

決算ハイライト：第3四半期決算サマリー

Financial Highlights : Summary of 3Q Financial Results

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■ 3Q, FY2022 Financial Highlights (Cumulative)

	3Q, FY2022 Results (A)	3Q, FY2021 Results (B)	Change(rate)		Forecast (C)	Progress rate
	2022.4.1- 2022.12.31	2021.1- 2021.12.31	(A-B)	(A/B-1)×100		
(Units : ¥ Billions)					2022.11.9	A/C×100
Revenue from Operations	1,626.3	1,466.9	+159.4	(+10.9%)	2,200.0	73.9%
Operating Income	213.3	154.5	+58.7	(+38.0%)	300.0	71.1%
Ordinary Income	186.2	137.8	+48.3	(+35.1%)	260.0	71.6%
Profit Attributable to Owners of Parent	147.1	123.5	+23.6	(+19.2%)	190.0	77.5%

- Operating income 213.3 billion yen, up 38% Y/Y. Profit* 147.1 billion yen, up 19% Y/Y.
- The results represent new record highs for 3Q (Cumulative) at all levels.
- We are making steady progress towards achieving our full-year forecasts (operating income: 300 billion yen, profit*: 190 billion yen), which are expected to be the highest ever.
- Due to the increased certainty of achieving the full-year forecast and stable and continuous shareholder returns, as a part of our flexibly capital policy, We decided to repurchase 30 billion yen of its own Shares.

*Profit attributable to owners of parent

		決算実績 Financial Results			
		2023年3月期 FY2022	2022年3月期 FY2021	前年同期比 Y on Y	
		3Q実績 3Q Results (A)	3Q実績 3Q Results (B)	増減 Change (A)-(B)	増減率 Rate (A/B-1)×100
(単位：十億円) (Billions of Yen)					
営業収益	Revenue from Operations	1,626.3	1,466.9	+159.4	+10.9%
賃貸	Leasing	115.0	101.4	+13.5	+13.4%
	国内/to individuals	29.5	20.5	+9.0	+44.0%
	投資家/to investors	61.1	54.8	+6.2	+11.4%
分譲	Property Sales	90.7	75.4	+15.3	+20.3%
マネジメント	Management	47.9	41.5	+6.3	+15.3%
その他	Other	-4.6	-26.1	+21.5	—
消去他	Elimination or Corporate	-35.7	-37.7	+1.9	—
営業利益	Operating Income	213.3	154.5	+58.7	+38.0%
営業外損益	Non-operating Income/Expenses	-27.1	-16.7	-10.3	
経常利益	Ordinary Income	186.2	137.8	+48.3	+35.1%
特別利益	Extraordinary Income	44.0	51.1	-7.0	
特別損失	Extraordinary Loss	-2.1	-4.2	+2.0	
法人税等	Income Taxes	-75.1	-63.0	-12.1	
親会社株主に帰属する四半期純利益 Profit attributable to owners of parent		147.1	123.5	+23.6	+19.2%

		対業績予想進捗 Progress Against Forecast	
		2023年3月期 通期予想 FY2022 Forecast (2022/11/9)	通期予想との比較 Comparison with full-year forecast
		(Nov.9, 2022)	進捗率 Progress Rate (A)/(C)×100
	(C)		(A)/(C)×100
営業収益	2,200.0	73.9%	
賃貸	152.0	75.7%	
	38.0	77.8%	
	107.0	57.2%	
分譲	145.0	62.6%	
マネジメント	62.0	77.3%	
その他	-7.0	66.3%	
消去他	-52.0	68.8%	
営業利益	300.0	71.1%	
営業外損益	-40.0		
経常利益	260.0	71.6%	
特別利益	30.0		
特別損失	-90.0		
親会社株主に帰属する四半期純利益	190.0	77.5%	

< Status of each segment >

Leasing	Increase in Income	Because of an increase in leasing revenue and income from "50 Hudson Yards," an office building in the U.S., the Y on Y recovery in sales at domestic and international retail facilities, etc.
Property Sales	Increase in Income	Because of steady delivery of domestic housing sales, and the progress sale of properties to investors in Japan and overseas, etc.
Management	Increase in Income	Because of the improvement in occupancy rates and the effects of cost reduction efforts in the "Repark" (car park leasing) business, the upswing in transaction of large corporate brokerage projects, etc.
Other	Improvement in Loss	Because of improvements in ADR and occupancy rates in hotels and resorts business as a result of acquisition domestic and international accommodation demand, and increases in the number of operating days and visitors at TOKYO DOME.

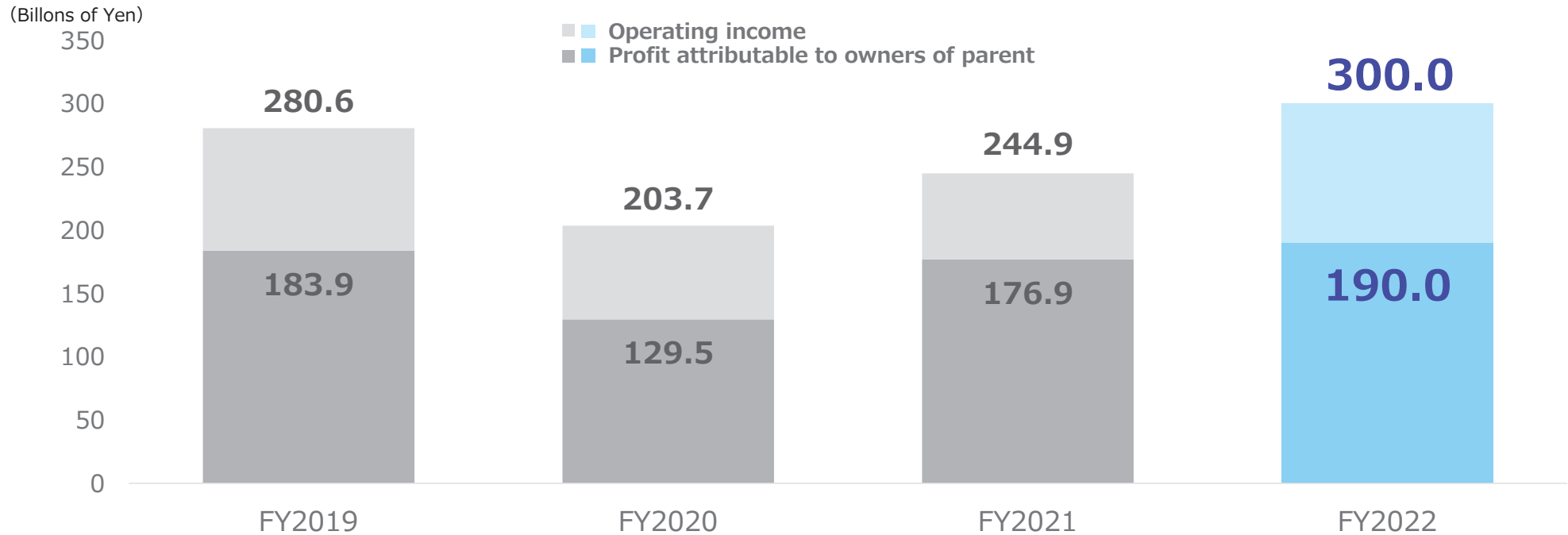
< Determination of Share Repurchase > (Announced Feb.10, 2023)

Aggregate repurchase price	30 billion yen (Maximum)
Total number of shares to be repurchased	20,000,000 Shares (Maximum) 2.12% of issued shares, excluding treasury shares
Period of acquisition	Feb. 13, 2023 - Jun. 30, 2023

決算実績と業績予想（営業利益・純利益）および新型コロナウイルス影響

Financial Results, Forecasts (Operating Income and Bottom Line), and the Impact of COVID-19

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■ The impact of COVID-19*



*FY2020 and FY2021: Difference between the profit of each business affected by the impact of COVID-19 for each year and the actual results for the same period in FY 2019
 FY2022: Estimated based on "profits that could be expected without the impact of COVID-19 for each business at the present time.

新型コロナウイルス影響下における営業状況の推移

Trends in Operating Conditions under the Impact of COVID-19

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新型コロナウイルスの影響 Impact of COVID-19	2020			2021									2022															
	10月 Oct.	11月 Nov.	12月 Dec.	1月 Jan.	2月 Feb.	3月 Mar.	4月 Apr.	5月 May	6月 Jun.	7月 Jul.	8月 Aug.	9月 Sep.	10月 Oct.	11月 Nov.	12月 Dec.	1月 Jan.	2月 Feb.	3月 Mar.	4月 Apr.	5月 May	6月 Jun.	7月 Jul.	8月 Aug.	9月 Sep.	10月 Oct.	11月 Nov.	12月 Dec.	
	3Q, FY2020			4Q, FY2020			1Q, FY2021			2Q, FY2021			3Q, FY2021			4Q, FY2021			1Q, FY2022			2Q, FY2022			3Q, FY2022			
	感染拡大 第2波 2nd Wave	感染拡大 第3波 3rd Wave			感染拡大 第4波 4th Wave			感染拡大 第5波 5th Wave						感染拡大 第6波 6th Wave			感染拡大 第7波 7th Wave			感染拡大 第8波 8th Wave								
			緊急事態宣言 ^{*1} (2回目) State of emergency ^{*1} (2nd)			緊急事態宣言 ^{*1} (3回目) State of emergency ^{*1} (3rd)			緊急事態宣言 ^{*1} (4回目) State of emergency ^{*1} (4th)																			

*1 地域により対応開始・終了時期は異なる *1 Start and end dates vary by region.

セグメント Segment	事業 Businesses	指標 Indicators	10月 Oct.	11月 Nov.	12月 Dec.	1月 Jan.	2月 Feb.	3月 Mar.	4月 Apr.	5月 May	6月 Jun.	7月 Jul.	8月 Aug.	9月 Sep.	10月 Oct.	11月 Nov.	12月 Dec.	1月 Jan.	2月 Feb.	3月 Mar.	4月 Apr.	5月 May	6月 Jun.	7月 Jul.	8月 Aug.	9月 Sep.	10月 Oct.	11月 Nov.	12月 Dec.
賃貸 Leasing	ららぽーと +MOP ^{*2} LaLaport +MOP ^{*2}	施設売上 過去同期間 (FY2019) 比率 Facility sales Ratio for the same period in FY2019	85~95%			80~90%			80~90% ^{*3}			70~80%			90~100%			85~95%			85~95%			80~90%			90~100%		

*2 三井アウトレットパーク *3 休館施設を除く *2 Mitsui Outlet Park *3 Calculations exclude closed facilities.

マネジメント Management	リパーク Repark	売上 過去同期間 (FY2019) 比率 ^{*4} Sales Ratio for the same period in FY2019 ^{*4}	約95% ≈95%	約90% ≈90%	約90% ≈90%	約85% ≈85%	約90% ≈90%	約105% ≈105%	約90% ≈90%	約85% ≈85%	約90% ≈90%	約90% ≈90%	約85% ≈85%	約90% ≈90%	約100% ≈100%	約95% ≈95%	約100% ≈100%	約95% ≈95%	約85% ≈85%	約95% ≈95%	約100% ≈100%	約100% ≈100%	約100% ≈100%	約100% ≈100%	約100% ≈100%	約95% ≈95%	約100% ≈100%	約100% ≈100%	約100% ≈100%	約100% ≈100%

*4 同一事業地ベース (全国) *4 Based on the same business sites (Whole country)

その他 Others	宿泊主体型 ホテル ^{*5} Lodging- focused hotels ^{*5}	当月稼働率 Occupancy rate for the month	60%台 60% level	60%台 60% level	50%台 50% level	30%台 30% level	40%台 40% level	50%台 50% level	50%台 50% level	40%台 40% level	50%台 50% level	60%台 60% level	50%台 50% level	50%台 50% level	60%台 60% level	70%台 70% level	70%台 70% level	60%台 60% level	60%台 60% level	70%台 70% level	70%台 70% level	80%台 80% level	80%台 80% level	80%台 80% level	70%台 70% level	80%台 80% level	80%台 80% level	80%台 80% level	80%台 80% level	80%台 80% level

*5 三井ガーデンホテル+ホテル ザ セレスティン+sequence *5 Mitsui Garden Hotel + Hotel The Celestin + sequence