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MITSUBISHI ESTATE CO., LTD.

# ***FACT BOOK FY2022-1Q***

(The Fiscal Year Ending on March 31, 2022)

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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 FY2022-1Q and FY2021-1Q

**[Overview]**  
 There is an increase in revenue and operating income compared with FY2021-1Q. Revenue, income and profit are historical high for 1Q. An increase in capital gains is the main factor led to an overall increase. There is a decrease in income gains of 1.7 billion yen year to year. This is due to the adjustment that 5.7 billion yen, a cost during temporary closure of retail properties and hotels, was carried at extraordinary loss from operating costs in FY2021-1Q. This resulted in an improvement of approximately 4.0 billion yen after excluding the effect of such an adjustment. Factors affecting individual segments compared with FY2021-1Q are detailed below.

**[Commercial Property Business]**  
 An increase in capital gains from sales of office buildings led to an overall increase in revenue and profits compared with FY2021-1Q. There is a decrease in income gains of 2.7 billion yen. This is due to the adjustment that 5.7 billion yen, a cost during temporary closure of retail properties and hotels, was carried at extraordinary loss from operating costs in FY2021-1Q. This resulted in an improvement of approximately 3.0 billion yen after excluding the effect of such an adjustment. In regards to office buildings, rental profits have been affected by the initial cost of newly completed buildings and resulted in a slight decrease. A rent increase continues in existing buildings; however, rental profits persist at the same level due to a decrease in rental revenue from buildings to be closed. Retail properties and hotels have been affected by the third state of emergency declaration; however, operational status is improved compared with FY 2021-1Q.

**<Office Buildings>**  
 In regards to new buildings, there is a slight decrease in rental profits due to the initial cost of Tokiwabashi Tower, which was completed in June. Despite a rent increase and an improvement in rental revenue from mixed-use buildings, rental profits persist at the same level as a result of a decrease in rental revenue from buildings to be closed. (Vacancy Rates) The vacancy rates for Japan (all uses) is increased due to secondary vacancies which was already predicted at the beginning of the fiscal year while the vacancy rates for Marunouchi (offices) is slightly decreased. (Average Rents) The average rents increased as a result of an increase in rents from existing buildings.

**<Retail Properties (e.g. outlet malls) >**  
 A temporary closure during the state of emergency declaration from April to June of 2021 affected some outlet malls, however, overall revenue is improved compared with FY2021-1Q.

**<Hotels>**  
 Despite a continued stagnant occupancy rates due to the state of emergency declaration, overall revenue is improved compared with FY2021-1Q.

**[Residential Business]**  
 There is an increase in revenue and operating income compared with FY2021-1Q. An increase in capital gains from sales of rental apartments is the main factor led to an overall increase. In regards to domestic condominiums, a decrease in the number of properties completed resulted in a decrease in condominium sales and the number of condominiums units sold. Approximately 90% of expected condominium sales for FY2022 has already been finalized following a strong sales status.

**[International Business]**  
 There is an increase in revenue and operating income compared with FY2021-1Q. An increase in capital gains from sales of logistic facilities is the main factor led to an overall increase.

	Millions of yen (rounded down)		
	FY2022-1Q Results	FY2021-1Q Results	Change
Commercial Property Business	206,490	168,030	38,460
Residential Business	66,628	58,395	8,233
International Business	21,368	19,414	1,954
Investment Management Business	5,549	5,449	99
Architectural Design & Engineering Business and Real Estate Services Business	11,053	10,465	587
Other	2,575	2,032	543
Eliminations	(6,262)	(6,305)	42
<b>Revenue from Operations</b>	<b>307,402</b>	<b>257,481</b>	<b>49,921</b>
Commercial Property Business	56,826	53,598	3,228
Residential Business	2,979	270	2,709
International Business	8,268	7,192	1,075
Investment Management Business	1,357	1,404	(46)
Architectural Design & Engineering Business and Real Estate Services Business	(1,209)	(1,769)	560
Other	(104)	(384)	280
Eliminations or Corporate	(5,555)	(6,083)	528
<b>Operating Income</b>	<b>62,563</b>	<b>54,228</b>	<b>8,335</b>
Non-operating revenue	5,516	4,951	564
(Equity in earnings of unconsolidated subsidiaries and affiliates)	118	99	19
Non-operating expense	10,131	7,848	2,283
<b>Income Before Taxes and Special Items</b>	<b>57,948</b>	<b>51,331</b>	<b>6,616</b>
Extraordinary income	2,221	-	2,221
Extraordinary loss	2,495	5,698	(3,202)
<b>Income Before Income Taxes and Minority Interests</b>	<b>57,674</b>	<b>45,633</b>	<b>12,041</b>
Corporate tax, etc.	20,117	14,064	6,052
<b>Profit</b>	<b>37,557</b>	<b>31,568</b>	<b>5,989</b>
Profit attributable to non-controlling interests	2,848	2,304	544
<b>Profit Attributable to Owners of Parent</b>	<b>34,708</b>	<b>29,263</b>	<b>5,445</b>

	Millions of yen (rounded down)		
	FY2022-1Q Results	FY2021-1Q Results	Change
<b>■ Breakdown of Extraordinary income</b>			
Gain on sales of investment securities	2,221	-	2,221
<b>Total</b>	<b>2,221</b>	<b>-</b>	<b>2,221</b>

	Millions of yen (rounded down)		
	FY2022-1Q Results	FY2021-1Q Results	Change
<b>■ Breakdown of Extraordinary loss</b>			
Loss related to retirement of fixed assets	2,495	-	2,495
Loss on infectious disease	-	5,698	(5,698)
<b>Total</b>	<b>2,495</b>	<b>5,698</b>	<b>(3,202)</b>

	Millions of yen (rounded off to the nearest billion)		
	FY2022-1Q Results	FY2021-1Q Results	Change
<b>&lt;Reference&gt;</b>			
<b>■ Capital Gains included in Operating Income</b>			
Capital Gains			
Commercial Property Business	23,000	17,000	6,000
Residential Business	5,000	3,000	2,000
International Business	2,000	0	2,000
Investment Management Business	-	-	-
Other	-	-	-
Eliminations or Corporate	-	-	-
<b>Total</b>	<b>30,000</b>	<b>20,000</b>	<b>10,000</b>

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

	Millions of yen (rounded down)		
	FY2022-1Q Results	FY2021-1Q Results	Change
<b>&lt;Reference&gt;</b>			
<b>■ Business Profit</b>			
Business Profit	62,682	54,328	8,354

\*Business Profit: Operating Income + Equity in earnings(loss) of unconsolidated subsidiaries and affiliates.

## 2. Current Income Statement Estimates for FY2022 and Results for FY2021

\* There is no change in the FY2022 earnings estimates announced on May 13, 2021.

<b>[Overview]</b> An overall increase is expected in revenue and operating income compared with FY2021. Main factors include the followings: a positive effect of completion and a full-year operation of new buildings; an increase in capital gains; an expected less impact of COVID-19 in hotels and retail properties.
<b>[Commercial Property Business]</b> <b>&lt;Office Buildings&gt;</b> Despite a reduction in rental profit as a result of a decrease in rental income from existing buildings being closed for redevelopment, an overall increase in income and profits is expected as a result of completion and a full-year operation of new buildings as well as an increase in capital gains.
<b>&lt;Retail Properties (e.g. outlet malls) &gt;</b> An increase in rental revenue and profits is expected as a result of less impact of COVID-19.
<b>&lt;Hotels&gt;</b> A decrease in deficit is expected as a result of less impact of COVID-19.
<b>[Residential Business]</b> Both revenue and profits are expected to be stable as previous year as a result of favorable performance in domestic condominiums.
<b>[International Business]</b> While there is a decrease due to an effect of revenue related to open-ended Europe hybrid model investment fund recorded in FY2021, an increase in profits is expected as a result of an increase in capital gains.

	Millions of yen (rounded down)		
	FY2022 Estimates	FY2021 Results	Change
Commercial Property Business	787,000	672,441	114,559
Residential Business	373,000	362,755	10,245
International Business	96,000	114,457	(18,457)
Investment Management Business	23,000	22,199	801
Architectural Design & Engineering Business and Real Estate Services Business	62,000	56,064	5,936
Other	10,000	9,055	945
Eliminations	(25,000)	(29,378)	4,378
<b>Revenue from Operations</b>	<b>1,326,000</b>	<b>1,207,594</b>	<b>118,406</b>
Commercial Property Business	194,000	180,775	13,225
Residential Business	24,000	24,068	(68)
International Business	42,000	37,932	4,068
Investment Management Business	7,000	5,966	1,034
Architectural Design & Engineering Business and Real Estate Services Business	4,000	959	3,041
Other	(2,000)	(1,089)	(911)
Eliminations or Corporate	(24,000)	(24,219)	219
<b>Operating Income</b>	<b>245,000</b>	<b>224,394</b>	<b>20,606</b>
Non-operating revenue	11,000	26,292	(15,292)
(Equity in earnings of unconsolidated subsidiaries and affiliates)	300	307	(7)
Non-operating expense	36,000	39,720	(3,720)
<b>Income Before Taxes and Special Items</b>	<b>220,000</b>	<b>210,965</b>	<b>9,035</b>
Extraordinary income	15,000	16,603	(1,603)
Extraordinary loss	17,000	26,304	(9,304)
<b>Income Before Income Taxes and Minority Interests</b>	<b>218,000</b>	<b>201,265</b>	<b>16,735</b>
Corporate tax, etc.	65,000	54,195	10,805
<b>Profit</b>	<b>153,000</b>	<b>147,069</b>	<b>5,931</b>
Profit attributable to non-controlling interests	11,000	11,414	(414)
<b>Profit Attributable to Owners of Parent</b>	<b>142,000</b>	<b>135,655</b>	<b>6,345</b>

	Millions of yen (rounded down)		
	FY2022 Estimates	FY2021 Results	Change
<b>■ Breakdown of Extraordinary income</b>			
Gain on sales of fixed assets	7,000	13,582	(6,582)
Gain on sales of investment securities	6,000	3,021	2,979
Gain on sales of shares of affiliated companies	2,000	-	2,000
<b>Total</b>	<b>15,000</b>	<b>16,603</b>	<b>(1,603)</b>

	Millions of yen (rounded down)		
	FY2022 Estimates	FY2021 Results	Change
<b>■ Breakdown of Extraordinary loss</b>			
Loss related to retirement of fixed assets	17,000	2,099	14,901
Impairment loss	-	4,679	(4,679)
Loss on liquidation of subsidiaries	-	13,826	(13,826)
Loss on infectious disease	-	5,698	(5,698)
<b>Total</b>	<b>17,000</b>	<b>26,304</b>	<b>(9,304)</b>

	Millions of yen (rounded off to the nearest billion)		
	FY2022 Estimates	FY2021 Results	Change
<b>&lt;Reference&gt;</b>			
<b>■ Capital Gains included in Operating Income</b>			
Capital Gains			
Commercial Property Business	43,000	32,000	11,000
Residential Business	5,000	7,000	(2,000)
International Business	16,000	12,000	4,000
Investment Management Business	-	-	-
Other	-	-	-
Eliminations or Corporate	-	-	-
<b>Total</b>	<b>64,000</b>	<b>51,000</b>	<b>13,000</b>

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

	Millions of yen (rounded down)		
	FY2022 Estimates	FY2021 Results	Change
<b>&lt;Reference&gt;</b>			
<b>■ Business Profit</b>			
Business Profit	245,300	224,701	20,599

\*Business Profit: Operating Income + Equity in earnings(loss) of unconsolidated subsidiaries and affiliates.

### 3. Balance Sheet Results at Periods Ended Jun 30, 2021 and Mar 31, 2021

Millions of yen (rounded down)

	At Jun 30, 2021	At Mar 31, 2021	Change
<b>Assets</b>			
<b>I. Current assets</b>			
1. Cash	270,523	170,040	100,483
2. Trade notes accounts receivable, and contract assets	40,473	52,031	(11,558)
3. Marketable securities	6,663	4,626	2,036
4. Property for sale	39,814	88,116	(48,302)
5. Property for sale in progress	303,632	267,563	36,069
6. Property for development	975	975	(0)
7. Appropriated construction in progress	5,342	7,144	(1,802)
8. Other inventories	1,215	1,034	181
9. Equity investments	538,693	496,182	42,510
10. Other current assets	83,724	76,875	6,848
11. Allowance for doubtful accounts	(852)	(553)	(298)
Total current assets	1,290,205	1,164,037	126,167
<b>II. Fixed assets</b>			
1. Property and equipment			
(1) Buildings and structures	1,240,132	1,178,764	61,367
(2) Machinery and equipment	30,066	30,460	(393)
(3) Land	2,279,926	2,237,934	41,991
(4) Land in trust	578,483	578,446	36
(5) Construction in progress	124,009	136,273	(12,264)
(6) Other property and equipment	17,978	18,013	(34)
Total property and equipment	4,270,596	4,179,893	90,703
2. Intangible assets			
(1) Leaseholds	77,038	76,193	845
(2) Other intangible assets	25,028	24,901	127
Total intangible assets	102,067	101,095	972
3. Investments and other assets			
(1) Investment securities	278,778	281,996	(3,217)
(2) Long-term loans	11,663	11,661	1
(3) Lease deposits	138,120	136,478	1,641
(4) Net defined benefit asset	34,842	34,370	472
(5) Deferred tax assets	15,868	16,536	(667)
(6) Other investments	157,945	146,455	11,489
(7) Allowance for doubtful accounts	(629)	(6)	(623)
Total investments and other assets	636,589	627,493	9,095
Total fixed assets	5,009,253	4,908,481	100,771
<b>Total assets</b>	<b>6,299,458</b>	<b>6,072,519</b>	<b>226,939</b>

Millions of yen (rounded down)

	At Jun 30, 2021	At Mar 31, 2021	Change
<b>Liabilities</b>			
<b>I. Current liabilities</b>			
1. Notes and accounts payable-trade	35,176	60,507	(25,331)
2. Short-term borrowings	201,809	141,785	60,024
3. Current portion of long-term debt	93,537	127,643	(34,105)
4. Commercial paper	159,000	50,000	109,000
5. Bonds due within one year	110,000	65,000	45,000
6. Accrued income taxes	6,122	24,457	(18,335)
7. Other current liabilities	195,665	193,043	2,622
Total current liabilities	801,311	662,437	138,874
<b>II. Long-term liabilities</b>			
1. Bonds	756,119	745,759	10,360
2. Long-term borrowings	1,434,494	1,393,858	40,635
3. Lease deposits received	465,827	466,891	(1,064)
4. Deferred tax liability	251,393	243,818	7,574
5. Deferred tax liabilities on land revaluation	264,082	264,082	-
6. Net defined benefit liability	28,047	27,123	923
7. Accrued directors' retirement benefits	423	662	(238)
8. Provision for environmental measures	4,535	4,537	(2)
9. Negative goodwill	83,958	83,604	353
10. Other long-term liabilities	111,284	118,294	(7,010)
Total long-term liabilities	3,400,166	3,348,634	51,532
Total liabilities	4,201,478	4,011,071	190,406
<b>Net Assets</b>			
<b>I. Shareholders' Equity</b>			
1. Capital	142,414	142,279	135
2. Capital surplus	160,534	164,367	(3,832)
3. Retained earnings	1,066,226	1,058,457	7,768
4. Less treasury stock, at cost	(107,812)	(105,216)	(2,596)
Total shareholders' equity	1,261,362	1,259,887	1,474
<b>II. Other accumulated comprehensive income</b>			
1. Unrealized holding gain on securities	116,172	118,088	(1,915)
2. Deferred gains or losses on hedging instruments	(1,705)	(1,916)	211
3. Land revaluation reserve	526,417	526,417	-
4. Foreign currency translation adjustments	(13,833)	(53,740)	39,907
5. Remeasurements of defined benefit plans	2,606	3,163	(556)
Total other accumulated comprehensive income	629,657	592,011	37,646
<b>III. Stock acquisition rights</b>	231	231	-
<b>IV. Non-controlling interests</b>	206,728	209,316	(2,587)
Total net assets	2,097,980	2,061,447	36,533
<b>Total liabilities and net assets</b>	<b>6,299,458</b>	<b>6,072,519</b>	<b>226,939</b>

#### 4. Consolidated Cash Flow Statement Results for FY2021-1Q, Results for FY2022-1Q, Results for FY2021, and Estimates for FY2022

Millions of yen (rounded down)

	①FY2021-1Q Results	②FY2022-1Q Results	Change (②-①)
Income before income taxes and minority interests	45,633	57,674	12,041
Adjustment for extraordinary income or loss	1,433	(2,060)	(3,494)
Depreciation and amortization	21,407	22,068	661
Decrease (increase) in inventories	16,388	24,674	8,285
Decrease (increase) in equity investments	(2,041)	(9,136)	(7,094)
Other	(64,934)	(37,326)	27,607
Income taxes, etc.	(33,271)	(29,189)	4,081
Net cash provided by (used in) operating activities	(15,384)	26,704	42,088
Proceeds from sales of investment securities	8,388	3,749	(4,639)
Proceeds from sales of property and equipment and beneficial interests in trust of property and equipment	644	4	(639)
Capital investment	(71,345)	(98,485)	(27,140)
Other	(13,336)	(7,534)	5,801
Net cash provided by (used in) investing activities	(75,648)	(102,266)	(26,617)
Newly acquired funds	151,600	126,592	(25,008)
Repayment	(71,052)	(74,139)	(3,086)
Cash dividends paid	(29,173)	(29,484)	(310)
Repurchase and disposal of own shares	13	(2,598)	(2,611)
Other	43,691	152,384	108,692
Net cash provided by (used in) financing activities	95,080	172,755	77,674
Cash and cash equivalents at the end of year	215,014	274,685	59,671
Free Cash Flow	(91,032)	(75,562)	15,470

	③FY2021 Results	④FY2022 (Estimates)	Change (④-③)
	201,265	218,000	16,735
	10,935	14,000	3,065
	89,107	90,000	893
	56,443	96,000	39,557
	(21,048)	(131,000)	(109,952)
	(71,888)	(44,000)	27,888
	(57,400)	(56,000)	1,400
	207,414	187,000	(20,414)
	14,186	17,000	2,814
	30,403	39,000	8,597
	(319,841)	(394,000)	(74,159)
	(22,051)	(14,000)	8,051
	(297,303)	(352,000)	(54,697)
	437,155	478,000	40,845
	(365,441)	(195,000)	170,441
	(51,153)	(54,000)	(2,847)
	(23)	(30,000)	(29,977)
	29,888	(54,000)	(83,888)
	50,425	145,000	94,575
	172,307	152,000	(20,307)
	(89,889)	(165,000)	(75,111)

## II. Investment Data

### 1. Investment data

Capital investment\*

Millions of yen (rounded down)

FY2022-1Q		FY2022 (Estimates)	
Total	98,485	Total	394,000
Mitsubishi Estate	38,366	Mitsubishi Estate	136,000
(Breakdown)		(Breakdown)	
Office Building Business		Office Building	
New/Redevelopment buildings (Marunouchi redevelopment etc.)	18,970	New/Redevelopment buildings (Marunouchi redevelopment etc.)	60,000
Refurbishment cost etc.	5,747	Refurbishment cost etc.	14,000
Retail Property	10,176	Logistics Facility	27,000
Logistics Facility	1,590	Hotel	25,000
Hotel	1,180	Retail Property	10,000
Other	60,119	Other	226,000
(Breakdown)		(Breakdown)	
Mitsubishi Estate Residence	18,757	Mitsubishi Estate Residence	82,000
Mitsubishi Estate Europe	16,201	Mitsubishi Estate Europe	63,000
MEC Group International	15,571	MEC Group International	36,000
Marunouchi Heat Supply	1,349	Mitsubishi Estate・Simon	8,000
Sunshine City	1,300	Tokyo Ryutsu Center	8,000
Consolidated TMK(Domestic)	1,166	Marunouchi Heat Supply	6,000
Royal Park Hotels & Resorts	1,006	Sunshine City	5,000
		Royal Park Hotels & Resorts	3,000
		Yokohama Sky Building	1,000
		Consolidated TMK(Domestic)	1,000
		Strategic investment	32,000

Equity investment

Millions of yen (rounded down)

FY2022-1Q		FY2022 (Estimates)	
Total	27,226	Total	176,000
Mitsubishi Estate	14,551	Mitsubishi Estate	48,000
(Breakdown)		(Breakdown)	
Logistics Facility	14,300	Logistics Facility	37,000
		International	6,000
		Office Building	2,000
		Other(Domestic)	2,000
Other	12,674	Other	72,000
(Breakdown)		(Breakdown)	
US	8,877	US	56,000
Asia, Oceania	2,816	Asia, Oceania	14,000
		Europe	2,000
		Strategic investment	56,000

\* Major inter-group transactions are eliminated.

## 2. Assets Breakdown

### Assets Breakdown (Consolidated)

Millions of yen (rounded down)

	At Jun 30, 2021	At Mar 31, 2021	Change
Inventories			
Condominium(domestic)	291,919	272,812	19,107
International	1,434	1,906	(472)
US	1,434	1,906	(472)
Europe	-	-	-
Asia	-	-	-
Other	57,627	90,116	(32,489)
Total inventories	350,980	364,834	(13,854)
Equity investments			
Domestic Office Building	56,154	56,199	(45)
Domestic(other)	68,427	52,723	15,704
International	414,111	387,260	26,851
US	195,804	181,046	14,758
Europe	61,396	57,260	4,136
Asia	156,909	148,952	7,957
Total equity investments	538,693	496,182	42,510
Fixed assets (Property and equipment)			
Office Building	3,133,435	3,119,190	14,245
Outlet Mall	134,225	135,846	(1,621)
Logistics Facility	82,095	81,025	1,070
Retail Property (Except Outlet Mall)	147,503	138,314	9,189
Rental Apartment	124,665	112,130	12,535
International	427,373	374,646	52,727
US	193,745	172,329	21,416
Europe	141,584	115,071	26,513
Asia	92,044	87,246	4,798
Other	221,300	218,742	2,558
Total fixed assets (property and equipment)	4,270,596	4,179,893	90,703



### III. Business Data

#### 1. Commercial Property Business Revenue from Operations Breakdown (Consolidated)\*1

Millions of yen (rounded down)

	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q	FY2022 (Estimates)
Leasing						
Marunouchi Area Office Building	-	243,681	61,175	248,249	62,195	251,000
Tokyo Area Office Building (Outside of Marunouchi)	-	128,927	33,667	140,514	37,477	147,000
Office Building (Outside of Tokyo)	-	64,548	14,372	59,457	15,132	61,000
Outlet Mall	-	46,386	5,740	40,027	9,368	49,000
Other*2	-	40,919	7,237	36,175	8,026	35,000
Total leasing	-	524,464	122,193	524,423	132,200	543,000
Sales of assets	-	91,030	19,280	52,878	56,073	134,000
Other	-	108,217	26,555	95,139	18,216	110,000
Total	-	723,712	168,030	672,441	206,490	787,000

\*1 Including revenue from other segments

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

#### 2. Office Building Data (Consolidated)

(Thousands of square meters)

	At Mar 31, 2019	At Mar 31, 2020	At Jun 30, 2020	At Mar 31, 2021	At Jun 30, 2021
Contracted area	3,968	4,120	4,140	4,147	4,135
Owned by MEC	2,536	2,592	2,593	2,543	2,525
Subleases	1,432	1,528	1,547	1,604	1,609

#### 3. Office Building Data (Unconsolidated)

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

	At Mar 31, 2019	At Mar 31, 2020	At Jun 30, 2020	At Mar 31, 2021	At Jun 30, 2021	At Mar 31, 2022 (Estimates)
(1) Total operating floor space						
Owned by MEC	3,729	3,736	3,716	3,732	3,732	3,736
Subleases	2,016	2,133	2,167	2,259	2,259	2,272
Total	5,745	5,869	5,882	5,991	5,991	6,009
(2) Leasable area	3,631	3,726	3,752	3,807	3,804	3,808
(3) Vacancy rate (All uses in Japan*1 )	1.80 %	1.07 %	1.13 %	2.35 %	2.90 %	3.0 %
(4) Average rent*2 (All uses in Japan)	26,702	27,177	27,361	27,793	27,935	28,500

\*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, 2019	At Mar 31, 2020	At Jun 30, 2020	At Mar 31, 2021	At Jun 30, 2021
Operating floor space	2,915	2,915	2,915	2,952	2,952
Leasable area	1,755	1,751	1,755	1,773	1,768
Office vacancy rate	2.19 %	0.69 %	0.66 %	2.50 %	2.49 %
Building lease revenue	235,119	243,457	61,201	247,558	62,428

## 5. Domestic Condominium Business Data

	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q	FY2022 (Estimates)
Condominiums sold (Millions of yen)	238,924	202,876	20,841	203,513	18,599	203,000
Condominiums sold (units)	4,007	3,214	312	3,476	289	2,900
Gross Margin*	17.0 %	17.8 %	19.0 %	18.7 %	18.8 %	20.0 %
Inventory (units)	542	373	348	213	203	-
New Supply of condominiums (units)	3,966	2,924	76	2,350	454	1,700
Condominium contract balance (Millions of yen)	144,970	162,141	176,757	140,455	192,110	-
The fiscal year share (Millions of yen)	-	-	142,348	-	182,828	-
The following fiscal year share (Millions of yen)	104,242	130,195	34,409	139,475	9,282	-
The post following fiscal year share (Millions of yen)	40,728	31,946	-	980	-	-

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

## IV. Historical Performance Data (Consolidated)

### 1. Major Performance Items

Millions of yen (rounded down)

		FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q	FY2022 (Estimates)
PL	Revenue from Operations	1,263,283	1,302,196	257,481	1,207,594	307,402	1,326,000
	Operating income	229,178	240,768	54,228	224,394	62,563	245,000
	Income before taxes and special items	206,587	219,572	51,331	210,965	57,948	220,000
	Profit attributable to owners of parent	134,608	148,451	29,263	135,655	34,708	142,000
BS	Total assets*1	5,774,193	5,858,236	5,898,289	6,072,519	6,299,458	6,300,000
	Inventories	361,455	329,305	316,257	364,834	350,980	-
	Fixed assets (property and equipment and Intangible assets)	4,183,212	4,204,019	4,224,360	4,280,988	4,372,664	-
	Interest-bearing debt	2,319,597	2,429,883	2,542,951	2,526,142	2,757,002	2,680,000
	Net interest-bearing debt	2,140,288	2,216,874	2,327,937	2,353,835	2,482,316	2,530,000
	Average interest rate	0.98 %	0.93 %	0.90 %	0.87 %	0.77 %	0.84 %
	Shareholders' equity *2	1,770,643	1,734,462	1,727,275	1,851,899	1,891,019	1,900,000
CF	Cash flow from operating activities	345,954	341,766	(15,384)	207,414	26,704	187,000
	(Depreciation and amortization)	80,336	84,941	21,407	89,107	22,068	90,000
	Cash flow from investing activities	(271,083)	(277,440)	(75,648)	(297,303)	(102,266)	(352,000)
	(Capital investment)	(285,089)	(331,857)	(71,345)	(319,841)	(98,485)	(394,000)
	Cash flow from financing activities	(192,473)	(28,886)	95,080	50,425	172,755	145,000
	Free Cash Flow	74,871	64,326	(91,032)	(89,889)	(75,562)	(165,000)
Indicator	Business Profit *3	229,442	240,998	54,328	224,701	62,682	245,300
	EBITDA *4	320,641	336,784	77,658 *5	331,821 *5	88,513	344,000
	ROA*6	4.0 %	4.1 %	- %	3.8 %	- %	4.0 %
	ROE*7	7.8 %	8.5 %	- %	7.6 %	- %	7.6 %
	EPS(Yen)	96.97	108.64	21.86	101.34	25.93	106.70
	Net interest-bearing debt/EBITDA	6.7 times	6.6 times	- times	7.1 times	- times	7.4 times
	After hybrid debt deductions *8	6.1 times	6.1 times	- times	6.6 times	- times	6.9 times
	Debt equity ratio *9	1.31	1.40	1.47	1.36	1.46	1.41
After hybrid debt deductions*8	1.10	1.18	1.24	1.18	1.27	1.23	
Other	Interest expense	23,503	22,100	5,564	21,602	5,100	22,000
	Interest coverage ratio (ICR) *10	10.1 times	11.3 times	- times	11.2 times	- times	11.5 times
	Annual dividends per share(Yen)	30	33	-	31	-	33
	Dividend payout ratio	30.9 %	30.4 %	- %	30.6 %	- %	30.9 %
	Current value of Income generating assets	7,941,134	8,270,844	-	8,361,217	-	-
	Income generating assets unrealized gain	3,898,413	4,222,505	-	4,250,222	-	-
	Exchange average rate(¥/\$) /PL	110.44	109.03	108.86	106.77	106.09	106.00
	Exchange average rate(¥/£) /PL	147.41	139.19	139.33	137.01	146.33	149.00
	Exchange current rate(¥/\$) /BS	111.00	109.56	108.83	103.50	110.71	106.00
Exchange current rate(¥/£) /BS	140.46	143.48	133.32	139.82	152.23	149.00	

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

\*3 Business Profit = Operating Income + Equity in earnings(loss) unconsolidated subsidiaries and affiliates

\*4 EBITDA = Operating income + Interest income + Dividend income + Equity in earnings of unconsolidated subsidiaries and affiliates + Depreciation + Amortization of goodwill

\*5 D&A for FY2021-1Q, FY2021 = Total of D&A - D&A included in Loss on infectious disease (1,976 millions of yen)

\*6 ROA = Business Profit / Total assets (average)

\*7 ROE = Profit attributable to owners of parent / Shareholders' equity (average)

\*8 The subordinated bond and subordinated loan subject to equity credit from a credit rating agency (50% equity treatment) are shown after deductions.

\*9 Debt equity ratio = Interest-bearing debt / Shareholders' equity

\*10 ICR = (Operating income + Interest income + Dividend income + Equity in earnings of unconsolidated subsidiaries and affiliates) / Interest expense

## 2. Segment Information (Consolidated)

		Millions of yen (rounded down)					
		FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q	FY2022 (Estimates)
Revenue from Operations	Commercial Property Business	-	723,712	168,030	672,441	206,490	787,000
	Residential Business	-	385,538	58,395	362,755	66,628	373,000
	International Business	-	134,175	19,414	114,457	21,368	96,000
	Investment Management Business	-	21,316	5,449	22,199	5,549	23,000
	Architectural Design & Engineering Business and Real Estate Services Business	-	57,128	10,465	56,064	11,053	62,000
	Others	-	8,743	2,032	9,055	2,575	10,000
	Eliminations or Corporate	-	(28,418)	(6,305)	(29,378)	(6,262)	(25,000)
	<b>Total</b>	<b>1,263,283</b>	<b>1,302,196</b>	<b>257,481</b>	<b>1,207,594</b>	<b>307,402</b>	<b>1,326,000</b>
Operating income	Commercial Property Business	-	187,855	53,598	180,775	56,826	194,000
	Residential Business	-	24,320	270	24,068	2,979	24,000
	International Business	-	46,156	7,192	37,932	8,268	42,000
	Investment Management Business	-	4,467	1,404	5,966	1,357	7,000
	Architectural Design & Engineering Business and Real Estate Services Business	-	2,407	(1,769)	959	(1,209)	4,000
	Others	-	(2,018)	(384)	(1,089)	(104)	(2,000)
	Eliminations or Corporate	-	(22,420)	(6,083)	(24,219)	(5,555)	(24,000)
	<b>Total</b>	<b>229,178</b>	<b>240,768</b>	<b>54,228</b>	<b>224,394</b>	<b>62,563</b>	<b>245,000</b>
Business Profit*	Commercial Property Business	-	188,099	53,686	181,084	56,940	194,300
	Residential Business	-	24,305	281	24,066	2,984	24,000
	International Business	-	46,156	7,192	37,932	8,268	42,000
	Investment Management Business	-	4,467	1,404	5,966	1,357	7,000
	Architectural Design & Engineering Business and Real Estate Services Business	-	2,407	(1,769)	959	(1,209)	4,000
	Others	-	(2,018)	(384)	(1,089)	(104)	(2,000)
	Eliminations or Corporate	-	(22,420)	(6,083)	(24,219)	(5,555)	(24,000)
	<b>Total</b>	<b>229,442</b>	<b>240,998</b>	<b>54,328</b>	<b>224,701</b>	<b>62,682</b>	<b>245,300</b>
Depreciation and amortization	Commercial Property Business	-	70,927	17,245	71,713	17,812	-
	Residential Business	-	3,946	1,026	4,120	1,037	-
	International Business	-	6,646	1,993	8,599	1,998	-
	Investment Management Business	-	1,333	343	1,359	338	-
	Architectural Design & Engineering Business and Real Estate Services Business	-	868	219	909	219	-
	Others	-	98	31	130	33	-
	Eliminations or Corporate	-	1,119	548	2,274	628	-
	<b>Total</b>	<b>80,336</b>	<b>84,941</b>	<b>21,407</b>	<b>89,107</b>	<b>22,068</b>	<b>90,000</b>
Amortization of goodwill	Commercial Property Business	-	-	18	75	18	-
	Residential Business	-	386	89	358	89	-
	International Business	-	66	16	64	16	-
	Investment Management Business	-	1,929	482	2,146	406	-
	Architectural Design & Engineering Business and Real Estate Services Business	-	208	94	377	94	-
	Others	-	-	-	-	-	-
	Eliminations or Corporate	-	-	-	-	-	-
	<b>Total</b>	<b>3,282</b>	<b>2,591</b>	<b>701</b>	<b>3,022</b>	<b>625</b>	<b>2,000</b>
Capital investment	Commercial Property Business	-	169,163	46,307	193,938	51,702	-
	Residential Business	-	45,079	16,547	72,629	19,483	-
	International Business	-	113,755	7,617	47,713	31,802	-
	Investment Management Business	-	328	2	54	0	-
	Architectural Design & Engineering Business and Real Estate Services Business	-	948	48	454	93	-
	Others	-	411	173	321	62	-
	Eliminations or Corporate	-	2,172	648	4,729	(4,659)	-
	<b>Total</b>	<b>285,089</b>	<b>331,857</b>	<b>71,345</b>	<b>319,841</b>	<b>98,485</b>	<b>394,000</b>
Total assets	Commercial Property Business	-	4,135,091	4,138,011	4,167,287	4,216,957	-
	Residential Business	-	570,282	567,876	673,344	695,888	-
	International Business	-	887,179	877,241	929,869	1,061,613	-
	Investment Management Business	-	71,829	68,430	77,586	78,617	-
	Architectural Design & Engineering Business and Real Estate Services Business	-	55,737	51,128	56,067	52,058	-
	Others	-	13,270	24,949	25,367	25,833	-
	Eliminations or Corporate	-	124,847	170,651	142,995	168,489	-
	<b>Total</b>	<b>5,774,193</b>	<b>5,858,236</b>	<b>5,898,289</b>	<b>6,072,519</b>	<b>6,299,458</b>	<b>6,300,000</b>

\* Business Profit: Operating Income + Equity in earnings(loss) of unconsolidated subsidiaries and affiliates

## V. Mitsubishi Estate Group Companies' Data

Millions of yen (rounded down)

Mitsubishi Estate Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Revenue from operations	498,273	549,362	142,164	542,646	125,634
Operating income	110,803	117,176	42,643	138,571	26,847
Income before taxes and special items	126,115	131,431	64,451	158,345	45,003
Net income	100,980	109,251	51,408	110,616	39,256
Total assets	4,749,852	4,782,507	4,842,127	4,936,321	5,078,823
Depreciation and amortization	47,579	51,121	12,555	51,455	12,964
Mitsubishi Jisho Property Management Co., Ltd.*					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	79,547	80,683	18,750	83,247	22,041
Operating income	5,950	5,960	875	5,757	1,139
Income before taxes and special items	5,936	5,960	875	5,757	1,147
Net income	4,282	4,101	605	3,978	764
Total assets	77,146	77,633	71,018	82,448	90,677
Depreciation and amortization	227	201	48	209	52
Number of management properties	172	184	-	197	-
Management area	8,124,226 m <sup>2</sup>	8,615,266 m <sup>2</sup>	- m <sup>2</sup>	8,963,474 m <sup>2</sup>	- m <sup>2</sup>
Marunouchi Heat Supply Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	64.16 %	65.59 %	65.59 %	65.59 %	65.59 %
Revenue from operations	14,833	15,766	3,518	15,694	3,637
Operating income	1,855	2,037	237	1,771	210
Income before taxes and special items	1,837	1,982	189	1,615	65
Net income	1,712	4,327	130	995	760
Total assets	33,255	39,631	38,559	41,923	41,314
Depreciation and amortization	2,600	2,732	834	3,594	870
Sunshine City Corporation					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	63.20 %	63.20 %	63.20 %	63.20 %	63.20 %
Revenue from operations	28,121	26,926	5,186	24,079	5,679
Operating income	6,933	5,213	1,450	5,194	1,085
Income before taxes and special items	5,690	3,473	1,214	4,344	1,019
Net income	3,954	2,372	336	2,085	719
Total assets	111,663	106,081	106,353	104,830	103,592
Depreciation and amortization	5,265	5,686	1,389	5,732	1,407
Mitsubishi Estate · Simon Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	60.00 %	60.00 %	60.00 %	60.00 %	60.00 %
Revenue from operations	46,659	46,393	5,740	40,030	9,368
Operating income	19,673	18,963	1,454	14,619	3,193
Income before taxes and special items	19,952	19,219	1,524	14,942	3,199
Net income	13,572	13,165	425	9,477	2,203
Total assets	108,913	110,754	113,133	121,724	116,628
Depreciation and amortization	5,035	5,197	1,334	6,126	1,557
Store floor area	314,600 m <sup>2</sup>	315,300 m <sup>2</sup>	- m <sup>2</sup>	345,500 m <sup>2</sup>	- m <sup>2</sup>

\* 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.

Millions of yen (rounded down)

Tokyo Ryutsu Center Inc.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	58.22 %	60.03 %	60.03 %	60.03 %	60.42 %
Revenue from operations	10,349	10,361	2,824	9,245	1,832
Operating income	3,223	3,238	1,159	1,997	256
Income before taxes and special items	2,874	2,976	1,085	1,711	224
Net income	2,543	2,037	748	1,224	(1,625)
Total assets	65,560	65,166	65,020	63,777	62,697
Depreciation and amortization	2,686	2,617	642	2,576	577
Royal Park Hotels and Resorts Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	25,388	24,266	824	9,775	2,775
Operating income	549	(992)	(1,872)	(7,343)	(2,828)
Income before taxes and special items	505	(1,004)	(1,878)	(6,915)	(2,530)
Net income	432	(1,304)	(4,053)	67	(2,534)
Total assets	12,327	10,366	11,202	13,722	12,525
Depreciation and amortization	928	1,220	284	1,157	255
Mitsubishi Estate Residence Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	302,180	269,660	36,229	251,093	41,970
Operating income	26,260	24,729	1,385	23,702	3,659
Income before taxes and special items	24,777	23,184	1,034	22,146	3,230
Net income	17,692	16,429	695	14,750	2,241
Total assets	583,392	570,960	569,491	671,252	696,848
Depreciation and amortization	1,853	2,218	596	2,488	676
Mitsubishi Estate Home Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	34,578	35,474	2,943	28,200	4,835
Operating income	341	54	(962)	318	(782)
Income before taxes and special items	347	68	(962)	324	(780)
Net income	197	(29)	(965)	287	(783)
Total assets	11,506	11,232	9,833	13,092	7,873
Depreciation and amortization	312	402	93	400	86
Mitsubishi Jisho Community Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	71.47 %	71.47 %	71.47 %	71.47 %	71.47 %
Revenue from operations	52,563	55,514	12,833	55,663	13,309
Operating income	3,170	3,353	894	3,629	616
Income before taxes and special items	3,237	3,427	908	3,690	613
Net income	2,101	2,222	587	2,477	398
Total assets	19,440	20,851	18,460	21,908	19,649
Depreciation and amortization	393	401	99	394	84
Number of condominium management units	349,572 units	352,365 units	- units	350,682 units	- units

MEC Group International, Inc.*					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	107,952	91,990	17,154	89,222	21,039
Operating income	28,143	24,861	5,654	30,877	8,723
Income before taxes and special items	26,119	22,874	5,077	26,353	8,197
Net income	13,339	12,654	4,241	17,077	4,568
Total assets	410,801	429,135	444,118	468,786	512,136
Depreciation and amortization	5,535	4,762	1,458	5,744	1,476
Mitsubishi Estate Europe Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	7,912	43,672	2,174	22,785	1,062
Operating income	4,320	20,361	1,139	4,709	292
Income before taxes and special items	3,612	19,060	1,052	4,342	(494)
Net income	2,910	16,982	650	2,736	(899)
Total assets	156,852	189,954	180,775	192,419	259,080
Depreciation and amortization	1,876	1,834	517	1,846	325
Mitsubishi Estate Asia Pte. Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	2,918	1,905	507	3,042	344
Operating income	1,502	381	164	1,322	(176)
Income before taxes and special items	1,625	558	502	1,809	(56)
Net income	1,647	534	486	1,788	(69)
Total assets	36,599	38,802	37,397	38,750	41,157
Depreciation and amortization	133	130	49	128	53
Mitsubishi Jisho Sekkei Inc.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	21,552	18,838	3,047	20,034	3,141
Operating income	3,474	2,446	61	3,052	24
Income before taxes and special items	3,496	2,394	63	3,073	26
Net income	2,374	1,617	40	2,110	(6)
Total assets	25,859	25,053	23,307	27,106	24,002
Depreciation and amortization	239	312	81	329	80
Mitsubishi Real Estate Services Co., Ltd.					
	FY2019	FY2020	FY2021-1Q	FY2021	FY2022-1Q
Share of Voting rights	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Revenue from operations	27,524	27,117	4,474	22,662	5,077
Operating income	2,741	1,031	(1,074)	202	(828)
Income before taxes and special items	2,797	1,367	(1,094)	216	(830)
Net income	1,838	755	(772)	21	(565)
Total assets	26,359	25,047	23,590	23,847	23,503
Depreciation and amortization	397	416	86	362	87
Amount of transaction	307,369	450,048	-	260,240	-
Number of brokerage	1,129	1,095	-	932	-
Number of parking management	50,540	55,379	-	56,596	-

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