

# FACT BOOK

*For the Nine Months Ended December 31, 2015*

February 12, 2016



1-1, Nihonbashi Muromachi 2-chome, Chuo-Ku, Tokyo, 103-0022, Japan

<http://www.mitsuifudosan.co.jp/english/>

**Corporate Data**

(As of December 31, 2015)

**Head Office:**

1-1, Nihonbashi Muromachi 2-chome, Chuo-ku, Tokyo,  
103-0022, Japan

**Date of Establishment:**

July 15, 1941

**Share Capital:**

¥339,766 million

**Number of Issued and Outstanding Shares:**

991,424,727

**Stock Exchange Listings:**

Tokyo (Code: 8801)

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**Forward-Looking Statements**

In this Fact Book, statements other than historical facts are forward-looking statements that reflect the Company's plans and expectations. These forward-looking statements involve risks and uncertainties related to internal and external factors that may cause actual results and achievements to differ from those anticipated in these statements. Therefore, we do not advise potential investors to base investment decisions solely on this Fact Book.

# CONSOLIDATED BUSINESS OVERVIEW

## Results of Operations

(¥ millions)

	Nine Months Ended December 31		Change
	2015	2014	
<b>Revenue from Operations</b>	¥1,146,644	¥1,081,379	¥65,264
Leasing	376,585	342,951	33,634
Property Sales	303,987	295,965	8,021
Management	244,315	230,515	13,800
Mitsui Home	160,142	155,024	5,117
Other	61,613	56,923	4,689
<b>Operating Income</b>	153,205	127,656	25,549
Leasing	94,888	80,322	14,566
Property Sales	38,274	31,451	6,823
Management	39,709	34,167	5,541
Mitsui Home	(3,287)	(3,867)	579
Other	6,506	4,494	2,012
Elimination or Corporate	(22,886)	(18,912)	(3,974)
<b>Non-Operating Income/Expenses</b>	(9,645)	(15,482)	5,837
Equity in Net Income/Loss of Affiliated Companies	5,136	1,982	3,153
Interest Income/Expense, in Net	(18,569)	(19,300)	730
Other, in Net	3,788	1,834	1,953
<b>Ordinary Income</b>	143,560	112,173	31,386
<b>Extraordinary Gains/Losses</b>	1,137	4,226	(3,088)
Extraordinary Gains	2,193	5,603	(3,409)
Extraordinary Losses	1,056	1,377	(321)
<b>Income before Income Taxes</b>	144,697	116,399	28,298
Income Taxes	49,923	43,121	6,802
<b>Profit (*)</b>	94,773	73,277	21,495
Profit (Loss) Attributable to Non-Controlling Interests	(378)	2,625	(3,003)
<b>Profit Attributable to Owners of Parent</b>	¥95,151	¥70,652	¥24,498

\* The accounting line item net income has been renamed as profit. This reflects changes in the overall concept and accounting line item designation of net income in accordance with revisions to accounting standards in Japan.

## ◆ Overview

● For the nine-month period under review, new and full-term contributions from office buildings and retail facilities as well as other factors led to positive results in the “Leasing” segment. In the “Property Sales” segment, the Company recorded an increase in the reported number of units in the “Property Sales to Individuals” category as well as progress in “Property Sales to Investors.” Moreover, growth in the number of brokerage properties together with an increase in contract unit prices in the “Mitsui Rehouse” business of the “Management” segment helped to boost results. Taking these and other factors into consideration, revenue from operations expanded ¥65.2 billion, or 6.0%, compared with the corresponding period of the previous fiscal year, to ¥1,146.6 billion. From a profit perspective, operating income grew ¥25.5 billion, or 20.0%, to ¥153.2 billion, ordinary income increased ¥31.3 billion, or 28.0%, to ¥143.5 billion, and profit attributable to owners of parent climbed ¥24.4 billion, or 34.7%, to ¥95.1 billion year on year.

## Progress Comparison with Full Year Forecasts

(¥ millions)

	Nine Months Ended December 31, 2015	Year to 3/16 (Forecast as of May 11, 2015)	9-Month Results/Full-Year Forecast (%)
Revenue from Operations	¥1,146,644	¥1,610,000	71.2
Operating Income	153,205	195,000	78.6
Ordinary Income	143,560	171,000	84.0
Profit Attributable To Owners of Parent	¥95,151	¥107,000	88.9

## Extraordinary Gains/Losses

【Extraordinary Gains】 (¥ millions)

Gain on Sales of Investment Securities	¥2,193
<b>Total</b>	¥2,193

【Extraordinary Losses】 (¥ millions)

Loss on Disposal of Fixed Assets	¥1,056
<b>Total</b>	¥1,056

## Consolidated Statements of Comprehensive Income

(¥ millions)

	Nine Months Ended December 31	
	2015	2014
Profit	¥94,773	¥73,277
Other Comprehensive Income	(46,345)	82,804
Valuation Difference on Available-For-Sale Securities	(40,259)	76,717
Deferred Gains or Losses on Hedges	71	151
Revaluation Reserve for Land	344	-
Foreign Currency Translation Adjustment	(661)	3,673
Remeasurements of Defined Benefit Plans, Net of Tax	254	571
Share of Other Comprehensive Income of Associates Accounted for Using Equity Method	(6,097)	1,690
Comprehensive Income	¥48,427	¥156,082
(Comprehensive Income Attributable to Owners of the Parent)	49,134	153,341
(Comprehensive Income Attributable to Non-Controlling Interests)	(707)	2,741

## 【Reference】 Nonconsolidated Operating Income/Expenses (Mitsui Fudosan)

(¥ millions)

		Nine Months Ended December 31		Change
		2015	2014	
Revenue from Operations	Leasing	¥364,149	¥335,953	¥28,196
	Property Sales	23,041	37,303	(14,262)
	Other	36,585	25,301	11,283
	<b>Total</b>	423,775	398,558	25,217
Gross Profit (%)	Leasing	19.4	17.5	1.9pt
	Property Sales	19.5	15.1	4.4pt
	Other	62.8	45.1	17.7pt
<b>Operating Income</b>		¥78,952	¥60,041	¥18,910

# SEGMENT RESULTS

## [1] LEASING

	Nine Months Ended December 31		Change
	2015	2014	
Revenue from Operations	¥376,585	¥342,951	¥33,634
Operating Income	94,888	80,322	14,566

  

	Year to March 2016 (Forecast as of May 11, 2015)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2015
Revenue from Operations	¥496,000	75.9	¥464,842
Operating Income	116,000	81.8	107,863

● For the nine-month period under review, overall revenue from operations rose ¥33.6 billion compared with the corresponding period of the previous fiscal year, and operating income increased ¥14.5 billion. In addition to contributions from the newly opened retail facilities as LaLaport FUJIMI and EXPOCITY, these improvements were due to the full-term contributions from office buildings and retail facilities that commenced operations in the previous fiscal year, and the positive flow-on effects of increased revenue from operations at existing properties.

● The vacancy rate for the Company's office buildings located in the Tokyo metropolitan area was 3.4% on a non-consolidated basis as of December 31, 2015.

		At December 31		Change	
		2015	2014		
Office Buildings and Retail Facilities	Revenue	Office Buildings	¥217,612	¥208,387	¥9,225
		Retail Facilities	149,000	127,093	21,907
	Total Leased Floor Space (1,000 m <sup>2</sup> ):		4,802	4,412	390
	Office Buildings	Owned	1,606	1,562	44
		Managed	1,170	1,124	46
Retail Facilities	Owned	1,507	1,233	274	
	Managed	519	493	26	
Other	Revenue	9,972	7,471	2,501	
<b>Total Revenue</b>		<b>¥376,585</b>	<b>¥342,951</b>	<b>¥33,634</b>	

	12/15	9/15	6/15	3/15	3/14	3/13
<b>Consolidated</b>						
Office Buildings and Retail Facilities (including overseas)	2.6	3.3	3.4	3.2	3.5	3.3
<b>Non-consolidated</b>						
Tokyo Metropolitan Area Office Buildings	3.4	3.8	4.0	3.2	3.3	3.8
Regional Area Office Buildings	2.5	4.0	4.2	4.1	4.3	5.3

### Major Projects during the Period (nine-month total)

#### (NEWLY OPENED)

OSAKI BRIGHT TOWER (Shinagawa-ku, Tokyo)	Office building completed in April 2015
OSAKI BRIGHT CORE (Shinagawa-ku, Tokyo)	Office building completed in April 2015
LaLaport FUJIMI (Fujimi, Saitama)	Retail facility opened in April 2015
MITSUI OUTLET PARK KLIA SEPANG (Selangor, Malaysia)	Retail facility opened in May 2015
MITSUI OUTLET PARK HOKURIKU OYABE (Oyabe, Toyama)	Retail facility opened in July 2015
LaLaport EBINA (Ebina, Kanagawa)	Retail facility opened in October 2015
EXPOCITY (Suita, Osaka)	Retail facility opened in November 2015
LaLaport TACHIKAWA TACHIHI (Tachikawa, Tokyo)	Retail facility opened in December 2015

#### (FULL-TERM CONTRIBUTION)

GATE SQUARE (Kashiwa, Chiba)	Office building completed in April 2014
LaLa terrace MUSASHIKOSUGI (Kawasaki, Kanagawa)	Retail facility opened in April 2014
Okachimachi Yoshiike Head Store Building (Taito-ku, Tokyo)	Retail facility opened in April 2014
8-10 Moorgate (City of London, U.K.)	Office building completed in May 2014
Iidabashi Grand Bloom (Chiyoda-ku, Tokyo)	Office building completed in June 2014
Sapporo Mitsui JP Building (Sapporo, Hokkaido)	Office building completed in August 2014
(Akarenga TERRACE (Sapporo, Hokkaido)	Retail facility opened in August 2014)
1200 17th Street (Washington D.C., U.S.A)	Office building completed in September 2014
Shinjuku Nakamura Building (Shinjuku-ku, Tokyo)	Retail facility opened in October 2014
LaLaport IZUMI (Izumi, Osaka)	Retail facility opened in October 2014
70 Mark Lane (City of London, U.K.)	Office building completed in November 2014
Shin-Kawasaki Square (Kawasaki, Kanagawa)	Retail facility opened in March 2015

### 【Reference】 Non-consolidated Results

(Revenue from operations)

- Newly on-stream projects and full-term contribution: ¥27.9 billion increase in revenue year on year.
- Existing properties: ¥6.8 billion increase in revenue year on year.
- Shifting and terminations: ¥6.1 billion decrease in revenue year on year.

### Breakdown of Leasing Operations (Nonconsolidated)

		At December 31					
		2015		2014		2014	
		Total		Tokyo Metropolitan Area		Regional Areas	
Office Buildings	Number of Buildings	133	135	102	104	31	31
	Leased Floor Space (1,000m <sup>2</sup> )	2,561	2,480	2,229	2,152	331	328
	Leasing Revenue (¥ millions)	196,080	192,548	180,325	177,848	15,755	14,699
	Vacancy Rate (%)	3.3	5.3	3.4	5.5	2.5	3.6
Retail Facilities	Number of Buildings	78	71	55	49	23	22
	Leased Floor Space (1,000m <sup>2</sup> )	1,971	1,689	1,300	1,103	672	585
	Leasing Revenue (¥ millions)	148,136	126,660	104,679	89,764	43,456	36,896
	Vacancy Rate (%)	0.3	0.4	0.4	0.3	0.3	0.4

## [2] PROPERTY SALES

	Nine Months Ended December 31		Change
	2015	2014	
Revenue from Operations	¥303,987	¥295,965	¥8,021
Operating Income	38,274	31,451	6,823

(¥ millions)

  

	Year to March 2016 (Forecast as of May 11, 2015)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2015
	Revenue from Operations	¥446,000	68.2
Operating Income	50,000	76.5	45,493

● For the nine-month period under review, the reported number of units increased in the “Property Sales to Individuals” category. As a result of this and other factors, revenue from operations and operating income in this category improved ¥22.4 billion and ¥2.6 billion, respectively, compared with the corresponding period of the previous fiscal year. In the “Property Sales to Investors” category, operating income climbed ¥4.1 billion owing mainly to the sale of properties with high profit margins. Taking each of these factors into consideration, overall revenue from operations in the Property Sales” segment rose ¥8.0 billion compared with the corresponding period of the previous fiscal year, and operating income increased ¥6.8 billion.

● In newly constructed condominiums, the Company’s contract rate as of December 31, 2015 was 100% of the 4,500 units projected for the year compared with 97% as of December 31, 2014.

### Major Projects Undertaken during the Period (nine-month total)

Tomihisa Cross Comfort Tower (Shinjuku-ku, Tokyo)	Condominiums
Sakura Josui Gardens (Setagaya-ku, Tokyo)	Condominiums
Park City OSAKI The Tower (Shinagawa-ku, Tokyo)	Condominiums
CAPITAL GATE PLACE (Chuo-ku, Tokyo)	Condominiums
Park Court Shibuya Oyamacho The PLANE (Shibuya-ku, Tokyo)	Condominiums
Fine Court Fujisawa SST (Fujisawa, Kanagawa)	Detached Housing

### Property Sales to Individuals and Investors

		Nine Months Ended December 31						Change		
		2015			2014			Revenue	Units	Unit Price (¥10 thousand)
Property Sales to Individuals		Revenue	Units	Unit Price (¥10 thousand)	Revenue	Units	Unit Price (¥10 thousand)			
		Condominiums	Tokyo Metropolitan Area	¥159,995	2,551	¥6,272	¥131,283	2,177	¥6,030	¥28,711
Other	28,705		791	3,629	28,722	717	4,006	(17)	74	(377)
Subtotal	188,700		3,342	5,646	160,005	2,894	5,529	28,694	448	117
Detached Housing	Tokyo Metropolitan Area	21,403	396	5,405	27,172	506	5,370	(5,768)	(110)	35
	Other	2,908	53	5,488	3,382	70	4,832	(473)	(17)	656
	Subtotal	24,312	449	5,415	30,554	576	5,305	(6,242)	(127)	110
Revenue		213,012	3,791	5,619	190,560	3,470	5,492	22,452	321	127
Operating Income		16,647		13,986		2,660				
Property Sales to Investors		Revenue		90,974		105,404		(14,430)		
		Operating Income		21,627		17,464		4,162		
<b>Total Revenue</b>		<b>303,987</b>		<b>295,965</b>		<b>8,021</b>				
<b>Total Operating Income</b>		<b>¥38,274</b>		<b>¥31,451</b>		<b>¥6,823</b>				

### Inventories (Property Sales to Individuals)

	(Units)					
	12/15	9/15	6/15	3/15	3/14	3/13
Condominiums	103	79	56	83	170	223
Detached Housing	101	88	69	100	65	57
<b>Total</b>	<b>204</b>	<b>167</b>	<b>125</b>	<b>183</b>	<b>235</b>	<b>280</b>

### Contracted for Sale (Property Sales to Individuals)

	(Units)					
	Contracts at Beginning of Term	Contracts during Term	Total	Reported No. of Units	Contracts at End of Term	Newly Launched during Term
Condominiums	4,351	3,430	7,781	3,342	4,439	3,478
Detached Housing	71	538	609	449	160	573
<b>Total</b>	<b>4,422</b>	<b>3,968</b>	<b>8,390</b>	<b>3,791</b>	<b>4,599</b>	<b>4,051</b>

### [3] MANAGEMENT

	Nine Months Ended December 31		Change
	2015	2014	
Revenue from Operations	¥244,315	¥230,515	¥13,800
Operating Income	39,709	34,167	5,541

	Year to March 2016 (Forecast as of May 11, 2015)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2015
Revenue from Operations	¥337,000	72.5	¥317,818
Operating Income	50,000	79.4	49,317

● For the nine-month period under review, revenue from operations and operating income were up compared with the corresponding period of the previous fiscal year in the “Property Management” category. This was mainly due to growth in the number of consigned units under management. Turning to the “Brokerage and Asset Management, etc.” category, the number of brokerage properties handled and contract unit prices increased in the “Mitsui Rehouse” (brokerage business for individuals) business. Taking into account each of these factors, overall revenue from operations in the “Management” segment climbed ¥13.8 billion while operating income grew ¥5.5 billion compared with the corresponding period of the previous fiscal year.

		Nine Months Ended December 31		Change
		2015	2014	
Property Management	Revenue	¥180,344	¥172,329	¥8,015
	Operating Income	22,283	20,886	1,397
Brokerage, Asset Management, etc.	Revenue	63,970	58,185	5,784
	Operating Income	17,425	13,281	4,144
<b>Total</b>	Revenue	<b>244,315</b>	<b>230,515</b>	<b>13,800</b>
	Operating Income	<b>¥39,709</b>	<b>¥34,167</b>	<b>¥5,541</b>

#### Property Management Business: Car Park Leasing (including “Property Management” category)

	At December 31, 2015		At December 31, 2014		Change
	Units	Units	Units	Units	
Total Managed Units	188,137		162,186		25,951

#### Brokerage Business: Mitsui Fudosan Realty (including “Brokerage and Asset Management, etc.” category)

	Nine Months Ended December 31				Change	
	2015		2014			
	Transaction Volume	Units	Transaction Volume	Units	Transaction Volume	Units
Brokerage	¥1,050,310	28,049	¥907,950	27,188	¥142,359	861

Note: Above figures for brokerage revenue and units represent the entire Mitsui Fudosan Realty Group, including Rehouse, an equity-method affiliate.

#### Consignment Sales Business: Mitsui Fudosan Residential (including “Brokerage and Asset Management, etc.” category)

	Nine Months Ended December 31				Change	
	2015		2014			
	Transaction Volume	Units	Transaction Volume	Units	Transaction Volume	Units
Consignment Sales	¥101,442	1,670	¥43,104	681	¥58,338	989

## [4] MITSUI HOME, [5] OTHER

### [4] MITSUI HOME

	Nine Months Ended December 31		Change
	2015	2014	
Revenue from Operations	¥160,142	¥155,024	¥5,117
Operating Income	(3,287)	(3,867)	579

	Year to March 2016 (Forecast as of May 11, 2015)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2015
Revenue from Operations	¥242,000	66.2	¥242,150
Operating Income	3,500	-	4,017

● For the nine-month period under review, revenue from the “Reform/Renewal” and “Lease Management” categories increased while order at the beginning of the period were lower than for the corresponding period of the previous fiscal year in the “New Construction” category. As a result, revenue from operations in this segment as a whole was up ¥5.1 billion year on year. In addition to the upswing in revenue from operations, operating income benefitted from such factors as a decline in selling, general and administrative expenses. Taking these factors into consideration, the operating loss for this segment narrowed by ¥0.5 billion compared with the corresponding period of the previous fiscal year.

● This segment reported an operating loss because the completion and handover of properties under consignment are concentrated in the fourth quarter.

		Nine Months Ended December 31		Change
		2015	2014	
New Construction	Revenue	¥108,382	¥110,093	¥(1,711)
	Orders	109,039	107,920	1,119
Reform/Renewal	Revenue	23,648	18,284	5,364
	Orders	30,202	25,994	4,207
Lease Management		16,781	15,718	1,063
Housing-Related Material Sales		11,329	10,928	401
<b>Total Revenue</b>		<b>¥160,142</b>	<b>¥155,024</b>	<b>¥5,117</b>

Note: The above revenue figures differ from those disclosed by Mitsui Home, because sales to the Mitsui Fudosan Group are deducted from Mitsui Home’s consolidated revenue from operations.

### [5] OTHER

	Nine Months Ended December 31		Change
	2015	2014	
Revenue from Operations	¥61,613	¥56,923	¥4,689
Operating Income	6,506	4,494	2,012

	Year to March 2016 (Forecast as of May 11, 2015)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2015
Revenue from Operations	¥89,000	69.2	¥78,782
Operating Income	5,500	118.3	5,186

● For the nine-month period under review, revenue from operations in the “Other” segment increased ¥4.6 billion compared with the corresponding period of the previous fiscal year and operating income rose ¥2.0 billion year on year. These improvements were mainly attributable to the performance contribution from hotel operations in the “Facility Operations” category.

		Nine Months Ended December 31		Change
		2015	2014	
Facility Operations		¥43,191	¥38,218	¥4,973
Other		18,421	18,704	(283)
<b>Total Revenue</b>		<b>¥61,613</b>	<b>¥56,923</b>	<b>¥4,689</b>

# CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(¥ millions)

ASSETS:	December 31, 2015	March 31, 2015	Change
<b>I. Current Assets:</b>	¥1,525,951	¥1,374,892	¥151,058
Cash and Time Deposits	110,237	107,151	3,086
Accounts Receivable—Trade	30,423	34,760	(4,336)
Marketable Securities	5,178	12,303	(7,125)
Real Property for Sale (including Advances Paid for Purchases)	1,145,270	1,031,080	114,190
Expenditure on Contracts in Progress	41,060	22,583	18,476
Other Inventories	5,632	4,991	641
Short-Term Loans	13,095	10,682	2,412
Equity Investments in Properties for Sale	10,164	9,692	472
Deferred Income Taxes	25,591	23,619	1,971
Other	139,617	118,381	21,236
Allowance for Doubtful Accounts	(320)	(353)	32
<b>II. Fixed Assets:</b>	3,715,003	3,702,255	12,747
1. Tangible Fixed Assets:	2,797,166	2,721,519	75,646
Buildings and Structures	748,661	712,910	35,750
Machinery, Equipment and Materials Handling Equipment	31,994	32,680	(686)
Land	1,833,033	1,829,026	4,007
Construction in Progress	146,185	110,960	35,224
Other	37,292	35,942	1,350
2. Intangible Fixed Assets:	66,932	67,113	(181)
Tangible and Intangible Fixed Assets:	2,864,098	2,788,633	75,464
3. Investments and Other Assets:	850,904	913,621	(62,717)
Investment Securities	629,570	700,697	(71,126)
Long-Term Loans	11,306	11,931	(625)
Lease Deposits	134,799	127,978	6,820
Net Defined Benefit Asset	6,468	7,882	(1,413)
Deferred Income Taxes	10,143	10,336	(192)
Deferred Tax Assets on Land Revaluation	2	3	(0)
Other	61,242	57,404	3,837
Allowance for Doubtful Accounts	(2,629)	(2,613)	(16)
<b>Total Assets</b>	<b>¥5,240,954</b>	<b>¥5,077,148</b>	<b>¥163,805</b>

## [Real Property for Sale]

### (a) Breakdown by Company

(¥ millions)

	At December 31, 2015	At March 31, 2015	Change
Mitsui Fudosan Residential	¥451,335	¥394,477	¥56,858
Mitsui Fudosan	330,801	316,718	14,083
SPCs Total	254,734	267,743	(13,008)
Other and Elimination	108,399	52,140	56,258
<b>Consolidated Total</b>	<b>¥1,145,270</b>	<b>¥1,031,080</b>	<b>¥114,190</b>

### (b) Accounts of Real Property for Sale

(¥ millions)

Nine Months Ended December 31	At Beginning of Period	New Investments*	Cost Recovery	Others	At End of Period
2015	¥1,031,080	¥360,677	¥(233,611)	¥(12,875)	¥1,145,270
2014	¥961,449	¥294,250	¥(231,085)	¥(15,775)	¥1,008,838

Note: Land acquisition-related expenditures by Mitsui Fudosan Residential Co., Ltd., totaled ¥61.6 billion for the nine-month period under review.

\* New investments include the increase in real property for sale at subsidiaries in which the Company invested during the period.

## [Tangible and Intangible Assets]

The consolidated balance of tangible and intangible fixed assets stood at ¥2,864.0 billion as of December 31, 2015, up ¥75.4 billion compared with the end of the previous fiscal year. This increase stemmed mainly from new investments by the Company in EXOCITY, LaLaport EBINA, and the Hibiya Project as well as by the Mitsui Fudosan America, Inc. Group in the Fifty Five Hudson Yards Project. (Foreign currency exchange rates: ¥119.96:US\$1 as of December 31, 2015; ¥120.55:US\$1 as of March 31, 2015; ¥181.86:£1 as of December 31, 2015; ¥187.03:£1 as of March 31, 2015)

### (a) Breakdown by Company

(¥ millions)

	At December 31, 2015	At March 31, 2015	Change
Mitsui Fudosan	¥2,223,343	¥2,163,558	¥59,784
SPCs Total	220,235	222,485	(2,249)
Mitsui Fudosan America Group	216,504	210,941	5,562
Mitsui Fudosan UK Group	72,705	68,704	4,001
Mitsui Home Group	27,641	28,554	(912)
Other and Elimination	103,668	94,390	9,277
<b>Consolidated Total</b>	<b>¥2,864,098</b>	<b>¥2,788,633</b>	<b>¥75,464</b>

Above figures include revaluation reserve for land.

### (b) Accounts of Tangible and Intangible Fixed Assets

(¥ millions)

Nine Months Ended December 31	At Beginning of Period	New Investments*	Depreciation	Others	At End of Period
2015	¥2,788,633	¥137,488	¥(49,045)	¥(12,978)	¥2,864,098
2014	¥2,526,139	¥123,690	¥(44,241)	¥2,865	¥2,608,453

\* New investments include the increase in tangible and intangible fixed assets at subsidiaries in which the Company invested during the period.



## CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(¥ millions)

LIABILITIES:	December 31, 2015	March 31, 2015	Change
<b>I. Current Liabilities:</b>	¥735,262	¥672,430	¥62,831
Accounts Payable—Trade	76,759	98,247	(21,487)
Short-Term Debt	207,310	209,527	(2,217)
Commercial Paper	63,000	-	63,000
Bond Redeemable Within One Year	56,642	37,517	19,125
Income Taxes Payable	17,872	32,133	(14,261)
Advances from Contracts in Progress	29,909	18,130	11,779
Allowance for Completed Project Indemnities	1,240	1,299	(58)
Allowance for Possible Guarantee Losses	48	53	(5)
Deferred Income Taxes	1,254	1,212	42
Other Current Liabilities	281,224	274,309	6,915
<b>II. Long-Term Liabilities:</b>	2,549,060	2,472,633	76,427
Corporate Bonds	312,269	342,587	(30,318)
Long-Term Debt	1,506,165	1,386,517	119,647
Deposits from Tenants	372,478	365,297	7,180
Allowance for Directors' and Corporate Auditors' Retirement Benefits	715	733	(17)
Net Defined Benefit Liability	31,780	31,191	589
Deferred Income Taxes	132,462	151,848	(19,385)
Deferred Tax Liabilities on Land Revaluation	147,614	147,959	(344)
Other	45,574	46,498	(923)
<b>Total Liabilities</b>	3,284,323	3,145,064	139,259
<b>NET ASSETS:</b>			
Common Stock	339,766	339,766	-
Capital Surplus	413,685	413,797	(112)
Retained Earnings	617,566	549,660	67,906
Treasury Stock	(6,228)	(6,065)	(163)
Reserve on Land Revaluation	298,153	298,230	(76)
Net Unrealized Holding Gains on Securities	214,852	255,074	(40,221)
Deferred Gains or Losses on Hedges	(799)	(879)	79
Foreign Currency Translation Adjustment	13,102	19,553	(6,450)
Remeasurements of Defined Benefit Plans	2,965	2,784	180
New Share Subscription Rights	1,012	914	98
Non-Controlling Interests	62,553	59,247	3,306
<b>Total Net Assets</b>	1,956,630	1,932,084	24,546
<b>Total Liabilities and Net Assets</b>	<b>¥5,240,954</b>	<b>¥5,077,148</b>	<b>¥163,805</b>

Note: Debt-Equity Ratio 1.13 times (1.06 times at March 31, 2015)

<b>Interest-Bearing Debt:</b>	2,145,387	1,976,150	169,236
Non-recourse Debt	313,020	271,592	41,428
<b>Surplus Lease Deposits/Guarantee Deposits</b>	237,679	237,319	360

### [Interest-Bearing Debt]

Mitsui Fudosan reported cash outflows from investing activities of ¥126.1 billion. This was mainly attributable to new investments in tangible and intangible assets. Other cash outflows included the payment of dividends totaling ¥27.6 billion. As a result, the balance of interest-bearing debt as of December 31, 2015 stood at ¥2,145.3 billion on a consolidated basis, up ¥169.2 billion compared with the end of the previous fiscal year.

### Breakdown by Company

(¥ millions)

	At December 31, 2015	At March 31, 2015	Change
Mitsui Fudosan	¥1,655,642	¥1,558,709	¥96,933
SPCs Total	379,089	380,598	(1,509)
Mitsui Fudosan Residential	334,200	293,167	41,032
Mitsui Fudosan America Group	145,825	124,526	21,299
Loans to Subsidiaries	(519,943)	(493,406)	(26,536)
Other and Elimination	150,572	112,555	38,017
<b>Consolidated Total</b>	<b>¥2,145,387</b>	<b>¥1,976,150</b>	<b>¥169,236</b>
(Non-recourse Debt of Total)	<b>313,020</b>	<b>271,592</b>	<b>41,428</b>

## SEGMENT INFORMATION (UNAUDITED)

Nine Months Ended December 31, 2015

(¥ millions)

	Revenue from Operations			Segment Income	Segment Assets	Depreciation	Increase in Tangible and Intangible Fixed Assets
	(1) Outside Customers	(2) Intersegment	Total				
(1)Leasing	¥376,585	¥13,520	¥390,105	¥94,888	¥3,038,504	¥36,050	¥118,959
(2)Property Sales	303,987	3,286	307,274	38,274	1,323,615	982	1,722
(3)Management	244,315	46,807	291,123	39,709	297,930	5,879	7,035
(4)Mitsui Home	160,142	4,804	164,947	(3,287)	122,907	2,243	1,753
(5)Other	61,613	1,935	63,548	6,506	103,473	2,998	10,115
Elimination or Corporate	-	(70,355)	(70,355)	(22,886)	354,523	890	(2,097)
Consolidated	¥1,146,644	-	¥1,146,644	¥153,205	¥5,240,954	¥49,045	¥137,488

Nine Months Ended December 31, 2014

(¥ millions)

	Revenue from Operations			Segment Income	Segment Assets	Depreciation	Increase in Tangible and Intangible Fixed Assets
	(1) Outside Customers	(2) Intersegment	Total				
(1)Leasing	¥342,951	¥13,055	¥356,006	¥80,322	¥2,772,312	¥31,760	¥108,668
(2)Property Sales	295,965	-	295,965	31,451	1,218,054	1,003	1,249
(3)Management	230,515	46,637	277,152	34,167	266,589	5,380	6,956
(4)Mitsui Home	155,024	6,708	161,733	(3,867)	121,067	2,258	2,177
(5)Other	56,923	1,812	58,735	4,494	92,396	2,875	3,304
Elimination or Corporate	-	(68,214)	(68,214)	(18,912)	357,263	962	1,334
Consolidated	¥1,081,379	-	¥1,081,379	¥127,656	¥4,827,683	¥44,241	¥123,690

## CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

(¥ millions)

	Nine Months Ended December 31	
	2015	2014
<b>I. Revenue from Operations</b>	¥1,146,644	¥1,081,379
<b>II. Cost of Revenue from Operations</b>	882,125	850,329
<b>Gross Operating Profit</b>	264,518	231,050
<b>III. Selling, General and Administrative Expenses</b>	111,313	103,394
<b>Operating Income</b>	153,205	127,656
<b>IV. Non-Operating Income:</b>	12,092	9,246
Interest Income	321	503
Dividend Income	4,058	3,617
Equity in Net Income of Affiliated Companies	5,136	1,982
Other Non-Operating Income	2,575	3,142
<b>V. Non-Operating Expenses:</b>	21,737	24,729
Interest Expenses	18,891	19,803
Other Non-Operating Expenses	2,845	4,925
<b>Ordinary Income</b>	143,560	112,173
<b>VI. Extraordinary Gains:</b>	2,193	5,603
Gain on Sales of Investment Securities	2,193	-
Gain on Sales of Shares of Affiliated Companies	-	5,603
<b>VII. Extraordinary Losses:</b>	1,056	1,377
Loss on Disposal of Fixed Assets	1,056	1,377
<b>Income before Income Taxes</b>	144,697	116,399
<b>Income Taxes</b>	49,923	43,121
<b>Profit</b>	94,773	73,277
<b>Profit (Loss) Attributable to Non-Controlling Interests</b>	(378)	2,625
<b>Profit Attributable to Owners of Parent</b>	¥95,151	¥70,652

# CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	(¥ millions)	
	Nine Months Ended December 31	
	2015	2014
<b>I. Cash Flows From Operating Activities:</b>		
Income before Income Taxes	¥144,697	¥116,399
Depreciation and Amortization	49,045	44,241
Loss on Disposal of Fixed Assets	1,056	1,025
Interest and Dividend Income Receivable	(4,380)	(4,121)
(Gain) Loss on Sales of Stocks of Subsidiaries and Affiliates	-	(5,603)
Loss (Gain) on Sales of Investment Securities	(2,193)	-
Interest Expense	18,891	19,803
(Gain) Loss on Equity-Method Investments	(5,136)	(1,982)
(Increase) Decrease in Accounts Receivable	4,289	6,922
Increase (Decrease) in Accounts Payable	(11,406)	(15,618)
(Increase) Decrease in Real Property for Sale	(98,294)	(110,460)
Other	(18,744)	(38,524)
Subtotal	77,824	12,081
Cash Receipts of Interest and Dividend Income	6,119	5,435
Cash Payments of Interest Expense	(17,381)	(18,663)
Income Taxes Paid	(66,422)	(43,849)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<b>138</b>	<b>(44,995)</b>
<b>II. Cash Flows From Investing Activities:</b>		
Purchase of Tangible and Intangible Fixed Assets	(119,664)	(176,467)
Proceeds from Sales of Tangible and Intangible Fixed Assets	7,417	2,546
Purchase of Investment Securities	(8,863)	(4,491)
Proceeds from Sales of Investment Securities	12,430	2,280
Payment of Lease Deposits	(11,837)	(4,766)
Proceeds from Collection of Lease Deposits	4,060	9,431
Repayment of Deposits from Tenants	(22,964)	(34,034)
Proceeds from Deposits from Tenants	29,852	39,393
Payment of Loan Receivable	(18,978)	(11,145)
Collection of Loan Receivable	12,350	20,562
Purchase of Shares of Subsidiaries Resulting in Change in Scope of Consolidation	(6,230)	-
Proceeds from Sales of Shares of Subsidiaries Resulting in Change in Scope of Consolidation	-	6,126
Other	(3,709)	2,465
<b>Net Cash Provided by (Used in) Investing Activities</b>	<b>¥(126,135)</b>	<b>¥(148,098)</b>

	(¥ millions)	
	Nine Months Ended December 31	
	2015	2014
<b>III. Cash Flows From Financing Activities:</b>		
Proceeds from Short-Term Debt	¥2,008,432	¥440,144
Repayment of Short-Term Debt	(1,961,085)	(440,637)
Proceeds from Long-Term Debt	241,565	119,738
Repayment of Long-Term Debt	(123,827)	(224,452)
Proceeds from Issuance of Bonds	36,911	88,940
Redemption of Bonds	(48,104)	(55,506)
Proceeds from Issuance of Common Stock	-	329,125
Cash Dividends Paid	(27,652)	(20,512)
Proceeds from Share Issuance to Non-Controlling Shareholders	2,265	1,005
Dividends Paid to Non-Controlling Shareholders	(1,072)	(4,125)
Repayments to Non-Controlling Shareholders	(1,274)	(7,570)
Repayment of Finance Lease Obligations	(2,620)	(2,269)
(Increase) Decrease in Treasury Stock	(194)	(221)
Payments from Changes in Ownership Interests in Subsidiaries Not Resulting in Change in Scope of Consolidation	(1,649)	-
<b>Net Cash Provided by (Used in) Financing Activities</b>	<b>121,694</b>	<b>223,657</b>
<b>IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents</b>	<b>(611)</b>	<b>380</b>
<b>V. Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>(4,913)</b>	<b>30,943</b>
<b>VI. Cash and Cash Equivalents at Beginning of the Period</b>	<b>118,960</b>	<b>127,337</b>
<b>VII. Cash and Cash Equivalents at End of the Period</b>	<b>¥114,046</b>	<b>¥158,281</b>

## CONSOLIDATED STATEMENTS OF EARNING FORECASTS

For the Year Ending March 31, 2016

(Unchanged from originally announced on May 11, 2015)

(¥ millions)

	Year to March 31		Change
	2016 (forecast)	2015 (actual)	
<b>Revenue from Operations</b>	¥1,610,000	¥1,529,036	¥80,964
Leasing	496,000	464,842	31,158
Property Sales	446,000	425,442	20,558
Management	337,000	317,818	19,182
Mitsui Home	242,000	242,150	(150)
Other	89,000	78,782	10,218
<b>Operating Income</b>	195,000	186,074	8,926
Leasing	116,000	107,863	8,137
Property Sales	50,000	45,493	4,507
Management	50,000	49,317	683
Mitsui Home	3,500	4,017	(517)
Other	5,500	5,186	314
Elimination or Corporate	(30,000)	(25,804)	(4,196)
<b>Non-Operating Income/Expenses</b>	(24,000)	(22,701)	(1,299)
Interest Income/Expense, in Net	(28,000)	(25,657)	(2,343)
Other, in Net	4,000	2,956	1,044
<b>Ordinary Income</b>	171,000	163,373	7,627
<b>Extraordinary Gains/Losses</b>	-	3,467	(3,467)
<b>Income before Income Taxes</b>	171,000	166,840	4,160
Income Taxes	62,000	61,692	308
<b>Profit (*)</b>	109,000	105,147	3,853
Profit Attributable to Non-controlling Interests	2,000	4,962	(2,962)
<b>Profit Attributable to Owners of Parent</b>	¥107,000	¥100,185	¥6,815

\* The accounting line item net income has been renamed as profit. This reflects changes in the overall concept and accounting line item designation of net income in accordance with revisions to accounting standards in Japan.

● **Leasing:** Revenue from operations and operating income are forecast to climb ¥31.1 billion and ¥8.1 billion, respectively. This is largely attributable to the contributions from retail facilities scheduled to open during the next period including LaLaport Fujimi, LaLaport Ebina, and EXPOCITY, increase in rents at existing buildings, and the full-term contribution from properties completed during the fiscal year under review including Iidabashi Grand Bloom.

● **Property Sales:** Revenue from operations in the "Property Sales to Individuals" category is expected to increase on the back of continued robust conditions. Taking into consideration the absence of the sale of a large scale condominium with a high profit margin recorded during the previous period, earnings are projected to decline. On a positive note, Mitsui Fudosan is factoring in an increase in earnings in the "Property Sales to Investors" category. Accounting for these factors, revenue from operations in the "Property Sales" segment as a whole is anticipated to increase ¥20.5 billion and earnings are forecast to increase ¥4.5 billion.

● **Management:** Revenue from operations in this segment as a whole is projected to improve ¥19.1 billion while earnings are forecast to climb ¥0.6 billion compared with the fiscal year under review. These forecasts reflect a variety of factors including ongoing robust trends in the "Brokerage" business for individuals and the "Repark (Car Park leasing)" business undertaken by Mitsui Fudosan Realty.

● **Other:** Both revenue from operations and earnings are anticipated to increase in this segments as a whole. This is mainly attributable to ongoing strong trends in the "Hotel Operation" business.

● Taking each of the aforementioned factors into consideration, revenue from operations is forecast to amount to ¥1,610.0 billion, an increase of ¥80.9 billion compared with the fiscal year under review. From a profit perspective, operating income is expected to reach ¥195.0 billion, up ¥8.9 billion, ordinary income is anticipated to total ¥171.0 billion, up ¥7.6 billion, and profit attributable to owners of parent is estimated to amount to ¥107.0 billion, an improvement of ¥6.8 billion.

● In the fiscal year ending March 31, 2016, Mitsui Fudosan is expected to report historic highs in revenue from operations, operating income, ordinary income, and profit attributable to owners of parent.

● Mitsui Fudosan is expecting to increase its dividend per share for the fiscal year ending March 31, 2016 to ¥28 per share comprising an interim and period-end dividend of ¥14 per share.

# CONSOLIDATED STATEMENTS OF EARNING FORECASTS

## 【Tangible and Intangible Assets】

(¥ millions)

	Year to March 2016 (forecast)	Year Ended March 2015 (actual)	YoY Change
New Investments	¥240,000	¥274,812	¥(34,812)
Depreciation	65,000	61,242	3,758

## 【Real Property for Sale】

(¥ millions)

	Year to March 2016 (forecast)	Year Ended March 2015 (actual)	YoY Change
New Investments	¥550,000	¥453,225	¥96,775
Recovery of Costs	340,000	332,356	7,644

Note: Real Property for Sale: real property for sale + real property for sale in progress + land for development + advances paid for purchases

## 【Interest-Bearing Debt】

(¥ millions)

	Year to March 2016 (forecast)	Year Ended March 2015 (actual)	YoY Change
Interest-Bearing Debt	¥2,240,000	¥1,976,150	¥263,850

## 【Property Sales】

### Revenue, Operating Margin

(¥ millions)

	Year to March 2016 (forecast)	Year Ended March 2015 (actual)	YoY Change
<b>Property Sales to Individuals</b>			
Revenue from Operations:	¥312,000	¥298,126	¥13,874
Condominiums	262,000	249,528	12,472
Detached Housing	50,000	48,598	1,402
Operating Income	24,000	26,730	(2,730)
Operating Margin (%)	7.7	9.0	(1.3)pt
<b>Property Sales to Investors</b>			
Revenue from Operations:	134,000	127,315	6,685
Operating Income	26,000	18,763	7,237
<b>Total</b>			
Revenue from Operations:	446,000	425,442	20,558
Operating Income	¥50,000	¥45,493	¥4,507

## Number of Housing Units

(Units)

	Year to March 2016 (forecast)	Year Ended March 2015 (actual)	YoY Change
Condominiums	4,500	4,858	(358)
Detached Housing	800	899	(99)
<b>Total</b>	5,300	5,757	(457)

## 【Mitsui Home (Consolidated)】

(¥ millions)

	Year to March 2016 (forecast)	Year Ended March 2015 (actual)	YoY Change
Revenue from Operations	252,000	252,982	(982)
Operating Income	3,500	4,017	(517)
Ordinary Income	3,700	4,228	(528)
<b>Profit Attributable to Owners of Parent</b>	1,700	1,852	(152)

\* The accounting line item net income has been renamed as profit attributable to owners of parent. This reflects changes in the overall concept and accounting line item designation of net income in accordance with revisions to accounting standards in Japan.