# **FACT BOOK**

For the Nine Months Ended December 31, 2010

February 04, 2011



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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 Financial Highlights**

#### **Consolidated Results**

(¥ millions)

	Nine Months En	ded December 31	Change	
	2010	2009	(amount)	(%)
Revenue from Operations	¥987,388	¥1,005,136	¥(17,748)	(1.8)
Operating Income	87,076	107,442	¥(20,365)	(19.0)
Ordinary Income	70,748	86,966	¥(16,218)	(18.6)
Net Income	33,792	50,878	¥(17,085)	(33.6)

- ●In the three-quarter period under review (April 1–December 31, 2010), consolidated revenue from operations totaled ¥987.3 billion, down ¥17.7 billion, or 1.8%, from the previous corresponding period. Operating income declined ¥20.3 billion, or 19.0%, to ¥87.0 billion. These figures reflect general progress according to our full-year projections.
- The "Leasing" segment benefited from projects that came on-stream during the period, notably Sumitomo Mitsui Banking Corporation Head Office Building (Chiyoda-ku, Tokyo) and Mitsui Outlet Park Shiga Ryuo (Gamou-gun, Shiga), as well as projects that were completed in the previous fiscal year, namely Mitsui Shopping Park LaLaport Shin-Misato (Misato, Saitama). However, segment revenue declined ¥3.8 billion, and segment operating income was down ¥3.1 billion. This was due to the impact of increasing vacancy rates in existing office buildings, as well as the suspension of operations at Hibiya Mitsui Building (Chiyoda-ku, Tokyo) due to planned reconstruction.
- On a nonconsolidated basis, the vacancy rate of the Company's office buildings in the Tokyo Metropolitan Area increased to 4.9% (from 4.0% on September 30, 2010), due to rising vacancies in existing buildings. However, this figure generally reflects our projections.
- ●In the "Property Sales" segment, there was a year-on-year revenue increase in the "Property Sales to Individuals" category thanks to a rise in number of residential units sold. However, this category posted a decline in earnings due to the large number of highly profitable, large-scale condominiums sold in the previous corresponding period. The "Property Sales to Investors" category reported declines in both revenue and earnings due to relatively low sales of properties and dividend amounts from SPCs compared with the previous corresponding period. For the entire segment, revenue declined ¥24.7 billion, and operating income fell ¥19.0 billion.
- The Group estimates that 5,400 condominium units will be sold and handed over in the current fiscal year. Thanks to ongoing favorable market sales conditions, it has already secured sales contracts for around 95% of these units (compared with around 85% a year earlier). Completed inventories of condominiums at December 31, 2010, totaled 760 units, down from 886 units at September 30, 2010.
- ●In the "Management" segment, the "Property Management" category posted year-on-year growth in revenue thanks mainly an increase in properties under management due to outlets and other retail facilities that came newly on-stream as well as an increase in the number of rental housing units under management. The "Brokerage and Asset Management, etc." category also reported improved revenue, owing mainly to a higher number of properties handled in our brokerage business for individuals, including Mitsui Rehouse. As a result, segment revenue increased ¥4.8 billion, and segment operating income was up ¥0.8 billion.
- Ordinary income declined ¥16.2 billion, or 18.6%, reflecting the decrease in operating income. Net income for the period fell ¥17.0 billion, or 33.6%, due to partly to a ¥7.2 billion loss on disposal of fixed asset.

Note: Effective the year ending March 2011, the Group has changed its segment classification. To permit year-on-year comparisons, figures for the previous corresponding period have been restated to reflect the new classification.

## **Consolidated Business Overview**

#### **Results of Operations**

			(¥ millions)
	Nine Months Ended	December 31	Change
	2010	2009	(amount)
Revenue from Operations	¥987,388	¥1,005,136	¥(17,748)
Leasing	320,505	324,307	(3,801)
Property Sales	259,150	283,936	(24,786)
Management	203,532	198,644	4,887
Mitsui Home	132,040	124,401	7,639
Other	72,159	73,847	(1,687)
Operating Income	87,076	107,442	(20,365)
Leasing	71,521	74,655	(3,133)
Property Sales	10,762	29,774	(19,012)
Management	23,341	22,531	810
Mitsui Home	(3,218)	(4,552)	1,334
Other	1,498	936	562
Elimination or Corporate	(16,828)	(15,902)	(926)
Non-Operating Income/Expenses	(16,328)	(20,475)	4,147
Equity in Net Income/Loss of Affiliated Companies	1,000	2,335	(1,334)
Interest Expense, in Net	(20,868)	(22,215)	1,346
Other, in Net	3,539	(595)	4,135
Ordinary Income	70,748	86,966	(16,218)
Extraordinary Gains/Losses	(9,027)	-	(9,027)
Extraordinary Gains	-	-	-
Extraordinary Losses	9,027	-	9,027
Income before Income Taxes	61,721	86,966	(25,245)
Income Taxes	28,800	37,340	(8,540)
Income before Minority Interests	32,920	-	-
Minority Interests	(871)	(1,252)	380
Net Income	¥33,792	¥50,878	¥(17,085)

- In the first three quarters under review, revenue from operations totaled ¥987.3 billion, down 1.8% from the previous corresponding period.
- Operating income declined 19.0%, to ¥87.0 billion.
- Ordinary income was down 18.6%.
- Net income for the period fell 33.6%.

#### **Progress Comparison with Full Year Forecasts**

(¥ millions)

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	Nine Months Ended December 31, 2010	Year to 3/11 (Forecast as of April 30, 2010)	9-Month Results/Full- Year Forecast (%)			
Revenue from Operations	¥987,388	¥1,440,000	68.6			
Operating Income	87,076	121,000	72.0			
Ordinary Income	70,748	95,000	74.5			
Net Income	33,792	50,000	67.6			

#### **Extraordinary Losses**

(¥ millions)

		(1 1111110110)
Loss on Disposal of Fixed Assets	7,287	Mitsui Fudosan, etc.
Effect of Application of Accounting Standard for Asset Retirement Obligations	1,425	Mitsui Fudosan, etc.
Other	314	
Total	9,027	

Note: The impact of the prior-year portion has been treated as a lump extraordinary loss in line with the application of Accounting Standard for Asset Retirement Obligations and Guidance on Accounting Standard for Asset Retirement Obligations.

#### [Reference] Nonconsolidated Operating Income/Expenses (Mitsui Fudosan)

		Nine Months Ende	d December 31	Change	
		2010	(amount)		
Revenue from	Leasing	314,032	316,662	(2,630)	
Operations	Property Sales	31,029	34,477	(3,448)	
	Other	26,223	45,289	(19,065)	
	Total	371,284	396,429	(25,144)	
Gross Profit(%)	Leasing	17.7	18.0	(0.3)pt	
	Property Sales	0.6	(34.8)	-	
	Other	47.6	68.5	(20.9)pt	
Operating Income		52,519	60,481	(7,961)	

<sup>\* &</sup>quot;Revenue from operations" refers to revenue from outside customers.

<sup>\*</sup> All figures shown are cumulative for the period.

# **Segment Results**

### [1] LEASING

			(¥ millions)
	Nine Months End	Change	
	2010	2009	(amount)
Revenue from Operations	¥320,505	¥324,307	¥(3,801)
Operating Income	71,521	74,655	(3,133)

			(¥ millions)
	Year to 3/11 (Forecast as of April 30, 2010)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2010
Revenue from Operations	¥423,000	75.8	¥430,975
Operating Income	91,000	78.6	95,553

- This segment benefited from projects that came on-stream during the period, notably Sumitomo Mitsui Banking Corporation Head Office Building (Chiyoda-ku, Tokyo) and Mitsui Outlet Park Shiga Ryuo (Gamou-gun, Shiga), as well as projects that were completed in the previous fiscal year, namely Mitsui Shopping Park LaLaport Shin-Misato (Misato, Saitama). However, segment revenue declined ¥3.8 billion, and segment operating income was down ¥3.1 billion. This was due to the impact of increasing vacancy rates in existing office buildings, as well as the suspension of operations at Hibiya Mitsui Building (Chiyoda-ku, Tokyo) due to planned reconstruction.
- ●On a nonconsolidated basis, the vacancy rate of the Company's office buildings in the Tokyo Metropolitan Area increased to 4.9% (from 4.0% on September 30, 2010), due to rising vacancies in existing buildings. However, this figure generally reflects our projections

### [Reference] Nonconsolidated Results

#### (Revenue from Operations)

Newly on-stream projects (Sumitomo Mitsui Banking Corporation Head Office Building, Mitsu Outlet Park Shiga Ryuo, etc.) and full-term contribution projects (Mitsui Shopping Park LaLaport Shin-Misato, Mitsui Shopping Park LaLagarden Nagamachi, etc.): ¥15.7 billion revenue increase; existing properties: ¥12.2 billion revenue decline; demolitions and disposals: ¥6.0 billion revenue decline

#### (Vacancy Rate)

The vacancy rate of office buildings in Tokyo Metropolitan Area: 4.9%

#### **Breakdown of Leasing Operations (Nonconsolidated)**

		At December 31					
		2010	2009	2010	2009	2010	2009
		Total		Tokyo Metropolitan Area		Regional Areas	
	Number of Buildings	186	196	155	165	31	31
Office	Leased Floor Space (1,000m)	2,508	2,546	2,238	2,259	270	287
Buildings	Leasing Revenue (¥ millions)	206,996	215,189	192,258	199,541	14,737	15,647
	Vacancy Rate (%)	5.3	4.0	4.9	3.7	7.9	6.2
	Number of Buildings	70	65	44	42	26	23
Retail	Leased Floor Space (1,000m)	1,662	1,594	1,029	1,010	633	584
Facilities	Leasing Revenue (¥ millions)	94,039	89,058	65,677	64,566	28,361	24,491
	Vacancy Rate (%)	0.5	0.6	0.4	0.5	0.8	0.6

#### **Revenue and Leased Floor Space**

mil	

Nine Months Ended I At December			Change		
			2010	2009	
•	Revenue	Office Buildings	219,985	228,863	(8,877)
		Retail Facilities	95,978	90,964	5,013
Office Duildings and	Total Leased Floor Space (	1,000 m <sup>2</sup> ):	4,453	4,322	131
Office Buildings and Retail Facilities	Office Buildings	Owned	1,260	1,158	102
Retail Facilities		Managed	1,529	1,568	(39)
	Retail Facilities	Owned	1,021	1,010	11
		Managed	643	586	57
Other	Revenue		4,540	4,479	61
Total Revenue			320,505	324,307	(3,801)

#### Vacancy Rate at End of Term

(%)

	12/10	3/10	3/09	3/08	3/07	3/06	3/05	3/04
Consolidated Office Buildings and Retail Facilities (including	3.6	3.1	2.2	1.3	1.4	1.4	2.8	5.0
overseas) Nonconsolidated								
Tokyo Metropolitan Area Office Buildings	4.9	3.9	2.5	1.3	1.6	1.0	3.0	4.4
Regional Area Office Buildings	7.9	7.1	6.6	5.8	4.4	5.7	7.0	7.6

#### **Major Projects**

#### (NEWLY ON-STREAM)

Ginza Trecious (Chuo-ku, Tokyo)	Retail facility opened in April 2010
Mitsui Outlet Park Sapporo Kita-Hiroshima (Kita-Hiroshima, Hokkaido)	Retail facility opened in April 2010
Mitsui Outlet Park Shiga Ryuo (Gamou-gun, Shiga)	Retail facility opened in July 2010
Sumitomo Mitsui Banking Corporation Head Office Building (Chiyoda-ku, Tokyo)	Office building completed in July 2010
Muromachi-Higashi Mitsui Building (COREDO Muromachi) (Chuo-ku, Tokyo)	Office building completed in October 2010 (Retail facility opened in October 2010)

#### (FULL-TERM CONTRIBUTION)

Higashi Gotanda SQUARE (Shinagawa-ku, Tokyo)	Office building completed in April 2009
Mitsui Shopping Park LaLaport Iwata (Iwata, Shizuoka)	Retail facility opened in June 2009
Mitsui Shopping Park LaLaport Shin-Misato (Misato, Saitama)	Retail facility opened in September 2009
Mitsui Shopping Park I al agarden Nagamachi (Sendai Miyagi)	Retail facility opened in October 2009

#### [2] PROPERTY SALES

			(¥ millions)
	Nine Months End	Change	
	2010	2009	(amount)
Revenue from Operations	¥259,150	¥283,936	¥(24,786)
Operating Income	10,762	29,774	(19,012)

			(¥ millions)
	Year to 3/11 (Forecast as of April 30, 2010)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2010
Revenue from Operations	¥420,000	61.7	¥386,256
Operating Income	18,000	59.8	12,492

- In this segment, there was a year-on-year revenue increase in the "Property Sales to Individuals" category thanks to a rise in number of residential units sold which benefited from favorable market conditions. However, this category posted a decline in earnings due to the large number of highly profitable, large-scale condominiums sold in the previous corresponding period as well as many of condominiums with higher acquisition cost sold in the current term under review.
- Despite posting revenue from sales of properties to Frontier Real Estate Investment Corporation (a J-REIT), the "Property Sales to Investors" category reported declines in both revenue and earnings. This was due to relatively low sales of properties and dividend amounts from SPCs compared with the previous corresponding period.
- For the entire segment, revenue declined ¥24.7 billion, and operating income fell ¥19.0 billion.
- The Group estimates that 5,400 condominium units will be sold and handed over in the current fiscal year. Thanks to ongoing favorable market sales conditions, it has already secured sales contracts for around 95% of these units (compared with around 85% a year earlier). Completed inventories of condominiums at December 31, 2010, totaled 760 units, down from 886 units at September 30, 2010.

#### Major Projects Undertaken during the Period

Park Tower GranSky (Shinagawa-ku, Tokyo)	Condominiums
Park Court Azabu-Juban The Tower (Minato-ku, Tokyo)	Condominiums
Park Tower Ueno Ikenohata (Taito-ku, Tokyo)	Condominiums
Park City Hamadayama (Suginami-ku, Tokyo)	Condominiums
Park City Saitama Kita (Saitama, Saitama)	Condominiums
Park City Yokohama Nakayama (Yokohama, Kanagawa)	Detached housing

#### **Property Sales to Individuals and Investors**

											¥ millions)
			Nine Months Ended December 31							Change	
			2010		2009		Change				
			Revenue	Units	Unit Price	Revenue	Units	Unit Price	Revenue	Units	Unit Price
	Condominiums	Tokyo Metropolitan Area	157,370	2,813	56	170,638	2,721	63	(13,268)	92	(7)
		Other	22,862	653	35	12,812	443	29	10,049	210	6
Sales duals		Subtotal	180,232	3,466	52	183,451	3,164	58	(3,218)	302	(6)
Property Sales to Individuals	D . 1 1H .	Tokyo Metropolitan Area	35,489	650	55	24,646	455	54	10,842	195	0
Proj to I	Detached Housing	Other	3,545	71	50	2,405	49	49	1,139	22	1
_		Subtotal	39,035	721	54	27,052	504	54	11,982	217	0
		Revenue	219,267	4,187	52	210,504	3,668	57	8,763	519	(5)
		Operating Income		7,837			21,836			(13,999)	
Prop	erty Sales to	Revenue		39,882			73,432			(33,549)	
Inve	stors	Operating Income		2,924			7,937			(5,013)	
Tota	ıl	Revenue Operating Income		259,150 10,762			283,936 29,774			(24,786) (19,012)	

#### **Inventories (Property Sales to Individuals)**

								(Units)
	12/10	3/10	3/09	3/08	3/07	3/06	3/05	3/04
Condominiums	760	872	826	453	267	235	490	455
Detached Housing	49	40	93	115	109	20	55	25
Total	809	912	919	568	376	255	545	480

Note: Until the year ended March 31, 2006, figures for completed housing inventories at the end of each period were disclosed as multiples of five. Effective from the year ended March 31, 2007, however, actual numbers are used.

#### **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	1,364	4,637	6,001	3,466	2,535	4,459
Detached Housing	140	758	898	721	177	765
Total	1,504	5,395	6,899	4,187	2,712	5,224

Note: Figures except for Reported No. of Units include those scheduled for completion in the next fiscal year and after.

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#### [3] MANAGEMENT

(¥ millions)

	Nine Months End	Change	
	2010	2009	(amount)
Revenue from Operations	¥203,532	¥198,644	¥4,887
Operating Income	23,341	22,531	810

(¥ millions)

	Year to 3/11 (Forecast as of April 30, 2010)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2010
Revenue from Operations	¥280,000	72.7	¥266,661
Operating Income	30,000	77.8	29,714

● In this segment, the "Property Management" category posted year-on-year growth in revenue thanks mainly an increase in properties under management due to outlets and other retail facilities that came newly on-stream as well as an increase in the number of rental housing units under management. The "Brokerage and Asset Management, etc." category also reported improved revenue, owing mainly to a higher number of properties handled in our brokerage business for individuals, including Mitsui Rehouse. As a result, segment revenue increased ¥4.8 billion, and segment operating income was up ¥0.8 billion.

(¥ millions)

	Nine Months End	Change	
	2010	2009	(amount)
Revenue	152,921	149,788	3,132
Operating Income	17,384	16,534	850
Revenue	50,610	48,855	1,755
Operating Income	5,956	5,996	(39)
Revenue	203,532	198,644	4,887
Operating Income	23,341	22,531	810
	Operating Income Revenue Operating Income Revenue	Revenue         152,921           Operating Income         17,384           Revenue         50,610           Operating Income         5,956           Revenue         203,532	Revenue         152,921         149,788           Operating Income         17,384         16,534           Revenue         50,610         48,855           Operating Income         5,956         5,996           Revenue         203,532         198,644

# Property Management Business: Car Park Leasing (included in "Property Management" category)

(Units)

	At December 31		
	2010	2009	
Total Managed Units	124,231	115,644	

# Brokerage Business: Mitsui Real Estate Sales (included in "Brokerage and Asset Management, etc." category)

(¥ millions)

	Nine Months Ended December 31			Change		
	2010		2009		(amount)	
Brokerage	Revenue	Units	Revenue	Units	Revenue	Units
Biokerage	¥822,564	26,061	¥740,540	24,009	¥82,024	2,052

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

# Consignment Sales Business: Mitsui Fudosan Residential (included in "Brokerage and Asset Management, etc." category)

	Nine Months Ended December 31			Cha	nge	
	2010		2009		(amount)	
Consistent Solos	Revenue	Units	Revenue	Units	Revenue	Units
Consignment Sales	¥73,551	1,444	¥102,292	1,635	¥(28,741)	(191)

[4] MITSUI HOME

(¥ millions)

	Nine Months End	Change	
	2010	2009	(amount)
Revenue from Operations	¥132,040	¥124,401	¥7,639
Operating Income	(3,218)	(4,552)	1,334

(¥ millions)

	Year to 3/11 (Forecast as of April 30, 2010)	9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2010
Revenue from Operations	¥217,000	60.8	¥202,865
Operating Income	4,200	-	3,640

● In the "New Construction" category, Mitsui Home made steady progress handling orders received at the beginning of the term compared with the previous corresponding period. Cost reductions also contributed to improved profitability. As a result, this segment reported a ¥7.6 billion increase in revenue and a ¥1.3 billion decline in the operating loss.

(¥ millions)

		Nine Months Ended	Change	
		2010	2009	(amount)
New Construction	Revenue	93,898	88,118	5,779
	Orders	102,313	100,134	2,179
Reform/Renewal	Revenue	19,527	19,408	119
	Orders	23,864	22,698	1,165
Lease Management		12,633	11,769	863
Other		5,980	5,103	876
Total Revenue		132,040	124,401	7,639

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

 2010
 2009
 (amount)

 Z010
 Z009
 (amount)

 Revenue from Operations
 ¥72,159
 ¥73,847
 ¥(1,687)

 Operating Income
 1,498
 936
 562

(¥ millions)

(¥ millions)

Year to 3/11 (Forecast as of April 30, 2010)		9-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2010	
Revenue from Operations	¥100,000	72.2	¥98,047	
Operating Income	0	-	226	

●In this segment, the "Merchandise" category reported a decrease in revenue due to the closure of retail stores operated by an affiliated company. However, the "Facility Operations" category enjoyed an increase in revenue, thanks mainly to the opening of Mitsui Garden Hotel and improved capacity utilization. For the entire segment, revenue slipped ¥1.6 billion and operating income was up ¥0.5 billion.

	Nine Months End	Nine Months Ended December 31		
	2010	2009	(amount)	
Facility Operations	38,628	36,402	2,226	
Merchandise	31,026	32,561	(1,535)	
Other	2,504	4,883	(2,378)	
Total Revenue	72,159	73,847	(1,687)	

# **Consolidated Balance Sheets (Unaudited)**

			(¥ millions)
ASSETS:	December 31, 2010 (amount)	March 31, 2010 (amount)	Change (amount)
I . Current Assets:	¥1,017,925	¥987,573	¥30,351
Cash and Time Deposits	59,513	63,291	(3,778)
Accounts Receivable—Trade	23,013	24,478	(1,464)
Marketable Securities	50	243	(193)
Real Property for Sale (including Advances Paid for Purchases)	685,887	682,536	3,350
Expenditure on Contracts in Progress	19,547	8,336	11,211
Other Inventories	10,007	8,330	1,677
Short-Term Loans	10,708	9,321	1,386
Equity Investments in Properties for Sale	86,467	73,412	13,055
Deferred Income Taxes	45,899	43,770	2,128
Other Current Assets	78,058	75,155	2,902
Allowance for Doubtful Accounts	(1,227)	(1,302)	75
II. Fixed Assets:	2,780,925	2,722,850	58,075
Tangible Fixed Assets:	2,122,002	2,074,946	47,055
Buildings and Structures	570,307	537,952	32,354
Machinery, Equipment and Materials Handling Equipment	8,346	7,231	1,114
Land	1,491,239	1,466,951	24,287
Construction in Progress	21,747	33,845	(12,097)
Other Tangible Fixed Assets	30,360	28,964	1,395
2. Intangible Fixed Assets:	31,107	30,875	231
Tangible and Intangible Fixed Assets:	2,153,110	2,105,822	47,287
3. Investments and Other Assets:	627,815	617,027	10,788
Investment Securities	402,206	392,744	9,461
Long-Term Loans	2,024	2,217	(192)
Lease Deposits	175,534	175,774	(240)
Deferred Income Taxes	11,614	11,493	120
Deferred Tax Assets on Land Revaluation	1,405	1,405	-
Other Investments and Assets	42,241	40,529	1,711
Allowance for Doubtful Accounts	(7,210)	(7,137)	(72)
Total Assets	¥3,798,850	¥3,710,423	¥88,427

Note: At December 31, 2010, equity investments in SPCs (included in "Investment Securities") amounted to ¥64.5 billion. (¥64.9 billion at fiscal year ended March 31, 2010)

#### [Real Property for Sale]

At December 31, 2010, the balance of real property for sale was ¥685.8 billion, up ¥3.3 billion from March 31, 2010. The increase stemmed mainly from the fact that the value of new acquisitions held by Mitsui Fudosan Residential exceeded that of properties sold to recover costs.

#### (a) Breakdown by Company

(¥ millions)				
	At December 31, 2010	At March 31, 2010	Change (amount)	
Mitsui Fudosan Residential	417,398	401,267	16,130	
Mitsui Fudosan	252,948	264,517	(11,568)	
Other and Elimination	15,539	16,751	(1,211)	
Consolidated Total	685,887	682,536	3,350	

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

(¥ millions)

Nine Months Ended December 31	At Beginning of Period	New Investments	Cost Recovery	Others	At December 31, 2010
2010	682,536	220,399	(211,631)	(5,417)	685,887
2009	759,489	217,568	(210,736)	(25,258)	741,062

Note: Land acquisition-related expenditures by Mitsui Fudosan Residential Co., Ltd., totaled ¥82.8 billion in this third-quarter period under review.

#### [Tangible and Intangible Assets]

The consolidated balance of tangible and intangible fixed assets at the end of the period was \$2,153.1 billion, up \$47.2 billion from March 31, 2010. The increase stemmed mainly from construction investments made during the period by Mitsui Fudosan, including in Sumitomo Mitsui Banking Corporation Head Office Building, Muromachi-Higashi Mitsui Building, and Mitsui Outlet Park Shiga Ryuo. The Mitsui Fudosan America Group posted a decline in fixed assets, due mainly to foreign exchange factors.

#### (a) Breakdown by Company

(¥ millions

(¥ milions)				
	At December 31, 2010	At March 31, 2010	Change (amount)	
Mitsui Fudosan	1,893,028	1,830,416	62,611	
Mitsui Fudosan America Group	109,868	122,582	(12,714)	
Mitsui Home Group	27,302	27,513	(210)	
Other and Elimination	122,911	125,310	(2,398)	
Consolidated Total	2,153,110	2,105,822	47,287	

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

Nine Months Ended December 31	At Beginning of Period	Capital Expenditure	Depreciation	Disposal/Sale/ Others	At December 31, 2010
2010	2,105,822	110,715	(38,811)	(24,615)	2,153,110
2009	2,047,715	49,360	(37,350)	11,988	2,071,714

# **Consolidated Balance Sheets (Unaudited)**

			(¥ millions)
LIABILITIES:	December 31, 2010 (amount)	March 31, 2010 (amount)	Change (amount)
I . Current Liabilities:	¥788,737	¥593,355	¥195,381
Accounts Payable—Trade	59,590	76,749	(17,159)
Short-Term Debt	303,350	279,403	23,947
Commercial Paper	214,000	24,000	190,000
Bond Redeemable Within One Year	_	10,000	(10,000)
Income Taxes Payable	20,194	6,806	13,387
Advances from Contracts in Progress	20,647	12,650	7,996
Allowance for Completed Project Indemnities	1,394	1,593	(199)
Allowance for Possible Guarantee Losses	236	229	6
Deferred Income Taxes	455	455	0
Other Current Liabilities	168,869	181,467	(12,598)
Ⅱ. Long-Term Liabilities:	1,970,753	2,087,841	(117,088)
Corporate Bonds	265,000	235,000	30,000
Long-Term Debt	1,043,926	1,198,316	(154,389)
Deposits from Tenants	364,339	366,770	(2,430)
Allowance for Employees' Retirement Benefits	35,201	31,528	3,672
Allowance for Directors' and Corporate Auditors'			
Retirement Benefits	1,167	1,086	80
Deferred Income Taxes	31,056	26,374	4,682
Deferred Tax Liabilities on Land Revaluation	192,238	192,238	-
Other Long-Term Liabilities	37,824	36,526	1,297
Interest-Bearing Debt:	1,826,276	1,746,719	79,557
Total Liabilities	2,759,490	2,681,197	78,293
NET ASSETS:			
Common Stock	174,296	174,296	
Additional Paid-in Capital	248,310	248,320	(10)
Retained Earnings	317,094	301,653	15,440
Treasury Stock	(5,350)	(5,189)	(160)
Reserve on Land Revaluation	270,341	271,337	(995)
Net Unrealized Holding Gains on Securities	56,655	51,913	4,741
Deferred Gains or Losses on Hedges	(1,148)	(588)	(560)
Foreign Currency Translation Adjustment	(40,525)	(33,931)	(6,593)
New Share Subscription Rights	484	378	106
Minority Interests in Consolidated Subsidiaries	19,202	21,036	(1,833)
Total Net Assets	1,039,359	1,029,226	10,133
Total Liabilities and Net Assets	¥3,798,850	¥3,710,423	¥88,427

### [Interest-Bearing Debt]

At December 31, 2010, total consolidated interest-bearing debt stood at \$1,826.2 billion, up \$79.5 billion from March 31, 2010. The increase was mainly due to a rise in tangible and intangible fixed assets held by Mitsui Fudosan. Other factors included new investments in real property for sale by Mitsui Fudosan Residential, as well as changes in deferred and accrued accounts.

#### **Breakdown by Company**

	At December 31, 2010	March 31, 2010	Change (amount)		
Mitsui Fudosan	1,741,116	1,654,444	86,672		
Mitsui Fudosan Residential	361,000	323,000	38,000		
Mitsui Fudosan America Group	64,433	69,433	(4,999)		
Loans to Subsidiaries	(449,868)	(408,570)	(41,298)		
Other and Elimination	109,594	108,412	1,182		
Consolidated Total	1,826,276	1,746,719	79,557		

### **Financial Position**

(¥ millions)

	At December 31, 2010	At March 31, 2010	Change (amount)
Total Assets	¥3,798,850	¥3,710,423	¥88,427
<b>Total Liabilities</b>	2,759,490	2,681,197	78,293
Interest-Bearing Debt	1,826,276	1,746,719	79,557
Net Assets	1,039,359	1,029,226	10,133
Shareholders' Equity	1,019,672	1,007,811	11,860
Debt-Equity Ratio (Times)	1.79	1.73	0.06

Notes: 1. Interest-Bearing Debt: Short-term debt + Commercial paper + Bonds redeemable within one year

- + Corporate bonds + Long-term debt
- 2. Debt-Equity Ratio: Interest-bearing debt ÷ Shareholders' Equity

#### [Real Property for Sale]

At December 31, 2010, the balance of real property for sale (including property for sale in progress, land for development, and advances paid for purchases) was ¥685.8 billion, up ¥3.3 billion from March 31, 2010. The increase stemmed mainly from the fact that the value of new investments made during the period exceeded that of properties sold to recover costs.

#### [Tangible and Intangible Assets]

The consolidated balance of tangible and intangible fixed assets at the end of the period was ¥2,153.1 billion, up ¥47.2 billion from March 31, 2010. The increase stemmed mainly from construction investments made during the period, including in Sumitomo Mitsui Banking Corporation Head Office Building and Muromachi-Higashi Mitsui Building.

#### [Interest-Bearing Debt]

At December 31, 2010, total consolidated interest-bearing debt stood at ¥1,826.2 billion, up ¥79.5 billion from March 31, 2010. The increase was mainly due to a rise in tangible and intangible fixed assets during the period, as well as payment of construction costs for condominium projects completed in the previous fiscal year (leading to a decline in notes and accounts payable). Compared with a year earlier, total consolidated interest-bearing debt was up ¥21.1 billion.

# **Segment Information**

### Nine Months Ended December 31, 2010

(¥ millions)

	Revenue from Operations						
	(1) Outside Customers	(2) Inter- segment	Total	Segment Income	Segment Assets	Depreciation	Increase in Tangible and Intangible Fixed Assets
(1)Leasing	320,505	11,820	322,326	71,521	2,323,858	26,977	96,465
(2)Property Sales	259,150	-	259,150	10,762	812,116	985	1,280
(3)Management	203,532	30,303	233,835	23,341	209,938	4,105	5,707
(4)Mitsui Home	132,040	5,981	138,022	(3,218)	111,587	2,899	2,590
(5)Other	72,159	2,651	74,810	1,498	111,549	2,802	4,109
Elimination or Corporate	-	(50,757)	(50,757)	(16,828)	229,800	1,040	561
Consolidated	987,388	-	987,388	87,076	3,798,850	38,811	110,715

### Nine Months Ended December 31, 2009

	Reve	Revenue from Operations						
	(1) Outside Customers	(2) Inter- segment	Total	Costs and Expenses	Operating Income (Loss)	Assets	Depreciation	Capital Expenditures
(1)Leasing	411,959	6,266	418,226	339,971	78,254	2,359,241	27,939	33,309
(2)Sales of Housing, Office Buildings and Land	288,321	13	288,334	258,969	29,365	863,813	829	2,159
(3)Construction	91,557	3,690	95,247	100,003	(4,755)	57,022	2,145	1,727
(4)Brokerage, Consignment Sales and Consulting	45,236	2,232	47,469	42,138	5,330	51,421	662	877
(5)Property Management	74,707	27,539	102,247	90,248	11,998	89,666	1,055	1,926
(6)Sales of Housing Materials and Merchandise	48,197	23,699	71,896	70,790	1,106	38,310	635	424
(7)Facility Operations	36,383	312	36,696	39,155	(2,458)	98,056	2,554	5,796
(8)Other	8,773	7,586	16,359	12,262	4,097	20,704	477	482
Total	1,005,136	71,341	1,076,478	953,539	122,938	3,578,236	36,300	46,704
Elimination or Corporate	-	(71,341)	(71,341)	(55,845)	(15,495)	208,935	1,050	2,656
Consolidated	1,005,136	-	1,005,136	897,694	107,442	3,787,172	37,350	49,360

# **Consolidated Statements of Income (Unaudited)**

	lions'	

		(# millions)	
	Nine Months Ended December 31		
	2010	2009	
	(amount)	(amount)	
I. Revenue from Operations	¥987,388	¥1,005,136	
II. Cost of Revenue from Operations	792,572	792,134	
Gross Operating Profit	194,815	213,002	
III. Selling, General and Administrative Expenses	107,738	105,559	
Operating Income	87,076	107,442	
IV. Non-Operating Income:	6,306	6,686	
Interest Income	149	271	
Dividend Income	2,940	2,239	
Equity in Net Income of Affiliated Companies	1,000	2,335	
Other Non-Operating Income	2,215	1,840	
V. Non-Operating Expenses:	22,634	27,162	
Interest Expenses	21,018	22,486	
Other Non-Operating Expenses	1,616	4,676	
Ordinary Income	70,748	86,966	
VI. Extraordinary Gains:	-	-	
VII. Extraordinary Losses:	9,027	-	
Loss on Disposal of Fixed Asset	7,287	-	
Effect of Application of Accounting Standard for Asset			
Retirement Obligations	1,425	-	
Other Extraordinary Losses	314	-	
Income before Income Taxes	61,721	86,966	
Income Taxes	28,800	37,340	
Income before Minority Interests	32,920		
Minority Interests	(871)	(1,252)	
Net Income	¥33,792	¥50,878	

# **Consolidated Statements of Cash Flows (Unaudited)**

(¥	mı	llior	10

	(¥ millions  Nine Months Ended December 31			
	2010 2009			
	(amount)	(amount)		
I. Cash Flows From Operating Activities:	(amount)	(amount)		
Income before Income Taxes	¥61,721	¥86,966		
Depreciation and Amortization	38.811	37,350		
Loss on Valuation of Inventories	30,011	6,729		
Interest and Dividend Income Receivable	(3,090)	(2,511)		
Interest Expense	21,018	22,486		
Gain/Loss on Equity-Method Investments	(1,000)	(2,335)		
Effect of Application of Accounting Standard for Asset	(1,000)	(2,333)		
Retirement Obligations	1,425	-		
Loss on Disposal of Fixed Asset	6,206	-		
Increase/Decrease in Accounts Receivable	1,366	7,342		
Increase/Decrease in Accounts Payable	(4,644)	(7,475)		
Increase/Decrease in Real Property for Sale	(22,047)	(55,982)		
Increase/Decrease in Operational Investment	(13,472)	(3,018)		
Other	(10,860)	(29,234)		
Subtotal	75,434	60,319		
Cash Receipts of Interest and Dividend Income	5,162	4,518		
Cash Payments of Interest Expense	(20,385)	(21,583)		
Income Taxes Paid	(15,076)	(21,354)		
Net Cash Provided by Operating Activities	45,134	21,899		
II. Cash Flows From Investing Activities:				
Purchase of Tangible and Intangible Fixed Assets	(110,293)	(61,988)		
Sales of Tangible and Intangible Fixed Assets	3,254	507		
Purchase of Investment Securities	(3,968)	(6,060)		
Sales of Investment Securities	448	77		
Purchase of Subsidiaries' Shares Resulting in Changes in Scope of Consolidation	(358)	-		
Proceeds from Receipt of Rental Deposits and Guarantees	(7,530)	(9,780)		
Proceeds from Recovery of Rental Deposits and Guarantees	6,940	8,036		
Decrease in Deposits from Tenants	(44,509)	(32,369)		
Increase in Deposits from Tenants	41,615	37,023		
Increase in Loans (Outlays for Loans)	(8,549)	(7,817)		
Decrease in Loans (Proceeds from Recovery of Loans)	8,233	7,077		
Other	1,418	(3,095)		
Net Cash Used in Investing Activities	¥(113,298)	¥(68,388)		

(¥	mi	llions)

		(± IIIIIIIIIII)	
	Nine Months Ended December 3		
	2010	2009	
	(amount)	(amount)	
III. Cash Flows From Financing Activities:			
Proceeds from Short-Term Debt	1,104,301	936,059	
Repayment of Short-Term Debt	(924,200)	(861,984)	
Proceeds from Long-Term Debt	57,549	86,398	
Repayment of Long-Term Debt	(171,202)	(83,341)	
Proceeds from Issuance of Bonds	30,000	30,000	
Redemption of Bonds	(10,000)	(40,000)	
Cash Dividends Paid to Minority Interests	46	13	
Cash Dividends Paid	(19,280)	(19,328)	
Cash Dividends Paid to Minority Interests	(955)	(1,013)	
Repayment of Finance Lease Obligations	(1,547)	(1,478)	
Increase/Decrease in Treasury Stock	(177)	(137)	
Net Cash Used in Financing Activities	64,532	45,187	
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	(147)	(7)	
V. Net Increase (Decrease) in Cash and Cash Equivalents	(3,778)	(1,309)	
VI. Cash and Cash Equivalents at Beginning of Year	62,739	62,891	
VII. Cash and Cash Equivalents at End of the Period	¥58,961	¥61,582	

### **Consolidated Earning Forecasts**

Effective the year ending March 31, 2011, the Group's results has reclassified into five segments for disclosure purposes.

For the Year Ending March 31, 2011 (Unchanged from originally announced April 30, 2010)

millions)	

			(¥ millions)
	Year to March 31		Change
	2011(forecast)	2010(actual)	(amount)
Revenue from Operations	¥1,440,000	¥1,384,806	¥55,194
Leasing	423,000	430,975	(7,975)
Property Sales	420,000	386,256	33,744
Management	280,000	266,661	13,339
Mitsui Home	217,000	202,865	14,135
Other	100,000	98,047	1,953
Operating Income	121,000	120,585	415
Leasing	91,000	95,553	(4,553)
Property Sales	18,000	12,492	5,508
Management	30,000	29,714	286
Mitsui Home	4,200	3,640	560
Other	0	226	(226)
Elimination or Corporate	(22,200)	(21,043)	(1,157)
Non-Operating Income/Expenses	(26,000)	(26,683)	683
Interest Expense, Net	(29,000)	(29,243)	243
Other, Net	3,000	2,559	441
Ordinary Income	95,000	93,901	1,099
Extraordinary Gains/Losses	(10,000)	3,789	(13,789)
Income before Income Taxes	85,000	97,690	(12,690)
Income Taxes	34,000	36,574	(2,574)
Minority Interests	1,000	1,031	(31)
Net Income	¥50,000	¥60,084	¥(10,084)

Leasing: In this segment, we forecast an increase in revenue thanks to new projects scheduled to come on-stream during the year, including such office buildings as Sumitomo Mitsui Banking Corporation Head Office Building. Also contributing will be retail facilities, such as Mitsui Outlet Park Sapporo Kita-Hiroshima. However, the segment's performance will be affected by vacancies in existing office buildings, as well as the effect of tenant replacements in some buildings scheduled for reconstruction. For the year, therefore, we forecast a ¥7.9 billion decrease in segment revenue and a ¥4.5 billion decline in segment operating income.

Property Sales: In the "Property Sales to Individuals" category, we expect an increase in revenue thanks to a rise in the number of residential units to be sold, but a decline in earnings due to lower profitability. By contrast, we predict higher revenue and earnings in the "Property Sales to Investors" category. For the entire segment, therefore, we forecast a ¥33.7 billion increase in revenue and a ¥5.5 billion rise in operating income.

**Management:** In this segment, we expect a healthy performance in the brokerage business targeting individuals due to an increase in transactions and other factors. We also look forward to a rise in properties under management at LaLaport Management, as well as expansion of the Repark business handled by Mitsui Real Estate Sales. By contrast, we expect a decline in consignment sales from Mitsui Fudosan Residential. For the entire segment, we forecast a ¥13.3 billion increase in revenue and a slight ¥0.2 billion increase in operating income.

Other: Despite a continuation of difficult conditions in the hotel and resort business, we anticipate an improvement in earnings. Two new hotels-Mitsui Garden Hotel Sapporo and Mitsui Garden Hotel Ueno—are scheduled to open in the year ending March 2011.

For the year ending March 2011, the Company expects a ¥55.1 billion year-on-year increase in revenue from operations, to \(\frac{\pma}{1}\).440.0 billion, and a \(\frac{\pma}{0}\).4 billion rise in operating income, to \(\frac{\pma}{1}\)121.0 billion. We also forecast ¥1.0 billion increase in ordinary income, to ¥95.0 billion.

After taking into account a ¥10.0 billion in extraordinary losses, we predict ¥10.0 billion year-on-year decline in net income, to ¥50.0 billion.

# **Consolidated Earning Forecasts**

#### Real Property for Sale

(¥ millions)

	Year to March 2011	Year Ended March 2010	Change
	(forecast)	(actual)	(amount)
New Investments	330,000	306,458	23,542
Recovery of Costs	360,000	300,603	59,397

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

#### **Tangible and Intangible Assets**

(¥ millions)

	Year to March 2011	Year Ended March 2010	Change
	(forecast)	(actual)	(amount)
New Investments	140,000	61,971	78,029
Depreciation	50,000	50,286	(286)

Note: Major capital investment: Sumitomo Mitsui Banking Corporation Head Office Building and Muromachi-Higashi Mitsui Building (Muromachi East District Projects Areas 2-2), Tokyo.

#### **Interest-Bearing Debt**

(¥ millions)

	At March 31, 2011	At March 31, 2010	Change
	(forecast)	(actual)	(amount)
Interest-Bearing Debt	1,740,000	1,746,719	(6,719)

# [Property Sales to Individuals] Revenue, Operating Margin

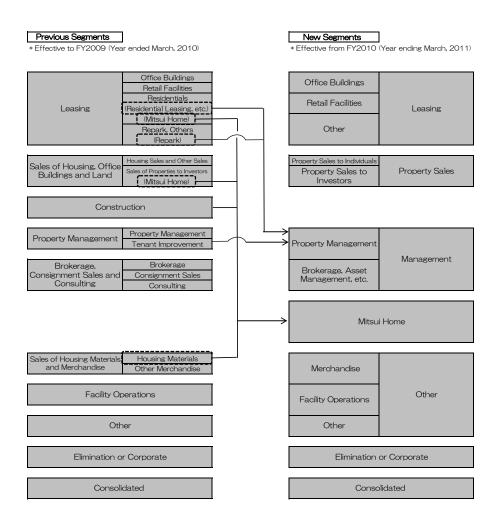
			(¥ millions)
	Year to March 2011	Year Ended March 2010	Change
	(forecast)	(actual)	(amount)
Revenue from Operations:	326,000	300,967	25,033
Condominiums	279,000	256,495	22,505
Detached Housing	47,000	44,472	2,528
Operating Margin (%)	2.5	3.8	(1.3)pt.

### **Number of Housing Units**

			(Units)
	Year to March 2011	Year Ended March 2010	Change
	(forecast)	(actual)	(amount)
Condominiums	5,400	4,651	749
Detached Housing	900	829	71
Total	6,300	5,480	820

<sup>+</sup> advances paid for purchases

# [Reference] Segment Reorganization Chart



Note: The above represents changes of major segments only. Other segments have also been changed.