

Supplementary Material

Second Quarter of Fiscal 2017
(April 1, 2017 - September 30, 2017)



Results for Second Quarter of Fiscal 2017 (Apr 1 – Sep 30, 2017)

(Billions of Yen)

	Sep '16 Results	Sep '17 Results	Increase/ Decrease	FY '17	
				Forecasts *	Achieved
Leasing	167	174	+7	350	50%
Sales	189	205	+16	315	65%
Construction	81	79	(2)	210	37%
Brokerage	31	33	+2	70	47%
Revenue from Operations	470	493	+23	950	52%
Leasing	65	75	+9	140	53%
Sales	30	36	+6	47	77%
Construction	2	2	(0)	15	15%
Brokerage	8	10	+2	20	50%
Operating Income	98	114	+17	203	56%
Other income (expenses)	(10)	(7)	+3	(18)	
Ordinary Profit	88	108	+20	185	58%
Profit attributable to owners of parent	59	74	+15	118	63%

* Revised on Nov 14, 2017

Forecasts for Fiscal 2017 (ending Mar 31, 2018) * Revised on Nov 14, 2017

(Billions of Yen)

	FY '16 Results	FY '17		FY '17	
		Forecasts	Increase/ Decrease	Previously Announced Forecasts	Increase/ Decrease
Leasing	337	350	+13	350	-
Sales	314	315	+1	315	-
Construction	204	210	+6	210	-
Brokerage	67	70	+3	70	-
Revenue from Operations	925	950	+25	950	-
Leasing	126	140	+14	138	+2
Sales	46	47	+1	47	-
Construction	14	15	+1	15	-
Brokerage	19	20	+1	20	-
Operating Income	188	203	+15	200	+3
Other income (expenses)	(20)	(18)	+2	(20)	+2
Ordinary Profit	168	185	+17	180	+5
Profit attributable to owners of parent	103	118	+15	115	+3

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

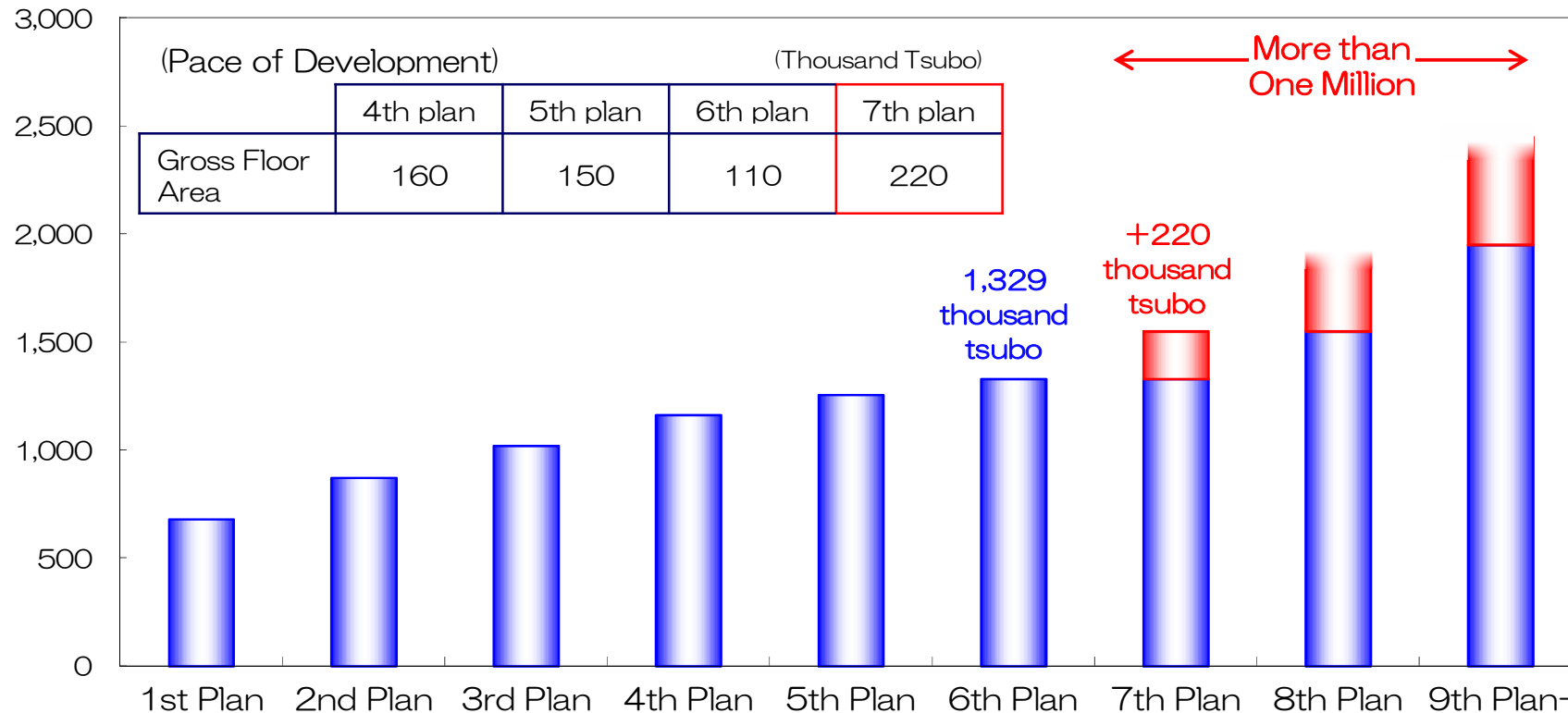
Seventh Management Plan (Apr 2016 – Mar 2019)

- (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)



New Office Building Projects during the 7th Management Plan

(* tsubo = 3.3m²)

Project Name	Location	Gross Floor Area (tsubo*)	Completion
Sumitomo Fudosan Shimbashi Building	Minato Ward	2,500	Jul 2016
Sumitomo 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	
Sumitomo Fudosan Tamachi Building	Minato Ward	3,700	Aug 2017
Osaki Project	Shinagawa Ward	54,400	Jan 2018
Sumitomo Fudosan Kojimachi First Building	Chiyoda Ward	4,000	Mar 2018
Total: FY ending Mar 31, 2018		62,100	
Sumitomo Fudosan Onarimon Tower	Minato Ward	9,900	May 2018
Sumitomo Fudosan Fukuoka Hanzomon Building	Chiyoda Ward	3,600	Oct 2018
Akihabara Kita Project (Ueno 5-chome)	Taito Ward	3,500	Oct 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 Plan



Sumitomo Fudosan Roppongi Grand Tower		Sumitomo 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	

Principal New Office Building Projects during the 7th Management Plan



Sumitomo Fudosan Onarimon Tower

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
No. of floor	22 above ground/ 2 below ground	21 above ground/ 2 below ground	21 above ground/ 2 below ground