

# Financial Highlights

(Millions of yen)

(FY)		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Management Results</b>	Revenue from operations	¥1,405,269	¥1,338,102	¥1,445,644	¥1,515,252	¥1,529,036	¥1,567,969	¥1,704,416	¥1,751,114	¥1,861,195	¥1,905,642	<b>¥2,007,554</b>
	Operating income	120,092	126,038	148,184	172,567	186,074	202,482	232,698	245,902	262,147	280,617	<b>203,770</b>
	Ordinary income	96,204	102,509	123,066	144,587	163,373	182,521	219,607	240,341	254,106	258,510	<b>168,865</b>
	Profit attributable to owners of parent	49,909	50,129	59,451	76,843	100,185	117,722	131,815	155,874	168,661	183,972	<b>129,576</b>
<b>Financial Position</b>	Total assets	3,780,699	3,868,411	4,390,074	4,548,822	5,067,187	5,363,477	5,551,751	6,284,723	6,802,731	7,395,359	<b>7,741,972</b>
	Real property for sale	634,479	642,809	915,222	961,449	1,031,080	1,167,745	1,334,167	1,524,863	1,630,558	1,907,839	<b>1,930,528</b>
	Tangible and intangible fixed assets	2,252,287	2,304,809	2,503,977	2,526,139	2,788,633	2,968,975	2,967,788	3,318,928	3,500,482	3,753,141	<b>3,796,800</b>
	Capital expenditures	229,394	111,755	72,355	148,255	273,487	207,172	173,745	440,752	390,514	379,279	<b>565,266</b>
	Depreciation and amortization	52,954	53,231	59,022	56,030	61,242	67,460	71,357	70,167	79,034	91,434	<b>(98,196)</b>
	Interest-bearing debt	1,740,048	1,743,411	2,120,225	2,040,071	1,976,150	2,226,236	2,287,489	2,604,656	2,906,610	3,481,117	<b>3,623,438</b>
	Shareholders' equity and accumulated other comprehensive income	1,019,941	1,078,182	1,181,174	1,274,355	1,871,922	1,922,305	1,984,635	2,204,882	2,342,512	2,408,679	<b>2,555,885</b>
<b>Cash Flows</b>	Cash flows from operating activities	185,055	148,161	99,684	189,903	30,343	32,154	227,432	30,143	216,709	87,094	<b>187,862</b>
	Cash flows from investing activities	(170,552)	(124,353)	(71,132)	(44,056)	(261,640)	(239,719)	(201,583)	(365,464)	(388,895)	(532,806)	<b>(131,035)</b>
	Cash flows from financing activities	(20,400)	(18,649)	(7,944)	(123,713)	221,508	201,110	15,071	289,150	231,238	467,751	<b>(66,565)</b>
	Cash and cash equivalents at year-end	56,675	61,726	101,588	127,337	118,960	109,966	148,546	100,708	157,682	179,472	<b>187,723</b>
<b>Indicators per Share</b>	Earnings per share (EPS) (Net income per share) (¥)	56.8	57.0	67.6	87.5	103.8	119.1	133.4	157.7	171.3	188.3	<b>134.4</b>
	Book-value per share (BPS) (Net assets per share) (¥)	1,161.2	1,227.5	1,344.9	1,451.1	1,894.3	1,945.4	2,008.4	2,231.1	2,384.8	2,480.3	<b>2,656.4</b>
	Dividends (¥)	22.00	22.00	22.00	22.00	25.00	30.00	34.00	40.00	44.00	44.00	<b>44.00</b>
	Number of outstanding shares (Thousands of shares)	881,424	881,424	881,424	881,424	991,424	991,424	991,424	991,424	991,424	979,250	<b>965,281</b>
<b>Financial Indicators</b>	ROA (%)	3.39	3.55	3.66	4.07	4.10	4.14	4.59	4.58	4.44	4.18	<b>2.84</b>
	ROE (%)	4.92	4.78	5.27	6.26	6.37	6.20	6.75	7.44	7.42	7.74	<b>5.22</b>
	Debt/Equity (D/E) ratio (Times)	1.71	1.62	1.80	1.60	1.06	1.16	1.15	1.18	1.24	1.45	<b>1.42</b>
	Equity ratio (%)	27.0	27.9	26.9	28.0	36.9	35.8	35.7	35.1	34.4	32.6	<b>33.0</b>
	Total shareholder return ratio (%)	38.7	38.5	32.5	25.1	24.1	25.2	25.5	35.0	35.1	36.9	<b>44.2</b>

\* Real property for sale = Real property for sale + real property for sale in progress + land for development + advances paid for purchases

\* Interest-bearing debt = Short-term debt + non-recourse short-term debt + commercial paper + bonds redeemable within one year + non-recourse bonds redeemable within one year + corporate bonds + non-recourse bonds + long-term debt + non-recourse long-term debt

\* ROA = (Operating income + non-operating income)/average total assets over the period

\* ROE = Profit attributable to owners of parent/average shareholders' equity over the period

\* Debt/Equity ratio = Interest-bearing debt/shareholders' equity

## Non-Financial Highlights

For details, please refer to the latest ESG Report  
[https://www.mitsui-fudosan.co.jp/english/corporate/esg\\_csr/](https://www.mitsui-fudosan.co.jp/english/corporate/esg_csr/)

Item	Unit	(FY)		
		2018	2019	2020
Greenhouse gas (GHG) emissions (based on SBT standards)	t-CO <sub>2</sub>	- *2	4,382,569	<b>4,806,195</b>
Of these, Scope 1	t-CO <sub>2</sub>	- *2	104,386	<b>116,723</b>
Of these, Scope 2	t-CO <sub>2</sub>	- *2	413,118	<b>380,041</b>
Of these, Scope 3	t-CO <sub>2</sub>	- *2	3,865,065	<b>4,309,432</b>
<b>Environmental Indicators *1</b>				
Energy usage	Crude oil equivalent 1,000 kl/year	268.8	274.6	<b>265.4</b>
Water usage (intake volume)	Thousand m <sup>3</sup> /year	6,023	6,742	<b>5,773</b>
Water usage (discharge volume)	Thousand m <sup>3</sup> /year	5,595	5,539	<b>4,374</b>
Waste emissions volume	t/year	47,271	47,188	<b>39,019</b>
No. of employees (Consolidated)	persons	19,081	20,864	<b>23,992</b>
Of these, Mitsui Fudosan Co., Ltd. (Non-consolidated)	persons	1,577	1,631	<b>1,776</b>
Women in management positions ratio (Non-consolidated)	%	2.5	3.3	<b>4.5</b>
Women in general positions ratio (Non-consolidated)	%	9.3	11.0	<b>12.5</b>
<b>Human Resources Indicators</b>				
Number of paid leave days taken	days	14.1	14.9	<b>13.8</b>
Number (percentage) of persons taking childcare leave, men (Non-consolidated)	persons	27 (84.4%)	25 (61.0%)	<b>28 (70.0%)</b>
Number (percentage) of persons taking childcare leave, women (Non-consolidated)	persons	15 (100.0%)	10 (100.0%)	<b>13 (100.0%)</b>
Return rate from childcare leave (Non-consolidated)	%	100.0	100.0	<b>100.0</b>
Health checkup and screening rate (Non-consolidated)	%	99.5	99.8	<b>99.5</b>
Full time staff voluntary turnover rate (Non-consolidated)	%	0.77	0.53	<b>0.51</b>

\*1 Values are subject to change due to revisions to aggregation range and methods.

\*2 Values will be updated and supplemented when finalized.

## Financial Analysis (Fiscal 2020)

### Operating Conditions and an Overview of Results

In fiscal 2020, the Japanese economy continued to face a very difficult situation. The spread of COVID-19 restricted economic activity tightly and decreased consumer spending. Demand fell dramatically due to the decrease in inbound customers. This has affected a wide range of Japanese industries, especially the tourism and restaurant industries, and has greatly reduced corporate earnings.

In the real estate sector, sales of the office building leasing market grew steadily overall, but vacancy rates continued to increase due to factors such as uncertainty around corporate business performance and changes in the workstyles of office workers, including an increase in telework. Sales in the retail facility leasing market decreased due to the effects of closing retail facilities in order to prevent the spread of COVID-19 under the state of emergency declared at the beginning of the fiscal period. However, a temporary recovery in sales was seen for certain facilities, mainly those in the suburbs. The hotel operation market faced a difficult situation, with a significant fall in sales due to a significant decrease in foreign visitors to Japan and restraint in going out or traveling for business. In the property sales market, the number of units supplied decreased due to factors such as the effects of suspending sales operations at the beginning of the fiscal period. The market grew steadily, however, as purchase demand among customers remained high due to growing interest and diversification of needs concerning living environments, as well as continued low interest rates. In the real estate investment market, although a wait-and-see approach was largely taken in the first quarter due to uncertainty over the real economy, the market continued to expand from the second quarter due to the Bank of Japan's monetary easing policy.

In this operating environment, the Mitsui Fudosan Group has worked to create new value based on our VISION 2025, Group long-term vision. This includes fulfilling our corporate social responsibilities by actively cooperating to prevent the spread of infection and protect lives by closing retail facilities and hotels. Also, to respond to structural changes in lifestyles and workstyles under COVID-19, it includes growing the number of our WORK STYLING, multi-site shared offices for corporate clients, expanding business in our &small E-commerce mall linked to real stores, and promoting remote working from hotel guest rooms.

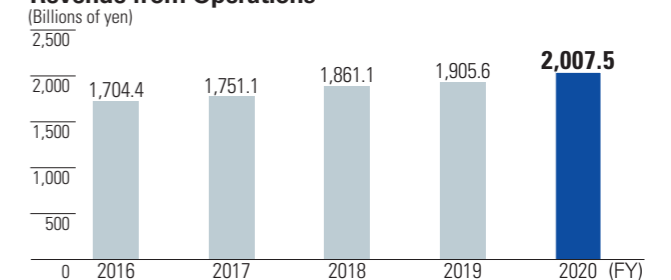
The Mitsui Fudosan Group recognizes that it is our social mission as a property developer to contribute to solving a variety of social problems with the aim of achieving a sustainable society through neighborhood creation, and have set new quantitative targets to reduce environmental impact and enable our workforce to thrive. In particular, to realize a decarbonized society, we have set a target of achieving net zero emissions of greenhouse gases throughout the entire Group by fiscal 2050, and have been actively working to conserve energy and promote renewable energy usage. This includes launching the Smart Energy Project that aims to provide a stable supply of electricity and heat in the Toyosu area and the Nihonbashi area, and reducing CO<sub>2</sub> emissions by around 30% and around 20% in service areas in Nihonbashi and Toyosu,

respectively. It further includes making office buildings and other properties more green by incorporating renewable energy.

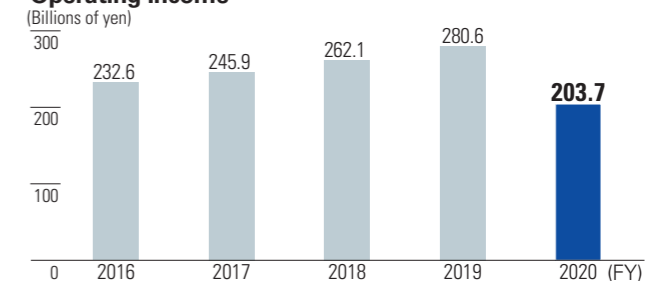
We further promoted environmentally-focused initiatives that include the Smart Energy Project in the Yaesu area and the high-rise office building plan for the 17-storey wooden building in Nihonbashi. Furthermore, we disclosed information based on recommendations of the Task Force on Climate-Related Financial Disclosures (TCFD), which promotes the disclosure of risks and opportunities for companies in relation to climate change. To respond to changing social needs and realize new value creation, we have set a 10% target by fiscal 2025 and a 20% target by fiscal 2030 for the ratio of women in management positions, and have worked to allow employees with diverse values, talents, and lifestyles to fully realize their capabilities.

As a result of these initiatives, in the Group's consolidated business results for the period, ordinary income decreased by ¥100 million compared to the forecast announced in the middle of the fiscal year. At the same time, revenue from operations increased by ¥57.5 billion, operating income increased by ¥3.7 billion, and profit attributable to owners of parent increased by ¥9.5 billion compared to the forecast announced in the middle of the fiscal year.

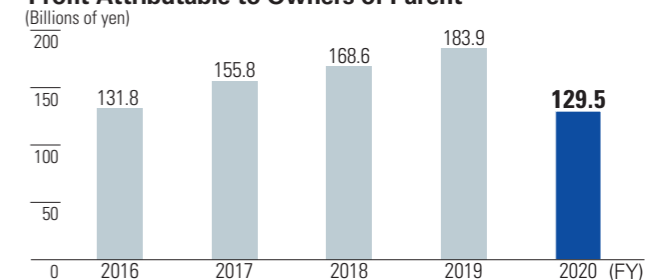
#### Revenue from Operations



#### Operating Income



#### Profit Attributable to Owners of Parent

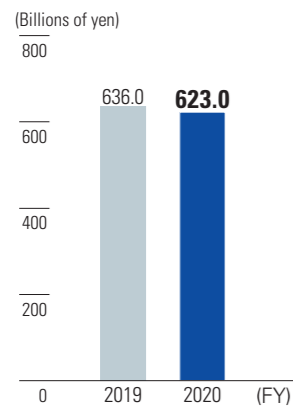


## Segment Information

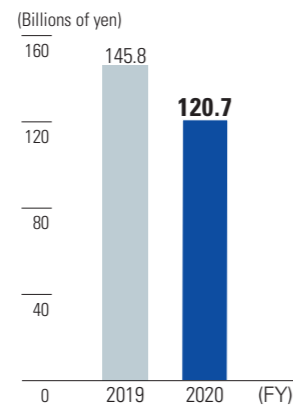
### Leasing

In the leasing segment, operating income was ¥120.7 billion, a decrease of ¥7.2 billion compared to the full year forecast of ¥128.0 billion. This was mainly due to a decrease in sales at our retail facilities as a result of the second declaration of state of emergency in the fourth quarter in response to the ongoing COVID-19 pandemic.

#### Revenue from Operations



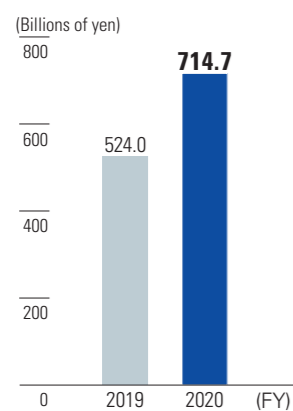
#### Operating Income



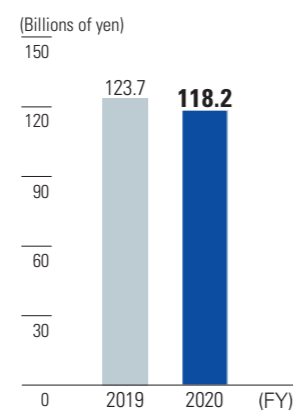
### Property Sales

In the Property Sales segment, operating income exceeded the forecast in the Property Sales to Individuals (Domestic) category due to factors including improved profit margins. In the Property Sales to investors and individuals (Overseas) category, as a result of conditions in the real estate market and individual properties, operating income was lower than predicted despite sales exceeding the forecast. Overall operating income from the segment was ¥118.2 billion, an increase of ¥4.2 billion compared to the full year forecast of ¥114.0 billion.

#### Revenue from Operations



#### Operating Income



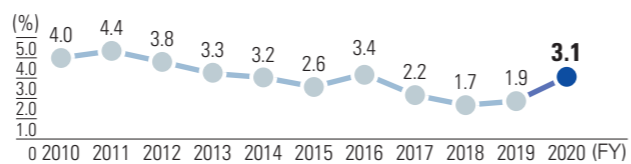
#### Fiscal Year-End Inventories

##### (Property Sales to Individuals [Domestic])

(FY)	2016	2017	2018	2019	2020
Condominiums	321	108	141	128	150
Detached Housing	69	40	30	58	17
Total	390	148	171	186	167

(FY)		2019	2020
Office Buildings and Retail Facilities	Revenue	Office Buildings ¥360,260	¥369,256
		Retail facilities 240,407	208,841
	Total Leased Floor Space (1,000 m <sup>2</sup> )	5,462	5,751
	Office Buildings	Owned 2,051	1,955
	Managed 1,207	1,438	
Retail facilities	Owned	1,675	1,825
	Managed	529	533
Other	Revenue	35,388	44,975
Total	Revenue	636,056	623,073
Total	Operating Income	145,893	120,777

#### Vacancy Rate for Tokyo Metropolitan Area Office Buildings (Non-Consolidated)

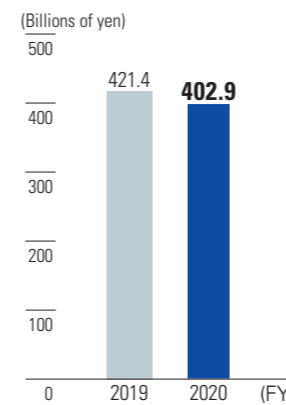


(FY)		2019	2020
Condominiums	Revenue	¥208,144	¥268,854
	Units	2,515	3,332
	Other	Revenue 27,878	21,399
	Units 679	443	
Subtotal	Revenue	236,023	290,254
	Units	3,194	3,775
Property Sales to Individuals (Domestic)	Revenue	31,896	33,183
	Units	466	482
	Other	Revenue 741	1,927
	Units 15	33	
Subtotal	Revenue	32,638	35,110
	Units	481	515
Property Sales to Investors & Individuals (Overseas)	Revenue	268,661	325,364
	Units	3,675	4,290
	Operating Income	29,624	40,003
	Revenue	255,433	389,374
	Operating Income	94,120	78,209
Total	Revenue	524,094	714,739
Total	Operating Income	123,745	118,213

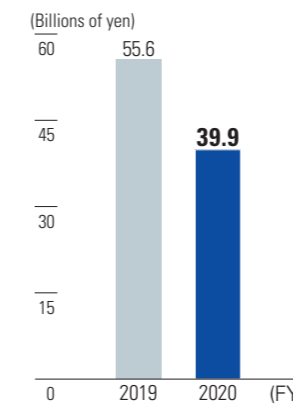
### Management

In the Management segment, operating income was ¥39.9 billion, an increase of ¥6.9 billion compared to the full year forecast of ¥33.0 billion. This was mainly due to a higher-than-expected number of brokered contracts for individuals.

#### Revenue from Operations



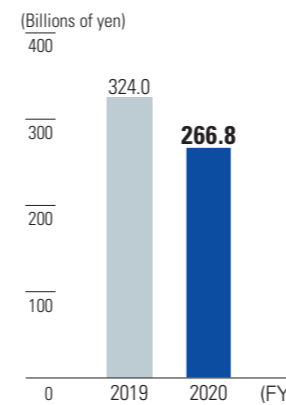
#### Operating Income



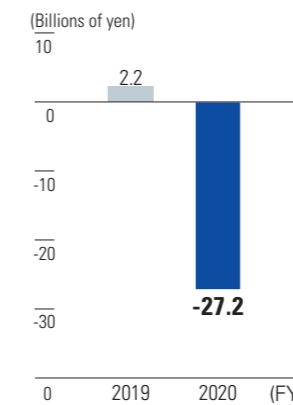
### Other

In the Other segment, operating loss was ¥27.2 billion, an increase of ¥1.2 billion compared to the full year forecast of ¥26.0 billion. This was due to factors including a fall in demand for accommodation in the domestic hotels business under the COVID-19 pandemic.

#### Revenue from Operations



#### Operating Income



(FY)		2019	2020
Property Management	Revenue	¥316,228	¥309,099
	Operating Income	32,776	21,888
Brokerage, Asset Management, etc.	Revenue	105,261	93,829
	Operating Income	22,894	18,081
Total	Revenue	421,490	402,929
Total	Operating Income	55,670	39,969

(FY)		2019	2020
New Construction	Revenue	¥165,818	¥147,222
Facility Operations	Revenue	67,448	32,736
Other	Revenue	90,735	86,854
Total	Revenue	324,001	266,812
Total	Operating Income	2,291	(27,215)

## Consolidated Financial Position

### Assets

As of March 31, 2021, total assets were ¥7,741.9 billion, an increase of ¥346.6 billion from the end of the previous fiscal year.

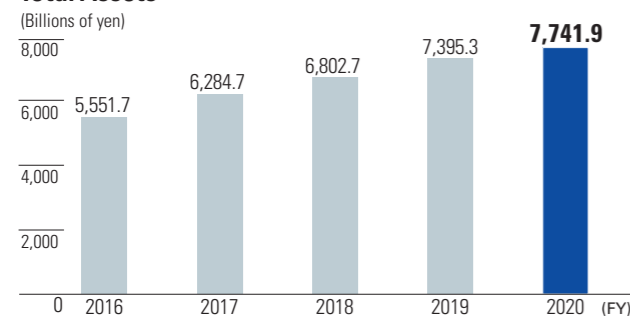
This was mainly due to an increase of ¥22.6 billion in real property for sale (including real property for sale in progress, land for development and advances paid for purchases). There was an increase of ¥43.6 billion in tangible and intangible fixed assets mainly due to new investments, as well as an increase of ¥161.0 billion due to fair market valuation of investment securities.

Capital expenditures were ¥565.2 billion and depreciation and amortization was ¥98.1 billion.

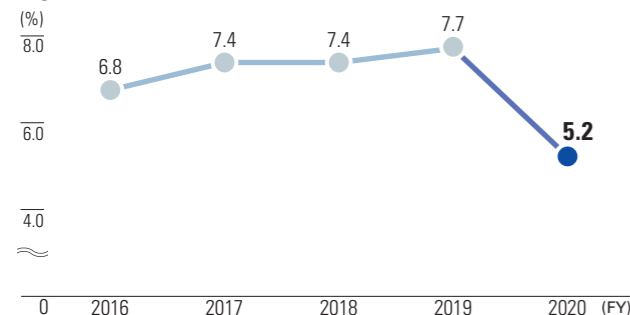
### Liabilities

Interest-bearing debt (the total of short-term debt, non-recourse short-term debt, commercial paper, bonds redeemable within one year, non-recourse bonds redeemable within one year, corporate bonds, non-recourse bonds, long-term debt, and non-recourse long-term debt) stood at ¥3,623.4 billion on an overall consolidated basis as of March 31, 2021, an increase of

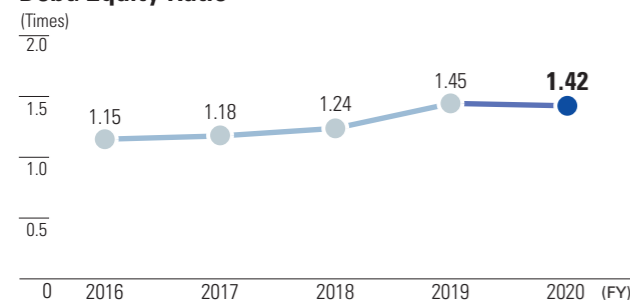
#### Total Assets



#### ROE



#### Debt/Equity Ratio



¥142.3 billion from the end of the previous fiscal year.

Mitsui Fudosan has established committed lines of credit totaling ¥400.0 billion with several financial institutions to ensure access to funds and adequate liquidity. The Company had not accessed these lines of credit as of the balance sheet date.

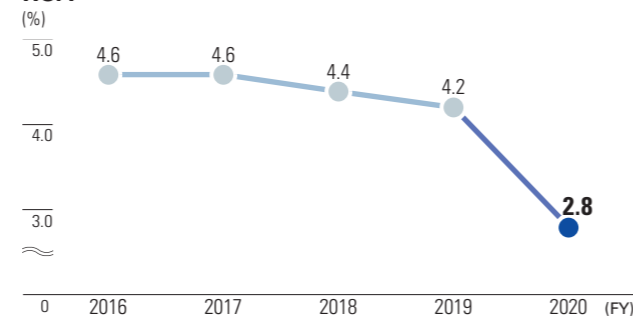
The current ratio (current assets/current liabilities) as of March 31, 2021, was 245%, an increase compared to 230% on March 31, 2020.

### Net Assets

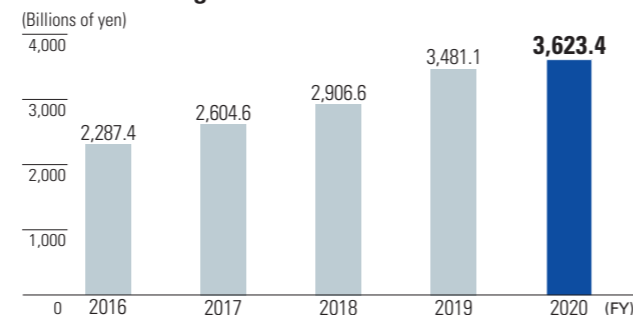
Total net assets as of March 31, 2021 were ¥2,655.9 billion, an increase of ¥169.4 billion compared with the end of the previous fiscal year. This increase was mainly attributable to increases of ¥189.4 billion in retained earnings and in net unrealized holding gains on securities of ¥74.8 billion, despite a decrease of ¥127.6 billion in revaluation reserve for land.

The equity ratio as of March 31, 2021 rose to 33.0% from 32.6% at the end of the previous fiscal year, while the debt/equity ratio decreased to 1.42 times from 1.45 times. Net assets per share increased to ¥2,656.42 from ¥2,480.36 as of the previous fiscal year-end.

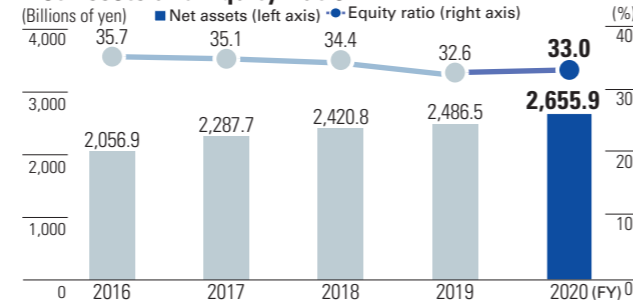
#### ROA



#### Interest-Bearing Debt



#### Net Assets and Equity Ratio



## Consolidated Cash Flows

### Consolidated Cash Flows

As of March 31, 2021, cash and cash equivalents were ¥187.7 billion, an increase of ¥8.2 billion from the end of the previous fiscal year.

#### Cash Flows from Operating Activities

Operating activities provided net cash of ¥187.8 billion. Cash provided included income before income taxes of ¥191.8 billion and depreciation and amortization of ¥98.1 billion. Decreases included ¥79.7 billion for income taxes paid.

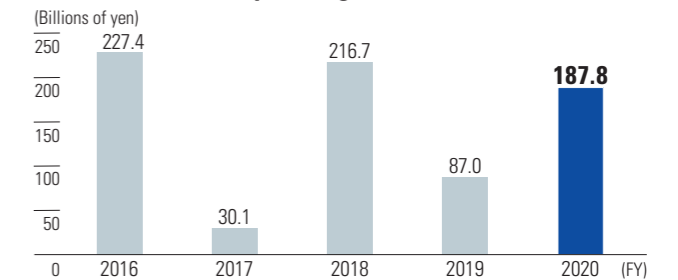
#### Cash Flows from Investing Activities

Investing activities used net cash of ¥131.0 billion. Cash purchases included ¥276.3 billion in tangible and intangible fixed assets, ¥65.7 billion in investment securities, and ¥77.7 billion in shares of subsidiaries, which resulted in change in scope of consolidation. Cash provided included proceeds from the sale of tangible and intangible fixed assets of ¥245.9 billion and proceeds from the sale of investment securities of ¥69.5 billion.

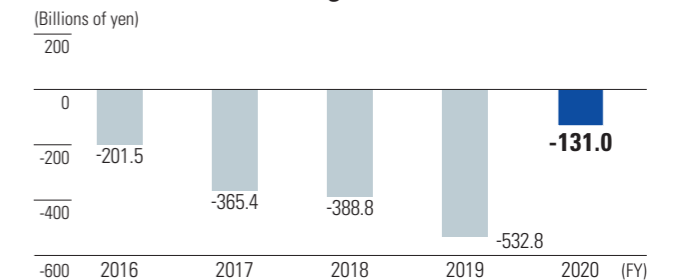
#### Cash Flows from Financing Activities

Financing activities used net cash of ¥66.5 billion, primarily for the payment of dividends and repayment of debt.

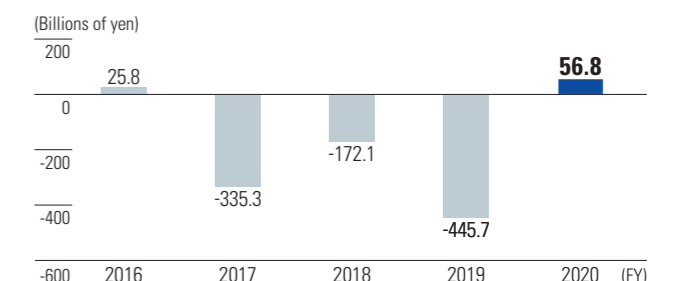
#### Cash Flows from Operating Activities



#### Cash Flows from Investing Activities



#### Free Cash Flows



\* Free cash flow =  
Cash flow from operating activities + cash flow from investing activities

## Rental Properties

Mitsui Fudosan and some of its consolidated subsidiaries have rental properties including office buildings and retail facilities in the Tokyo metropolitan area and other areas. Profit on such properties amounted to ¥137,951 million in fiscal 2019 (leasing revenue is reported in revenue from operations and leasing expenses are reported in cost of revenue from operations) and there was an impairment loss of ¥1,063 million and a loss on disposal of property and equipment of ¥577 million (loss on disposal of property and equipment and impairment loss are reported as extraordinary loss). In fiscal 2020, profit on such properties amounted to ¥118,075 million (with leasing revenue recorded in revenue from operations and leasing expenses recorded in cost of revenue from operations). An impairment loss of ¥29,795 million and a gain on sale of property and equipment of ¥20,668 million were recorded (with impairment loss recorded as an extraordinary loss and the gain on sale of property and equipment recorded as extraordinary income).

The carrying amount recorded on the consolidated balance sheets, the change during the fiscal year, and the market value of these properties are as shown on the right.

	2019	2020
Rental Properties Carrying Amount Recorded on the Consolidated Balance Sheets		
Balance as of the Beginning of the Period	¥3,024,028	¥3,171,133
Increase (Decrease) During the Period	147,104	-141,505
Balance as of the End of the Period	3,171,133	3,029,628
Market Value at the End of the Period	6,089,553	5,856,124
Difference	2,918,419	2,826,496

Notes: 1. The carrying amount recorded on the consolidated balance sheets was calculated by deducting accumulated depreciation and amortization and accumulated impairment losses from acquisition costs.  
2. Market value at the end of the fiscal year is calculated by the Company's own appraisal team and was based, in principle, on Japan's Real Estate Appraisal Standards.  
3. The main increases and decreases in the balance sheet during fiscal 2019 were an increase in real estate acquisition (¥216,117 million) and decreases due to transfers to real property for sale (¥15,043 million).  
4. The main increases and decreases in the balance sheet during fiscal 2020 were an increase in real estate acquisition (¥207,677 million), and decreases due to real estate sales (¥198,635 million), and transfers to real property for sale (¥110,141 million).  
5. In regard to the fiscal 2019 impact of the COVID-19 pandemic on the market value of real estate, including rents, it was extremely difficult to calculate the impact with a high degree of accuracy at the time these notes were created. Based on certain assumptions upon which consolidated performance forecasts for the next fiscal year are based, the impact on market value has been calculated within the scope possible at the time these notes were created and the result is that the impact on market value of real estate, including rents, at the end of the fiscal 2019 was negligible, and therefore it has not been included in the market value at the end of fiscal 2019.

## Shareholder Returns

In fiscal 2020, Mitsui Fudosan took measures such as temporarily closing or shortening the business hours of retail facilities, hotels, and resorts, as well as providing temporary rent reductions for tenant stores at Company-owned facilities, in response to two declarations of state of emergency under the COVID-19 pandemic. In spite of this

environment, the Company faces no issues securing financing due to its maintenance of a sound financial standing, and maintains secure employment status for its employees. In consideration of these and other factors, the Company will focus on providing stable and continuous shareholder returns as follows.

- Annual dividend per share for fiscal 2020 ¥44
- Own shares being repurchased ¥15.0 billion  
Repurchasing periods: from May 17, 2021 to December 7, 2021
- Total shareholder return ratio of profit attributable to owners of parent 44.2%

## Outlook for Fiscal 2021 (Year Ending March 31, 2022)

The effects of the COVID-19 pandemic, including the spread of virus variants, remain unpredictable.

Mitsui Fudosan Group's businesses have been affected by decreases in operations and visitors to facilities due to people refraining from going out, in addition to closings at some facilities, shortening of business hours, and restrictions on attracting customers following guidance from the national and local governments based on the declaration of state of emergency on April 25, 2021.

In response to this situation, the following forecasts are calculated based on the assumption that despite recovery in the economic environment due to factors such as the progress of vaccination, the speed of recovery will remain unclear and impacts of the COVID-19 will continue throughout the fiscal year.

Based on this, in fiscal 2021, Mitsui Fudosan is expected to report revenue from operations of ¥2,150.0 billion, up ¥142.4 billion year on year. Operating income is estimated to increase by ¥26.2 billion to ¥230.0 billion and ordinary income is estimated to increase by ¥36.1 billion to ¥205.0 billion. Profit attributable to owners of parent is forecast to increase by ¥30.4 billion to ¥160.0 billion.

Actual results may differ due to factors including the state of the pandemic. If revisions to these forecasts become necessary, they will be announced swiftly.

### Segment Forecasts

**Leasing:** In consideration of the impacts of the COVID-19 pandemic while also considering the improvement in retail facility sales at our retail facilities and contribution to sales from new facilities in operation over the full year, increases of ¥56.9

billion in revenue from operations and ¥7.2 billion in operating income are forecast.

**Property Sales:** Overall revenue from operations is forecast to decrease by ¥44.7 billion and operating income is forecast to increase by ¥14.7 billion. This is because although the small number of delivered units of large-scale developments for property sales to individuals (domestic) is expected to fall, revenue and income from property sales to investors is expected to rise due to expectations for real estate sales in the strong real estate investment market.

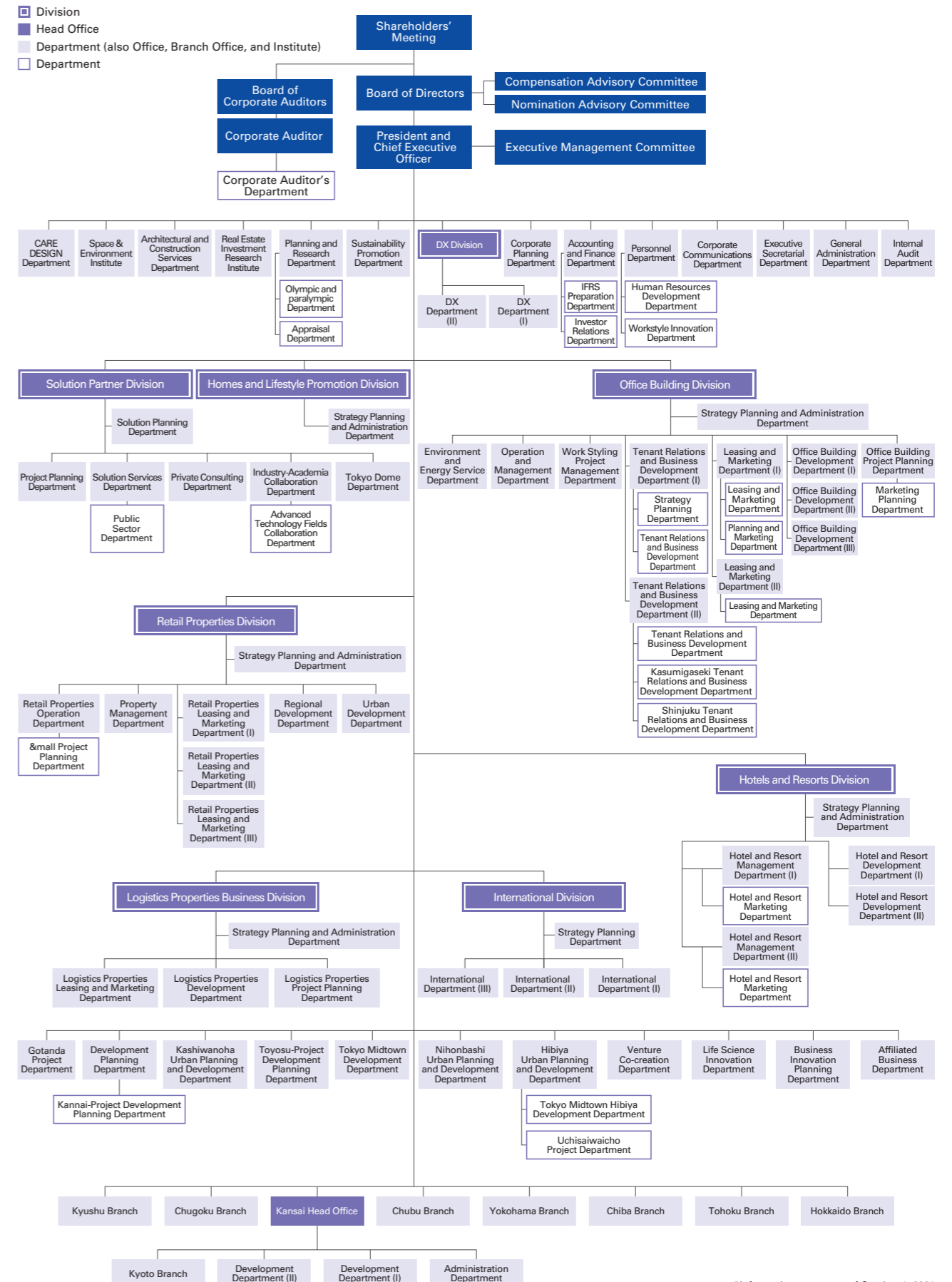
**Management:** In consideration of the impact of factors such as contribution to revenue from an increase in the number of brokered deals in the brokerage business for individuals and continued improvement in operations and cost reductions in Mitsui Car Park Leasing (car park leasing businesses), increases of ¥17.0 billion in revenue from operations and ¥4.0 billion in operating income are forecast.

**Other:** In consideration of ongoing recorded losses in the hotels and resorts business due to the COVID-19 pandemic while also considering recovery in operations mainly due to the capture of domestic demand, increases of ¥113.1 billion in revenue from operations and ¥5.2 billion in operating income are forecast.

### Dividends

Taking into consideration a comprehensive range of factors including the outlook for fiscal 2021 and the aforementioned dividend policy, the Company plans to pay a cash dividend of ¥44 per share (including an interim dividend of ¥22 per share) for the fiscal year ending March 31, 2022, the same as in the fiscal year ended March 31, 2021.

## Organization Chart



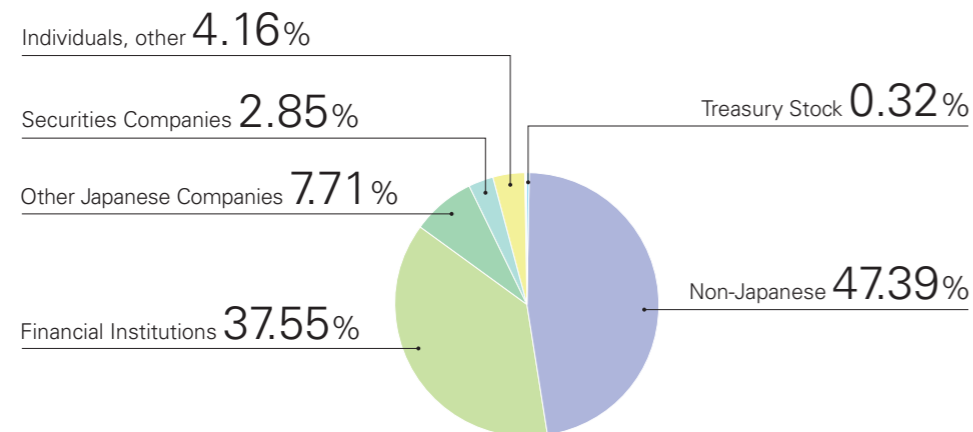
\*Information current as of October 1, 2021

## Corporate Data/Shareholders' Information (As of September 30, 2021)

### Corporate Data

<b>Trade Name:</b> Mitsui Fudosan Co., Ltd.	<b>Number of Shares:</b> Authorized: 3,290,000,000 Issued and outstanding: 965,481,947
<b>Head Office:</b> 1-1, Nihonbashi-Muromachi 2-chome, Chuo-ku, Tokyo 103-0022, Japan	<b>Number of Shareholders:</b> 38,748
<b>Date of Establishment:</b> July 15, 1941	<b>Transfer Agent:</b> Sumitomo Mitsui Trust Bank, Limited
<b>Capital:</b> ¥339,897 million	<b>Number of Employees*:</b> 1,776 (Consolidated 23,992) *As of March 31, 2021
<b>Listing:</b> Tokyo Stock Exchange (Ticker: 8801)	<b>Website:</b> <a href="https://www.mitsuifudosan.co.jp/english/">https://www.mitsuifudosan.co.jp/english/</a>

### Shareholder Composition (Shareholding Ratio)



### Major Shareholders

Shareholder	Number of Shares Held (Thousands)	Percentage of Total Shares Issued (%)
The Master Trust Bank of Japan, Ltd. (Trust account)	151,284	15.72
Custody Bank of Japan, Ltd. (Trust account)	72,252	7.51
Custody Bank of Japan, Ltd. (Trust account 7)	24,692	2.57
SSBTC CLIENT OMNIBUS ACCOUNT	21,597	2.24
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	17,393	1.81
STATE STREET BANK WEST CLIENT - TREATY 505234	16,551	1.72
KAJIMA CORPORATION	13,362	1.39
BNYM AS AGT/CLTS 10 PERCENT	13,045	1.36
Sumitomo Mitsui Banking Corporation	12,982	1.35
JP MORGAN CHASE BANK 385781	12,310	1.28
Total	355,472	36.94

## International Initiatives That We Support

The Mitsui Fudosan Group supports and has signed the United Nations Global Compact and other international initiatives that align with our philosophy and goals.

- United Nations Global Compact
- Universal Declaration of Human Rights
- United Nations Guiding Principles on Business and Human Rights
- OECD Guidelines for Multinational Enterprises
- RE100
- Sustainable Development Goals (SDGs)
- ILO Declaration on Fundamental Principles and Rights at Work
- Japan Business Federation Charter of Corporate Behavior
- Task Force on Climate-Related Financial Disclosures (TCFD)



## External Assessments

Status of Inclusion in ESG Indexes (As of December 1, 2021)



FTSE4Good



FTSE Blossom Japan



2021 CONSTITUENT MSCI JAPAN  
ESG SELECT LEADERS INDEX

2021 MSCI ESG Leaders  
Indexes Constituent

2021 CONSTITUENT MSCI JAPAN  
EMPOWERING WOMEN INDEX (WIN)

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## Sustainability-Related Assessments and Certifications



\*Platinum Kurumin certification was acquired by Mitsui Fudosan Residential Co., Ltd.