

Results for Fiscal 2016 (Apr 1, 2016 – Mar 31, 2017)

(Billions of Yen)

	FY '15 Results	FY '16 Results	Increase/ Decrease	FY '16 Previously Announced Forecast *	
				Forecast	Increase/ Decrease
Leasing	313	337	+24	335	+2
Sales	275	314	+40	280	+34
Construction	199	204	+5	195	+9
Brokerage	61	67	+5	63	+4
Revenue from Operations	855	925	+70	880	+45
Leasing	111	126	+15	126	+0
Sales	44	46	+2	45	+1
Construction	15	14	Δ 1	14	Δ 0
Brokerage	18	19	+1	18	+1
Operating Income	174	188	+14	185	+3
Other income (expenses)	Δ 26	Δ 20	+5	Δ 20	Δ 0
Ordinary Profit	148	168	+19	165	+3
Profit attributable to owners of parent	88	103	+16	100	+3

* Revised on Nov. 14, 2016

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Forecasts for Fiscal 2017 (ending Mar 31, 2018)

(Billions of Yen)

	FY '15 Results	FY '16 Results	FY '17 Forecasts	
			Forecast	Increase/ Decrease
Leasing	313	337	350	+13
Sales	275	314	315	+1
Construction	199	204	210	+6
Brokerage	61	67	70	+3
Revenue from Operations	855	925	950	+25
Leasing	111	126	138	+12
Sales	44	46	47	+1
Construction	15	14	15	+1
Brokerage	18	19	20	+1
Operating Income	174	188	200	+12
Other income (expenses)	Δ 26	Δ 20	Δ 20	+0
Ordinary Profit	148	168	180	+12
Profit attributable to owners of parent	88	103	115	+12

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Seventh Management Plan (Apr 2016 – Mar 2019)

- (1) Achieve consecutive record results for the three-year period covered, with cumulative ordinary profit of ¥480 billion

Although we do not expect the favorable conditions that were present during the previous three years to continue during the period covered by the Seventh Management Plan, we will firmly maintain our “revenue and profit growth trajectory” to surpass the record results achieved under the Sixth Management Plan.

Target cumulative results over the three years

Revenue from Operations	¥	2.7 trillion
Operating Income	¥	550 billion
Ordinary Profit	¥	480 billion

«Reference» Results of the Past Management Plans (Cumulative Totals)

	4th Plan Apr. '07-Mar. '10	5th Plan Apr. '10-Mar. '13	6th Plan Apr. '13-Mar. '16	7th Plan Apr. '16-Mar. '19
Revenue from Operations	2,107	2,170	2,442	2,700
Operating Income	435	437	501	550
Ordinary Profit	339	329	418	480

(Billions of Yen)

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Progress of the Management Plans by Segment (Cumulative Total)

	Fourth Management Plan Apr.'07-Mar.'10	Fifth Management Plan Apr.'10-Mar.'13	Sixth Management Plan Apr.'13-Mar.'16	Seventh Management Plan Apr.'16-Mar.'19
Leasing	872	843	886	1,000
Sales	605	670	773	850
Construction	475	500	589	630
Brokerage	146	147	177	200
Revenue from Operations	2,107	2,170	2,442	2,700
Leasing	296	272	314	370
Sales	93	110	127	110
Construction	40	49	47	55
Brokerage	40	41	52	55
Operating Income	435	437	501	550
Ordinary Profit	339	329	418	480

(Billions of Yen)

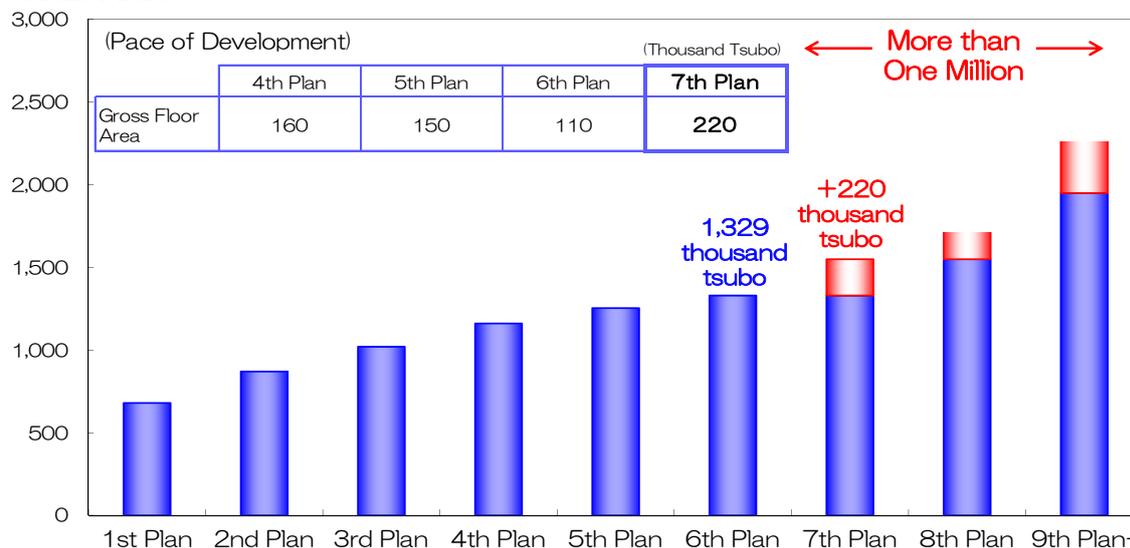
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Seventh Management Plan (Apr 2016 – Mar 2019)

- (2) Continue to invest for growth in leased buildings, further accelerate the pace of development of previously 50,000 tsubo of gross floor area annually

Our basic policy of further strengthening our mainstay leasing business with a primary focus on redevelopment in central Tokyo is unchanged. We will work to secure properties equivalent to more than one million tsubo of gross floor area to be brought to market during and after the Seventh Management Plan.

Gross Floor Area
(thousand tsubo)



New Office Building Projects during the 7th Management Plan

* tsubo = 3.3 m²

Project Name	Location	Gross Floor Area (Tsubo*)	Completion
Sumitomo Fudosan Shimbashi Building	Minato Ward	2,500	Jul 2016
Sumiromo Fudosan Roppongi Grand Tower	Minato Ward	61,100	Oct 2016
Sumitomo Fudosan Azabujuban Building	Minato Ward	14,000	Jan 2017
Total: FY ending Mar 31, 2017		77,600	
Shibaura 3-chome Project	Minato Ward	3,700	Aug 2017
Osaki Project	Shinagawa Ward	54,400	Jan 2018
Kojimachi 4-chome Project	Chiyoda Ward	4,000	Mar 2018
Total: FY ending Mar 31, 2018		62,100	
Onarimon Project	Minato Ward	9,900	May 2018
Ueno 5-chome Project	Taito Ward	3,500	Oct 2018
Kojimachi 1-chome Project	Chiyoda Ward	3,600	Nov 2018
Shibuya Udagawacho Project	Shibuya Ward	11,500	Feb 2019
Nishi Shinjuku 6-chome Project	Shinjuku Ward	16,700	Mar 2019
Kanda Neribeicho Project	Chiyoda Ward	9,300	Mar 2019
Total: FY ending Mar 31, 2019		54,500	
Others		27,800	
Total: 7th Management Plan		222,000	

Principal New Office Building Projects during the 7th Management PlanSumitomo Fudosan
Roppongi Grand TowerSumitomo Fudosan
Azabujuban Building

Osaki Project

Location	Minato Ward, Tokyo	Minato Ward, Tokyo	Shinagawa Ward, Tokyo
Scheduled delivery	October 2016	January 2017	January 2018
Gross Floor Area	61,100 tsubo	14,000 tsubo	54,400 tsubo
No. of floor	43 above ground/ 2 below ground	10 above ground	24 above ground/ 2 below ground

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Principal New Office Building Projects during the 7th Management Plan

Onarimon Project



Shibuya Udagawacho Project



Kanda Neribeicho Project

Location	Minato Ward, Tokyo	Shibuya Ward, Tokyo	Chiyoda Ward, Tokyo
Scheduled delivery	May 2018	February 2019	March 2019
Gross Floor Area	9,900 tsubo	11,500 tsubo	9,300 tsubo
Gross Floor Area	22 above ground/ 2 below ground	21 above ground/ 2 below ground	21 above ground/ 2 below ground

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