March 2, 2001
For Immediate Release

# Mitsui Fudosan Announces Management Reform, Reorganization and Personnel Changes

Mitsui Fudosan Co., Ltd. is listed on the First Section of the Tokyo Stock Exchange, Osaka Securities Exchange and Sapporo Stock Exchange with the securities code number 8801. Mitsui Fudosan is headquartered in Tokyo, Japan.

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Based on the Medium Term Group Management Plan (FY 2000 to 2002) announced in May 2000, Mitsui Fudosan is proceeding with measures to achieve financial targets and determine the optimal organization structure to support a sound base for future growth. As a continuation of these efforts, we announce the following management reforms and personnel changes, which were decided at today's meeting of the Board of Directors, to accompany reorganization measures.

#### 1. Background

Amid the ongoing paradigm shift in the real estate market in Japan, investors have shifted emphasis from asset appreciation to cash flow and total return. In the past several years, funds have flowed into real estate investments through the financial markets using such methods as securitization, and the real estate and capital markets have become more directly linked. Moreover, this month will mark the establishment of a real estate investment trust market, known as J-REITs, listed on the Tokyo Stock Exchange. Mitsui Fudosan considers this a landmark event for the further development of the real estate investment market in Japan.

With a clear recognition of the importance of this paradigm shift, Mitsui Fudosan has worked to transform the conventional business model of the real estate industry through such policies as expanding non-asset businesses. The fundamental policy of our Medium Term Group Management Plan is to raise earnings power and boost growth prospects, and we are vigorously implementing strategic measures called for in the Plan.

Trends in the real estate industry are resulting in a more open and transparent real estate market and driving opportunities for Mitsui Fudosan in non-asset businesses, including the management and administration of customer-owned assets, in addition to the Company's own properties. As a result, a management strategy of rapid business development able to better maximize customer and shareholder value has become possible. To capitalize on these opportunities, we have recognized the need to reform our management structure to enhance soundness, efficiency and transparency.

For business implementation, management has also recognized the urgent need to build an efficient organization with thorough compliance procedures, while making concerted efforts throughout the Group to realize customer-oriented operations.

#### 2. Management Reform

With the aim of enhancing soundness and efficiency, Mitsui Fudosan will introduce a "Corporate Officer System" on April 1, 2001. This system will separate the roles of policy determination and implementation, both of which are currently assumed by directors. Furthermore, to raise the transparency of operations and ensure a multifaceted management approach, we will introduce the following measures.

Introduce "Corporate Officer System"

Officers will be appointed by the Board of Directors and implement policies determined by the Board. As the Chief Executive Officer, the President will have ultimate responsibility for policy execution, followed by Executive Vice Presidents, Senior Executive Officers, Executive Officers and Officers.

As a result, the role of policy implementation will be transferred from directors to Corporate Officers. The system aims to flexibly allocate responsibility for operations and create an optimal management structure for our current operating environment and business model.

Streamline the Number of Directors

The Board of Directors determine policies on a Company-wide and Group-wide basis on behalf of shareholders, and fulfill the role of supervising operational implementation.

Along with the introduction of the Corporate Officer System for implementation, the number of Directors will be reduced to an optimal level to fulfill the above-mentioned roles following approval at the annual general shareholders' meeting in June 2001.

In advance of this measure, the number of Representative Directors will be changed effective

April 1, 2001.

The Chairman of the Board will not take on an additional role as a Corporate Officer.

Raise the External Auditor Ratio Above 50%

To improve management transparency, the Company intends to raise the proportion of external auditors to above 50% of total corporate auditors, following approval at the annual general shareholders' meeting scheduled for June 2001.

Reinforce the Compliance System

With the aim of strengthening the compliance system, executives with responsibility for compliance will be selected from among Directors and Corporate Officers, and the Company intends to establish an internal compliance committee.

**Establish Advisory Committee** 

The Company intends to establish an Advisory Committee in the first half of the next fiscal year. The aim of this measure is to provide a wide range of opinions from external experts to support a multifaceted approach to management issues.

The Advisory Committee will comprise a number of leaders from business and academia and will report directly to the Company's President.

#### 3. Reorganization

The following organizational reforms were decided to strengthen non-asset businesses, introduce a corporate execution system in line with compliance standards, and thoroughly apply a customer-oriented policy.

- (1) Characteristics and Purposes of Reorganization
  - 1. The reorganization aims to reinforce Mitsui Fudosan's asset strategy by establishing the Principal Investments Division, in which asset management of the Company is concentrated. The reorganization also aims to strengthen non-asset businesses by ascertaining the roles of the Office Building Division and Commercial Properties Division to provide services as part of our non-asset businesses.
    - Establish the Principal Investments Division, which will create a Company-wide asset strategy and concentrate Company assets allocated to the Office Building Division and Commercial Properties Division
    - Establish the Principal Investments Department within the Principal Investments Division to create and manage an investment framework for each division and

department, and assign asset performance targets for the Office Building Division and Commercial Properties Division

- 2. The reorganization aims to position and further strengthen the Real Estate Services Division to engage in marketing to acquire new business opportunities through tie-ups with each division and department in addition to the function of promoting non-asset businesses.
  - Strengthen the functions of the Appraisal Department in response to the growing need for due diligence services in addition to appraisal
  - Development promotion functions including project management services in the Real Estate Services Division will be transferred to each division and department. (The Development Planning Department will be phased out. The Shiodome Project Department will be transferred to the Office Building Division.)
- 3. The reorganization aims to enhance the transparency and efficiency of the tenant management system and administrative management structure in the Office Building Division.
  - In the Office Building Leasing and Marketing Department, establish the Leasing and Marketing Office (I), which is responsible for marketing properties under management, and the Leasing and Marketing Office (II), which is responsible for corporate marketing as related to office needs, with a Marketing Section placed in each. In addition, a Leasing Agency Section will be established to handle marketing of properties that are consigned by third parties
  - A company will be established to handle office management work consigned from real estate investment funds scheduled to list on the real estate investment trust market
- 4. The reorganization aims to create a function-specific organization with a customer (tenant)-oriented perspective to strengthen new business acquisition opportunities, including commercial property operations, and strengthen existing facility management and administration functions.
  - The Commercial Properties Development Department will be established to strengthen and increase the efficiency of business planning and promotion functions for new commercial facilities
  - The Commercial Properties Management Department will be established to reinforce management and administrative functions of existing shopping centers and outlet malls
  - The Hotel Development Group, Urban Entertainment Facilities Department, will be reorganized into the Hotel Development Department

- 5. The reorganization aims to accelerate and reinforce after-sales services by placing them under direct control of the Company to increase customer satisfaction in the condominium sales business.
  - After Service Centers will be established in the Urban Development Department (I), Urban Development Department (II), Chiba Branch, Yokohama Branch and the Residential Development Department of the Kansai Head Office
  - As a result, a structure will be put in place to directly deal with customer needs, as with the Mitsui Open Communication (MOC) monitoring system used in planning to meet customer needs
  - We will aim to bolster consigned management services by moving after-sales services that were relegated to an affiliated company to a structure dedicated to consigned management services received from the condominium management association, while continuing to receive consignment of management work from the condominium management association as before
- 6. The reorganization aims to strengthen assessment and research functions related to the real estate investment market.
  - Establish the Real Estate Investment Research Institute to support information disclosure functions for surveys and research of market conditions and investors related to the real estate investment market
- 7. The reorganization aims to bolster corporate information disclosure functions for shareholders and investors.
  - Establish the Investor Relations Group in the Accounting and Finance Department to strengthen corporate information disclosure functions for shareholders and investors and to facilitate feedback of capital market data to management

#### (2) Summary of Other Measures

- 1. FIABCI Department
  - Discontinue the FIABCI Department
- 2. Office Building Division
  - Establish the Office Building Project Planning Department to strengthen business opportunity acquisition functions, including office management services.
  - Establish the Office Building Development Department to promote development of office buildings
  - Discontinue the Office Building Portfolio Management Department in line with the establishment of the Office Building Project Planning Department and the Office Building Development Department

- Accept the Shiodome Project Department from the Real Estate Services Division.
- Change names of Office Building Property Management Department (I) and Office Building Property Management Department (II) to Office Management Services Department (I) and Office Management Services Department (II)

#### 3. Newly Established Departments

— Establish the Development Planning Department (I) and Toyosu-Project Development Planning Department to undertake business planning and promotion of individual and combined development projects

#### 4. Transfer < Retirement> of Representative Directors (Effective April 1, 2001)

< Retiring Representative Directors > ( ) Indicates New Post

Representative Director, Senior Managing Director Hisamitsu Tsubahara (Senior Managing Director)

Representative Director, Senior Managing Director

Tadamasa Nishihara (Senior Managing Director)

Representative Director, Senior Managing Director Yoshihiko Katori (Senior Managing Director)

## **5.** Appointment of Representative Directors and Senior Managing Directors and Managing Directors (Effective April 1, 2001)

Representative Director, Chairman of the Board Jun-Ichirô Tanaka

Representative Director, President and CEO Hiromichi Iwasa

Representative Director, Executive Vice President Kazuo Sato

Representative Director, Executive Vice President Moriya Saito

Senior Managing Director Hisamitsu Tsubahara

Senior Managing Director Tadamasa Nishihara

Senior Managing Director Yoshihiko Katori

Senior Managing Director Yotaro Hayashi

Managing Director Kouichi Ohmuro

Managing Director Osamu Ogawa

#### 6. Board of Directors (Effective April 1, 2001)

Representative Director, Chairman of the Board Jun-Ichirô Tanaka

Representative Director, President and CEO Hiromichi Iwasa

Representative Director, Executive Vice President Kazuo Sato
Representative Director, Executive Vice President Moriya Saito

Audit Department, General Administration Department, Personnel Department, Mitsui Fudosan Group Planning Division, Kansai Head Office, Branches and Offices

#### Senior Managing Director

Hisamitsu Tsubahara

Corporate Communications Department, Accounting and Finance Department, Corporate Planning and Research Department, Real Estate Investment Research Institute, Real Estate Securitization Department

#### Senior Managing Director

Tadamasa Nishihara

Commercial Properties Division, Area Development Department

#### **Senior Managing Director**

Yoshihiko Katori

Executive Secretarial Department, Principal Investments Division

#### Senior Managing Director

Yotaro Hayashi

Information Systems Department, Space & Environment Institute, Real Estate Services Division, Development Planning Department (I), Toyosu-Project Development Planning Department

#### **Managing Director**

Kouichi Ohmuro

Office Building Division, International Department

#### **Managing Director**

Osamu Ogawa

New Business Planning Department, Residential Development Division, CARE DESIGN Business Planning Department

Director Hirohiko Kamei

Director Yuji Yokoyama

Director Kazuichi Nagata

Director Mitsuhiro Matsumoto

Director Minoru Sato

Director Takayuki Namae
Director Kuniaki Ikeya
Director Tatsuo Soda

## 7. Changes in the Board of Directors (Effective April 1, 2001)

Novy Position (On Added Positions)	Eliminated Position	Continuous Position	Name
New Position (Or Added Positions)	Eliminated Position		
		Representative	Jun-Ichirô Tanaka
		Director, Chairman of	
		the Board	
		Representative	Hiromichi Iwasa
		Director, President and	
		CEO	
		Representative	Kazuo Sato
		Director, Executive Vice	
		President	
Audit Department, General		Representative	Moriya Saito
Administration Department,		Director, Executive Vice	
Personnel Department,		President	
Mitsui Fudosan Group			
Planning Division, Kansai			
Head Office, Branches and			
Offices			
Corporate Communications	Representative	Senior Managing	Hisamitsu
Department, Accounting and	Director	Director	Tsubahara
Finance Department,			
Corporate Planning and			
Research Department, Real			
Estate Investment Research			
Institute, Real Estate			
Securitization Department			
Commercial Properties	Representative	Senior Managing	Tadamasa Nishihara
Division, Area Development	Director	Director	
Department			
Executive Secretarial	Representative	Senior Managing	Yoshihiko Katori
Department, Principal	Director	Director	
Investments Division			

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Senior Managing Director	Managing Director		Yotaro Hayashi
Information Systems			
Department, Space &			
Environment Institute, Real			
Estate Services Division,			
Development Planning			
Department (I),			
Toyosu-Project Development			
Planning Department			
Office Building Division,		Managing Director	Kouichi Ohmuro
International Department			
New Business Planning		Managing Director	Osamu Ogawa
Department, Residential			
Development Division, CARE			
DESIGN Business Planning			
Department			
		Director	Hirohiko Kamei
		Director	Yuji Yokoyama
		Director	Kazuichi Nagata
		Director	Mitsuhiro Matsumoto
		Director	Minoru Sato
		Director	Takayuki Namae
		Director	Kuniaki Ikeya
		Director	Tatsuo Soda

## 8. Appointment of Corporate Officers (Effective April 1, 2001)

President and Chief Executive Officer Hiromichi Iwasa

Executive Vice President Kazuo Sato

Executive Vice President Moriya Saito (Personnel Department Related

Operations, Branches and Offices)

Senior Executive Officer Hisamitsu Tsubahara (Corporate

Communications Department, Accounting and Finance Department, Corporate Planning and

**Research Department Related Operations)** 

Senior Executive Officer Tadamasa Nishihara (Commercial Properties Division,

Area Development Department Related Operations; General Manager, Commercial Properties Division)

Senior Executive Officer Yoshihiko Katori (Executive Secretarial Department,

Principal Investments Division Related Operations; General Manager, Principal Investments Division)

Senior Executive Office Yotaro Hayashi (Space & Environment Institute, Real

Estate Services Division, Development Planning Department (I), Toyosu-Project Development Planning Department Related Operations; General Manager,

Real Estate Services Division)

Executive Officer Kouichi Ohmuro (Office Building Division,

International Department Related Operations;

General Manager, Office Building Division)

Executive Officer Osamu Ogawa (Residential Development Division,

CARE DESIGN Business Planning Department Related Operations; General Manager, Residential

Development Division)

Executive Officer Hirohiko Kamei (Kansai Head Office; General Manager,

Kansai Head Office)

Executive Officer Yuji Yokoyama (Audit Department, General

Administration Department, Real Estate Investment

Research Institute, Real Estate Securitization

**Department Related Operations)** 

Executive Officer Kazuichi Nagata (Information Systems Department,

New Business Planning Department, Mitsui Fudosan Group Planning Division Related Operations; General Manager, Mitsui Fudosan Group Planning Division)

Officer Mitsuhiro Matsumoto (Representative Director and

President, Mitsui Harbour and Urban Construction Co.,

Ltd.)

Officer Minoru Sato (General Manager, Corporate Planning

and Research Department)

Officer Takayuki Namae (General Manager, Personnel

Department)

Officer Kuniaki Ikeya( General Manager, Urban Development

Department (I), Residential Development Division )

Officer Tatsuo Soda (General Manager, Accounting and

Finance Department )

Officer Yoshiki Kageyama (Deputy General Manager, Office

Building Division and General Manager, Office

**Building Development Department )** 

Officer Nobumi Tobari (General Manager, Corporate

Communications Department )

Officer Shigeo Sasaki (General Manager, Office Management

Services Department (I), Office Building Division )

Officer Takayoshi Saito (General Manager, International

Department)

Officer Takashi Ikeda (General Manager, Urban Development

Department (II), Residential Development Division)

Officer Ryouji Nakamura (General Manager, Area

**Development Department)** 

#### 9. Transfers (unofficial) of Directors, Corporate Auditors and Corporate Officers (Effective June, 2001)

New Position (Or Added Positions)	Eliminated Position	Continuous Position	Name
Special Advisor	Representative Director, Executive Vice President		Kazuo Sato
	Director	Executive Officer	Hirohiko Kamei
	Director	Executive Officer	Yuji Yokoyama
	Director	Executive Officer	Kazuichi Nagata
	Director	Officer	Mitsuhiro Matsumoto

	Director	Officer	Minoru Sato
	Director	Officer	Takayuki Namae
	Director	Officer	Kuniaki Ikeya
	Director	Officer	Tatsuo Soda
Corporate Auditor			Akira Watanabe
Advisor	Corporate Auditor		Shin-ya Taira

The above transfers are expected to be finalized at the general shareholders' meeting at the end of June 2001 and by the Board of Directors.

### 10. Personal Histories of New Appointees

(1) New Corporate Officers (Effective April 1, 2001; excluding Directors)

Yos	hiki	Kagey	vama
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Date of Birth	June 27, 1948	1
Resume	March 1971	Graduated Hitotsubashi University,
		Law Department
	April 1971	Entered Mitsui Fudosan
	April 1994	General Manager, Saitama Branch
	April 1997	General Manager, Project Planning Department (II)
	April 1998	General Manager, Development Consulting
		Department (II), Real Estate Services Division
	April 1999	General Manager, Development Planning
		Department, Real Estate Services Division

#### Nobumi Tobari

Date of Birth	March 8, 1947	
Resume	March, 1971	Graduated Tokyo University, Economics Department
	April, 1971	Entered Mitsui Fudosan
	April, 1997	General Manager, Corporate Communications
		Department

#### Shigeo Sasaki

Date of Birth	September 26	, 1948	
Resume	March 1971	Graduated H	litotsubashi University,
		Sociology	Department
	April 1971	<b>Entered Mits</b>	sui Fudosan

April 1997	General Manager.	Office Building Marketing
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Department (III), Office Building Marketing Division

April 1999 General Manager, Office Building Property

Management Department (I), Office Building Division

Takayoshi Saito

Date of Birth January 8, 1949

Resume March, 1971 Graduated Keio University, Law Department

April, 1971 Entered Mitsui Fudosan

April, 1997 General Manager, International Department

Takashi Ikeda

Date of Birth May 1, 1949

Resume March, 1972 Graduated Keio University, Economics Department

April, 1972 Entered Mitsui Fudosan

April, 1998 General Manager, Real Estate Services Department,

Real Estate Services Division

April, 2000 General Manager, Urban Development Department

(II), Residential Development Division

Ryouji Nakamura

Date of Birth October 2, 1949

Resume March 1972 Graduated Waseda University, Political Economy

**Department** 

April 1972 Entered Mitsui Fudosan

April 1997 General Manager, Hiroshima Branch

April 2000 General Manager, Area Development Department

#### (1) New Corporate Auditor Candidate (unofficial)

Akira Watanabe

Date of Birth October 21, 1928

Resume March 1953 Graduated Tokyo University, Law Department

1956 Passed the Bar1959 Registered Lawyer

Work Lawyer (Member of Daini Tokyo Bar Association)

## 11. Division Management Changes (Excluding Executive Officers)

New Position	Eliminated Position	Continuo	N a m e
		u s	
General Manager, General	General Manager, Subsidiaries		Takao Iwadou
Administration	and Affiliates Support		
Department & Audit	Department, Mitsui Fudosan		
Department	Group Planning Division		
General Manager,	General Manager,		Masahiko Kurosu
Executive Secretarial	Construction Planning		
Department	Department, Real Estate		
	Services Division		
General Manager, Real			Ichiro Kusama
Estate Investment			
Research Institute			
General Manager, Mitsui	General Manager, Office		Ken Tanaka
Fudosan Group Planning	Building Property		
Department, Mitsui	Management Department ( ),		
Fudosan Group Planning	Office Building Division		
Division			
General Manager,			Hiroshi Konno
Subsidiaries and Affiliates			
Support Department, Mitsui			
Fudosan Group Planning			
Division			
General Manager,			Jun Yasuda
Construction Planning			
Department, Real Estate			
Service Division			
General Manager,			Katsuji Yamamasu
Development Consulting			
Department & Gotanda			
Project Department, Real			
Estate Services Division			

General Manager, Principa	General Manager, Executive	Junichi Kogo
Investments Department,	Secretarial Department	
Principal Investments		
Division		
General Manager,		Fusanobu Oka
Shiodome Project		
Department, Office Building		
Division		
General Manager, Office	General Manager, Oita Branch	Junichi Tanaka
Management Services	_	
Department (II), Office		
Building Division		
General Manager,		Yoshiaki Iinuma
Commercial Properties		
Development Department,		
Commercial Properties		
Division		
General Manager,	General Manager, Shopping	Hirosi Tanabe
Commercial Properties	Center Department,	
Management Department,	Commercial Properties	
Commercial Properties	Division	
Division		
General Manager, Hotel		Hiroshi Abe
Development Department,		
Commercial Properties		
Division		
General Manager,	General Manager, Shiodome	Norio Takezaki
Toyosu-Project	Project Department, Real	
Development Planning	Estate Services Division	
Department & Development	t l	
Planning Department (I)		
General Manager, Fukuoka	General Manager, Gotanda	Toshiharu Hino
Branch	Project Department, Real	
	Estate Services Division	
General Manager, Oita		Masao Murata
Branch		
Representative Director and	General Manager, FIABCI	Kozo Sawai
President, Cany	Department	
Corporation		 

Representative Director,		Makoto Fujibayashi
Senior Managing Director,		
Nippon Midori Development		
Co., Ltd.		
Representative Director and		Akio Hoya
President, Garden Hotels		·
Co., Ltd.		

The End

Note: Attached materials include Organizational Chart (Effective April 1, 2001)