

FY2023 - 3Q  
(The Fiscal Year Ending March 31, 2024)

# Mitsubishi Estate IR Presentation

For details of the "Long-Term Management Plan 2030", which began from April 2020, please see to the following link.

<https://www.mec.co.jp/en/ir/plan2030/>

Copyright © MITSUBISHI ESTATE Co., Ltd. All Rights Reserved

# Summary

## FY2023 Forecasts Revised

- **Upwardly operating profit to ¥267.0 billion (+¥3.0 billion vs. previous forecast)** (+¥10.0 bn. for Commercial Property and -¥7.0 bn. for Investment Management)
- **Ordinary profit and profit attributable to owners of parent are not revised.**
- **Due to strong office leasing, the vacancy rate for Marunouchi is expected to improve to mid-2% by the end of FY2023.**

## FY2023 3Q Results

- **Operating Profit down YoY** due to a rebound from the overseas capital gains and adjustment of incentive fees (non-cash) in Investment Management.
- **Domestic and overseas capital gains are progressing well toward the full-year forecast.**

\*Definition of Term

“FY2023” means the Group’s fiscal year ending March 31, 2024, and other fiscal years mean in a corresponding manner

# FY2023 Forecasts (Revised)

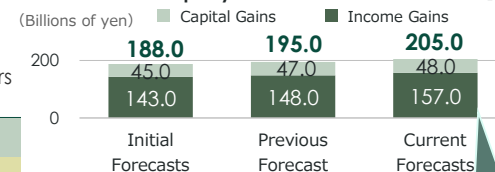
---

# 1. Income Statement Forecasts - Current vs Previous Forecasts (as of Nov. 9, 2023)

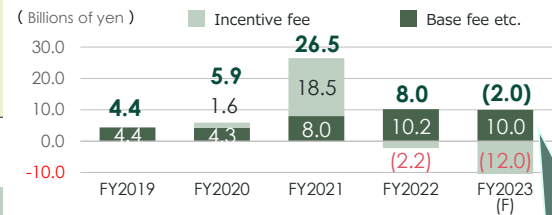
Upwardly revised operating profit by +¥3.0 billion.

Millions of yen (rounded down)	FY2023 Current Forecasts	FY2023 Previous Forecasts	Change	Main factors
<b>Operating revenue</b>	<b>1,469,000</b>	<b>1,469,000</b>	<b>—</b>	
<b>Operating profit</b>	<b>267,000</b>	<b>264,000</b>	<b>+ 3,000</b>	
Commercial Property Business	205,000	195,000	+ 10,000	+Increase in rental profit from office, hotels, commercial properties, and flexible office business, etc.
Residential Business	36,000	36,000	—	
International Business	54,000	54,000	—	
Investment Management Business	(2,000)	5,000	(7,000)	-Adjustment of previously recorded incentive fees (non-cash)
Architectural Design & Engineering Business and Real Estate Services Business	5,000	5,000	—	
Other	(1,000)	(1,000)	—	
Eliminations or corporate	(30,000)	(30,000)	—	
Non-operating income	11,000	11,000	—	
Non-operating expenses	46,000	43,000	+ 3,000	
<b>Ordinary profit</b>	<b>232,000</b>	<b>232,000</b>	<b>—</b>	
Extraordinary income	31,000	31,000	—	
Extraordinary losses	5,000	5,000	—	
Total income taxes	89,000	79,000	+ 10,000	Specific tax effects (tax period slippage)
Profit attributable to non-controlling interests	3,000	13,000	(10,000)	Decrease in incentive fees also decreases distributions to non-controlling interests
<b>Profit attributable to owners of parent</b>	<b>166,000</b>	<b>166,000</b>	<b>—</b>	

[Commercial Property Business Forecast Revision]



Income Gains  
+10%  
since initial



Base fee is  
stable.

## 2. Income Statement Forecast - Current Forecasts vs. FY2022 Results

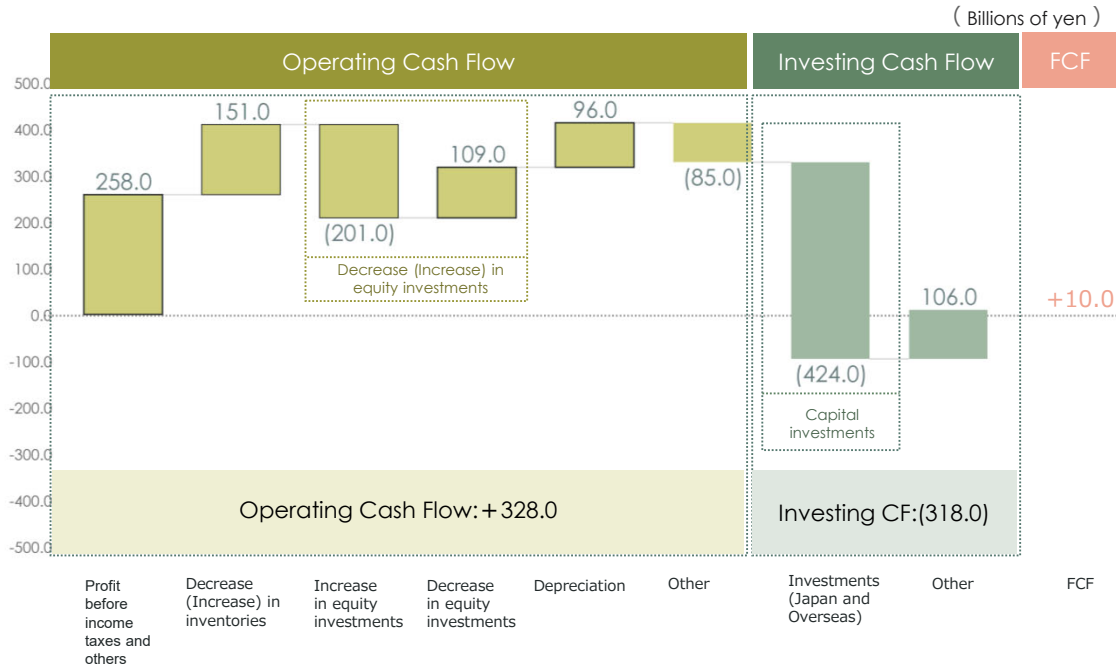
Profit attributable to owners of parent is expected to hit another high for three years straight.

Millions of yen (rounded down)	FY2023 Forecasts	FY2022 Results	Change	
<b>Operating revenue</b>	<b>1,469,000</b>	<b>1,377,827</b>	<b>+91,173</b>	<b>Main factors</b>
<b>Operating profit</b>	<b>267,000</b>	<b>296,702</b>	<b>(29,702)</b>	
Commercial Property Business	205,000	188,852	+16,148	+Increase in rental profit from office, hotels, commercial properties, and flexible office business, increase in capital gains
Residential Business	36,000	35,037	+963	
International Business	54,000	89,400	(35,400)	-In reaction to large capital gains in the previous year
Investment Management Business	(2,000)	8,054	(10,054)	-Adjustment of previously recorded incentive fees (non-cash)
Architectural Design & Engineering Business and Real Estate Services Business	5,000	4,176	+824	
Other	(1,000)	(2,121)	+1,121	
Eliminations or corporate	(30,000)	(26,696)	(3,304)	
Non-operating income	11,000	14,361	(3,361)	
Non-operating expenses	46,000	39,244	+6,756	- Increase in interest expense
<b>Ordinary profit</b>	<b>232,000</b>	<b>271,819</b>	<b>(39,819)</b>	
Extraordinary income	31,000	12,224	+18,776	+Improvements of extraordinary profit and loss
Extraordinary losses	5,000	31,141	(26,141)	
Total income taxes	89,000	70,634	+18,366	Specific tax effects (tax period slippage)
Profit attributable to non-controlling interests	3,000	16,924	(13,924)	Decrease in incentive fees also decreases distributions to non-controlling interests
<b>Profit attributable to owners of parent</b>	<b>166,000</b>	<b>165,343</b>	<b>657</b>	

# 3. Cash Flow Forecast

※Unchanged from the previous forecast announced on Nov. 9, 2023

Continued investment for profit growth. FCF to be managed through returns for controlling balance sheet.



## Investment assumption

( Billions of yen )

Initial Plan	
Capital Investments	424.0
Equity Investments	201.0
<b>Total</b>	<b>625.0</b>

# FY2023-3Q Overview

---

# 1. Income Statement Summary

**Operating Profit: ¥146.8 bn, Profit Attributable to Owners of Parent: ¥77.5 bn**

Millions of yen (rounded down)	FY2023-3Q Results	FY2022-3Q Results	Change	
<b>Operating revenue</b>	<b>926,448</b>	<b>906,324</b>	<b>+ 20,124</b>	<b>Main Factors</b>
<b>Operating profit</b>	<b>146,821</b>	<b>200,012</b>	<b>(53,191)</b>	
Commercial Property Business	134,215	121,913	+ 12,301	+Increase in office building rental profits; Business environment improvements in Hotels/Commercial properties
Residential Business	7,049	10,137	(3,087)	-Sales of rental apartments centered in 4Q
International Business	26,781	69,178	(42,396)	-In reaction to large capital gains in FY'22; capital gains in FY'23 are centered in 4Q
Investment Management Business	(3,593)	19,382	(22,975)	-Decline of incentive fees (non-cash)
Architectural Design & Engineering Business and Real Estate Services Business	4,568	420	+ 4,147	+Design and real estate brokerage in good shape
Other	(1,129)	(1,514)	+ 384	
Eliminations or corporate	(21,070)	(19,506)	(1,564)	
Non-operating income	13,278	11,771	+ 1,506	
Non-operating expenses	36,815	28,779	+ 8,036	- Increase in interest expense
<b>Ordinary profit</b>	<b>123,284</b>	<b>183,004</b>	<b>(59,720)</b>	
Extraordinary income	16,295	8,860	+ 7,434	Increase in gain on sales of investment securities
Extraordinary losses	—	23,430	(23,430)	Decrease in loss related to retirement of non-current assets
Total income taxes	54,662	45,458	+ 9,204	Specific tax effects (tax period slippage)
Profit attributable to non-controlling interests	7,369	20,167	(12,798)	Decrease in incentive fees also decreases distributions to non-controlling interests
<b>Profit attributable to owners of parent</b>	<b>77,547</b>	<b>102,809</b>	<b>(25,262)</b>	

	Millions of yen (rounded off to the nearest billion)		
	FY2023 3Q Results	FY2022 3Q Results	Change
<b>Capital Gains included in Operating Profit</b>			
Commercial Property	11,000	11,000	0
Residential	7,000	12,000	(5,000)
International	11,000	47,000	(36,000)
<b>Total</b>	<b>29,000</b>	<b>70,000</b>	<b>(41,000)</b>

**Contracts and deliveries are on schedule.**

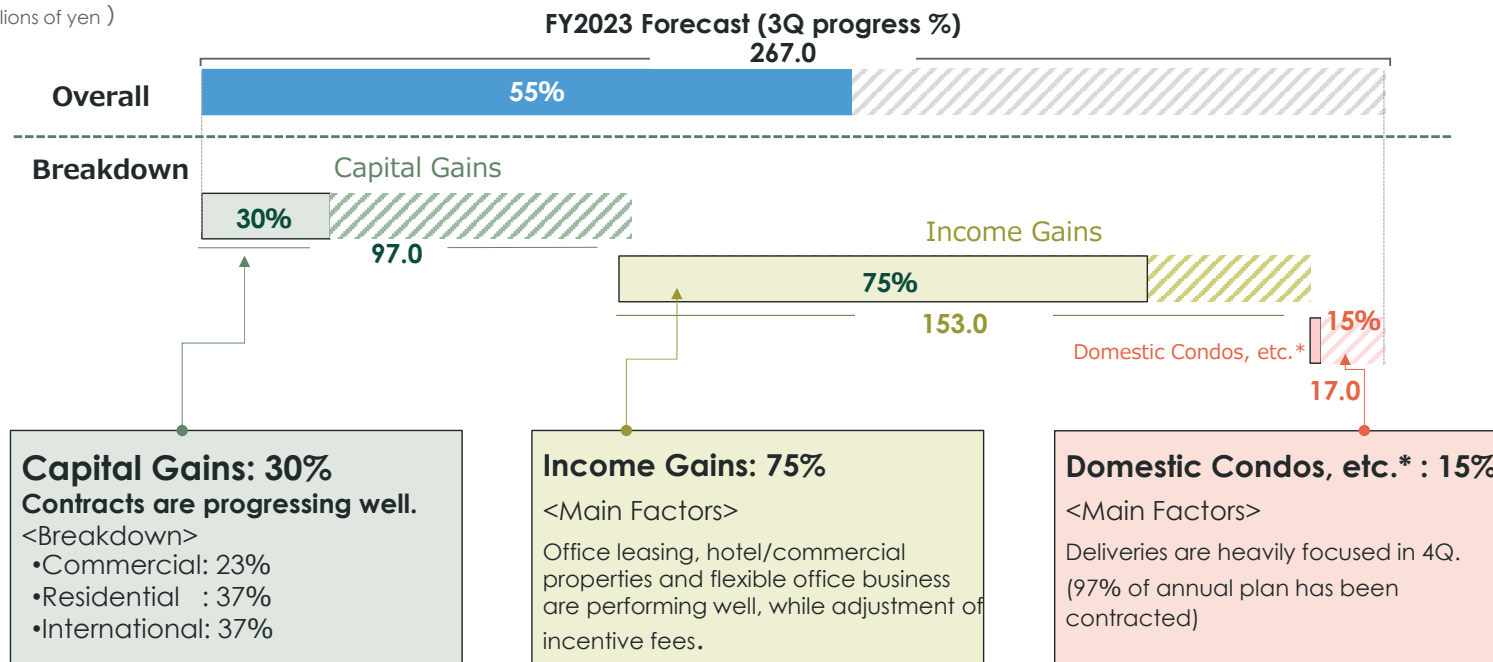


## 2. Financial Highlights - 3Q

Income Gains progressed well. Capital Gains & Domestic Condos are centered in 4Q, and contracts are progressing.

### Operating Profit / Progress vs. Forecast

( Billions of yen )



\* The Mitsubishi Estate Residence's standalone figure excluding gains on sales rental apartments, etc.

### 3. Balance Sheet Summary

( Billions of yen )

Assets	As of December 31, 2023	As of March 31, 2023	Change
Inventories	634.5	493.5	+141.0
Property, plant and Equipment	4,558.4	4,416.2	+142.2
Equity investments	935.1	716.4	+218.7
Other	1,427.0	1,245.7	+181.2
<b>Total assets</b>	<b>7,555.2</b>	<b>6,871.9</b>	<b>+683.3</b>

PPE/equity investments  
etc. increased due to  
progress in selected  
investments

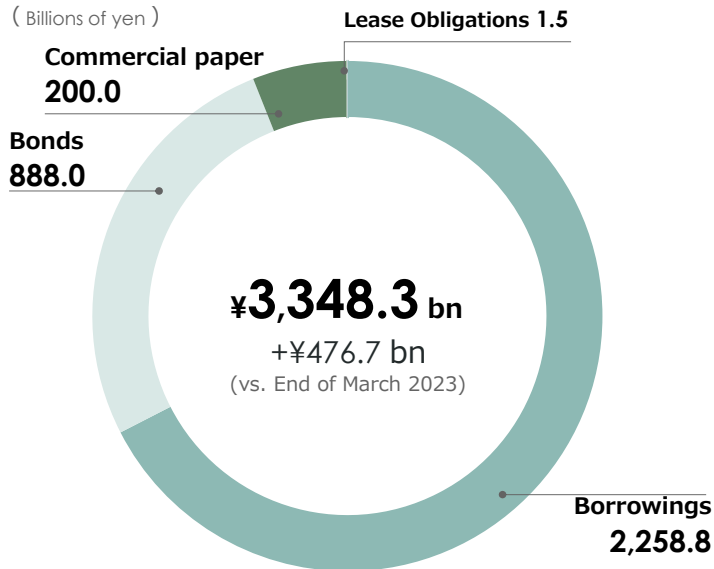
Liabilities and net assets	As of December 31, 2023	As of March 31, 2023	Change
Interest-bearing debt	3,348.3	2,871.6	+476.7
Other	1,713.0	1,620.3	+92.7
<b>Liabilities</b>	<b>5,061.4</b>	<b>4,492.0</b>	<b>+569.4</b>
<b>Net assets</b>	<b>2,493.7</b>	<b>2,379.9</b>	<b>+113.8</b>
<b>Total liabilities and net assets</b>	<b>7,555.2</b>	<b>6,871.9</b>	<b>+683.3</b>

# 4. Interest-Bearing Debt

(as of end of December 2023)

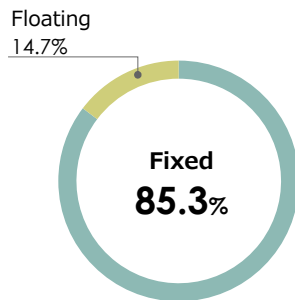
## Consolidated Interest-Bearing Debt

( Billions of yen )

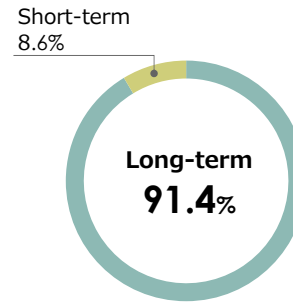


(as of end of December 2023)

### Fixed/Floating Rates\*

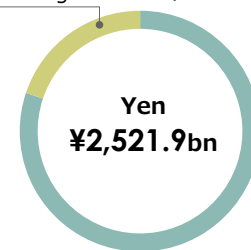


### Long/Short Terms\*



### Yen/Foreign Currency\*

Foreign currencies ¥624.9 bn  
(Floating ¥419.6bn)



Average Remaining Maturity  
(MEC standalone)

**7.4** years

### Credit Rating

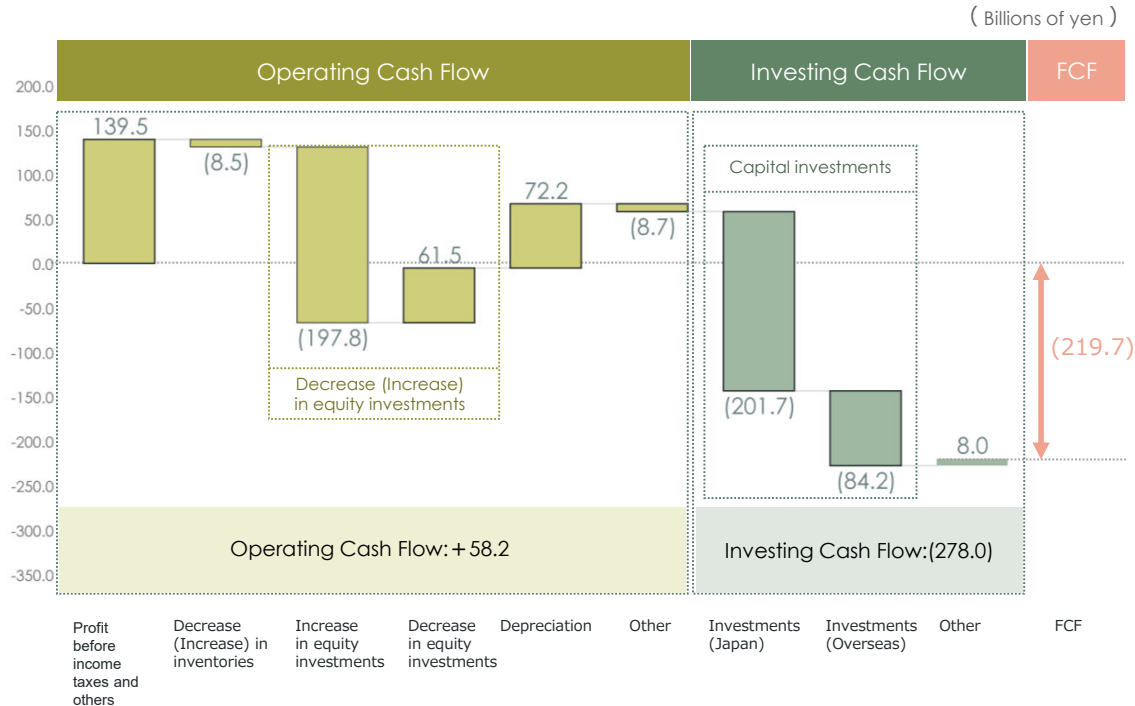
(From October 23, 2023)

Credit Rating Agency	Long-term Rating
Moody's	A2
Standard and Poor's (S&P)	A+
Rating and Investment Information (R&I)	AA- (Positive)
Outlook upgraded from Stable to Positive(Oct. 2023)	
Japan Credit Rating Agency	AA+

\* Excluding commercial papers and lease obligations

## 5. Cash Flow Summary

Acquired selected investment opportunities well in Japan and overseas. Capital gains to be in 4Q.



### Investment Progress

(Billions of yen)

	Initial Plan	3Q YTD Act	%
Capital Investments	424.0	286.0	67%
Japan		201.7	—
Overseas		84.2	—
Equity Investments	201.0	197.8	98%
Japan		52.1	—
Overseas		145.7	—
<b>Total</b>	<b>625.0</b>	<b>483.8</b>	<b>77%</b>

# Strategy and Progress

---

For details of the "Long-Term Management Plan 2030", please refer to the following link.  
<https://www.mec.co.jp/en/ir/plan2030/>

# Environment Analysis and Our Strengths

## Environment Changes

<p><b>Japan</b></p>  <p><b>Inflation</b></p> <p><b>Monetary Policy</b></p> <p><b>Office Demand</b></p>	<p>Surging construction cost</p> <p>Higher energy cost</p> <p>Anticipated pay/rent increases</p> <p>Anxiety over the policy change</p> <p>Being resilient</p>	<p><b>Overseas</b></p>  <p><b>Financial Env.</b></p> <p><b>Office Demand</b></p>	<p>Rising interest rates</p> <p>The impact on Real Estate market</p> <p>Concerns due to changing workstyles</p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------



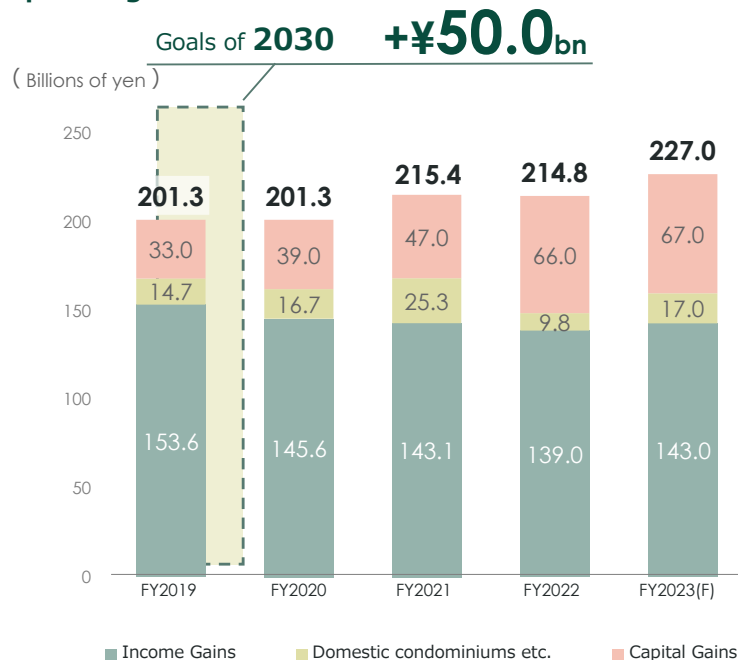
**Current Status** ■ Laggard stocks, NAV discount in Real Estate industry stock ■ Uncertainty about Real Estate market overseas

## Our Strengths

<p><b>1 Domestic Asset Business</b></p> <ul style="list-style-type: none"> <li>• Office rental profits centered Marunouchi</li> <li>• Capital recycling profits in Prime Areas</li> </ul>	<p><b>2 International Asset Business</b></p> <ul style="list-style-type: none"> <li>• US: Flagship buildings' rental profit</li> <li>• UK: New buildings' rental profit</li> <li>• Development gains from various areas/assets</li> </ul>	<p><b>3 Non-asset Business</b></p> <ul style="list-style-type: none"> <li>• Globally growing Investment Management</li> <li>• Hotels backed by higher demand</li> </ul>
-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------

# 1. Domestic Asset : Operating Profit

## Operating Profit



## Advancing Marunouchi Redevelopment/ Rental Profit

Redeveloped	New Projects*	Vacancy Rate of Marunouchi / Office
<b>19 buildings</b> /35 in total <b>2million m<sup>2</sup></b>	<b>1.1~1.3million m<sup>2</sup></b>	<b>2.88%</b> As of end of Dec. 2023

## Capital Gains

Capital Recycling Assets	NOI Yield of Assets under Operation	High Capital Gains
<b>Over ¥1.2tn</b>	<b>Approx. 7.0%</b>	<b>¥66 bn</b>

## Residential Business

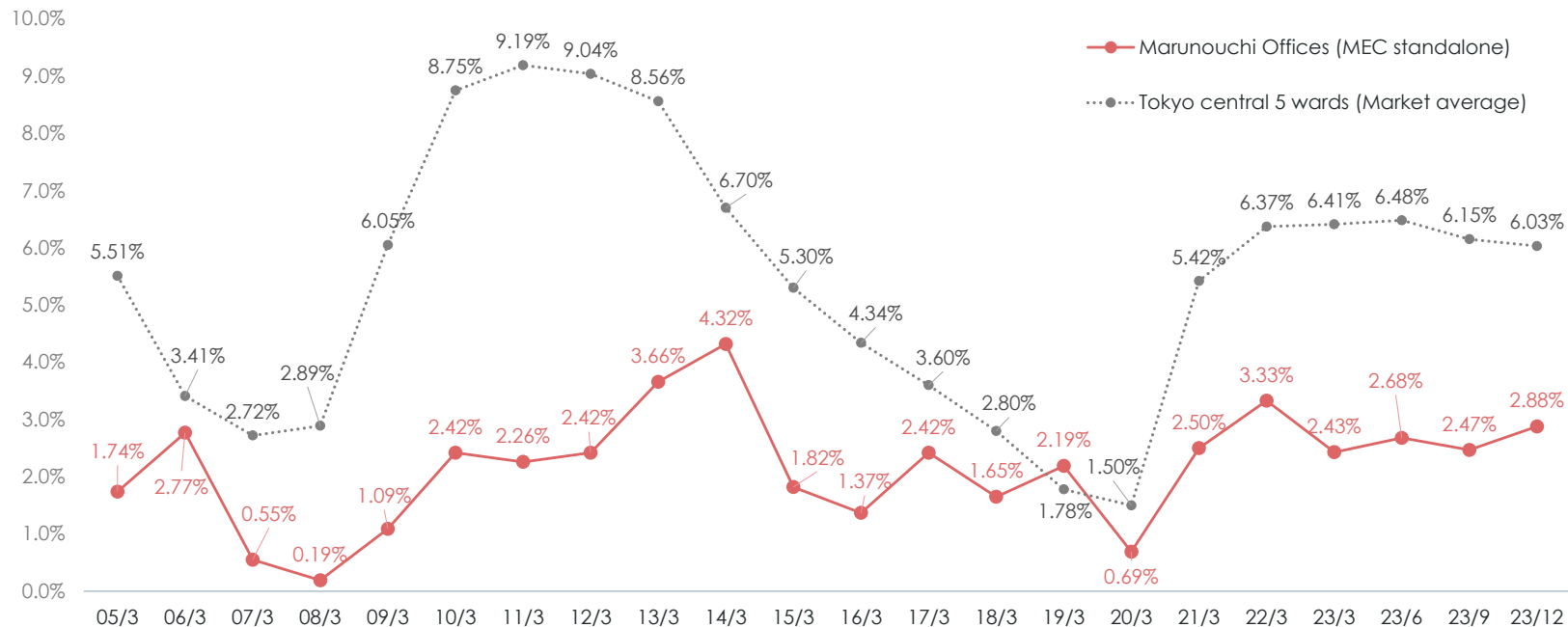
Land Bank	Gross Profit Margin	Owned Rental Apartments etc.
<b>16,500 units</b>	<b>26.1%</b>	<b>120 buildings</b>

\* Total area to be supplied at the Marunouchi NEXT stage announced in 2020

\*\*FY2022 results and at the end of March 2023 unless otherwise described; the area represents total floor area

## 2. Domestic Asset : Vacancy Rates

### Tokyo Central 5 Wards (Market) vs. Marunouchi Offices (MEC standalone)



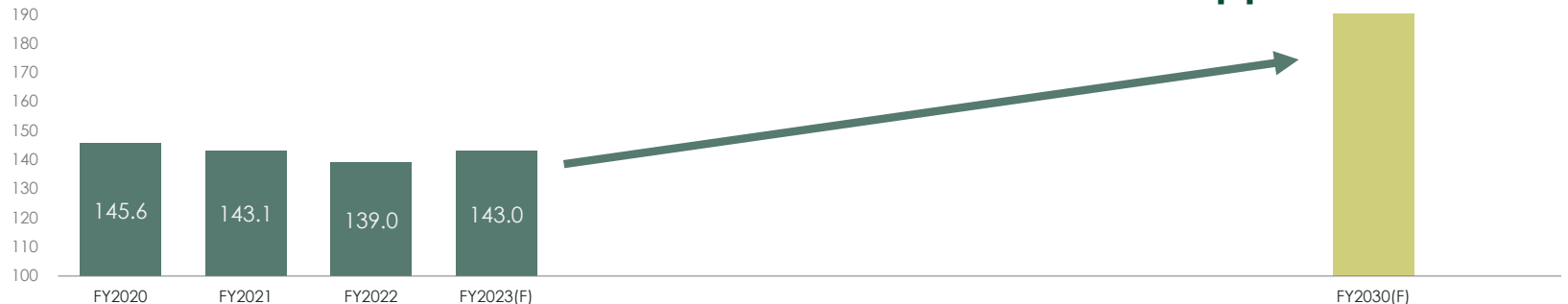
Source: Miki Shoji Co., Ltd. and MEC's property data



### 3. Domestic Asset : Growth in Income Gain

#### Rental Profit etc. (Income Gain)

( Billions of yen )

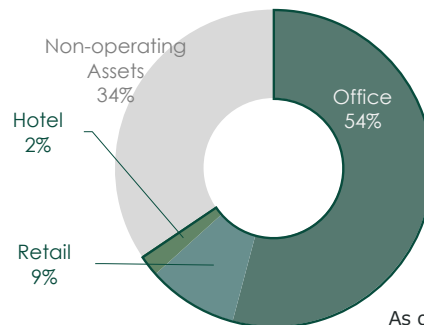


#### Upcoming Projects

	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
<b>Tokyo Ryutsu Center A Building</b>  Location : Ota, Tokyo Total Floor Area : 202,000m <sup>2</sup> Completion : Aug. 2023	<b>GRAND GREEN Osaka</b>  Location : Osaka, Osaka Partial Opening : Sep. 2024 Full Completion : FY2027	<b>Uchikanda 1-Chome Project</b>  Total Floor Area : 85,200m <sup>2</sup> Completion : Nov. 2025	<b>Nishiki 3-Chome 25<sup>th</sup> City Block Project</b>  Location : Nagoya, Aichi Total Floor Area : 109,700m <sup>2</sup> Completion : Mar. 2026	<b>Tenjin 1-7 Project</b>  Location : Fukuoka, Fukuoka Total Floor Area : 74,000m <sup>2</sup> Completion : Mar. 2026	<b>Torch Tower</b>  Total Floor Area : 553,000m <sup>2</sup> Completion : Mar. 2028	<b>Akasaka 2・6-chome Development Plan</b>  Location : Minato, Tokyo Total Floor Area : 210,000m <sup>2</sup> Completion : FY2028	<b>Yurakucho Area Redevelopment Projects</b> *Plan details under consideration. 	

# 4. Domestic Asset : Capital Recycling Business (Capital Gains)

Commercial Property's  
Capital Recycling Asset :  
**¥1.035 tn**



<b>Operating Assets</b> <b>66%</b>	<b>NOI Yield</b> <b>7%</b>
---------------------------------------	-------------------------------

\* Domestic rental etc. real estate excluding Marunouchi, outlets and assets owned by a part of consolidated subsidiaries

As of end of  
March 2023

## Recent Developed / Developing Projects



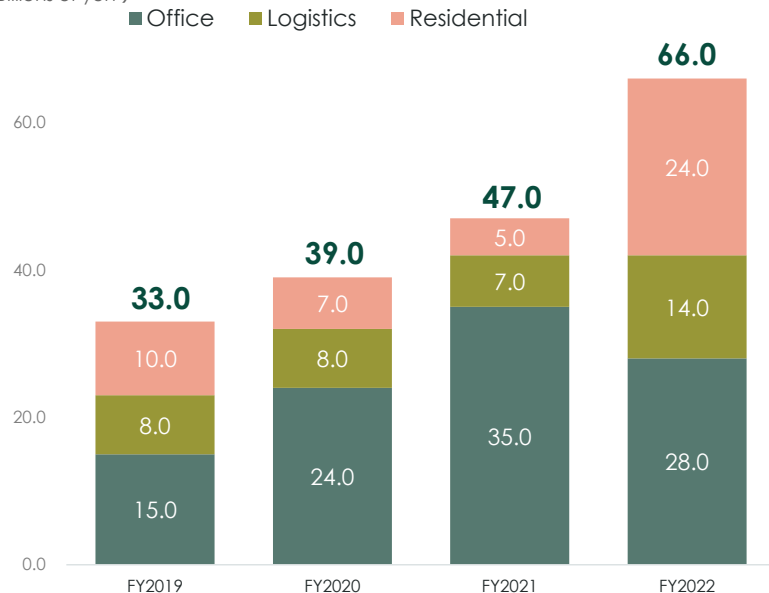
Total Investments in developing PJ approx.  
**¥ 500 bn**

\*Including other than on the left

# 5. Domestic Asset : Capital Gain Results

## Capital Gain by Asset

( Billions of yen )



## Performance (Major properties sold)

### FY2022 ¥66 bn



The ARGYLE aoyama

- **the ARGYLE aoyama**  
Usage : Office / Total floor area : 23,100m<sup>2</sup>
- **Logista · Logicross Ibaraki Saito** (Buildings A, B)  
Usage : Logistics / Total floor area : 139,600m<sup>2</sup> (sum of two bldgs.)
- **[Residential Business] Disposed of 19 properties,**  
such as residential apartments and elderly homes.

### FY2021 ¥47 bn



Toyosu Front

- **Toyosu Front (partial ownership)**  
Usage : Office / Total floor area : 107,000m<sup>2</sup>
- **[Residential Business] Disposed of 4 properties,**  
mainly rental apartments.

### FY2020 ¥39 bn



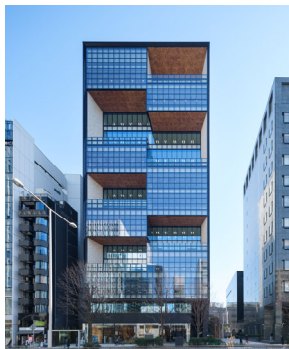
Logiport Kawasaki Bay

- **Link Square Shinjuku (partial ownership)**  
Usage : Office  
Total floor area : 44,000m<sup>2</sup>
- **Logiport Kawasaki Bay**  
Usage : Logistics  
Total floor area : 297,000m<sup>2</sup>

Total floor area include approximate figures.

**NEW**

## 6. Recent Notable Projects



**3rd MINAMI AOYAMA**

Total Floor Area : 14,700㎡  
Completion : Feb. 2023



**Osaka Dojimahama Tower**

Total Floor Area : 67,000㎡  
Completion : Apr. 2024



**GRAND GREEN OSAKA**

(Umekita Second Project)  
Partial opening : Sep. 2024



**Uchikanda 1-Chome Project**

Total Floor Area : 85,200㎡  
Completion : Nov. 2025



**Hilton Okinawa  
Miyakojima Resort**

Rooms : 329  
Open : Jun. 2023



**Tokyo Ryutsu Center Distribution A Building**

Total Floor Area : 202,000㎡  
Completion : Aug. 2023



**Logicross Zama**

Total Floor Area : 178,500㎡  
Completion : Nov. 2023

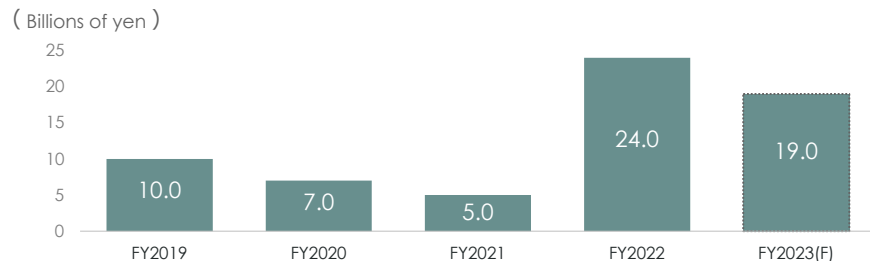


**TOKYO TORCH Project  
Torch Tower**

Total Floor Area : 553,000㎡  
Completion : Mar. 2028

# 7. Domestic Asset : Rental Apartments, etc. (Capital Gain)

## Capital Gain in Residential Business



## Major Sales Cases

### The Parkhabio Shinjuku

Sale period: FY2019  
 Location: Shinjuku, Tokyo  
 Size: 219units



### The Parkhabio Yokohama-Kannai

Sale period: FY2020  
 Location: Yokohama, Kanagawa  
 Size: 85units



### The Parkhabio Sugamo

Sale period: FY2022  
 Location: Toshima, Tokyo  
 Size: 188units



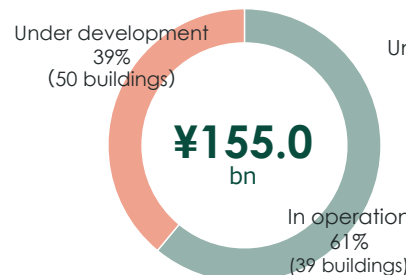
### The Parkhabio Kiba

Sale period: FY2022  
 Location: Koto, Tokyo  
 Size: 223units

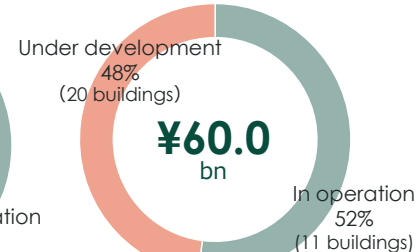


## Assets

### Rental Apartments



### Other Income Property (Assisted living residence, student apartment)



(End of March 2023) \*Ratio based by value

## Total Assets

120 properties/approx. ¥215.0bn



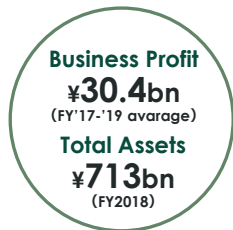
Unrealized Gain  
 approx. ¥90bn

(End of March 2023) \*In-house calculation

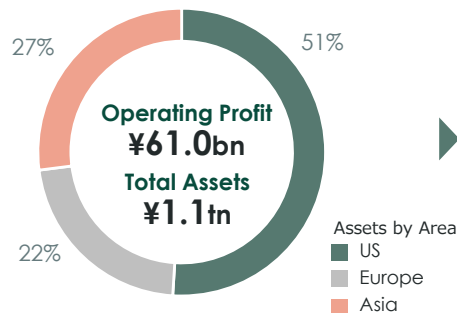
# 1. International Asset : Business Strategies

## BS / PL Outline

As of the release of  
LT Management Plan

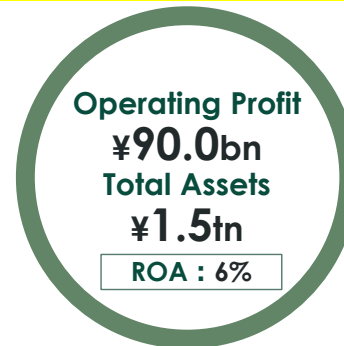


Results over last 3 yrs.  
(FY'20-FY'22 average)



Late 2020s

Aims to reach 2030 target faster



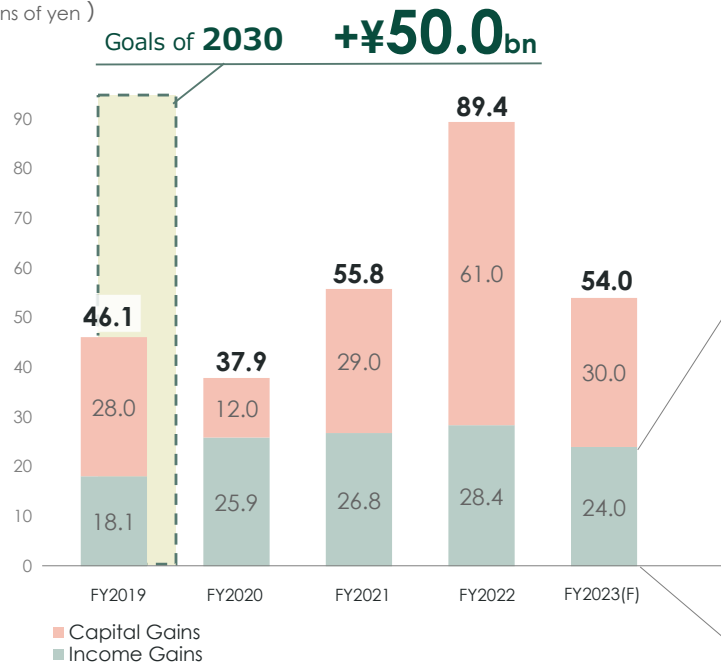
## Investment Strategies

Area	Investment Policy	
Developed countries (US, Europe, Australia, etc.)	Active	<ul style="list-style-type: none"> <li>Expands capital recycling assets to ensure constant gains on sales</li> <li>Actively invests in growing areas and new assets</li> <li>Earns revenue through Hybrid Model Investment mainly in the US</li> </ul>
Developing countries (Mainly Asia)	Diversified Efficiency-seeking	<ul style="list-style-type: none"> <li>Selects areas/asset-types by the market and business practices</li> <li>Grows opportunities through partnering with leading local businesses</li> </ul>

## 2. International Asset : Operating Profit

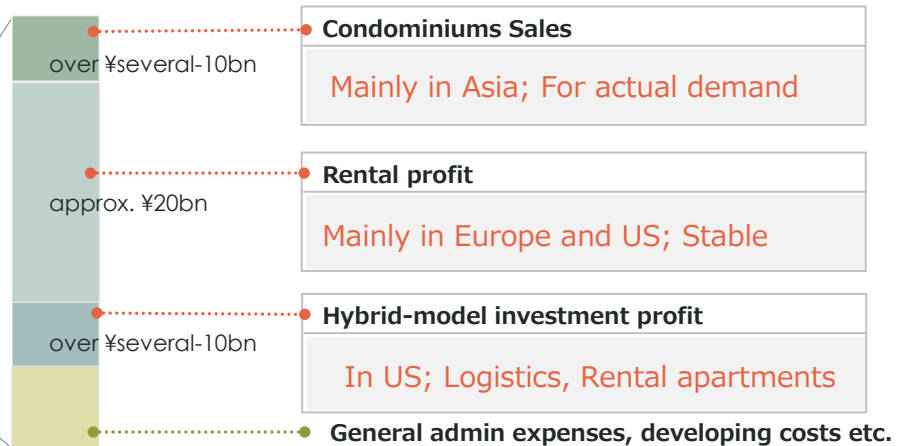
### Operating Profit

( Billions of yen )



### Capital Gains

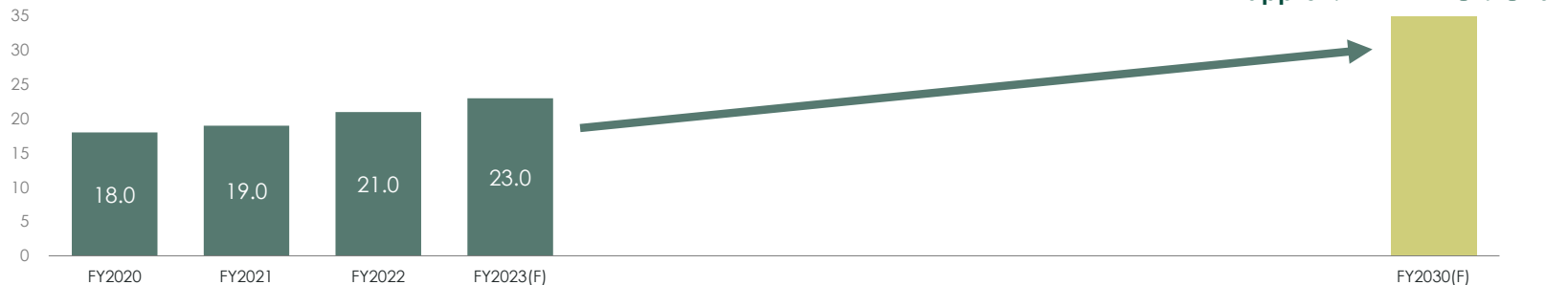
US	Europe	Asia
Logistics, Rental apartments Size of ¥20 bn per year	Offices Rental apartments	Focus on investment efficiency



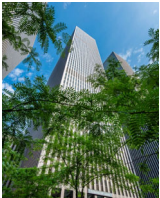
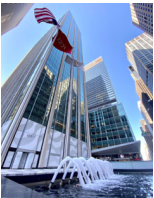



### 3. International Asset : Growth in Rental Profit (Income Gain)

#### Rental Profit Forecasts of Major Properties to Be Held Long-Term

( Billions of yen ) \*Rounded down



#### Recent Developed/Developing Projects

		FY2022	FY2023	FY2024	...	
<b>Manhattan, NY Flagship Buildings</b>						
						
<p>1221 Avenue of the Americas</p> <p>1271 Avenue of the Americas</p>		<p><b>Rental Profit approx. ¥20 bn</b></p> <p>Average Remaining Lease Period <b>over 10 years</b></p>		<p><b>Warwick Court</b></p> 	<p><b>8 Bishopsgate</b></p>  <p>Leasing completed (As of Dec. 2023) <b>over 80%</b></p>	<p><b>60-72 Upper Ground</b></p> 



# 4. International Asset : Capital Recycling Business (Capital Gain)

## Capital Recycling Assets

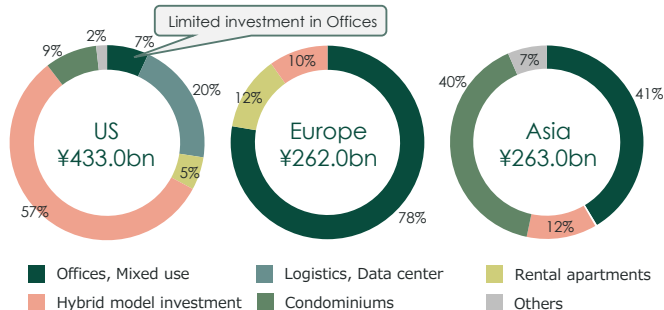
### Book Value of the Overseas Assets\*



- US 46%
- Europe 27%
- Asia 27%

\* Sum of Inventory, Equity Investment, and PPE, excluding CORE Assets (Manhattan) to be held

### Asset Type by Area



\*Most of the US Hybrid Model Investments are in logistics, data centers, and rental apartment

	Name (Including tentative names)* <sup>1</sup>	Size* <sup>2</sup>	Expected NOI	Investment Amount
Asia	Trinity Tower (Indonesia • Office • Retail)	143,200m <sup>2</sup>		
	Hangzhou ALPHA PARK (China • Office)	233,600m <sup>2</sup>		
	CapitaSpring (Singapore • Mixed use)	93,400m <sup>2</sup>		
	180 George Street (Australia • Office • Retail)	<sup>†3</sup> 55,000m <sup>2</sup>		
	One City Centre (Thailand • Office • Retail)	116,000m <sup>2</sup>		
	The Grand Outlet (Indonesia • Outlet mall)	49,000m <sup>2</sup>		
	Parkline Place (Australia • Office • Retail)	65,900m <sup>2</sup>		
	Suzhou ALPHA PARK (China • Office)	220,400m <sup>2</sup>		
	International Tech Park Chennai Radial Road (India • Office)	<sup>†3</sup> 240,000m <sup>2</sup>		
	One Circular Quay (Australia • Hotel, etc.)	86,800m <sup>2</sup>		
Europe	Oasis Central Sudirman (Indonesia • Mixed Use)	307,000m <sup>2</sup>		
	Crystal Brige (Shanghai • Mixed Use)	246,300m <sup>2</sup>		
	The Blossoms (London • Rental Apartment)	338 units		
	dMoura1 (Spain • Office)	<sup>†3</sup> 11,000m <sup>2</sup>		
	Grace (Sweden • Large-scale Renovation)	<sup>†3</sup> 7,800m <sup>2</sup>		
	Stateline 77 Building1/2 (South Carolina • Logistics)	<sup>†3</sup> 93,600m <sup>2</sup>		
	55 Paradise (New York • Logistics)	<sup>†3</sup> 16,700m <sup>2</sup>		
	Virginia Data Center (Building1 • Data center)	<sup>†5</sup> 51,000m <sup>2</sup>		
	Virginia Data Center (Building2 • Data center)			
	sol38 (Arizona • Rental Apartment)	360 units		
US	PATTEN GRAY (Colorado • Rental Apartment)	250 units		
	1072 West Peachtree (Georgia • Mixed Use)	<sup>†3</sup> 49,300m <sup>2</sup>		
	600 Fifth Street NW (Washington, D.C. • Office)	<sup>†3</sup> 37,000m <sup>2</sup>		
	Heritage, Chula Vista (California • Logistics)	60,800m <sup>2</sup>		
	Spotswood (New Jersey • Logistics)	28,200m <sup>2</sup>		
	Paradigm RiNo (Colorado • Office)	28,200m <sup>2</sup>		
	10 Constitution Ave (New Jersey • Logistics)	13,600m <sup>2</sup>		
	Spartanburg 221 (South Carolina • Logistics)	94,600m <sup>2</sup>		
	Nellis Logistics Center (Nevada • Logistics)	12,600m <sup>2</sup>		
	3102 N Lamb (Nevada • Logistics)	13,500m <sup>2</sup>		
16 Dupont (New York • Rental Apartment)	43,100m <sup>2</sup>			
Vista (Alabama • Rental Apartment)	23,000m <sup>2</sup>			
E2nd Martin (Colorado • Rental Apartment)	23,600m <sup>2</sup>			

approx. **¥30bn** around **¥300bn**

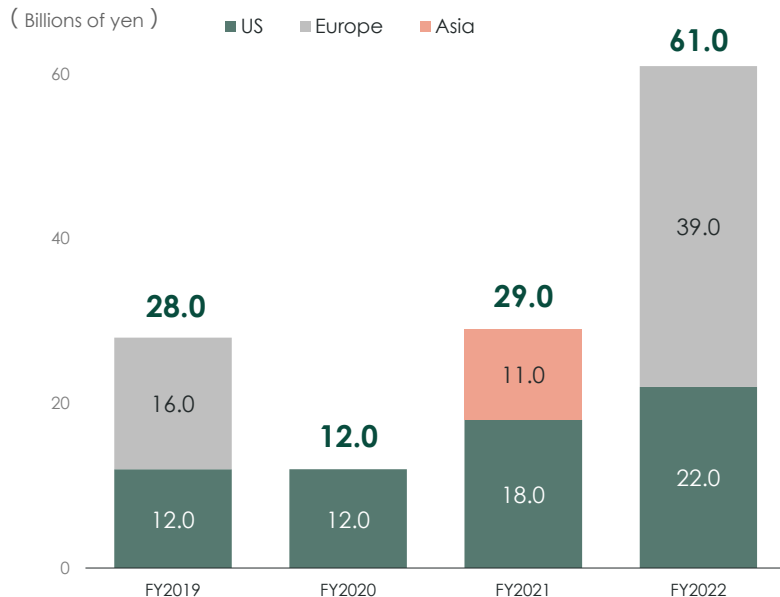
...Projects announced after the Long-Term Plan

\*1 Includes properties expected to be sold by 2030  
\*2 Total floor area unless otherwise noted  
\*3 Leasable Area

\*4 Site Area  
\*5 Total of two buildings

# 5. International Asset : Capital Gain Results

## Capital Gain by Area



## Performance

**FY2022** **In Europe and other areas ¥61bn**

<p><b>Central St. Giles</b></p> <p>Location: London Usage: Office Size: 66,000㎡ EIRR: Over 10%</p>	<p><b>Hanover</b></p> <p>Location: Pennsylvania Usage: Logistics Size: 42,100㎡ EIRR: 100%</p>
<p><b>Val Verde</b></p> <p>Location: California Usage: Logistics Size: 26,900㎡ EIRR: 100%</p>	<p><b>Liv Crossroads</b></p> <p>Location: Arizona Usage: Rental apartment Size: 356 units EIRR: 30%</p>

**FY2021** **In US logistics, Asia offices etc. ¥29bn**

<p><b>Harvill</b></p> <p>Location: California Usage: Logistics Size: 31,000㎡ EIRR: Over 100%</p>	<p><b>Capital Place</b></p> <p>Location: Hanoi, Vietnam Usage: Office Size: 151,600㎡ EIRR: Over 30%</p>
--------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------

**FY2020** **Mainly in US ¥12bn**

<p><b>LIV North Valley</b></p> <p>Location: Arizona Usage: Rental apartment Size: 385 units EIRR: Over 30%</p>	<p><b>Edison</b></p> <p>Location: New Jersey Usage: Logistics Size: 83,600㎡ EIRR: Over 50%</p>
----------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------

Size and EIRR include approximate figures.

**NEW**

# 6. Recent Notable Projects

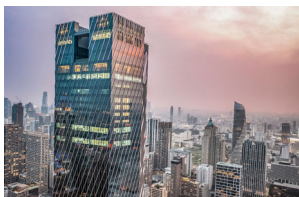
[London, UK]



**8 Bishopgate**

Total Floor Area : 85,000m<sup>2</sup>  
Completion : Jun. 2023

[Thailand]



**One City Centre**

Total Floor Area : 116,000m<sup>2</sup>  
Completion : Mar. 2023



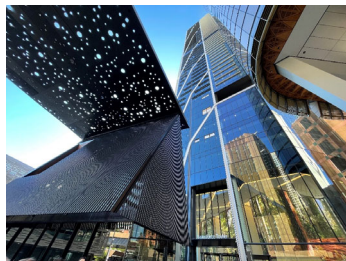
**180 George Street**

Total Floor Area : 62,710m<sup>2</sup>  
Completion : Sep. 2022

[Sydney, Australia]



①



**One Circular Quay**

Total Floor Area : 86,800m<sup>2</sup>  
Completion : 2027

②



③



**One Sydney Harbour**

Units : R1/315 R2/322  
Completion : 2024

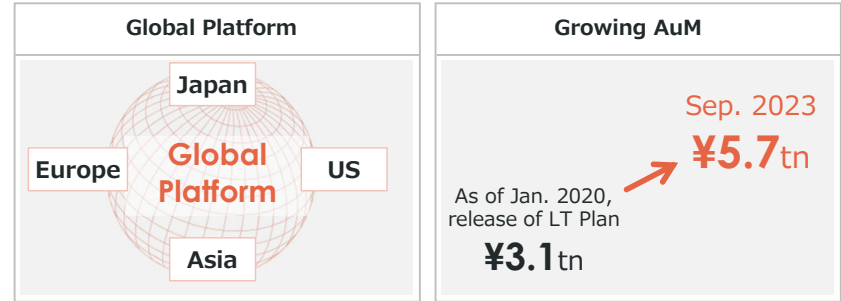
# 1. Non-Asset's Progress : Operating Profit

## Operating Profit

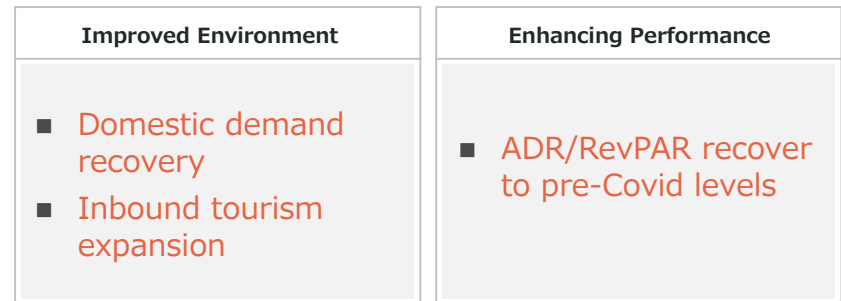
( Billions of yen )



## Investment Management Business

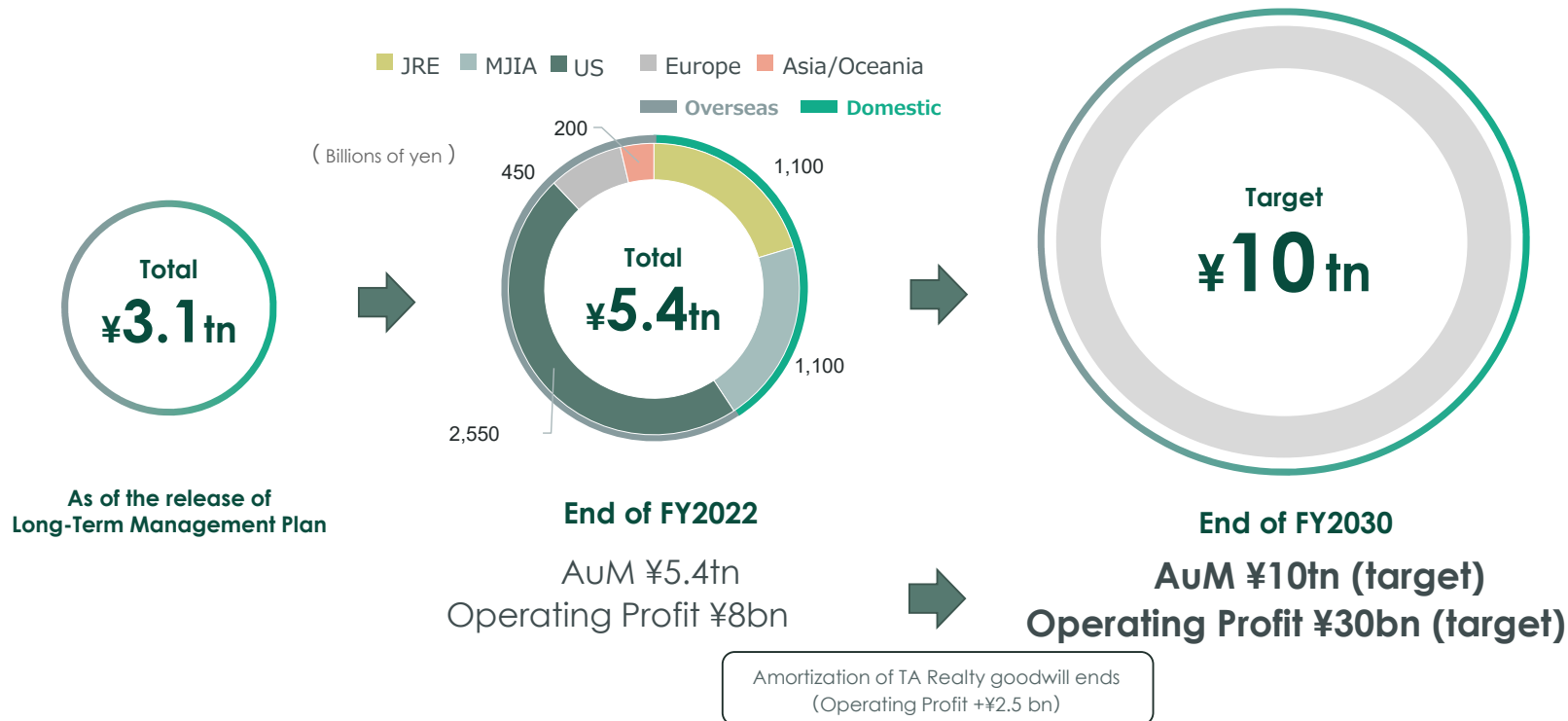


## Hotel Business



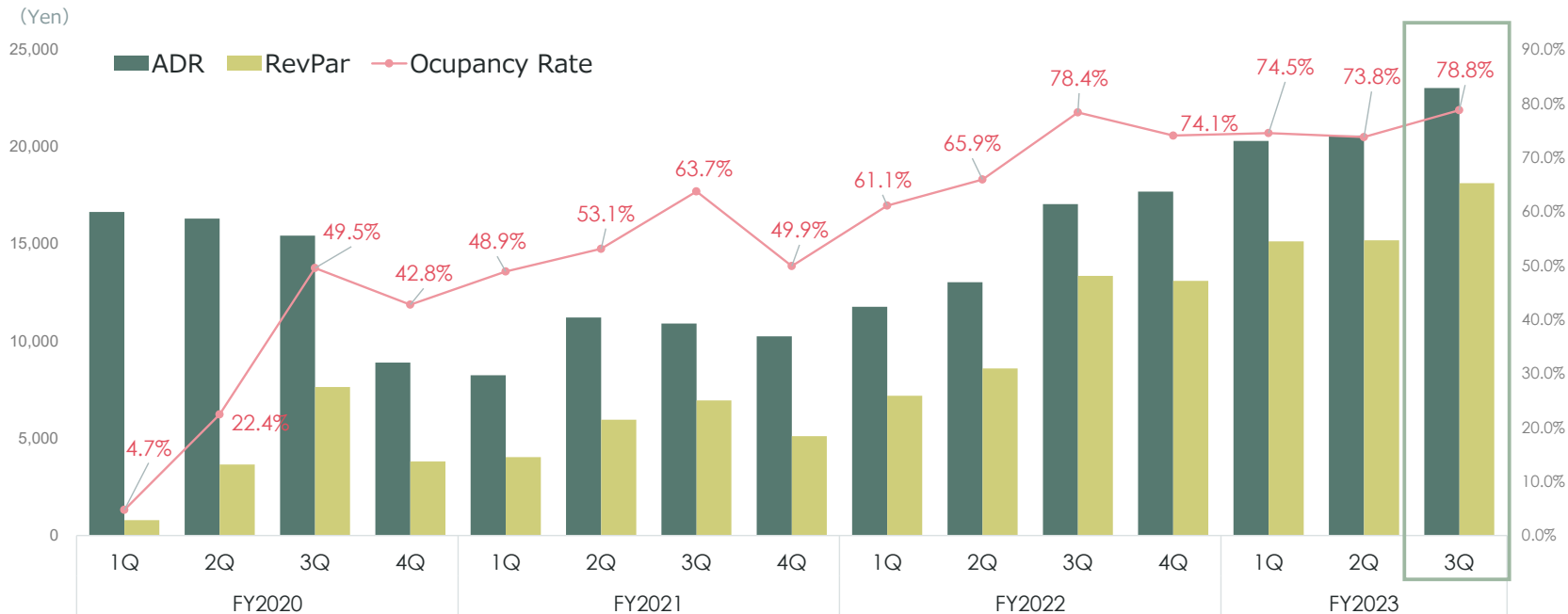
## 2. Non-Asset's Progress : Investment Management

Released new targets for FY2030, AuM ¥10 trillion and Operating Profit ¥30 billion



### 3. Non-Asset's Progress : Hotel Management

Business Status of Royal Park Hotels

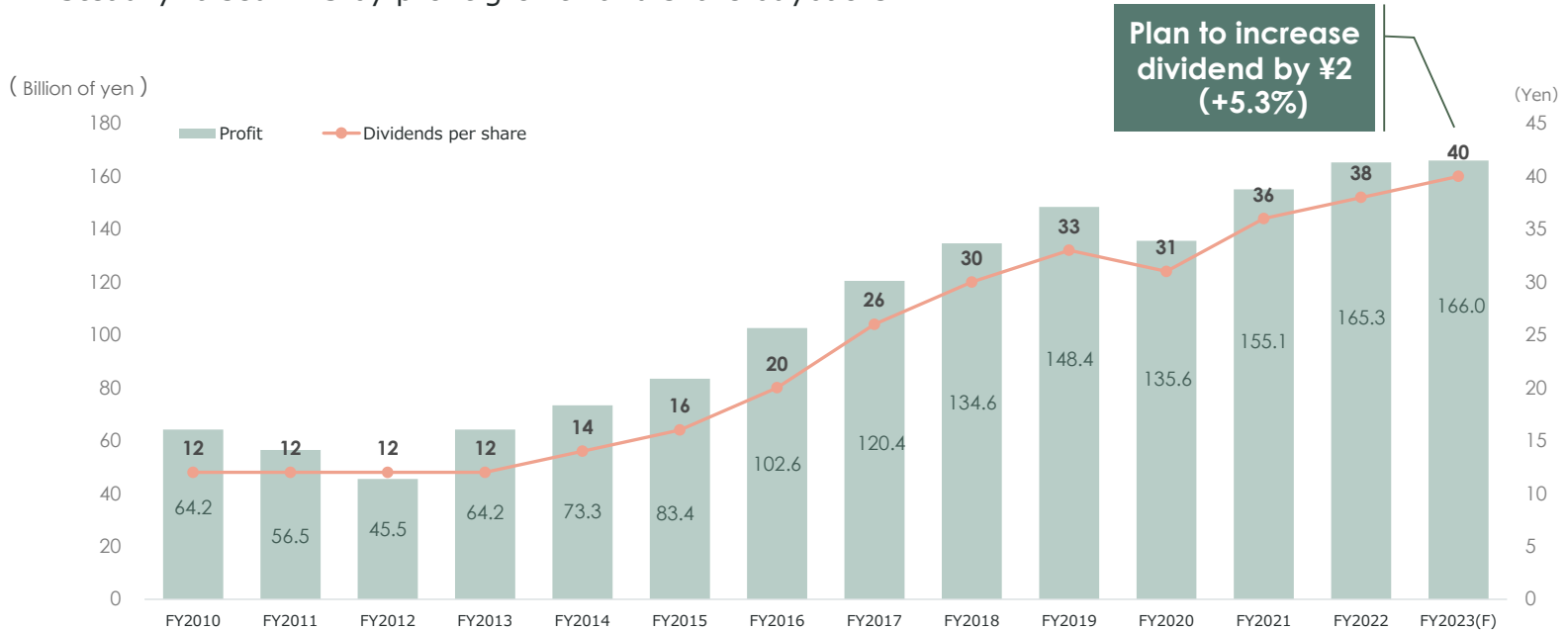


# Shareholders Returns

---

# 1. Shareholders Returns (Dividend)

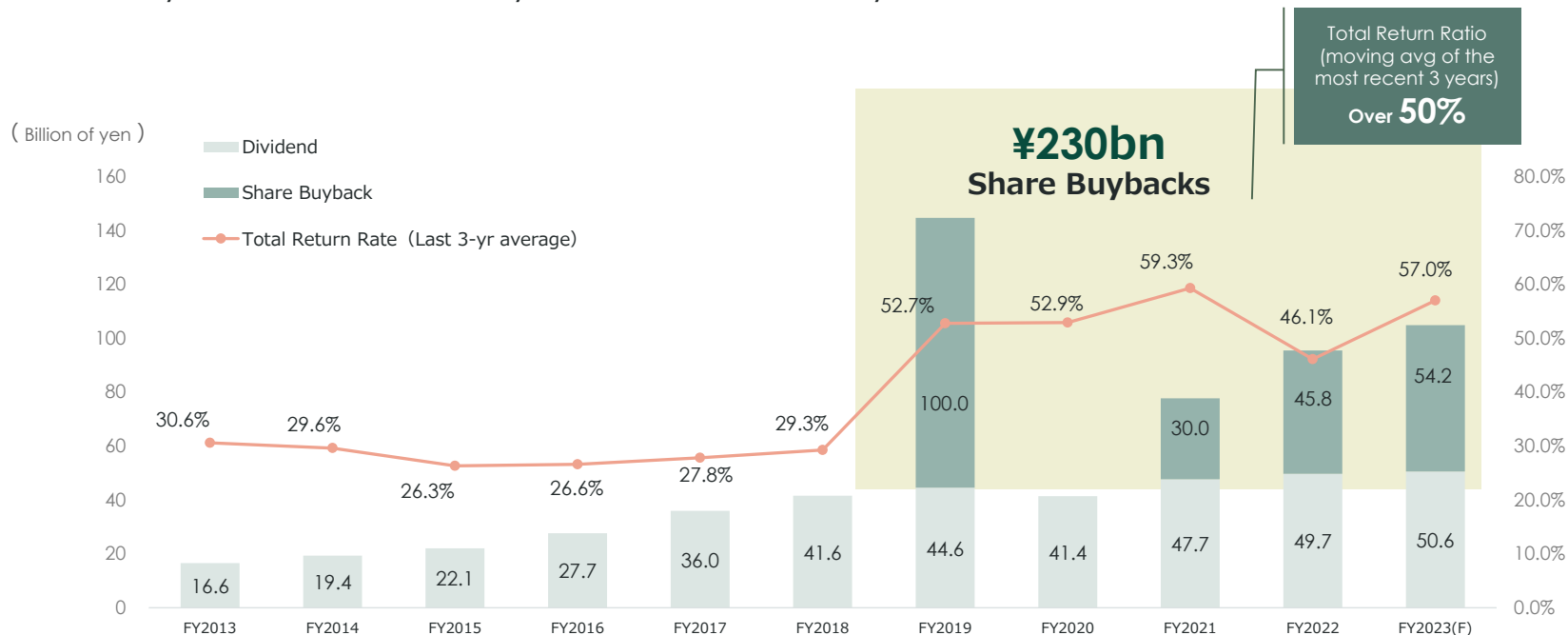
Steadily raised DPS by profit growth and share buybacks.





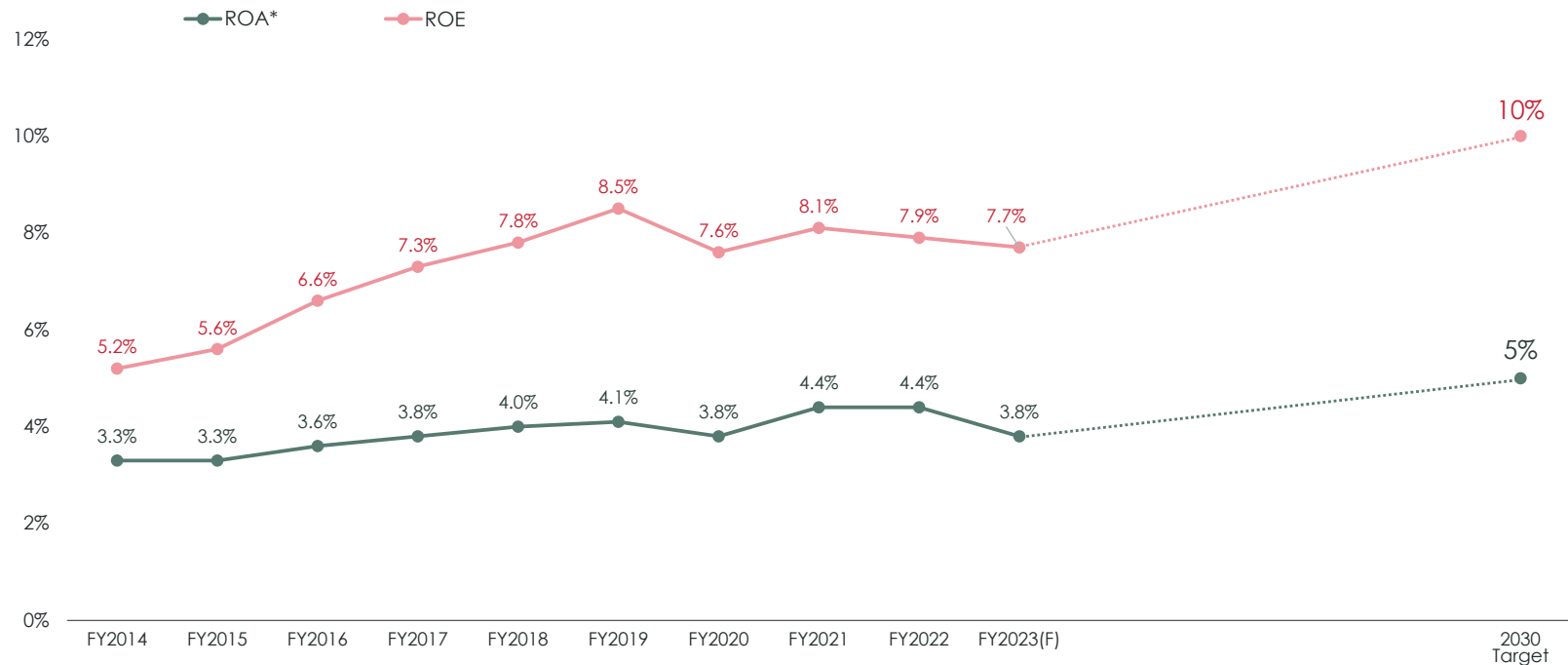
## 2. Shareholders Returns (Share Buyback)

Visibly lifted the total return by ¥230 billion of share buybacks.



### 3. ROA/ROE/EPS

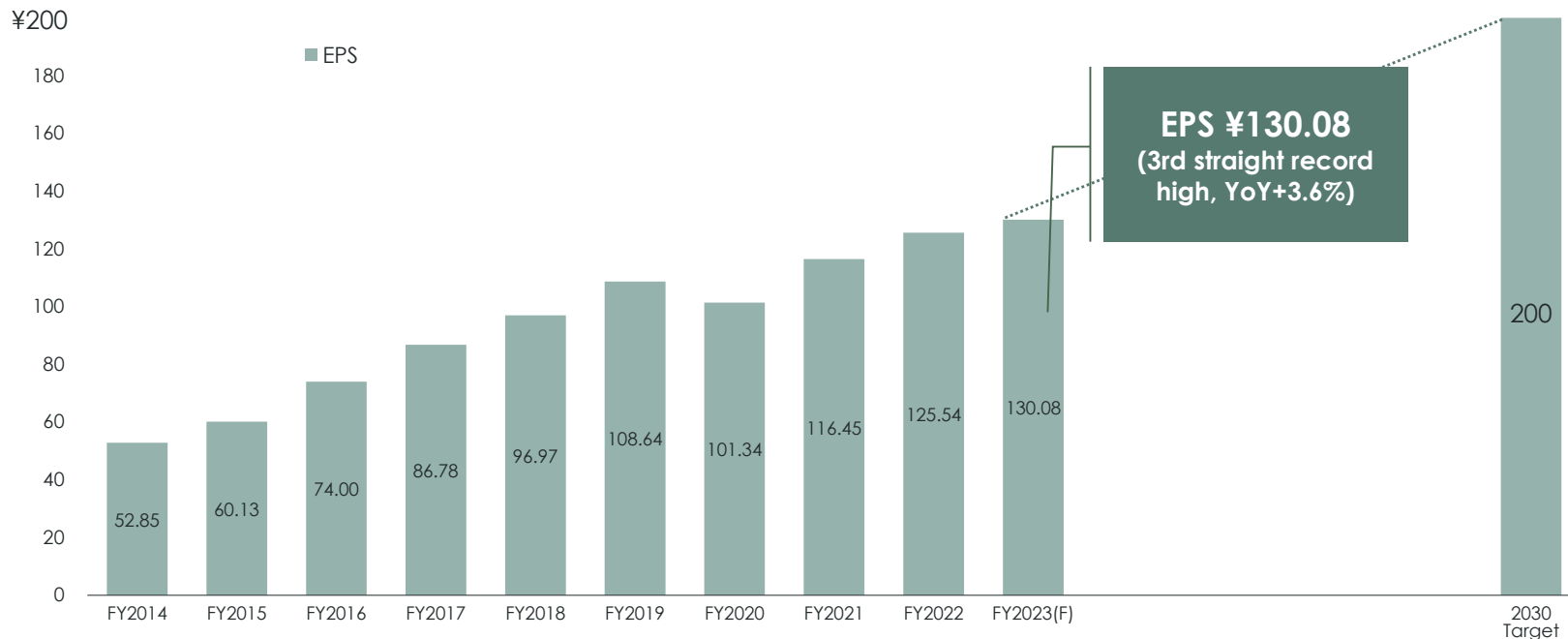
FY2022 actuals: ROA 4.4%, ROE 7.9%, EPS ¥125.54



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

## 4. ROA/ROE/EPS

Foreseeing 3rd straight record-high in EPS.



## Contact Information

Investor Relations Office,  
Corporate Communications  
Department  
Mitsubishi Estate Co., LTD.

+81-3-3287-5200

<https://www.mec.co.jp/en/>

## Disclaimer

This material is provided for information purposes only. Nothing herein is intended to constitute an offer to sell, a solicitation of an offer to buy, or a recommendation of any specific products by Mitsubishi Estate Co., Ltd. (the "Company")

The contents of this material involve judgements based on the information available to the Company as of the releasing date. Although the information expressed is obtained or compiled from sources that the Company believes to be reliable, the Company cannot and does not guarantee the accuracy, certainty or completeness of the information.

Forward-looking statements contained herein involve known and unknown risks, uncertainties and other factors that may affect future results or events expressed in those statements, and therefore should not be read as a guarantee by the Company that such results or events will be achieved as stated.

Further, the Company undertakes no obligation to update any of such forward-looking statements, whether as a result of new information, future events or otherwise. This material may also be changed or removed without prior notice. The contents of this material may not be copied, reproduced, or distributed in any way without prior consent from the Company.