

Supplementary Material

Fiscal 2017
(April 1, 2017 - March 31, 2018)



Results for Fiscal 2017 (Apr 1, 2017 – Mar 31, 2018)

(Billions of Yen)

		FY '16 Results	FY '17 Results	Increase/ Decrease	FY '17 Forecasts *	Increase/ Decrease
	Leasing	337	354	+16	350	+4
	Sales	314	311	(3)	315	(4)
	Construction	204	209	+6	210	(1)
	Brokerage	67	69	+2	70	(1)
	Revenue from Operations	925	948	+23	950	(2)
	Leasing	126	139	+13	140	(1)
	Sales	46	47	+1	47	(0)
	Construction	14	16	+2	15	+1
	Brokerage	19	21	+2	20	+1
	Operating Income	188	206	+17	203	+3
	Other income (expenses)	(20)	(19)	+2	(18)	(1)
	Ordinary Profit	168	187	+19	185	+2
	Profit attributable to owners of parent	103	120	+16	118	+2

* Revised on Nov 14, 2017

Forecasts for Fiscal 2018 (ending Mar 31, 2019)

(Billions of Yen)

		FY '16 Results	FY '17 Results	FY '18 Forecasts	Increase/ Decrease
	Leasing	337	354	365	+11
	Sales	314	311	310	(1)
	Construction	204	209	220	+11
	Brokerage	67	69	70	+1
	Revenue from Operations	925	948	970	+22
	Leasing	126	139	145	+6
	Sales	46	47	47	+0
	Construction	14	16	18	+2
	Brokerage	19	21	22	+1
	Operating Income	188	206	213	+7
	Other income (expenses)	(20)	(19)	(18)	+1
	Ordinary Profit	168	187	195	+8
	Profit attributable to owners of parent	103	120	130	+10

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	(Billions of Yen) 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

Progress of the Management Plans by Segment (Cumulative Total)

(Billions of Yen)

	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

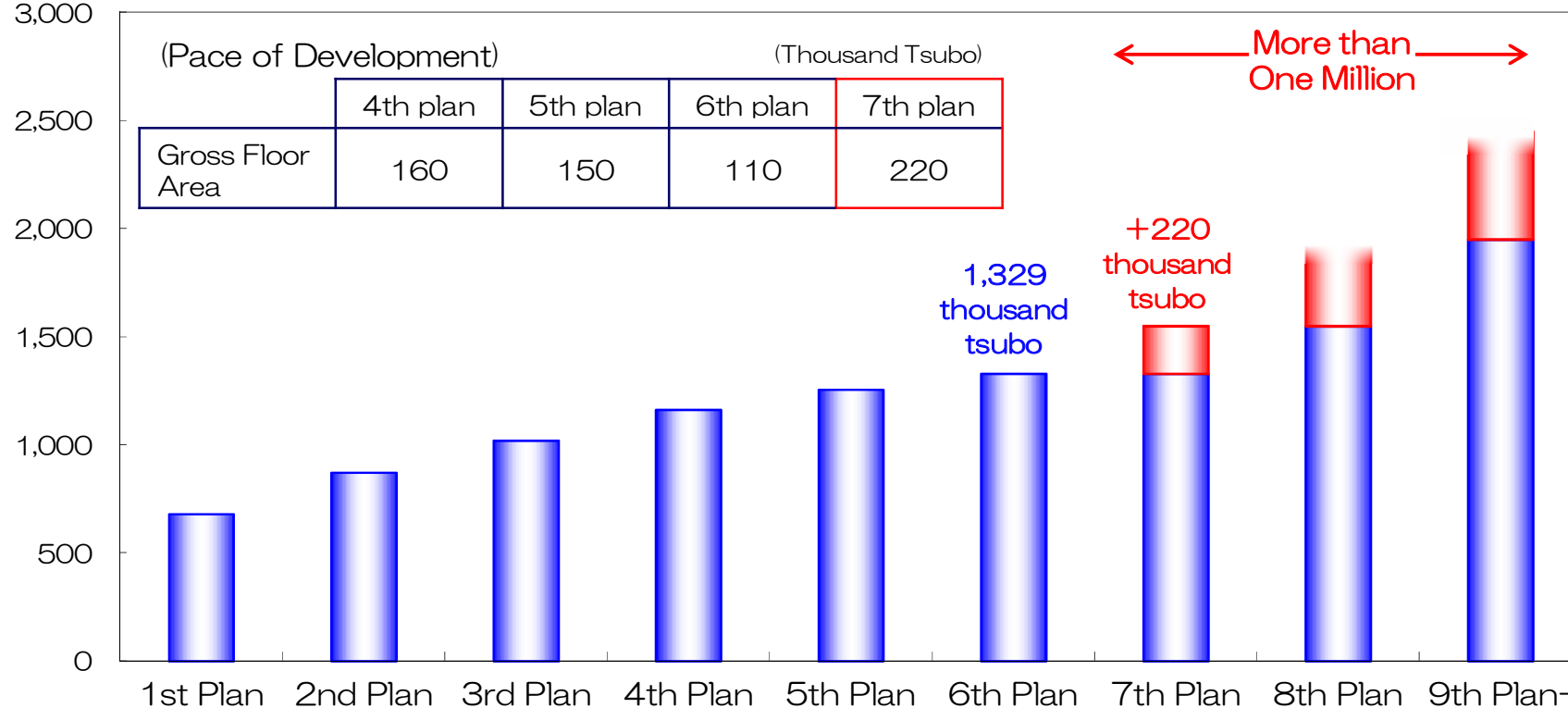
Seventh Management Plan (Apr 2016 – Mar 2019)

- (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**)

(* *tsubo* = 3.3m²)



Principal New Office Building Projects

(* tsubo = 3.3m²)

Project Name	Location	Gross Floor Area (Tsubo*)	Completion
Sumitomo Fudosan Onarimon Tower	Minato Ward	9,900	Apr 2018
Sumitomo Fudosan Kojimachi First Building	Chiyoda Ward	4,000	Apr 2018
Sumitomo Fudosan Fukuoka Hanzomon Building	Chiyoda Ward	3,500	Oct 2018
Akihabara Kita Project (Ueno 5-chome)	Taito Ward	3,500	Nov 2018
Shibuya Udagawacho Project	Shibuya Ward	11,500	Feb 2019
Akihabara Ekimae Project (Kanda Neribeicho)	Chiyoda Ward	9,300	Jun 2019
Nishi-shinjuku 6-chome Project	Shinjuku Ward	18,500	Jun 2019
Higashi-ikebukuro Project	Toshima Ward	4,900	Jul 2019
Akihabara Manseibashi Project (Sotokanda 1-chome)	Chiyoda Ward	8,200	Aug 2019
Sumitomo Fudosan Kojimachi Garden Tower	Chiyoda Ward	14,500	Apr 2020

Principal New Office Building Projects



**Sumitomo Fudosan
Onarimon Tower**

Shibuya Udagawacho Project

**Akihabara Ekimae Project
(Kanda Neribeicho)**

Location	Minato Ward, Tokyo	Shibuya Ward, Tokyo	Chiyoda Ward, Tokyo
Scheduled delivery	April 2018	February 2019	June 2019
Gross Floor Area	9,900 tsubo	11,500 tsubo	9,300 tsubo
No. of floor	22 above ground/ 2 below ground	21 above ground/ 2 below ground	21 above ground/ 2 below ground

Principal New Office Building Projects



Nishi Shinjuku 6-chome Project

Akihabara Manseibashi Project (Sotokanda 1-chome)

Sumitomo Fudosan Kojimachi Garden Tower

Location	Shinjuku Ward, Tokyo	Chiyoda Ward, Tokyo	Chiyoda Ward, Tokyo
Scheduled delivery	June 2019	August 2019	April 2020
Gross Floor Area	18,500 tsubo	8,200 tsubo	14,500 tsubo
No. of floor	34 above ground/ 2 below ground	23 above ground/ 1 below ground	21 above ground/ 2 below ground