunouchi

The trend of reconsidering the office as “an investment” and not as a “cost” has been especially conspicuous in recent cases of relocation as well

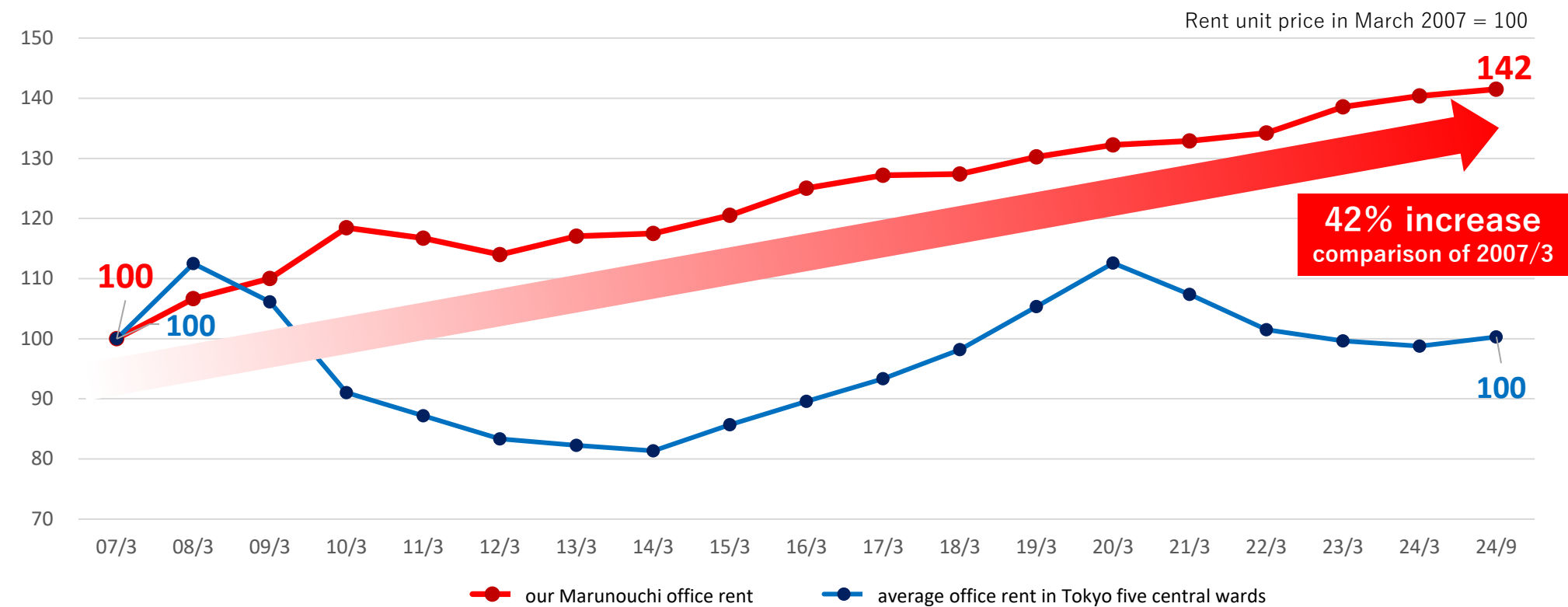
A tight supply and demand environment, inflation, etc., were behind the increase in the rate of upward revision



2. Overview of Market Trends and Marunouchi

Even in a declining market, **our Marunouchi office has achieved sustained rent increases**
Even though the rent is higher than the market,
the rate and extent of rent increases greatly exceed the market.

our Marunouchi office rent vs. average office rent in Tokyo five central wards*



*Source: Miki Shoji Office Market Data

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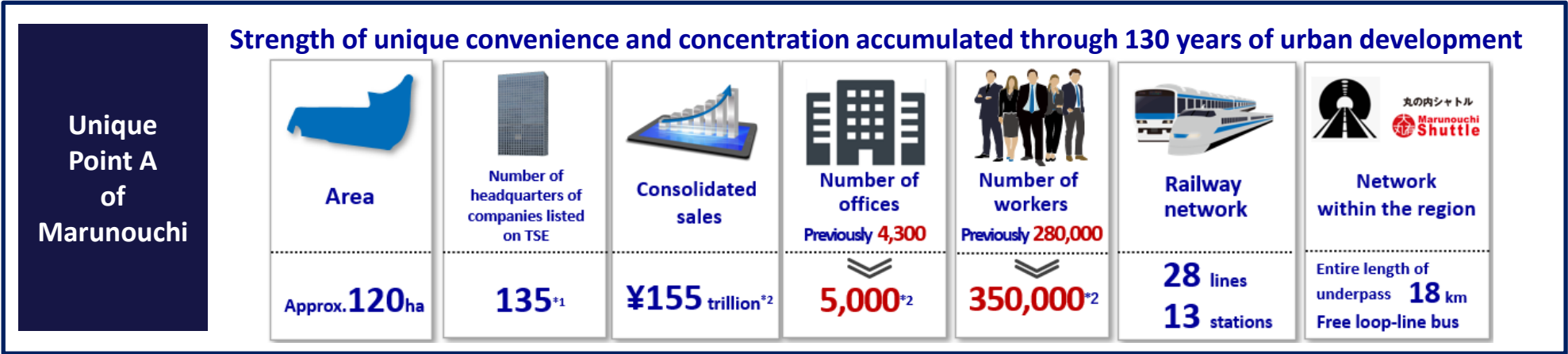
3. Strategies for Marunouchi

**(Work styles that are possible because it is Marunouchi ~
Making the entire area into a workplace)**

3. Strategies for Marunouchi ~ Making the entire area into a workplace

Concept of [The entire Marunouchi area is an office] is based on

[Unique Point A] “Unique convenience and concentration” X [Unique Point B] “Platform for the entire urban area”



X

Unique platform that can be provided only by urban areas as a whole

(What cannot be realized just inside the exclusive area of a company or by the efforts of a single company)



3. Making the entire area into a workplace: Basic strategies for workplaces (related to ①②)

Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

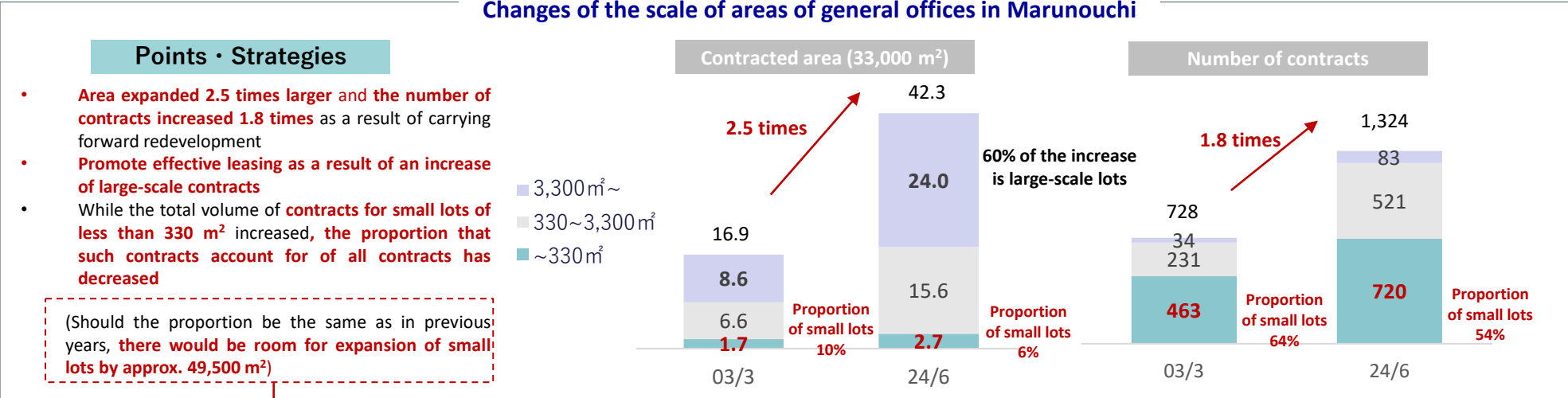
① Diverse workplaces

② Open innovation

③ support for workers

④ Wellness and health

⑤ Sustainability



Plan to achieve high rent and sustainable growth through the preparation of different types of high added-value service offices

① Type with added specifications and services
(24,800 m² at present)

Service offices that achieve higher rent than those of general offices by differentiation of services and specifications, implementation of flexible contract terms, holding down initial costs with regard to tenant companies, etc.

xLINK

THE PREMIER FLOOR

② Open innovation
(14,500 m² at present)

Offices with support for innovation and business. Plans call for collaboration among tenant companies, as well as with major companies, and the facility at the core, aiming to build a cycle to create companies that achieve sustainable growth.

Inspired Lab

SAAI

FINOLAB

EGG

Global Business Hub Tokyo

REGENERATIVE COMMUNITY TOKYO

TOKIWA BRIDGE

0 Club

3. Making the entire area into a workplace: ① Diverse workplaces

Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

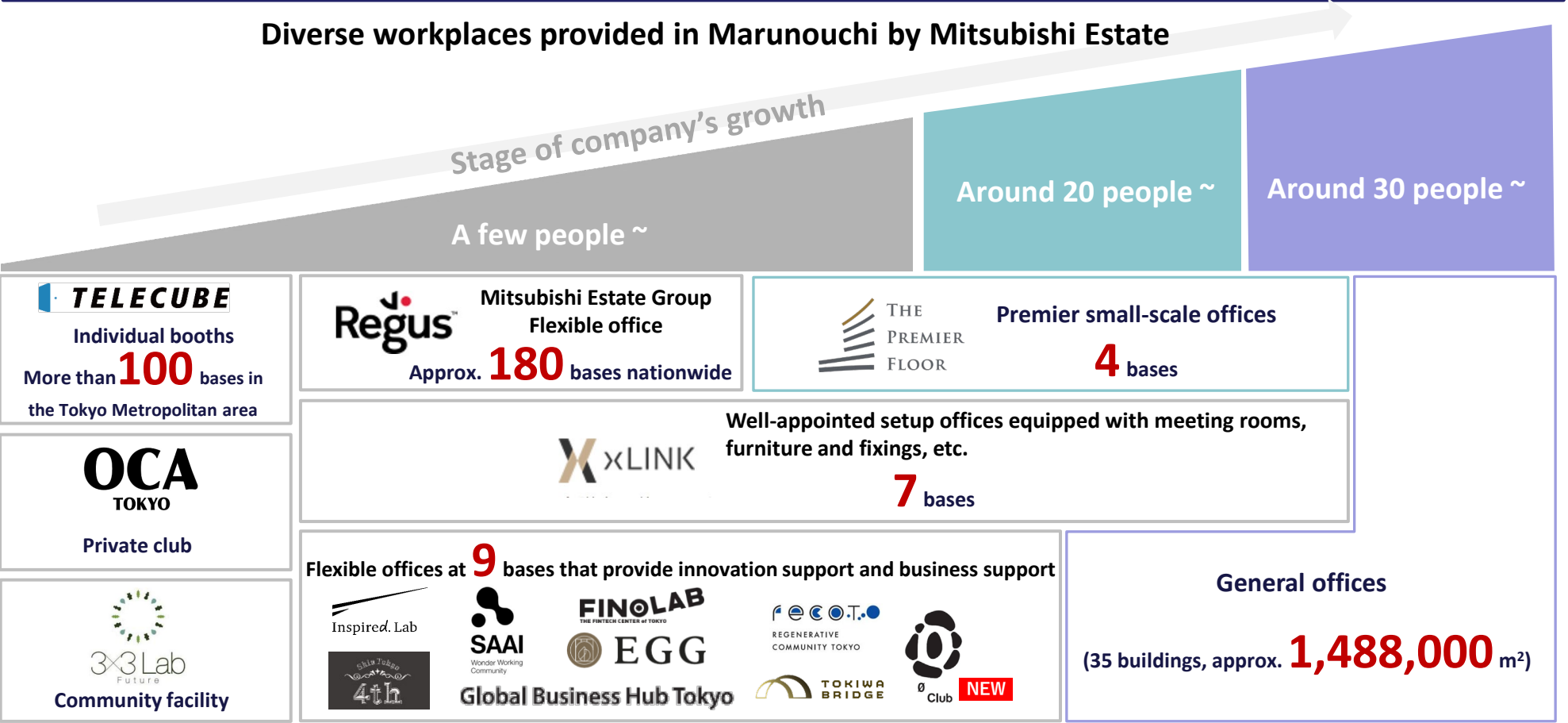
① Diverse workplaces

② Open innovation

③ support for workers

④ Wellness and health

⑤ Sustainability



TMIP Tokyo Marunouchi Innovation Platform

Platform for creating innovation among major companies, start-ups, government and academia

3. Making the entire area into a workplace: ② Open innovation

Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

① Diverse workplaces

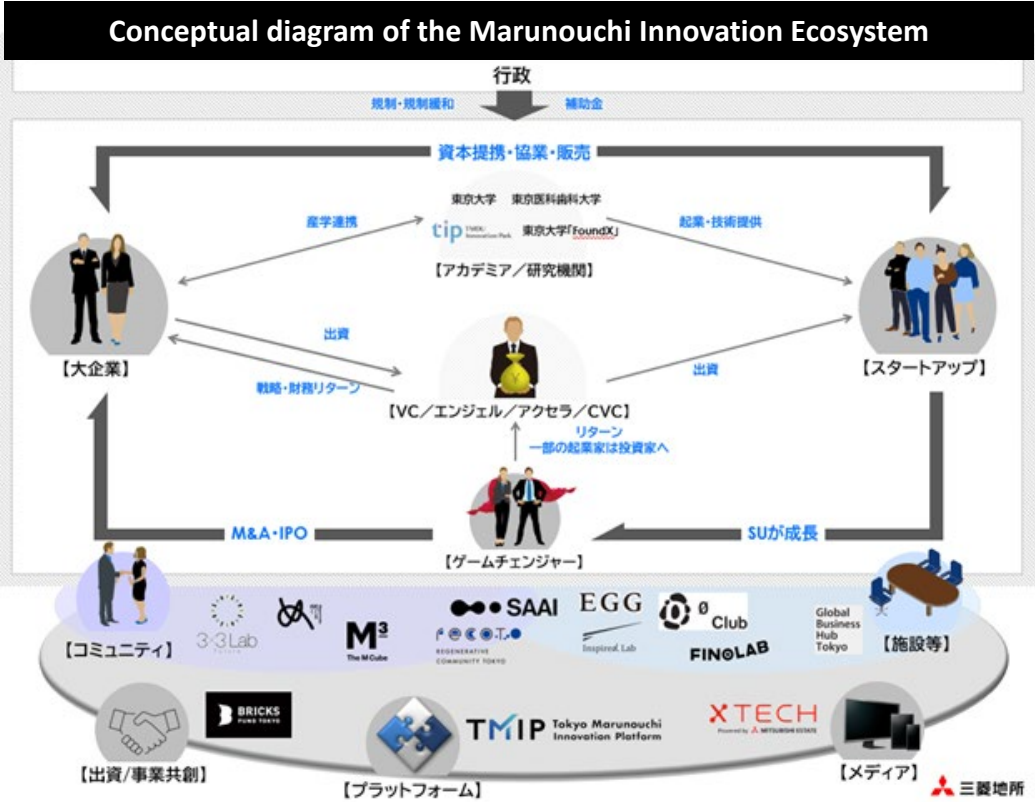
② Open innovation

③ support for workers

④ Wellness and health

⑤ Sustainability

- Multiple locations of serviced offices for startups in Marunouchi
- Parties involved in ecosystem: Partnership with academia, venture capital, acceleration programs, etc., and cooperation through investment
- Carry out management of TMIP, the community platform for facilitating the organic connection of all stakeholders



Collaboration with Academia

東京大学
THE UNIVERSITY OF TOKYO

Institute of
SCIENCE TOKYO

【アカデミア/研究機関】

一橋大学

Gakugei 東京学芸大学
Tokyo Gakugei University

東京芸術大学

Geidai Arts, Yurakucho Art Urbanism (YAU)

Todai Week@Marunouchi

3. Making the entire area into a workplace: ③ Comprehensive support for workers

Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

① Diverse workplaces

② Open innovation

③ support for workers

④ Wellness and health

⑤ Sustainability

Employees lounge, cafeteria, external space

MY Shokudo Dining & Sakaba, GARDEN
(TOKYO TORCH Tokiwabashi Tower)



Otemachi SKY LAB
(Otemachi Building)

Yurakucho SLIT PARK
(Shin-Kokusai Building)



URBAN TERRACE

Marunouchi Naka-dori Ave.



MICE facilities, restaurants, service providers

Halls • Conference rooms	22 facilities
5-star hotels	7 hotels
Banquet halls	57 rooms
Unique venues	12 venues
AreaVision	105 places



Urban area inviting MICE

Restaurants	562 restaurants
Shops	321 shops
Service providers	357 shops
Medical service providers	68 facilities
Museums, etc.	5 institutions



Reopen Mitsubishi Ichigokan Museum

Systems and services to support business

Transmit information utilizing websites, Apps related to transmission of information about events and benefits for employees, etc.



Also deployed in building Apps for security, ordering in common area dining room, etc.



入居の窓口 concierge-web

Employee services to provide help in business scenes



(Gift delivery)



(Sales of lunch bento)



(Shared office for working with children)



(Reuse of office furniture)



(Elevator media)



(Shared resting room)

3. Making the entire area into a workplace: ④ Promoting well-being and health management

Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

① Diverse workplaces

② Open innovation

③ support for workers

④ Wellness and health

⑤ Sustainability

Social gathering for employees (TOKYO TORCH Tokiwabashi Tower)

* Held in common use cafeteria inside the building



Athletic meet between companies (TOKYO TORCH Tokiwabashi Tower)

* Held in TOKYO TORCH Park



Otemachi & Marunouchi & Yurakucho Naka-dori Ave. Tug of war Meet



Marunouchi Radio Calisthenics



Marunouchi YOGA (Otemachi SKY LAB)



Marunouchi Long-Distance Relay Road Race

Five members per team,
a total of 100 teams take part



Marunouchi de Uchimizu



Will Conscious Marunouchi Marunouchi Dispensary

Project supporting the health of women
of working age



3. Making the entire area into a workplace: ⑤ Sustainability of urban areas

Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

① Diverse workplaces

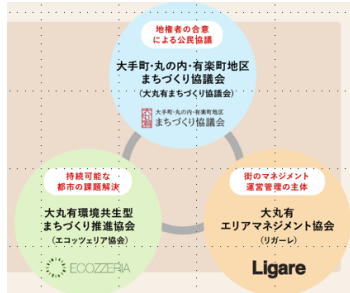
② Open innovation

③ support for workers

④ Wellness and health

⑤ Sustainability

◆ Promote “making Marunouchi a smart city” through collaboration of public and private sectors



◆ Safe and secure Marunouchi

Disaster-resistant

Rated as “Rank 1,” the lowest overall level of risk, with a low level of risk for collapse and earthquake-related fire

Area-wide disaster prevention measures

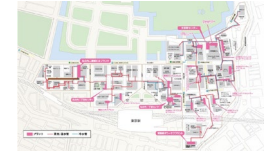
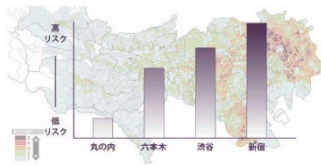
Regularly hold “emergency response drill”
Preparation of emergency situations manual

Anticipation of measures to deal with various types of disasters
Concluded agreements with authorities for providing accommodation for stranded people

High business continuity

Stable supply of electricity from multiple lines
Install large-volume oil tanks (72 hours)

Preparation of local heating and cooling network
Multiplexing of fuels for use in emergency generators



◆ All of the company’s buildings are compliant with RE100 (renewable electricity)

RE100

→ Capable of pursuing environmental value (using renewable electricity) without imposing additional burdens

◆ Sustainable bases

[3 x 3 Lab Future] Community for the environment and urban development

[0 Club] Innovation base specializing in Climate Tech

[Regenerative Community Tokyo] A community of sustainable regions



◆ Carry forward measures for Circular City Marunouchi

Waste recycling rate

2030 Target

Otemachi & Marunouchi & Yurakucho area

100%

Waste disposal per 3.3 m²

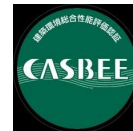
2030 Target

20% reduction

(Compared with March 2019)

◆ Various environmental certifications

Saving energy, reducing waste, recycling
Comprehensive environmental certifications (CASBEE, LEED, DBJ, WELL and BELS)
Bio-related certification (ABNIC)



(Cases of initiatives to date)

- “MARUNOUCHI TO GO” food loss reduction project
- “Bottle to Bottle” horizontal recycling of PET bottles
- Recycling used cooking oil into SAF

3. Making the entire area into a workplace: Marunouchi's overwhelming differentiation and increased profitability

Overwhelmingly differentiate Marunouchi by “Making the entire area into a workplace”

Receive an equivalent value for the service provided, while raising customer satisfaction

Aim to increase profits by more than 10% through existing assets for achieving our KPI targets

Unique Point A of Marunouchi

Strength of unique convenience and concentration accumulated through 130 years of urban development



Unique Point B of Marunouchi

Unique platform that can be provided only by urban areas as a whole

Receive an equivalent value for the service provided, while raising customer satisfaction



Aim to increase profits by more than 10% through existing assets

① General office

- Increase rent unit price by raising customer satisfaction
- Pass on inflation to the prices
- Continue the trend of rising rents when renewing contracts

② Service offices

- Achieve high unit prices by adding value
- Improve profitability by ascertaining the appropriate volume of small lots and increasing the volume

③ Commercial facilities, etc.

- Increase profits from commercial facilities, which are achieving annual sales of ¥100 billion for the area as a whole
- Increase tenant sales by utilizing point program applications, measures for inbound tourists, etc.
- Increase profits from halls and conference rooms, hotels, parking lots, etc.

④ Management costs

- Management cost control by making use of concentration of owned assets in the same area
- Optimization of management costs by sophisticated operational efficiency and know-how for ordering, etc.
- Improve management efficiency by using technologies, such as AI and robots

Contact Information

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