

FACT BOOK

For the Three Months Ended June 30, 2013

August 7, 2013



1-1, Nihonbashi Muromachi 2-chome, Chuo-Ku, Tokyo, 103-0022, Japan
<http://www.mitsuifudosan.co.jp/english/>

Corporate Data**Head Office:**

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

Date of Establishment:

July 15, 1941

Share Capital:

¥174,296 million

Number of Issued and Outstanding Shares:

881,424,727

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 FINANCIAL HIGHLIGHTS (UNAUDITED)

Consolidated Results

(¥ millions)

	Three Months Ended June 30		Change	
	2013	2012	(amount)	(%)
Revenue from Operations	¥284,450	¥279,902	¥4,548	1.6
Operating Income	26,580	24,544	2,036	8.3
Ordinary Income	20,350	16,827	3,522	20.9
Net Income	¥16,773	¥9,074	¥7,698	84.8

◆ Overview

In the three-month period under review, both revenue and earnings improved in the Company's "Management" segment. In the "Mitsui Home" segment, revenue increased while the loss also improved year on year. As a result, overall revenue from operations increased ¥4.5 billion, or 1.6%, compared with the corresponding period of the previous fiscal year to ¥284.4 billion. From a profit perspective, operating income grew ¥2.0 billion, or 8.3%, to ¥26.5 billion and ordinary income improved ¥3.5 billion, or 20.9%, year on year to ¥20.3 billion. In addition to the increase in ordinary income, Mitsui Fudosan recorded a gain on sales of fixed assets as an extraordinary gain. Accordingly, net income surged ¥7.6 billion, or 84.8%, compared with the corresponding period of the previous fiscal year to ¥16.7 billion. On this basis, the Company is making steady progress toward achieving its forecasts for the full fiscal year.

◆ Segment Overview

● In the "Leasing" segment, overall revenue from operations improved ¥0.5 billion compared with the corresponding period of the previous fiscal year to ¥108.6 billion. Operating income edged up ¥15 million year on year to ¥27.3 billion. This was largely attributable to the full-term revenue and earnings provided by Nihonbashi Astellas Mitsui Building, which was completed during the previous period.

● The office building leasing market in the Tokyo Metropolitan Area continues to witness a steady decline in vacancy rates. The vacancy rate for the Company's office buildings located in the Tokyo Metropolitan Area was 3.8% on a non-consolidated basis as of June 30, 2013.

● In the "Property Sales" segment, revenue from operations and operating income declined ¥10.9 billion and ¥1.9 billion, respectively, compared with the corresponding period of the previous fiscal year in the "Property Sales to Individuals" category. This mainly reflected a decrease in the reported number of units. Revenue from operations in the "Property Sales to Investors" category increased ¥7.5 billion year on year. In contrast, operating income in this category declined ¥0.3 billion. As a result, the "Property Sales" segment as a whole recorded a downturn in revenue from operations of ¥3.4 billion to ¥47.7 billion and a drop in operating income of ¥2.3 billion to ¥0.3 billion for the three-month period under review.

● Sales in the "Property Sales to Individuals" category remained robust. The contract rate as of June 30, 2013 was 72% (61% as of June 30, 2012) of the 6,450 scheduled full fiscal year number of condominium units sold.

● In the "Management" segment, revenue from operations climbed ¥2.2 billion to ¥73.5 billion and operating income improved ¥2.7 billion to ¥10.5 billion. This was mainly due to healthy conditions in the existing housing market and an increase in the number of brokerage properties handled for individuals in the "Mitsui Rehouse" business.

CONSOLIDATED BUSINESS OVERVIEW

Results of Operations

	(¥ millions)		Change (amount)
	Three Months Ended June 30 2013	2012	
Revenue from Operations	¥284,450	¥279,902	¥4,548
Leasing	108,644	108,065	579
Property Sales	47,787	51,234	(3,447)
Management	73,557	71,348	2,209
Mitsui Home	29,883	23,554	6,329
Other	24,576	25,699	(1,123)
Operating Income	26,580	24,544	2,036
Leasing	27,380	27,364	15
Property Sales	334	2,697	(2,362)
Management	10,526	7,765	2,760
Mitsui Home	(7,059)	(8,147)	1,088
Other	825	(48)	873
Elimination or Corporate	(5,426)	(5,088)	(338)
Non-Operating Income/Expenses	(6,230)	(7,716)	1,485
Equity in Net Income/Loss of Affiliated Companies	452	550	(98)
Interest Expense, in Net	(7,248)	(7,291)	43
Other, in Net	565	(975)	1,541
Ordinary Income	20,350	16,827	3,522
Extraordinary Gains/Losses	8,796	(1,524)	10,321
Extraordinary Gains	8,796	-	8,796
Extraordinary Losses	-	1,524	(1,524)
Income before Income Taxes	29,147	15,303	13,843
Income Taxes	14,266	8,842	5,424
Income before Minority Interests	14,880	6,460	8,419
Minority Interests	(1,893)	(2,613)	720
Net Income	¥16,773	¥9,074	¥7,698

In the three-month period under review, both revenue and earnings improved in the Company's "Management" segment. In the "Mitsui Home" segment, revenue increased while the loss also improved year on year. As a result, overall revenue from operations increased ¥4.5 billion, or 1.6%, compared with the corresponding period of the previous fiscal year to ¥284.4 billion.

- Operating income grew ¥2.0 billion, or 8.3%, to ¥26.5 billion
 - Ordinary income improved ¥3.5 billion, or 20.9%, to ¥20.3 billion

In addition to the increase in ordinary income, Mitsui Fudosan recorded a gain on sales of fixed assets as an extraordinary gain. Accordingly, net income surged ¥7.6 billion, or 84.8%, compared with the corresponding period of the previous fiscal year to ¥16.7 billion.

Progress Comparison with Full Year Forecasts

	(¥ millions)		
	Three Months Ended June 30, 2013	Year to 3/14 (Forecast as of May 9, 2013)	3-Month Results/Full-Year Forecast (%)
Revenue from Operations	¥284,450	¥1,530,000	18.6
Operating Income	26,580	160,000	16.6
Ordinary Income	20,350	132,000	15.4
Net Income	¥16,773	¥65,000	25.8

Extraordinary Gains

(¥ millions)	
Gains on Sales of Fixed Assets	¥8,796
Total	¥8,796

Consolidated Statements of Comprehensive Income

	(¥ millions)	
	Three Months Ended June 30 2013	2012
Net Income before Minority Interests	¥14,880	¥6,460
Other Comprehensive Income	5,322	(1,973)
Valuation Difference on Available-For-Sale Securities	(5,644)	(8,759)
Deferred Gains or Losses on Hedges	(31)	(111)
Foreign Currency Translation Adjustment	7,374	4,075
Share of Other Comprehensive Income of Associates Accounted for Using Equity Method	3,624	2,821
Comprehensive Income	¥20,202	¥4,487
(Comprehensive Income Attributable to Owners of the Parent)	21,987	6,987
(Comprehensive Income Attributable to Minority Interests)	(1,784)	(2,500)

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

(¥ millions)				
		Three Months Ended June 30	Three Months Ended June 30	Change (amount)
		2013	2012	
Revenue from Operations	Leasing	¥106,647	¥106,853	¥(206)
	Property Sales	4,621	8,193	(3,571)
	Other	5,640	5,887	(247)
	Total	116,908	120,934	(4,025)
Gross Profit(%)	Leasing	18.5	19.7	(1.2) pt
	Property Sales	12.9	36.2	(23.3) pt
	Other	29.8	35.4	(5.6) pt
Operating Income	¥17,003	¥20,972	¥(3,969)	

SEGMENT RESULTS

[1] LEASING

	Three Months Ended June 30		Change (amount)
	2013	2012	
Revenue from Operations	¥108,644	¥108,065	¥579
Operating Income	27,380	27,364	15

	Year to March 2014 (Forecast as of May 9, 2013)		3-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2013
	2013	2012		
Revenue from Operations	¥456,000	23.8	23.8	¥441,712
Operating Income	105,000	26.1	26.1	104,352

● In the three-month period under review, overall revenue from operations improved ¥0.5 billion compared with the corresponding period of the previous fiscal year to ¥108.6 billion. Operating income edged up ¥15 million year on year to ¥27.3 billion. This was largely attributable to the full-term revenue and earnings provided by Nihonbashi Astellas Mitsui Building, which was completed during the previous period.

● The office building leasing market in the Tokyo Metropolitan Area continues to witness a steady decline in vacancy rates. The vacancy rate for the Company's office buildings located in the Tokyo Metropolitan Area was 3.8% on a non-consolidated basis as of June 30, 2013.

【Reference】 Nonconsolidated Results (Revenue from operations)

Newly on-stream and full-term contribution projects (Nihonbashi Astellas Mitsui Building, etc.): ¥75 million increase in revenue.

Existing properties: ¥1.8 billion increase in revenue.

Shifting and terminations: ¥2.0 billion decrease in revenue.

Breakdown of Leasing Operations (Nonconsolidated)

		At June 30					
		2013		2012		2011	
		Total	Tokyo Metropolitan Area	Regional Areas			
Office Buildings	Number of Buildings	151	171	120	139	31	32
	Leased Floor Space (1,000m ²)	2,506	2,529	2,214	2,235	292	295
	Leasing Revenue (¥ millions)	64,055	66,551	59,376	61,826	4,679	4,724
	Vacancy Rate (%)	4.2	5.5	3.8	5.3	7.1	7.2
Retail Facilities	Number of Buildings	69	72	45	46	24	26
	Leased Floor Space (1,000m ²)	1,711	1,778	1,106	1,116	605	662
	Leasing Revenue (¥ millions)	37,765	35,867	27,222	25,900	10,542	9,966
	Vacancy Rate (%)	0.6	0.3	0.6	0.3	0.6	0.3

Leased Floor Space

		At June 30		Change
		2013	2012	
Office Buildings and Retail Facilities	Revenue	69,326	70,773	(1,447)
	Office Buildings	37,734	35,879	1,855
	Retail Facilities	4,618	4,760	(142)
	Total Leased Floor Space (1,000 m ²):	1,668	1,713	(44)
	Office Buildings	1,205	1,231	(26)
	Retail Facilities	1,235	1,337	(102)
Other	Owned	509	478	31
	Managed	1,584	1,412	171
Total Revenue		¥108,644	¥108,065	¥579

Vacancy Rate at End of Term

	6/13	3/13	3/12	3/11	3/10
Consolidated					
Office Buildings and Retail Facilities (including overseas)	3.2	3.3	2.9	3.5	3.1
Nonconsolidated					
Tokyo Metropolitan Area Office Buildings	3.8	3.8	4.4	4.0	3.9
Regional Area Office Buildings	7.1	5.3	6.4	7.6	7.1

Major Projects during the Period

(NEWLY OPENED)

NBF Nihonbashi Muromachi Center Building (Chuo-ku, Tokyo)	Office building acquired in May 2013
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(FULL-TERM CONTRIBUTION)

Mitsui Outlet Park KISARAZU (Kisarazu, Chiba)	Retail facility opened in April 2012
DiverCity Tokyo Office Tower (Koto-ku, Tokyo)	Office building completed in April 2012
DiverCity Tokyo Plaza (Koto-ku, Tokyo)	Retail facility opened in April 2012
Nihonbashi Astellas Mitsui Building (Chuo-ku, Tokyo)	Office building completed in January 2013
Gran Tokyo South Tower (Chiyoda-ku, Tokyo)	Office building acquired in February 2013

[2] PROPERTY SALES

	Three Months Ended June 30		Change (amount)
	2013	2012	
Revenue from Operations	¥47,787	¥51,234	¥(3,447)
Operating Income	334	2,697	(2,362)

	Year to March 2014 (Forecast as of May 9, 2013)	3-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2013
	Revenue from Operations	¥436,000	11.0
Operating Income	31,000	1.1	23,059

● In the three-month period under review, revenue from operations and operating income in the “Property Sales” segment declined ¥10.9 billion and ¥1.9 billion, respectively, compared with the corresponding period of the previous fiscal year in the “Property Sales to Individuals” category. This mainly reflected a decrease in the reported number of units. Revenue from operations in the “Property Sales to Investors” category increased ¥7.5 billion year on year. In contrast, operating income in this category declined ¥0.3 billion. As a result, the “Property Sales” segment as a whole recorded a downturn in revenue from operations of ¥3.4 billion to ¥47.7 billion and a drop in operating income of ¥2.3 billion to ¥0.3 billion for the three-month period under review.

● Sales in the “Property Sales to Individuals” category remained robust. The contract rate as of June 30, 2013 was 72% (61% as of June 30, 2012) of the 6,450 scheduled full fiscal year number of condominium units sold.

Major Projects Undertaken during the Period

Park Tower Yokohama Hoshikawa (Yokohama, Kanagawa)	Condominiums
Park Homes Yokohama Yamashita-cho 88 (Yokohama, Kanagawa)	Condominiums
Park Court Roppongi Hill Top (Minato-ku, Tokyo)	Condominiums
Park Homes Yokohama Kannai (Yokohama, Kanagawa)	Condominiums
Fine Court Shakujii Koen The Grace (Nerima-ku, Tokyo)	Detached housing

Property Sales to Individuals and Investors

			Three Months Ended June 30						Change		
			2013			2012			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	¥23,897	471	¥5,074	¥29,653	590	¥5,026
Other	1,224	40			3,061	5,466	127	4,304	(4,242)	(87)	(1,243)
Subtotal	25,121	511			4,916	35,120	717	4,898	(9,998)	(206)	18
Detached Housing	Tokyo Metropolitan Area	7,233		109	6,637	7,231	131	5,521	1	(22)	1,116
	Other	474		9	5,268	1,425	32	4,456	(951)	(23)	812
	Subtotal	7,708		118	6,532	8,657	163	5,312	(949)	(45)	1,220
Revenue			32,829	629	5,219	43,778	880	4,975	(10,948)	(251)	244
Operating Income			(1,437)			530			(1,968)		
Property Sales to Investors			Revenue			14,958			7,501		
Operating Income			1,772			2,166			(394)		
Total Revenue			47,787			51,234			(3,447)		
Total Operating Income			¥334			¥2,697			¥(2,362)		

Inventories (Property Sales to Individuals)

	(Units)					
	6/13	3/13	3/12	3/11	3/10	3/09
Condominiums	135	223	380	638	872	826
Detached Housing	40	57	24	46	40	93
Total	175	280	404	684	912	919

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	4,109	1,426	5,535	511	5,024	1,580
Detached Housing	73	155	228	118	110	143
Total	4,182	1,581	5,763	629	5,134	1,723

[3] MANAGEMENT

(¥ millions)

	Three Months Ended June 30		Change (amount)
	2013	2012	
Revenue from Operations	¥73,557	¥71,348	¥2,209
Operating Income	10,526	7,765	2,760

(¥ millions)

	Year to March 2014 (Forecast as of May 9, 2013)	3-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2013
Revenue from Operations	¥309,000	23.8	¥297,934
Operating Income	42,000	25.1	41,579

● In the three-month period under review, revenue from operations in the “Management” segment climbed ¥2.2 billion to ¥73.5 billion and operating income improved ¥2.7 billion to ¥10.5 billion. This was mainly due to healthy conditions in the existing housing market and an increase in the number of brokerage properties handled for individuals in the “Mitsui Rehouse” business.

(¥ millions)

		Three Months Ended June 30		Change (amount)
		2013	2012	
Property Management	Revenue	¥53,308	¥54,738	¥(1,429)
	Operating Income	6,487	6,231	256
Brokerage, Asset Management, etc.	Revenue	20,249	16,610	3,639
	Operating Income	4,039	1,534	2,504
Total	Revenue	73,557	71,348	2,209
	Operating Income	10,526	7,765	2,760

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

(Units)

	At June 30, 2013	At June 30, 2012
Total Managed Units	146,437	136,068

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

(¥ millions)

	Three Months Ended June 30				Change (amount)	
	2013		2012		Transaction Volume	Units
Brokerage	Transaction Volume	Units	Transaction Volume	Units		
	¥331,452	10,687	¥274,204	9,195	¥57,249	1,492

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)

(¥ millions)

	Three Months Ended June 30				Change (amount)	
	2013		2012		Revenue	Units
Consignment Sales	Revenue	Units	Revenue	Units		
	¥16,295	269	¥13,414	319	¥2,881	(50)

[4] MITSUI HOME, [5] OTHER

[4] MITSUI HOME

	Three Months Ended June 30		Change (amount)
	2013	2012	
Revenue from Operations	¥29,883	¥23,554	¥6,329
Operating Income	(7,059)	(8,147)	1,088

	Year to March 2014 (Forecast as of May 9, 2013)	3-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2013
	Revenue from Operations	¥224,000	13.3
Operating Income	2,000	-	566

● In the three-month period under review, the amount of orders at the beginning of the period was higher than for the corresponding period of the previous fiscal year in the “New Construction” and “Reform/Renewal” categories. As a result, revenue for the segment as a whole was up ¥6.3 billion while operating income improved ¥1.0 billion. This segment reported an operating loss, because the completion and handover of properties under consignment are concentrated in the second half of fiscal year, especially in the fourth quarter.

		Three Months Ended June 30		Change (amount)
		2013	2012	
New Construction	Revenue	¥16,743	¥12,819	¥3,923
	Orders	41,527	31,597	9,930
Reform/Renewal	Revenue	5,362	3,414	1,947
	Orders	8,309	5,637	2,671
Lease Management		4,889	4,555	333
Housing-related Material Sales		2,888	2,764	124
Total Revenue		¥29,883	¥23,554	¥6,329

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

	Three Months Ended June 30		Change (amount)
	2013	2012	
Revenue from Operations	¥24,576	¥25,699	¥(1,123)
Operating Income	825	(48)	873

	Year to March 2014 (Forecast as of May 9, 2013)	3-Month Results/ Full-Year Forecast (%)	Year Ended March 31, 2013
	Revenue from Operations	¥105,000	23.4
Operating Income	1,000	82.5	(85)

● In the three-month period under review, hotel operations continued to perform favorably in Facility Operations. Revenue in this category declined while earnings increased due to a variety of factors including the sale of Cany Corporation shares during the previous period. In overall terms, revenue in this segment declined ¥1.1 billion compared with the corresponding period of the previous fiscal year while operating income increased ¥0.8 billion year on year.

	Three Months Ended June 30		Change (amount)
	2013	2012	
Facility Operations	¥11,446	¥11,979	¥(532)
Merchandise	10,146	10,800	(654)
Other	2,983	2,919	63
Total Revenue	¥24,576	¥25,699	(1,123)

CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(¥ millions)			
	June 30, 2013	March 31, 2013	Change
	(Amount)	(Amount)	(Amount)
ASSETS:			
I. Current Assets:	¥1,225,669	¥1,202,853	¥22,815
Cash and Time Deposits	95,132	102,234	(7,101)
Accounts Receivable—Trade	24,086	29,266	(5,180)
Marketable Securities	80	24	55
Real Property for Sale (including Advances Paid for Purchases)	930,330	915,222	15,107
Expenditure on Contracts in Progress	25,421	11,601	13,820
Other Inventories	9,841	9,096	745
Short-Term Loans	10,232	11,278	(1,046)
Equity Investments in Properties for Sale	10,955	10,966	(10)
Deferred Income Taxes	26,934	23,917	3,016
Other Current Assets	92,980	90,046	2,934
Allowance for Doubtful Accounts	(326)	(800)	474
II. Fixed Assets:	3,199,274	3,187,220	12,054
1. Tangible Fixed Assets:	2,478,770	2,464,041	14,729
Buildings and Structures	639,340	633,845	5,495
Machinery, Equipment and Materials Handling Equipment	10,164	10,069	95
Land	1,759,287	1,753,208	6,079
Construction in Progress	37,856	34,682	3,174
Other Tangible Fixed Assets	32,120	32,236	(115)
2. Intangible Fixed Assets:	40,330	39,936	393
Tangible and Intangible Fixed Assets:	2,519,100	2,503,977	15,122
3. Investments and Other Assets:	680,174	683,243	(3,068)
Investment Securities	459,935	465,879	(5,944)
Long-Term Loans	11,846	10,278	1,567
Lease Deposits	143,433	148,736	(5,302)
Deferred Income Taxes	12,040	11,936	104
Deferred Tax Assets on Land Revaluation	1,233	1,233	-
Other Investments and Assets	57,872	51,390	6,482
Allowance for Doubtful Accounts	(6,187)	(6,211)	24
Total Assets	¥4,424,943	¥4,390,074	¥34,869

[Real Property for Sale]

(a) Breakdown by Company

(¥ millions)			
	At June 30, 2013	At March 31, 2013	Change (amount)
Mitsui Fudosan Residential	¥409,518	¥393,896	¥15,621
Mitsui Fudosan	268,928	269,115	(187)
SPCs Total	236,322	236,728	(406)
Other and Elimination	15,560	15,481	79
Consolidated Total	¥930,330	¥915,222	¥15,107

(b) Accounts of Real Property for Sale

(¥ millions)					
Three Months Ended June 30	At Beginning of Period	New Investments	Cost Recovery	Others	At June 30, 2013
2013	¥915,222	55,628	(38,457)	(2,063)	¥930,330
2012	¥842,835	83,591	(39,032)	(5,690)	¥881,703

Note: Land acquisition-related expenditures by Mitsui Fudosan Residential Co., Ltd., totaled ¥36.1 billion in this first-quarter period under review.

[Tangible and Intangible Assets]

The consolidated balance of tangible and intangible fixed assets stood at ¥2,519.1 billion as of June 30, 2013, up ¥15.1 billion compared with the end of the previous fiscal year. While Mitsui Fudosan undertook such activities as the sale of properties, this increase stemmed partly from the Company's new investment in the Nihonbashi Muromachi 3-Chome Development Project (provisional name) as well as the impact of foreign currency exchange rates on the operations of the Mitsui Fudosan America Group.
(Foreign currency exchange rate: ¥94.05:US\$1 as of June 30, 2013; ¥86.58:US\$1 as of March 31, 2013)

(a) Breakdown by Company

(¥ millions)			
	At June 30, 2013	At March 31, 2013	Change (amount)
Mitsui Fudosan	¥1,995,077	¥1,994,149	¥928
SPCs Total	213,571	214,282	(710)
Mitsui Fudosan America Group	157,155	145,106	12,048
Mitsui Fudosan UK Group	36,491	34,712	1,779
Mitsui Home Group	28,266	27,513	752
Other and Elimination	88,537	88,212	324
Consolidated Total	¥2,519,100	¥2,503,977	¥15,122

(b) Accounts of Tangible and Intangible Fixed Assets

(¥ millions)					
Three Months Ended June 30	At Beginning of Period	Capital Expenditure	Depreciation	Others	At June 30, 2013
2013	¥2,503,977	30,443	(13,454)	(1,866)	¥2,519,100
2012	¥2,545,610	23,899	(14,395)	34,632	¥2,589,747

CONSOLIDATED BALANCE SHEETS (UNAUDITED)

	(¥ millions)		
	June 30, 2013 (Amount)	March 31, 2013 (Amount)	Change (Amount)
LIABILITIES:			
I. Current Liabilities:	¥808,752	¥652,122	¥156,630
Accounts Payable—Trade	58,808	100,705	(41,896)
Short-Term Debt	349,532	199,299	150,233
Commercial Paper	83,000	27,000	56,000
Bond Redeemable Within One Year	24,968	40,133	(15,165)
Income Taxes Payable	11,732	26,699	(14,966)
Advances from Contracts in Progress	25,360	15,755	9,604
Allowance for Completed Project Indemnities	1,198	1,196	2
Allowance for Possible Guarantee Losses	90	110	(19)
Deferred Income Taxes	354	354	-
Provision for Loss on Disaster	254	254	-
Other Current Liabilities	253,452	240,614	12,838
II. Long-Term Liabilities:	2,373,168	2,504,871	(131,702)
Corporate Bonds	335,240	340,095	(4,855)
Long-Term Debt	1,391,198	1,513,697	(122,498)
Deposits from Tenants	341,406	344,923	(3,516)
Allowance for Employees' Retirement Benefits	34,811	34,323	487
Allowance for Directors' and Corporate Auditors' Retirement Benefits	815	999	(184)
Deferred Income Taxes	65,955	67,683	(1,728)
Deferred Tax Liabilities on Land Revaluation	166,957	166,957	-
Other Long-Term Liabilities	36,784	36,190	593
Total Liabilities	3,181,921	3,156,993	24,927
NET ASSETS:			
Common Stock	174,296	174,296	-
Additional Paid-in Capital	248,299	248,299	0
Retained Earnings	408,866	402,224	6,641
Treasury Stock	(5,627)	(5,533)	(94)
Reserve on Land Revaluation	292,855	292,384	470
Net Unrealized Holding Gains on Securities	97,053	102,693	(5,640)
Deferred Gains or Losses on Hedges	(1,120)	(1,094)	(26)
Foreign Currency Translation Adjustment	(21,215)	(32,096)	10,880
New Share Subscription Rights	771	728	42
Minority Interests in Consolidated Subsidiaries	48,844	51,177	(2,333)
Total Net Assets	1,243,022	1,233,081	9,941
Total Liabilities and Net Assets	¥4,424,943	¥4,390,074	¥34,869

Note: Debt-Equity Ratio 2.07 times (1.80 times at March 31, 2013)

Interest-Bearing Debt:	2,183,939	2,120,225	63,713
Non-recourse Debt	238,137	236,137	2,000
Surplus lease deposits/guarantee deposits	197,973	196,187	1,785

[Interest-Bearing Debt]

As of June 30, 2013, interest-bearing debt stood at ¥2,183.9 billion on a consolidated basis, an increase of ¥63.7 billion compared with the end of the previous fiscal year. During the period under review, Mitsui Fudosan witnessed a cash outflow from operating activities totaling ¥45.8 billion mainly reflecting new investment in real properties for sale, a cash outflow from investing activities of ¥9.5 billion largely on the back of new investments in tangible and intangible fixed assets, and a cash outflow of ¥9.9 billion representing the cash dividends paid as well as an increase of ¥5.4 billion owing to the effects of foreign currency exchange rates.

Breakdown by Company

	(¥ millions)		
	At June 30, 2013	At March 31, 2013	Change (amount)
Mitsui Fudosan	¥1,852,759	¥1,796,931	¥55,827
Mitsui Fudosan Residential	360,394	313,229	47,164
SPCs Total	340,192	340,195	(2)
Mitsui Fudosan America Group	83,954	78,967	4,987
Loans to Subsidiaries	(570,623)	(531,974)	(38,649)
Other and Elimination	117,263	122,876	(5,613)
Consolidated Total	¥2,183,939	¥2,120,225	¥63,713
(Non-recourse Debt of Total)	238,137	236,137	2,000

SEGMENT INFORMATION (UNAUDITED)

Three Months Ended June 30, 2013

(¥ millions)

	Revenue from Operations			Segment Income	Segment Assets	Depreciation	Increase in Tangible and Intangible Fixed Assets
	(1) Outside Customers	(2) Inter-segment	Total				
(1)Leasing	¥108,644	¥4,094	¥112,739	¥27,380	¥2,654,308	¥9,558	¥25,284
(2)Property Sales	47,787	-	47,787	334	1,119,764	270	213
(3)Management	73,557	13,488	87,045	10,526	243,963	1,614	2,105
(4)Mitsui Home	29,883	1,712	31,596	(7,059)	111,239	737	1,550
(5)Other	24,576	1,047	25,623	825	110,990	984	1,123
Elimination or Corporate	-	(20,342)	(20,342)	(5,426)	184,677	288	165
Consolidated	¥284,450	-	¥284,450	¥26,580	¥4,424,943	¥13,454	¥30,443

Three Months Ended June 30, 2012

(¥ millions)

	Revenue from Operations			Segment Income	Segment Assets	Depreciation	Increase in Tangible and Intangible Fixed Assets
	(1) Outside Customers	(2) Inter-segment	Total				
(1)Leasing	¥108,065	¥4,005	¥112,070	¥27,364	¥2,708,576	¥10,487	¥18,814
(2)Property Sales	51,234	-	51,234	2,697	1,028,185	320	240
(3)Management	71,348	10,501	81,850	7,765	225,928	1,559	1,443
(4)Mitsui Home	23,554	2,022	25,576	(8,147)	103,057	855	1,522
(5)Other	25,699	951	26,650	(48)	108,268	864	1,372
Elimination or Corporate	-	(17,480)	(17,480)	(5,088)	143,554	308	505
Consolidated	¥279,902	-	¥279,902	¥24,544	¥4,317,571	¥14,395	¥23,899

CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

	(¥ millions)	
	Three Months Ended June 30	
	2013 (Amount)	2012 (Amount)
I. Revenue from Operations	¥284,450	¥279,902
II. Cost of Revenue from Operations	222,580	218,626
Gross Operating Profit	61,870	61,275
III. Selling, General and Administrative Expenses	35,289	36,731
Operating Income	26,580	24,544
IV. Non-Operating Income:	3,209	2,653
Interest Income	121	71
Dividend Income	1,832	1,448
Equity in Net Income of Affiliated Companies	452	550
Other Non-Operating Income	803	583
V. Non-Operating Expenses:	9,440	10,370
Interest Expenses	7,370	7,362
Other Non-Operating Expenses	2,070	3,007
Ordinary Income	20,350	16,827
VI. Extraordinary Gains:	8,796	-
Gains on Sales of Fixed Assets	8,796	-
VII. Extraordinary Losses:	-	1,524
Loss on Valuation of Investment Securities	-	1,524
Income before Income Taxes	29,147	15,303
Income Taxes	14,266	8,842
Income (Loss) before Minority Interests	14,880	6,460
Minority Interests	(1,893)	(2,613)
Net Income	¥16,773	¥9,074

CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	(¥ millions)	
	Three Months Ended June 30	
	2013 (Amount)	2012 (Amount)
I. Cash Flows From Operating Activities:		
Income before Income Taxes	29,147	15,303
Depreciation and Amortization	13,454	14,395
Gain/Loss on Sales of Fixed Assets	(8,796)	-
Interest and Dividend Income Receivable	(1,954)	(1,526)
Interest Expense	7,370	7,362
Gain/Loss on Equity-Method Investments	(452)	(550)
Increase/Decrease in Accounts Receivable	5,252	3,748
Increase/Decrease in Accounts Payable	(14,917)	3,032
Increase/Decrease in Real Property for Sale	(45,537)	(71,437)
Other	6,622	(14,770)
Subtotal	(9,810)	(44,442)
Cash Receipts of Interest and Dividend Income	1,428	2,058
Cash Payments of Interest Expense	(6,309)	(6,578)
Income Taxes Paid	(31,201)	(12,907)
Net Cash Provided by Operating Activities	(45,894)	(61,870)
II. Cash Flows From Investing Activities:		
Purchase of Tangible and Intangible Fixed Assets	(28,444)	(33,062)
Sales of Tangible and Intangible Fixed Assets	22,500	8
Purchase of Investment Securities	(3,919)	(2,143)
Purchase of investments in subsidiaries resulting in change in scope of consolidation	-	(10,113)
Proceeds from Receipt of Rental Deposits and Guarantees	(936)	(778)
Proceeds from Recovery of Rental Deposits and Guarantees	6,030	2,916
Decrease in Deposits from Tenants	(12,057)	(10,411)
Increase in Deposits from Tenants	8,553	7,689
Increase in Loans (Outlays for Loans)	(3,481)	(2,076)
Decrease in Loans (Proceeds from Recovery of Loans)	2,294	1,743
Other	(51)	2,113
Net Cash Used in Investing Activities	¥(9,512)	¥(44,115)

	(¥ millions)	
	Three Months Ended June 30	
	2013 (Amount)	2012 (Amount)
III. Cash Flows From Financing Activities:		
Proceeds from Short-Term Debt	521,864	496,233
Repayment of Short-Term Debt	(448,891)	(379,514)
Proceeds from Long-Term Debt	17,585	58,422
Repayment of Long-Term Debt	(12,238)	(76,837)
Proceeds from Issuance of Bonds	-	21,300
Redemption of Bonds	(20,020)	(5,520)
Cash Dividends Paid	(9,427)	(9,404)
Proceeds from Stock Issuance to Minority Shareholders	25	3,243
Cash Dividends Paid to Minority Interests	(557)	(679)
Repayment of Finance Lease Obligations	(673)	(679)
Increase/Decrease in Treasury Stock	(94)	(8)
Net Cash Used in Financing Activities	47,571	106,554
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	834	621
V. Net Increase (Decrease) in Cash and Cash Equivalents	(7,001)	1,189
VI. Cash and Cash Equivalents at Beginning of Year	101,588	61,726
VII. Increase in cash and cash equivalents from newly consolidated subsidiary	-	18,665
VIII. Cash and Cash Equivalents at End of the Period	94,587	81,581

CONSOLIDATED EARNING FORECASTS

For the Year Ending March 31, 2014 (Unchanged from originally announced on May 9, 2013)

(¥ millions)

	Year to March 31		Change (amount)
	2014 (forecast)	2013 (actual)	
Revenue from Operations	¥1,530,000	¥1,445,644	¥84,356
Leasing	456,000	441,712	14,288
Property Sales	436,000	393,454	42,546
Management	309,000	297,934	11,066
Mitsui Home	224,000	209,028	14,972
Other	105,000	103,514	1,486
Operating Income	160,000	148,184	11,816
Leasing	105,000	104,352	648
Property Sales	31,000	23,059	7,941
Management	42,000	41,579	421
Mitsui Home	2,000	566	1,434
Other	1,000	(85)	1,085
Elimination or Corporate	(21,000)	(21,287)	287
Non-Operating Income/Expenses	(28,000)	(25,118)	(2,882)
Interest Expense, Net	(31,000)	(29,061)	(1,939)
Other, Net	3,000	3,942	(942)
Ordinary Income	132,000	123,066	8,934
Extraordinary Gains/Losses	(20,000)	(12,120)	(7,880)
Income before Income Taxes	112,000	110,945	1,055
Income Taxes	46,000	50,382	(4,382)
Minority Interests	1,000	1,112	(112)
Net Income	¥65,000	¥59,451	¥5,549

● **Leasing:** Revenue from operations and operating income are forecast to climb ¥14.2 billion and ¥0.6 billion, respectively. This is largely attributable to the positive flow-on effects of large-scale renewals at such retail facilities as LAZONA Kawasaki Plaza and Urban Dock LaLaport TOYOSU as well as the full-term contributions from properties completed during the fiscal year under review including Nihonbashi Astellas Mitsui Building.

● **Property Sales:** Revenue from operations and operating income are expected to increase by ¥42.5 billion and ¥7.9 billion, respectively, in this segment as a whole. In addition to revenue and earnings growth due mainly to an upswing in the reported number of units and improvements in operating income margins in the “Property Sales” category, these forecast results take into account a projected increase in earnings in the “Property Sales to Investors” category.

● **Management:** Revenue from operations and operating income in this segment as a whole are projected to improve by ¥11.0 billion and ¥0.4 billion, respectively. These forecast results reflect a variety of factors including robust trends in the Mitsui Rehouse and Repark (Car Park Leasing) businesses undertaken by Mitsui Fudosan Realty.

● **Other:** Revenue from operations and operating income are projected to increase owing mainly to continued steady trends in the hotel operation business.

● Taking each of the aforementioned into consideration, revenue from operations is forecast to amount to ¥1,530.0 billion, an increase of ¥84.3 billion compared with the fiscal year under review. On the earnings front, operating income is expected to reach ¥160.0 billion, up ¥11.8 billion and ordinary income is anticipated to total ¥132.0 billion, an improvement of ¥8.9 billion.

● After factoring in an anticipated extraordinary loss of ¥20.0 billion, net income is forecast to reach ¥65.0 billion, up ¥5.5 billion.

CONSOLIDATED EARNING FORECASTS

Real Property for Sale

(¥ millions)

	Year to March 2014 (forecast)	Year Ended March 2013 (actual)	YoY Change (amount)
New Investments	¥400,000	¥386,207	¥13,793
Recovery of Costs	¥350,000	¥323,718	¥26,282

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

Tangible and Intangible Assets

(¥ millions)

	Year to March 2014 (forecast)	Year Ended March 2013 (actual)	YoY Change (amount)
New Investments	¥200,000	¥72,355	¥127,645
Depreciation	¥60,000	¥59,022	¥978

Interest-Bearing Debt

(¥ millions)

	Year to March 2014 (forecast)	Year Ended March 2013 (actual)	YoY Change (amount)
Interest-Bearing Debt	¥2,200,000	¥2,120,255	¥79,745

【Property Sales to Individuals】 Revenue, Operating Margin

(¥ millions)

	Year to March 2014 (forecast)	Year Ended March 2013 (actual)	YoY Change (amount)
Revenue from Operations:	¥336,000	¥282,662	¥53,338
Condominiums	283,000	236,174	46,826
Detached Housing	53,000	46,487	6,513
Operating Margin (%)	5.7	5.4	0.3pt

Number of Housing Units

(Units)

	Year to March 2014 (forecast)	Year Ended March 2013 (actual)	YoY Change (amount)
Condominiums	6,450	4,956	1,494
Detached Housing	950	795	155
Total	7,400	5,751	1,649