

Year Ended March 31, 2022

# Summary of Financial Results

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## Summary of Results

Summary of Consolidated Income and Balance Sheet

Earnings Forecast for the next fiscal year

# Summary of Results for the year Ended March 31, 2022

- Revenues from operations ¥ 2.1 trillion, + ¥ 93.3 billion Y on Y (+4.6%) , a record high
- Operating income ¥ 244.9 billion, + ¥ 41.2 billion Y on Y (+20.2%)
- Net income\* ¥ 176.9 billion, + ¥ 47.4 billion Y on Y (+36.6%)
- Each income ended up exceeding full-year forecasts

\* Profit Attributable to Owners of Parent

Billions of Yen	FY2021	FY2020	Change (Rate)		FY2021 Forecasts	Change Against Forecast	
	(2021.4.1-2022.3.31)	(2020.4.1-2021.3.31)			(As of Feb. 4 ,2022)		
Revenues from operations	2100.8	2007.5	+93.3	(+4.6%)	2,150.0	-49.1	97.7%
Operating Income	244.9	203.7	+41.2	(+20.2%)	240.0	+4.9	102.1%
Ordinary income	224.9	168.8	+56.0	(+33.2%)	215.0	+9.9	104.6%
Profit Attributable to Owners of Parent	176.9	129.5	+47.4	(+36.6%)	175.0	+1.9	101.1%

The situation of each segment operating income

## Leasing

- ✓ An increase in leasing revenue and income from existing office buildings
- ✓ The full-term contribution from the buildings such as BUNKYO GARDEN GATETOWER, which was completed during the previous fiscal year
- ✓ The recovery in sales at retail facilities
- ✓ The office Vacancy Rate of Mitsui Fudosan in Tokyo metropolitan area

As of March, 31 2022	As of March, 31 2021
<b>3.2%</b>	<b>3.1%</b>

(Billions of Yen)

	FY2021 (2021.4.1-2022.3.31)	FY2020 (2020.4.1-2021.3.31)	Change
<b>Leasing</b>	<b>129.9</b>	<b>120.7</b>	<b>+9.2</b>
<b>Property Sales</b>	<b>138.3</b>	<b>118.2</b>	<b>+20.1</b>
Domestic	24.0	40.0	-15.9
Investors*	114.3	78.2	+36.1
<b>Management</b>	<b>57.2</b>	<b>39.9</b>	<b>+17.2</b>
Property Management	31.2	21.8	+9.4
Brokerage and Asset Management, etc.	25.9	18.0	+7.8
<b>Other</b>	<b>-29.6</b>	<b>-27.2</b>	<b>-2.4</b>
<b>Elimination, etc.</b>	<b>-50.9</b>	<b>-47.9</b>	<b>-2.9</b>
<b>Operating Income</b>	<b>244.9</b>	<b>203.7</b>	<b>+41.2</b>

\*Investors and Individuals (Overseas) etc.

# Summary of Consolidated Income by segment for the year Ended March 31, 2022 (Property Sales)

The situation of each segment operating income

## Property Sales

Operating income : Record high

(Billions of Yen)

	FY2021 (2021.4.1-2022.3.31)	FY2020 (2020.4.1-2021.3.31)	Change
Leasing	129.9	120.7	+9.2
<b>Property Sales</b>	<b>138.3</b>	<b>118.2</b>	<b>+20.1</b>
Domestic	24.0	40.0	-15.9
Investors*	114.3	78.2	+36.1
Management	57.2	39.9	+17.2
Property Management	31.2	21.8	+9.4
Brokerage and Asset Management, etc.	25.9	18.0	+7.8
Other	-29.6	-27.2	-2.4
Elimination, etc.	-50.9	-47.9	-2.9
<b>Operating Income</b>	<b>244.9</b>	<b>203.7</b>	<b>+41.2</b>

\*Investors and Individuals (Overseas) etc.

### ■ Individuals (Domestic)

✓ The decline in the reported number of units

	FY2021 (2021.4.1-2022.3.31)	FY2020 (2020.4.1-2021.3.31)	Change
Number of Units (Units)	3,715	4,290	-575
Condominium Sales	3,208	3,775	-567
Detached Housing Sales	507	515	-8

### ■ Investors and Individuals (Overseas), etc.

✓ Progress in property sales

FY2021 (2021.4.1-2022.3.31)
Iidabashi Grand Bloom (Office)
Nakanoshima Mitsui Building (Office)
8-10 Moorgate (Overseas)

# Summary of Consolidated Income by segment for the year Ended March 31, 2022 (Management)

(Billions of Yen)

	FY2021 (2021.4.1-2022.3.31)	FY2020 (2020.4.1-2021.3.31)	Change
Leasing	129.9	120.7	+9.2
Property Sales	138.3	118.2	+20.1
Domestic	24.0	40.0	-15.9
Investors*	114.3	78.2	+36.1
<b>Management</b>	<b>57.2</b>	<b>39.9</b>	<b>+17.2</b>
Property Management	31.2	21.8	+9.4
Brokerage and Asset Management, etc.	25.9	18.0	+7.8
Other	-29.6	-27.2	-2.4
Elimination, etc.	-50.9	-47.9	-2.9
<b>Operating Income</b>	<b>244.9</b>	<b>203.7</b>	<b>+41.2</b>

\*Investors and Individuals (Overseas) etc.

The situation of each segment operating income

## Management

Operating income : Record high

### ■ Property Management

✓ The recovery in occupancy rates and continuous cost reduction in the “Repark” business

### ■ Brokerage, Asset Management, etc.

✓ Increases in the number of brokerage units

✓ Improvements in unit prices per transaction handled in “Rehouse” business

# Summary of Consolidated Income by segment for the year Ended March 31, 2022 (Other)

(Billions of Yen)

	<b>FY2021</b> (2021.4.1-2022.3.31)	<b>FY2020</b> (2020.4.1-2021.3.31)	<b>Change</b>
<b>Leasing</b>	129.9	120.7	+9.2
<b>Property Sales</b>	138.3	118.2	+20.1
Domestic	24.0	40.0	-15.9
Investors*	114.3	78.2	+36.1
<b>Management</b>	57.2	39.9	+17.2
Property Management	31.2	21.8	+9.4
Brokerage and Asset Management, etc.	25.9	18.0	+7.8
<b>Other</b>	<b>-29.6</b>	<b>-27.2</b>	<b>-2.4</b>
<b>Elimination, etc.</b>	-50.9	-47.9	-2.9
<b>Operating Income</b>	<b>244.9</b>	<b>203.7</b>	<b>+41.2</b>

\*Investors and Individuals (Overseas) etc.

The situation of each segment operating income

## Other

- ✓ Operating loss posted at hotels and resorts  
However, Recovery trend mainly in occupancy rate
- ✓ Inclusion of Operating Loss of Tokyo Dome Group  
(Started from the first quarter)

# Summary of Consolidated Balance Sheet for the year Ended March 31, 2022

- **FY2021 : Total Assets ¥ 8.2 trillion, Interest-bearing debt ¥ 3.6 trillion, Net Assets ¥ 2.9 trillion**
- **D/E Ratio 1.31 times (Y on Y -0.11pt)**

	<b>FY2021</b> (2021.4.1-2022.3.31)	<b>FY2020</b> (2020.4.1-2021.3.31)	<b>Change</b>
<b>Current Assets</b>	<b>2,567.8</b>	<b>2,455.9</b>	<b>+111.8</b>
Real Property for Sale (including Advance Paid for Purchases)	2,051.7	1,930.5	+121.1
<b>Fixed Assets</b>	<b>5,640.1</b>	<b>5,285.9</b>	<b>+354.1</b>
Tangible and Intangible Fixed Assets	3,914.1	3,796.8	+117.3
Investments and Other Assets	1,726.0	1,489.1	+236.8
<b>Total Assets</b>	<b>8,208.0</b>	<b>7,741.9</b>	<b>+466.0</b>

Billions of Yen

	<b>FY2021</b> (2021.4.1-2022.3.31)	<b>FY2020</b> (2020.4.1-2021.3.31)	<b>Change</b>
<b>Current Liabilities</b>	<b>1,277.0</b>	<b>1,001.1</b>	<b>+275.9</b>
<b>Long-term Liabilities</b>	<b>4,017.1</b>	<b>4,084.8</b>	<b>-67.6</b>
<b>Total Liabilities</b>	<b>5,294.2</b>	<b>5,085.9</b>	<b>+208.2</b>
Interest-Bearing Debt	3,667.2	3,623.4	+43.7
<b>Total Net Assets</b>	<b>2,913.7</b>	<b>2,655.9</b>	<b>+257.7</b>
<b>Total Liabilities and Net Assets</b>	<b>8,208.0</b>	<b>7,741.9</b>	<b>+466.0</b>

	<b>FY2021</b> (2021.4.1-2022.3.31)	<b>FY2020</b> (2020.4.1-2021.3.31)	<b>Change</b>
<b>D/E Ratio (Times)</b>	<b>1.31</b>	<b>1.42</b>	<b>-0.11</b>
<b>Equity Ratio</b>	<b>34.1%</b>	<b>33.0%</b>	<b>+1.1pt</b>

# Earnings Forecast for the next fiscal year (the year Ended March 31, 2023)

- Revenues from Operations ¥ 2.2 trillion, Operating Income ¥ 300 billion, Net Income\* ¥ 190 billion. Each of them is expected to reach record high.

\*Profit Attributable to Owners of Parent

	Billions of Yen			
	FY2022 Forecast (2022.4.1-2023.3.31)	FY2021 Results (2021.4.1-2022.3.31)	Change (Rate)	
<b>Revenues from operations</b>	<b>2,200.0</b>	<b>2,100.8</b>	<b>+99.1</b>	<b>(+4.7%)</b>
Leasing	720.0	668.1	+51.8	
Property Sales	650.0	643.8	+6.1	
Management	420.0	429.3	-9.3	
Other	410.0	359.4	+50.5	
Leasing	152.0	129.9	+22.0	
Property Sales	140.0	138.3	+1.6	
Management	57.0	57.2	-0.2	
Other	3.0	-29.6	+32.6	
Elimination, etc.	-52.0	-50.9	-1.0	
<b>Operating Income</b>	<b>300.0</b>	<b>244.9</b>	<b>+55.0</b>	<b>(+22.5%)</b>
Non-operating Income/Expenses	-40.0	-20.0	-19.9	
Interest Income/Expense, in Net	-50.0	-30.4	-19.5	
Other, in Net	10.0	10.3	-0.3	
<b>Ordinary Income</b>	<b>260.0</b>	<b>224.9</b>	<b>+35.0</b>	<b>(+15.6%)</b>
Extraordinary Gains/Losses	30.0	37.4	-7.4	
<b>Profit Attributable to Owners of the Parent</b>	<b>190.0</b>	<b>176.9</b>	<b>+13.0</b>	<b>(+7.4%)</b>