

# ***Supplementary Material***

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Second Quarter of Fiscal 2021  
(April 1, 2021 - September 30, 2021)



**Sumitomo Realty & Development Co., Ltd.**

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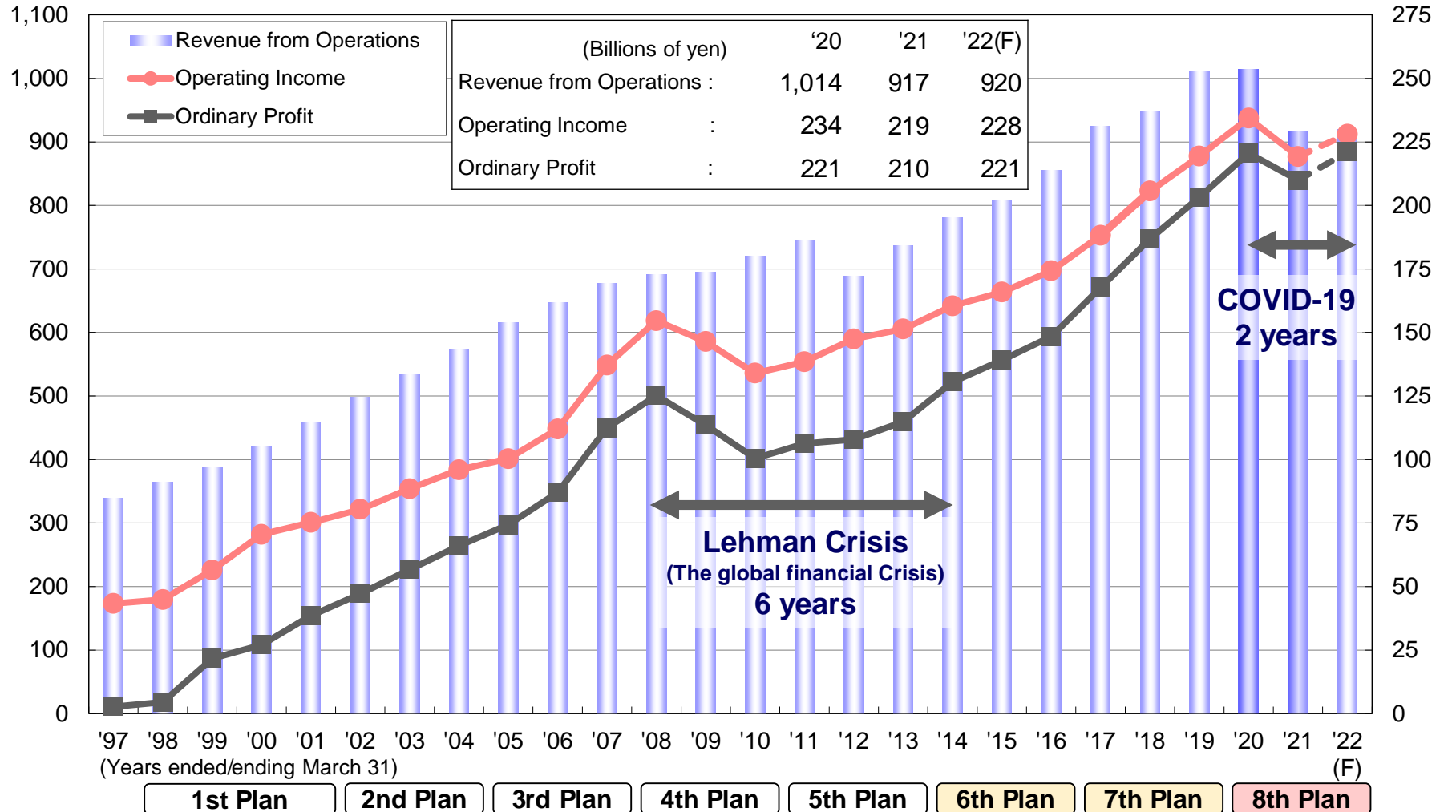
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# Historical Financial Results

Despite lower YoY profits in FY03/21 due to COVID-19, we expect ordinary profit to return to record levels in just two years from the FY03/20 peak

Revenue from Operations  
(Billions of yen)

Operating Income  
Ordinary Profit  
(Billions of yen)

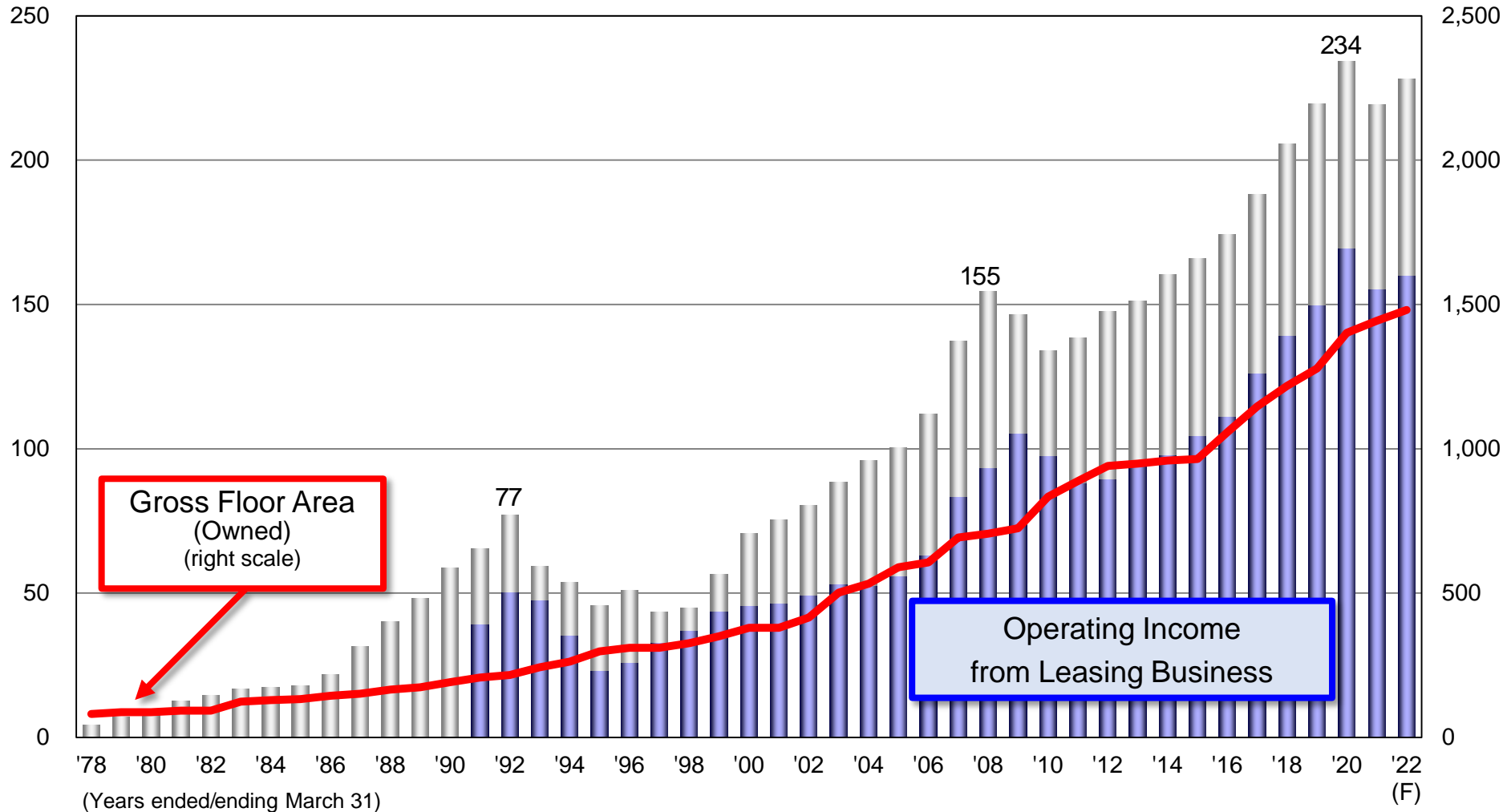


# Consolidated Operating Income and Gross Floor Area

“Stable growth” of office leasing business together with growth of gross floor area

Billions of yen

Thousands of tsubo<sup>\*1</sup>



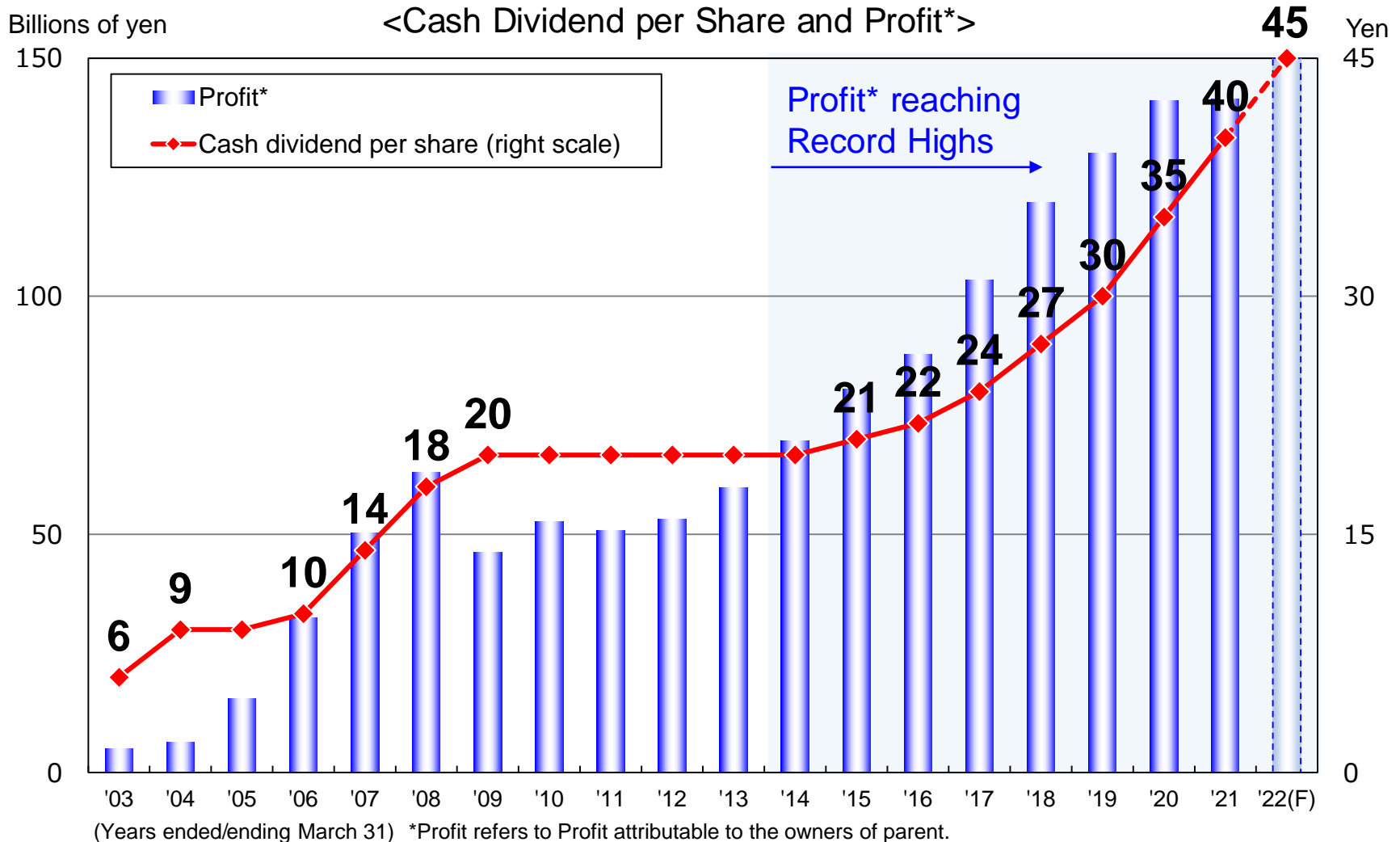
<sup>\*1</sup> 1 tsubo = 3.3m<sup>2</sup>

<sup>\*2</sup> Segment information has been disclosed since the March 1991 fiscal year

# Policy for Shareholder Returns

“Sustainable dividend increase” policy, in line with profit growth

Record high profit\* for 9 consecutive years, “5 yen per year dividend increase” to be maintained



# Progress of the Eighth Management Plan (Apr 2019 – Mar 2022)

We have achieved record-level profits under all plans except the Fifth Management Plan (affected by the Lehman crisis/global financial crisis and the Great East Japan Earthquake)

(Billions of yen)

	7th Plan Results (Cumulative Totals)	Forecasts (Cumulative Totals)				Vs. 7th Plan	8th Plan Targets* (Cumulative Totals)
		FY '19 (Results)	FY '20 (Results)	FY '21 (Forecasts)			
Revenue from Operations	2,886	1,014	917	920	2,851	(35)	3,100
Operating Income	613	234	219	228	682	+68	740
Ordinary Profit	558	221	210	221	651	+94	700

\* Announced on May 16, 2019

«Reference» Results of the Past Management Plans (Years ended March 31)

(Billions of yen)

(Three-year Cumulative totals)	1st Plan* 1999-2001	2nd Plan 2002-2004	3rd Plan 2005-2007	4th Plan 2008-2010	5th Plan 2011-2013	6th Plan 2014-2016	7th Plan 2017-2019
Revenue from Operations	1,270	1,606	1,939	2,107	2,170	2,442	2,886
Operating Income	202	265	349	435	437	501	613
Ordinary Profit	87	170	274	339	329	418	558

\* The 1st plan began in the March 1998 fiscal year and spanned four years. Figures shown represent cumulative totals for the final three years of the plan.

# Progress of the Eighth Management Plan by Segment

(Billions of yen)

(Three-year Cumulative Totals)		7th Plan Results	8th Plan Forecasts <sup>*1</sup>	Increase/Decrease	8th Plan Targets <sup>*2</sup>	Increase/Decrease
	Leasing	1,073	1,194	+121	1,200	(6)
	Sales	957	833	(124)	950	(117)
	Construction	635	608	(27)	720	(112)
	Brokerage <sup>*3</sup>	208	212	+4	220	(8)
<b>Revenue from Operations</b>		<b>2,886</b>	<b>2,851</b>	<b>(35)</b>	<b>3,100</b>	<b>(249)</b>
	Leasing	416	485	+69	530	(45)
	Sales	140	150	+10	140	+10
	Construction	50	54	+4	70	(16)
	Brokerage <sup>*3</sup>	47	42	(5)	50	(8)
<b>Operating Income</b>		<b>613</b>	<b>682</b>	<b>+68</b>	<b>740</b>	<b>(58)</b>
<b>Ordinary Profit</b>		<b>558</b>	<b>651</b>	<b>+94</b>	<b>700</b>	<b>(49)</b>

\*1 Cumulative total of fiscal 2019 (results), fiscal 2020 (results) and fiscal 2021 (forecasts)

\*2 Announced on May 16, 2019

\*3 From the beginning of fiscal 2020, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". The 8th Plan Forecasts reflect the change. The 7th Plan results and the 8th Plan Targets represent reference amounts calculated simply reflecting the change.

# Progress under the Eighth Management Plan by Segment

## Leasing

Target: Exceed the level of profit growth achieved under the Seventh Management Plan, supported by a buoyant market environment

### Exceeded target for office buildings

- Lower vacancy rates + higher rents + impact of new properties → substantially higher profit than under the 7th plan

### Hotels and event halls severely affected by COVID-19

## Sales

Target: Maintain the same high level of profit as under the Seventh Management Plan

### Exceeded profit target

- Higher profitability (14.6% under 7th plan → 18.1% under 8th plan) due to higher selling prices and reduced expenses related to selling
- Controlled pace of sales, focusing on profit → accepted revenue from operations falling short of the target

## Construction

Target: Maintain growth in remodeling (Shinchiku Sokkurisan), which was sluggish until the Sixth Management Plan but recovered under the Seventh Management Plan

In custom homes, strengthen business base by improving construction systems and quality control

### Unable to boost orders amid consumption tax hike and COVID-19; profit higher than under the 7th plan, but below target

- Increased sales efficiency by enhancing measures to attract customers online
- Improved profitability by reinforcing management of gross profit (7.9% under 7th plan → 8.9% under 8th plan)

## Brokerage

Target: Further strengthen Group collaboration, establishing a base for growth from the Ninth Management Plan onward

### Number of transactions increased, but falling short of target amid consumption tax hike and COVID-19

- Expanded network of condominium-focused stores, beginning to see signs of stronger Group collaboration
- Increased efficiency by streamlining existing stores, began STEP Auctions



# ESG Management inheriting Sumitomo's business philosophy with a history of 430 years

## “Sumitomo's Business Philosophy” :

“Placing prime importance on integrity and sound management in the conduct of its businesses,”  
 “Under no circumstances, shall it pursue easy gains,”and  
 “Sumitomo's business interest must always be in harmony with public interest”

Placing top priority on Integrity, we pursue value creation with innovative and challenging spirit

Slogan	Fundamental Mission
Integrity and Innovation	Create even better social assets for the next generation

Through its business activities, we aim to contribute to addressing social issues, at the same time maximizing our corporate value

## Our Materiality



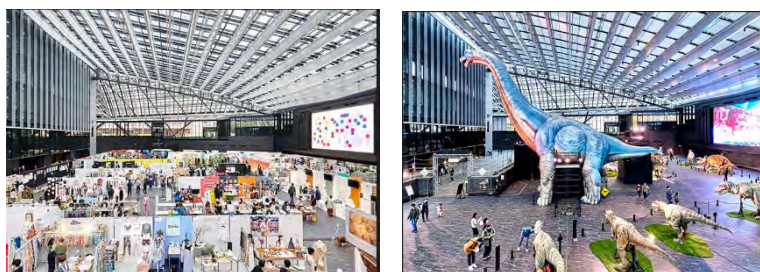
【Disaster prevention】	Disaster resistant
【Environment】	Environmentally friendly
【Community】	Together with the community
【People】	People friendly

# Reborn Project of the Shinjuku Sumitomo Building (“Sankaku Building” since 1974)

We renovated an urban high-rise building to help revitalize the community and strengthen its functionality



The refurbished Shinjuku Sumitomo Building



Events at the Sankaku Hiroba

## Key issues for Nishi-Shinjuku, an urban business area

- Wide-ranging functions are highly concentrated in the area. However, large subdivisions and double-layered roadways obstruct continuity and movement and disperse interaction.

- Created “Sankaku Hiroba”, one of the largest atrium spaces in Japan
- Upgraded facilities to the same level as those of a new building

## 【Disaster prevention】

### Serves as a local disaster preparedness center in emergencies

- Serves as a temporary evacuation facility for around 2,850 people unable to return to their homes

## 【Environment, disaster prevention, people】

### A sustainable model of a high-rise building without rebuilding

- Enhanced BCP functionality (damping reinforcement, emergency generator)
- Reduced environmental impact (installed energy-saving equipment to new-building standards)
- Eliminated uneven flooring (facilitating barrier-free movement)

## 【Community】 Creates a new place for interaction

- Provides an event space of all-weather facility with an approx. 2,000 people capacity to help invigorate the Nishi Shinjuku area

# Redevelopment Business

Through sustainable urban development, we improve disaster preparedness and revitalize communities

**Osaki Garden City** (Completed in 2018)



Panorama of Osaki Garden City



Before (left) and after (right)

## Major issues with dense urban congregations of wooden houses

- Low earthquake resistance
- High disaster risk in narrow streets
- Low land utilization
- Diminished community vitality, etc.

## Through redevelopment:

### 【Disaster prevention, people】

#### Improve disaster preparedness of the community

- Improved infrastructure (Installing wider roads, removing steps)
- Improved BCP compliance (base isolation, damping structure, emergency generation equipment)

### 【Environment】 Make eco-friendly by installing high-performance, energy-saving equipment

- Install highly eco-friendly equipment, greatly reducing CO2 emissions and water resources per unit of use

### 【Community】 Create opportunities to interact, strengthen community ties

- Multi-purpose uses, fostering diversity and opportunities to interact
- Provide a vast open space as a place for community building and as a disaster preparedness base



# Redevelopment Business

## Major projects completed and planned within Tokyo

Project area	Principal building	Location	Gross floor area (apprx.)	Main purposes	Completion (Expected)
<b>Track record</b>					
Sekiguchi 1-chome	Sumitomo Fudosan Edogawabashi Ekimae Building	Bunkyo Ward	7,900m <sup>2</sup>	Office • Residence	1994
Hakozaki	Nihombashi Hakozaki Building	Chuo Ward	24,800m <sup>2</sup>	Office • Residence	1996
Nishi-kanda 3-chome North-east	Chiyoda First Building East	Chiyoda Ward	38,800m <sup>2</sup>	Office • Residence • Retail	1998
Nakanosakaue Chuo 1-chome West	Sumitomo Nakanosakaue Building	Nakano Ward	36,600m <sup>2</sup>	Office • Residence • Retail	1999
Korakuen 2-chome East	Sumitomo Fudosan Iidabashi First Building	Bunkyo Ward	62,900m <sup>2</sup>	Office • Residence • Retail	2000
Roppongi 1-chome West	Izumi Garden Tower, etc.	Minato Ward	208,400m <sup>2</sup>	Office • Residence • Retail	2002
Nishi-shinjuku 6-chome South	Sumitomo Fudosan Shinjuku Oak Tower, etc.	Shinjuku Ward	163,100m <sup>2</sup>	Office • Residence • Retail	2003
Nishi-kanda 3-chome North-west	Chiyoda First Building West	Chiyoda Ward	63,400m <sup>2</sup>	Office • Residence • Retail	2004
Nishi-shinjuku 6-chome West No.6	Shinjuku Central Park City	Shinjuku Ward	153,500m <sup>2</sup>	Office • Residence • Retail • Multipurpose hall	2010
Korakuen 2-chome West	Sumitomo Fudosan Iidabashi First Tower	Bunkyo Ward	78,400m <sup>2</sup>	Office • Residence • Retail • Multipurpose hall	2010
Nishi-shinjuku 8-chome Naruko	Sumitomo Fudosan Shinjuku Grand Tower, etc.	Shinjuku Ward	179,800m <sup>2</sup>	Office • Residence • Retail • Multipurpose hall	2011
Roppongi 3-chome East	Sumitomo Fudosan Roppongi Grand Tower, etc.	Minato Ward	210,500m <sup>2</sup>	Office • Residence • Retail • Multipurpose hall	2016
Nishi-shinagawa 1-chome	Sumitomo Fudosan Osaki Garden Tower, etc.	Shinagawa Ward	222,000m <sup>2</sup>	Office • Residence • Retail	2018
Kanda-neribeicho	Sumitomo Fudosan Akihabara Ekimae Building	Chiyoda Ward	30,800m <sup>2</sup>	Office • Residence • Retail	2019
<b>Projects in progress</b>					
Mita 3- and 4-chome	(Tentative name) Tokyo Mita Redevelopment Project	Minato Ward	228,800m <sup>2</sup>	Office • Residence • Retail	2022 (expected)
Nishi-shinjuku 5-chome North	(Tentative name) Nishi-shinjuku 5-chome Kita Project	Shinjuku Ward	137,300m <sup>2</sup>	Residence • Office • Retail	2022 (expected)
Nakano 2-chome	(Tentative name) Nakano 2-chome Project	Nakano Ward	99,000m <sup>2</sup>	Office • Residence • Retail	2023 (expected)

Note: Gross floor area is the total for the project area. Completion dates for projects in progress indicate when main building is completed.

# Remodeling: Shinchiku Sokkurisan Business

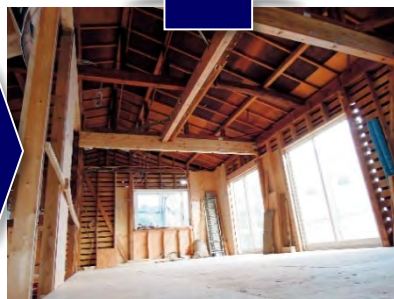
## Renovation of existing homes to improve functionality and extend useful life

### About “Shinchiku Sokkurisan”

Observing the homes that collapsed in the Great Hanshin-Awaji Earthquake, we conducted R&D on ways to renovate homes to ensure safety and comfort but without rebuilding them, creating a remodeling business. Through this business, which began in 1996, we have received orders corresponding to 140,000 homes (as of February 29, 2020).



Main structure left in place, rebuilding from the skeleton



Skeleton (example)

### Key issues with the housing stock

- Shorter life cycle than homes in Europe and the United States  
Insufficient earthquake resistance and insulation, mismatches between lifestyles and floor plans → choose to rebuild
- Environmental impact from waste generated when rebuilding

### Through renovation using Shinchiku Sokkurisan:

#### 【Disaster prevention, people】

##### Extended useful life through improved functionality

- Earthquake-proofing and seismic retrofitting
- Revised floor plans to suit changing lifestyles

#### 【Environment】 Reduced environmental impact

- Reduced waste by leaving main structural components intact → Lower CO2 emissions
- Improved energy-saving functionality

#### 【Community】 Renovation of traditional style houses harmonizes the cityscape

- Traditional style house exteriors left in place, harmonizing with other homes in the community; interiors modernized to match current lifestyles

## Initiatives on “Environment” involving Office Buildings

All the properties we developed with over 50,000m<sup>2</sup> gross floor area acquired DBJ Green Building Certification —The constant environmental and social awareness of our properties was highly recognized—

A total of 26 buildings • 770,000 tsubo<sup>\*1</sup> (25 buildings newly certified):  
The largest gross floor area held among the owners of buildings in the Office category<sup>\*2</sup>

(\*1: Gross floor area, 1 tsubo = 3.3m<sup>2</sup> \*2: As of Oct 31, 2020, researched by the Company)

Rank (5 grade evaluation)	Certification Overview	Certification Standard (among certified properties)	No. of properties
★★★★★	Properties with the best class environment & social awareness	Top 10%	5
★★★★☆	Properties with exceptionally high environmental & social awareness	Top 30%	18
★★★☆☆	Properties with excellent environmental & social awareness	Top 50%	3

Ranks are granted among the properties that meet the certification standard, which is “the top 20% of all domestic properties.” (All our properties were granted 3 stars or above.)

### Properties granted 5 stars



Sumitomo Fudosan  
Shinjuku Grand Tower



Sumitomo Fudosan  
Osaki Garden Tower



Sumitomo Fudosan  
Shinjuku Garden Tower



Tokyo Nihombashi Tower



Sumitomo Fudosan  
Azabujuban Building

## ESG Initiatives in FY2021

\*Please click on the link to read the related news releases.

Date (Released)	E	S	G	ESG Initiatives
2021/4		●		Held the 2nd event for the “Kanosei Art Project,” a joint project involving artists with disabilities ( <a href="#">News Release</a> )
2021/5	●	●		Established an association for the reconstruction of Tamagawa Housing, a large-scale housing complex completed in 1968
	●	●		Shinjuku Sumitomo Building Renovation Project won the “Award of Excellence” for the Renovation Category of CTBUH Awards 2021 ( <a href="#">News Release</a> )
2021/6		●		Held the 108th STEP Concert, a classic concert for families to enjoy (registration required, free invitation)
	●	●	●	Included in ESG Index: “FTSE4Good Index Series “ and “FTSE Blossom Japan Index” ( <a href="#">News Release</a> )
		●		Held “Ariake Minna no Komogomo Concert 2021,” a classical music concert for people of all ages
2021/7	●	●		Shinchiku Sokkurisan full remodeling business’s 25th anniversary—Achieved cumulative total of 150,000 units contracted
		●		The STEP Concert, a classic concert for families to enjoy, certified under the “THIS IS MECENAT 2021” Mecenat activity certification program
		●		Higashi-Ginza Area Management Project: Hoarding Fence Art Exhibition Project in Tsukiji 1-chome demolition site
2021/9		●		Conducted Remote Fire Prevention Drill, a new fire prevention drill involving remote workers
	●			Sumitomo Realty and TEPCO Energy Partner concluded “Decarbonization Lead Project,” an agreement to jointly lead decarbonization (⇒Refer to page 20)
	●			Launched SUMIFU x ENEKARI, an industry-first service of new home solar power generation (⇒Page 20)
	●	●		Began selling Sumitomo-Fudosan-no-Miraino-le (Sumitomo Realty’s next-generation home), which ensures efficient energy use and secures lifelines for disasters
	●	●		Became the first in the industry to standardize the ZEH-M Oriented energy-saving standard for condominiums (⇒Page 19)
	●			Started promoting and requesting the use of green power at condominium construction sites (⇒Page 19)
2021/10	●			Supported “Operation Gundam R Re cycle J” at the Sankaku Hiroba in Shinjuku Sumitomo Building and Ariake Garden, etc.
	●			Decarbonized the SEGA SAMMY Group headquarters with raw green electricity from newly established power plants (⇒Page 18)

## Policy on Decarbonization

### ➤ Pursue a high level of energy savings for our office buildings

Our energy-saving track record (FY2020)

Unit greenhouse gas emissions	YoY	Down more than 12%
Unit energy consumption	YoY	Down more than 9%
	Vs. 2009	Down more than 37%
S-class business (top rank for energy savings)*		Certified for 4 consecutive years

\*S-class business: Certified as having reduced the five-year average for unit energy consumption by 1% or more annually

### ➤ Endorsing the target of net zero greenhouse gas emissions by 2050

### ➤ “Energy savings” is a key principle of decarbonization for a developer

➡ Stepping up activity to help meet targets

(1) Develop properties that have high environmental performance

(2) Run awareness activities during operation

(3) Improve environmental performance through renovation

Note: We plan to announce targets for 2030, which is midway through the plan to achieve net-zero emissions by 2050, in our next medium-term plan.



## Progressive initiatives contributing to Japan's decarbonization efforts

### Office Buildings

### Decarbonization support for tenants

**Newly developed methods for introducing green power to the tenant areas and began offering a set of plans**

Despite decarbonization demand among tenant companies is growing, options are limited compared to company-owned buildings

➡ Developed and began providing several industry-first methods to promote decarbonization of dedicated office space

### Condominiums

### Promoting decarbonization in housing supply

**Adopting ZEH-M Oriented standards for all properties to be designed and developed going forward**

To achieve a 60% reduction in greenhouse gas emissions vs. 2013 in the household sector, the government aims for the average of new houses and buildings to be ZEH in 2030

➡ Became the first in the industry to standardize the ZEH-M Oriented as a company with a high condo supply share

### Custom Homes (Detached Houses)

### Promoting decarbonization in housing supply

**Launched the Home Solar Power Generation Service to address customer concerns and promote the spread of solar power**

Despite plenty of opportunities for installing solar power in detached houses, there are many challenges and installation is delayed

➡ First in the industry to provide worry-free support and drastically reduce costs, promoting the spread of solar power

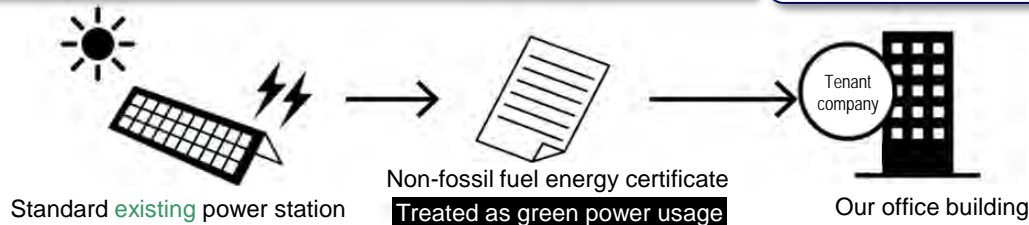
# (1) Office Buildings — Decarbonization support for tenants

## Newly developed methods for introducing green power to the tenant areas and began offering a set of plans

Supporting decarbonization efforts of tenant companies by accommodating the diverse needs of each company \*There are some limitations to companies that can introduce the plans. \*We plan to continue developing new methods in response to demand.

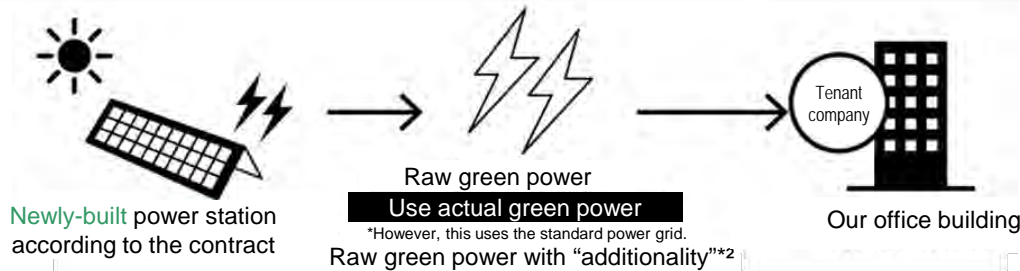
### Plan 1 Non-fossil fuel energy certificate

POINT : Achieve decarbonization with no hassle



### Plan 2 Raw green power\*1 from newly-built power station

POINT : Directly contributing to Japan's decarbonization

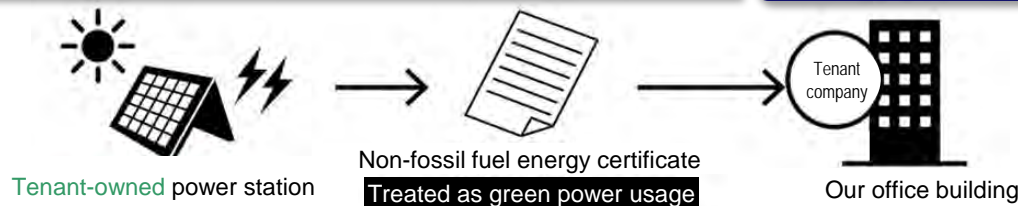


\*1: Raw green power refers to green electricity considered as being directly supplied from the power plant via general-use power grids; the generation and consumption of fresh green electricity are matched in 30-minute units.

\*2: Green electricity with additionality refers to green electricity obtained by developing new renewable power sources such as new solar power plants, and therefore directly contributing to raising Japan's total renewable power generation capacity. In recent years, additionality has been considered a requirement for high-value renewable electricity and used by environmentally advanced companies in Europe and the US as a standard for selecting green electricity.

### Plan 3 Green power from a tenant-owned power station

POINT : Use self-generated power



## (2) Condominiums — Promoting decarbonization in housing supply

### Adopting ZEH-M Oriented standards for all properties to be designed and developed going forward

- ✓ As a leading brand in new condominiums, we decided to offer high-level energy-saving performance<sup>\*1</sup> as a standard specification in all of our properties<sup>\*2</sup> to be designed and developed going forward

<sup>\*1</sup> Design standards that meet the energy-saving performance standards for new homes that the Ministry of Land, Infrastructure, Transport and Tourism aims to achieve by 2030

<sup>\*2</sup> Except for joint venture properties, etc.

- ✓ We will promote and request our partner construction companies to use green power for electricity used at condominium construction sites

As a leading brand in new condominiums, we will promote decarbonization in the value chain of our condominium business, from upstream to downstream



<Reference> The number of new condominiums supplied and the market share  
Number of properties supplied during past five years (top five companies nationwide)

2016		2017		2018		2019		2020	
Company name	No. of Units	Company name	No. of Units	Company name	No. of Units	Company name	No. of Units	Company name	No. of Units
Sumitomo Realty	6,034	Sumitomo Realty	7,177	Sumitomo Realty	7,377	Sumitomo Realty	5,690	Pressance Corporation	4,342
Mitsui Fudosan Residential	4,320	Pressance Corporation	5,267	Pressance Corporation	5,267	Pressance Corporation	5,305	Nomura Real Estate Development	3,791
Nomura Real Estate Development	4,056	Nomura Real Estate Development	5,158	Nomura Real Estate Development	5,224	Nomura Real Estate Development	3,941	Sumitomo Realty	3,512
Pressance Corporation	3,225	Mitsui Fudosan Residential	3,787	Mitsubishi Estate Residence	3,614	Mitsubishi Estate Residence	3,365	Mitsui Fudosan Residential	2,334
Mitsubishi Estate Residence	3,215	Mitsubishi Estate Residence	3,101	Mitsui Fudosan Residential	3,198	Mitsui Fudosan Residential	2,365	Eslead	2,151
Nationwide total	76,993	Nationwide total	77,363	Nationwide total	80,256	Nationwide total	70,660	Nationwide total	59,907
Sumitomo Realty market share	7.8%	Sumitomo Realty market share	9.3%	Sumitomo Realty market share	9.2%	Sumitomo Realty market share	8.1%	Sumitomo Realty market share	5.9%

### (3) Custom Homes (detached houses)

#### — Promoting decarbonization in housing supply

**Launched the Home Solar Power Generation Service to address customer concerns and promote the spread of solar power**

- ✓ Launched “SUMIFU x ENEKARI,” a new service that addresses the bottlenecks to solar power installation, such as initial costs and maintenance concerns, in the custom homes business



#### SUMIFU × ENEKARI

Solar power generation equipment and storage battery installation service for new homes

Simply pay a fixed monthly service fee and...

Incur no initial costs for installing solar power generation equipment and storage batteries

Receive support for equipment repairs and upgrades for the entire period of residency



An industry-first service of offering the benefits of solar power generation services with peace of mind

- ✓ Concluded a Decarbonization Lead Project Agreement with TEPCO Energy Partner Inc. to jointly plan and implement projects that contribute to decarbonization in line with each business, including the SUMIFU x ENEKARI project

## Results for the Second Quarter of Fiscal 2021 (Apr 1 – Sep 30, 2021)

(Billions of yen)

		Sep '20 Results	Sep '21 Results	Increase/ Decrease	FY '21	
					Forecasts	Achieved
	Leasing	197	212	+15	400	53%
	Sales	213	158	(56)	245	64%
	Construction	74	74	(0)	200	37%
	Brokerage	31	37	+6	75	49%
<b>Revenue from Operations</b>		<b>515</b>	<b>481</b>	<b>(34)</b>	<b>920</b>	<b>52%</b>
	Leasing	81	88	+7	160	55%
	Sales	53	43	(10)	50	85%
	Construction	2	4	+1	18	20%
	Brokerage	5	10	+4	16	62%
<b>Operating Income</b>		<b>133</b>	<b>136</b>	<b>+3</b>	<b>228</b>	<b>60%</b>
	Other income (expenses)	(3)	(4)	(0)	(7)	-
<b>Ordinary Profit</b>		<b>130</b>	<b>133</b>	<b>+3</b>	<b>221</b>	<b>60%</b>
<b>Profit attributable to owners of parent</b>		<b>97</b>	<b>91</b>	<b>(6)</b>	<b>150</b>	<b>61%</b>

## Forecasts for Fiscal 2021 (Apr 1, 2021 – Mar 31, 2022)

(Billions of yen)

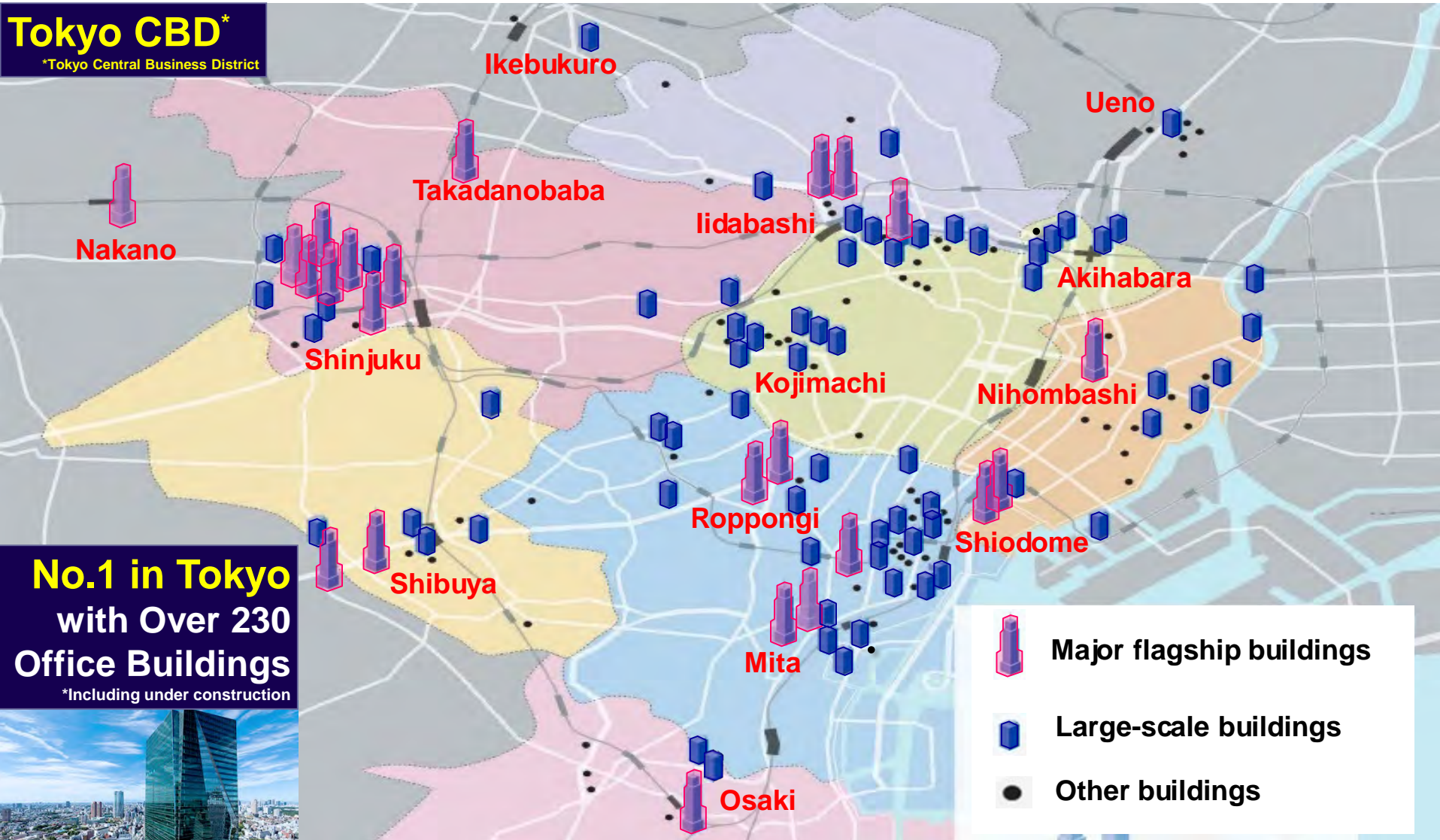
		FY '19 Results	FY '20 Results	FY '21 Forecasts	Increase/ Decrease
	Leasing	396	398	400	+2
	Sales	325	263	245	(18)
	Construction	219	189	200	+11
	Brokerage	71	66	75	+9
<b>Revenue from Operations</b>		<b>1,014</b>	<b>917</b>	<b>920</b>	<b>+3</b>
	Leasing	169	155	160	+5
	Sales	46	54	50	(4)
	Construction	21	16	18	+2
	Brokerage	15	11	16	+5
<b>Operating Income</b>		<b>234</b>	<b>219</b>	<b>228</b>	<b>+9</b>
	Other income (expenses)	(14)	(9)	(7)	+2
<b>Ordinary Profit</b>		<b>221</b>	<b>210</b>	<b>221</b>	<b>+11</b>
<b>Profit attributable to owners of parent</b>		<b>141</b>	<b>141</b>	<b>150</b>	<b>+9</b>

From the beginning of fiscal 2020, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for fiscal 2019 have been adjusted retroactively.



# Our Portfolio of Office Buildings for Leasing

A lineup that meets diverse needs of tenants in various scales and locations



## Principal New Office Building Projects

\* 1 tsubo = 3.3m<sup>2</sup>

Project Name	Location (Tokyo)	Gross Floor Area (Tsubo*)	Completion (Expected)
Sumitomo Fudosan Shinjuku Central Park Tower	Shinjuku Ward	18,200	Aug 2019
Sumitomo Fudosan Akihabara Ekimae Building	Chiyoda Ward	7,800	Aug 2019
Sumitomo Fudosan Ikebukuro Higashi Building	Toshima Ward	5,000	Sep 2019
Sumitomo Fudosan Akihabara First Building	Chiyoda Ward	8,200	Oct 2019
Haneda Airport Garden (Commercial Complex)	Ota Ward	27,700	Mar 2020
Ariake Garden (Commercial Complex)	Koto Ward	60,100	Mar 2020
Sumitomo Fudosan Kojimachi Garden Tower	Chiyoda Ward	14,400	May 2020
Sumitomo Fudosan Ochanomizu Building	Chiyoda Ward	3,900	Jan 2021
Sumitomo Fudosan Tamachi Building East	Minato Ward	3,900	Apr 2021
Sumitomo Fudosan Kanda Izumicho Building	Chiyoda Ward	3,000	Sep 2021
Sumitomo Fudosan Osaki Twin Building East	Shinagawa Ward	14,400	Jan 2022
Others		26,500	
<b>8th Plan Total</b>		<b>193,100</b>	
Tokyo Mita Redevelopment Project (Mita 3- and 4-chome Project)	Minato Ward	60,400	Jan 2023
Nishi-shinjuku 5-chome Kita Project	Shinjuku Ward	41,300	Mar 2023
Nakano 2-chome Project	Nakano Ward	30,000	Feb 2024



# Principal New Office Building Projects

\* 1 tsubo = 3.3m<sup>2</sup>



**Sumitomo Fudosan  
Shinjuku Central Park Tower**

Location Shinjuku Ward, Tokyo

Completion Aug 2019

Gross Floor Area 18,200 tsubo

No. of Floor 33 above ground /  
2 below ground



**Sumitomo Fudosan  
Akihabara Ekimae Building**

Location Chiyoda Ward, Tokyo

Completion Aug 2019

Gross Floor Area 7,800 tsubo

No. of Floor 21 above ground /  
2 below ground



**Sumitomo Fudosan  
Ikebukuro Higashi Building**

Location Toshima Ward, Tokyo

Completion Sep 2019

Gross Floor Area 5,000 tsubo

No. of Floor 14 above ground

## Principal New Office Building Projects

\* 1 tsubo = 3.3m<sup>2</sup>

**Sumitomo Fudosan  
Akihabara First Building**



**Sumitomo Fudosan  
Kojimachi Garden Tower**



**Sumitomo Fudosan  
Ochanomizu Building**

Location	Chiyoda Ward, Tokyo	Chiyoda Ward, Tokyo	Chiyoda Ward, Tokyo
Completion	Oct 2019	May 2020	Jan 2021
Gross Floor Area	8,200 tsubo	14,400 tsubo	3,900 tsubo
No. of Floor	23 above ground / 1 below ground	22 above ground	12 above ground / 1 below ground



## Principal New Office Building Projects

\* 1 tsubo = 3.3m<sup>2</sup>

### Sumitomo Fudosan Tamachi Building East

### Sumitomo Fudosan Kanda Izumicho Building

### Sumitomo Fudosan Osaki Twin Building East

Location	Minato Ward, Tokyo	Chiyoda Ward, Tokyo	Shinagawa Ward, Tokyo
Completion	Apr 2021	Sep 2021	Jan 2022 (Expected)
Gross Floor Area	3,900 tsubo	3,000 tsubo	14,400 tsubo
No. of Floor	8 above ground	8 above ground / 1 below ground	19 above ground / 2 below ground

# Principal New Office Building Projects

\* 1 tsubo = 3.3m<sup>2</sup>



**Tokyo Mita Redevelopment Project  
(Mita 3- and 4-chome Project)**

Location	Minato Ward, Tokyo	Gross Floor Area	60,400 tsubo
Completion	Jan 2023 (Expected)	No. of Floor	42 above ground/ 4 below ground



**Nishi-shinjuku 5-chome Kita Project**

Location	Shinjuku Ward, Tokyo	Gross Floor Area	41,300 tsubo
Completion	Mar 2023 (Expected)	No. of Floor	Office:33 above ground/ 2 below ground Residence:35 above ground/ 2 below ground



# Principal New Office Building Projects

\* 1 tsubo = 3.3m<sup>2</sup>



## Nakano 2-chome Project

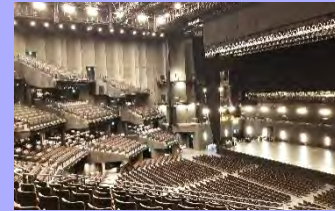
Location	Nakano Ward, Tokyo
Completion	Feb 2024 (Expected)
Gross Floor Area	30,000 tsubo
No. of Floor	37 above ground/2 below ground



## Shinjuku Sumitomo Building “Sankaku Hiroba” (Renovation)

Location	Shinjuku Ward, Tokyo	Completion	June 2020
Main use	Atrium	Capacity: approx. 2,000 people (Maximum ceiling height: approx. 25 meters)	
	Event Hall	Capacity: approx. 1,000 people	
	Commercial	20 stores (Shops and Restaurants)	

## Principal New Office Building Projects (Commercial Complex)

\* 1 tsubo = 3.3m<sup>2</sup>expected  
completion  
image**Haneda Airport Garden**

Location	Haneda Airport 2-chome, Ota Ward, Tokyo (direct connection to international terminal)	
Completion	Mar 2020	
Gross Floor Area	27,700 tsubo	
Main use	Hotel	1,717 rooms
	Commercial	90 stores
	Event hall	Capacity : approx. 700 people
	Others	Bus Terminal / SPA

**Ariake Garden**

Ariake 2-chome, Koto Ward, Tokyo (Ariake Kita 3-1 area redevelopment project)	
Mar 2020	
60,100 tsubo	
Commercial	203 stores
Hotel	749 rooms
Event hall	Capacity : approx. 8,000 people
Others	SPA / Theater



## Principal Condominium Projects (Scheduled Delivery in FY2021)



### City Terrace Kanamachi

Katsushika Ward, Tokyo

610 units

19 above ground



### City Tower Musashi-koyama

Shinagawa Ward, Tokyo

320 units

41 above ground / 2 below ground



### City House Shimomeguro

Meguro Ward, Tokyo

195 units

5 above ground



### City Terrace Yokohama

Yokohama

313 units

North:10 above ground  
South:15 above ground

## Principal Condominium Projects (Scheduled Delivery from FY2022)



**Grand Hills Minami Aoyama**

Minato Ward, Tokyo

105 units

18 above ground / 2 below ground



**City House Koganei Koen**

Kodaira, Tokyo

740 units

9 above ground



**City House Musashino**

Musashino, Tokyo

162 units

16 above ground / 2 below ground



**City Tower Osaka Honmachi**

Osaka

855 units

48 above ground / 1 below ground

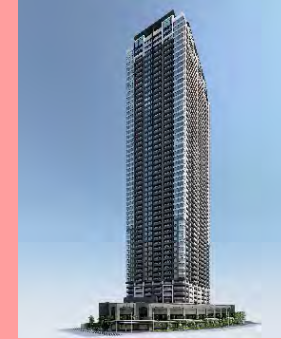


**City Terrace Kamisugi**

Sendai

336 units

13 above ground / 1 below ground



**Umeda Garden Residence**

Osaka

584 units

56 above ground / 1 below ground  
(9th ~ 39th floors)



## **Sumitomo Realty & Development Co., Ltd.**

### **Investor Relations, Corporate Planning Department**

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