

Selected financial data

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	(Millions of yen)						
	2008/3	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3
For the year:							
Operating revenue	138,206	144,277	149,224	145,693	136,842	163,168	189,186
Operating income	28,718	25,244	16,129	24,324	25,365	27,401	30,458
Profit attributable to owners of parent	14,758	15,989	6,116	9,307	15,586	12,073	11,343
Net cash provided by (used in) operating activities	5,700	(12,091)	35,168	40,417	3,704	48,089	51,870
Net cash provided by (used in) investing activities	(77,893)	(57,397)	6,695	(28,257)	(23,033)	(39,885)	(37,962)
Net cash provided by (used in) financing activities	85,038	63,079	(30,028)	(14,641)	12,650	(6,660)	(8,656)
Free cash flow	(72,192)	(69,488)	41,863	12,159	(19,329)	8,203	13,907
Investment	93,367	75,638	24,714	29,925	28,807	46,856	62,778
Depreciation and amortization	23,246	25,762	25,520	23,388	24,765	23,766	24,566
EBITDA*1	51,964	51,006	41,649	47,713	50,130	51,168	55,025
At year-end:							
Total assets	900,325	936,650	916,725	910,492	928,537	941,050	985,507
Net assets	177,969	183,593	185,537	190,783	203,727	213,835	228,591
Shareholder's equity*2	136,395	148,150	150,232	155,534	166,012	176,221	185,616
Interest-bearing debt	451,849	521,070	496,682	487,780	505,805	505,993	507,253
Net interest-bearing debt*3	434,524	510,155	473,951	467,992	493,034	491,373	488,345
Financial indicators:							
Net operating income (NOI)*4	52,748	64,277	61,480	56,722	54,318	53,499	51,489
Return on assets (ROA)(%)*5	4.2	3.0	2.0	2.9	3.0	3.1	3.4
Return on equity (ROE)(%)*6	11.3	11.2	4.1	6.1	9.7	7.1	6.3
Equity ratio (%)	15.1	15.8	16.4	17.1	17.9	18.7	18.8
Dividend on equity (DOE) (%)*7	3.0	2.8	2.6	2.6	2.9	3.1	2.9
Dividend payout ratio (%)*8	26.8	24.7	64.6	42.4	29.6	43.6	46.4
Net debt to equity (D/E) ratio (times)*9	2.44	2.78	2.55	2.45	2.42	2.30	2.14
Interest coverage ratio (times)*10	1.2	—	4.3	5.1	0.5	6.2	7.3
Net interest-bearing debt/EBITDA ratio (times)	8.4	10.0	11.4	9.8	9.8	9.6	8.9
(Yen)							
Per share data:							
Net assets*11	414.43	450.14	456.47	472.58	504.41	535.43	563.98
Net income*12	44.84	48.58	18.58	28.28	47.36	36.68	34.46
Dividends	12.00	12.00	12.00	12.00	14.00	16.00	16.00

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	(Millions of yen)		
	2015/3	2016/3	2017/3
For the year:			
Operating revenue	152,052	183,016	188,633
Operating income	24,836	37,771	31,393
Profit attributable to owners of parent	16,235	16,557	16,682
Net cash provided by (used in) operating activities	36,988	17,430	71,910
Net cash provided by (used in) investing activities	(67,778)	(14,570)	(36,710)
Net cash provided by (used in) financing activities	31,777	(6,781)	(27,345)
Free cash flow	(30,789)	2,860	35,200
Investment	79,979	54,563	38,695
Depreciation and amortization	23,474	23,914	18,871
EBITDA*1	48,311	61,686	50,264
At year-end:			
Total assets	1,033,220	1,033,557	1,005,898
Net assets	245,641	251,905	258,556
Shareholder's equity*2	200,910	206,034	212,671
Interest-bearing debt	547,189	546,021	522,082
Net interest-bearing debt*3	526,925	529,854	497,968
Financial indicators:			
Net operating income (NOI)*4	47,509	48,170	47,322
Return on assets (ROA)(%)*5	2.6	3.9	3.4
Return on equity (ROE)(%)*6	8.4	8.2	8.0
Equity ratio (%)	19.4	19.9	21.1
Dividend on equity (DOE) (%)*7	2.7	2.8	2.8
Dividend payout ratio (%)*8	32.4	33.8	35.5
Net debt to equity (D/E) ratio (times)*9	2.15	2.10	1.93
Interest coverage ratio (times)*10	5.8	2.9	14.1
Net interest-bearing debt/EBITDA ratio (times)	10.9	8.6	9.9
(Yen)			
Per share data:			
Net assets*11	610.45	626.02	646.18
Net income*12	49.33	50.31	50.69
Dividends	16.00	17.00	18.00

Notes:

- The Company has applied "Accounting Standard for Presentation of Net Assets in the Balance Sheet" since the year ended March 31, 2007.
- NOI is shown on a consolidated basis since the year ended March 31, 2007.
- In calculating investment for the years ended March 31, 2008 and 2009, purchases of investment securities include the amount necessary for the purchase of additional preferred equity securities of UDX Tokutei Mokuteki Kaisha.
- Per share data is calculated based on the number of issued and outstanding shares after a five-for-one stock split executed on January 1, 2007, and a 100-for-one stock split executed on October 1, 2013, which raised the total number of outstanding shares to 329,120,000 shares, and has been prepared based on figures adjusted to reflect the stock split.
- From the first quarter of the fiscal year ended March 31, 2016, the Company began applying "Accounting Standard for Business Combinations" and changed the items presented in the consolidated financial statements.

Calculation of financial indicators:

- *1. EBITDA = Operating income + Depreciation and amortization
- *2. Shareholder's equity = Net assets - Stock acquisition rights - Non-controlling interests in consolidated subsidiaries
- *3. Net interest-bearing debt = Interest-bearing debt - (Cash and deposits + Short-term investments of less than three months included in other current assets)
- *4. Net operating income (NOI) = Operating revenues from leasing business - operating cost for leasing business + depreciation and amortization expense for the leasing business (including long-term prepaid expenses)
- *5. Return on assets (ROA) = (Operating income + Equity in earnings of affiliates + Gain on amortization of negative goodwill) / Average total assets at the beginning and end of the period x 100
- *6. Return on equity (ROE) = Profit attributable to owners of parent / Average shareholder's equity at the beginning and end of the period x 100
- *7. Dividend on equity (DOE) = Dividends (annual) / Average shareholder's equity at the beginning and end of the period x 100
- *8. Dividend payout ratio = Annual dividend per share / Net income per share
- *9. Net D/E ratio = Net interest-bearing debt / Net assets
- *10. Interest coverage ratio = Net cash provided by (used in) operating activities / Interest expense (based on cash flow from operating activities)
- *11. Net assets per share = Net assets / Number of shares outstanding
- *12. Net income per share = Profit attributable to owners of parent / Number of shares outstanding

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	Former Segment		New Segment		
	2015/3	2016/3	2016/3	2017/3	
	(Millions of yen)				
Operating revenue	152,052	183,016	183,016	188,633	
Leasing Business	91,739	120,966	Offices/Retail Business	105,370	113,613
Residential Sales Business	46,626	48,865	Residential Business	64,461	59,607
Other	18,825	19,600	Other	19,600	21,534
Eliminations	-5,140	-6,416	Eliminations	-6,416	-6,122
Operating income	24,836	37,771	Operating income	37,771	31,393
Leasing Business	23,566	36,722	Offices/Retail Business	29,988	33,801
Residential Sales Business	4,405	5,074	Residential Business	11,808	3,068
Other	2,485	2,199	Other	2,199	1,816
Eliminations/Corporate	-5,620	-6,225	Eliminations/Corporate	-6,225	-7,293

■ Offices/Retail Business

	Former Segment		New Segment		
	2015/3	2016/3	2016/3	2017/3	
	(Millions of yen)				
Leasing Business	91,739	120,966	Operating revenue	105,370	113,613
Offices/Retail	80,083	98,047	Offices/Retail leasing	83,033	83,360
Residential/Other	11,656	22,918	Sales of income-generating properties	21,983	29,669
Other			Other	353	583
Rentable floor space (m ²)	1,248,926	1,134,869	Rentable floor space (m ²)	1,134,869	1,108,644
Nationwide vacancy rate (%)	10.9	5.7	Nationwide vacancy rate (%)	5.7	4.1
Five wards of central Tokyo (%)	14.7	6.3	Five wards of central Tokyo (%)	6.3	3.2
Nationwide NOI (excluding income from sales of property)*	47,509	48,170	Nationwide NOI (excluding income from sales of property)	46,182	47,322
Five wards of central Tokyo	22,829	24,427	Five wards of central Tokyo	24,187	27,264
Tokyo metropolitan area (excluding five wards of central Tokyo)	3,292	3,127	Tokyo metropolitan area (excluding five wards of central Tokyo)	2,870	1,358
Other regions	21,387	20,615	Other regions	19,124	18,699
Fair value of leasing properties	1,327,642	1,357,982	Fair value of leasing properties	1,357,982	1,422,649
Book value of leasing properties	845,486	795,870	Book value of leasing properties	795,870	813,646

Notes:

- NOI = Operating revenue from leasing business – operating cost for leasing business + depreciation and amortization expenses for the leasing business (including long-term prepaid expenses).
- The five wards of central Tokyo refer to Chiyoda-ku, Chuo-ku, Minato-ku, Shibuya-ku, and Shinjuku-ku.
- The Tokyo metropolitan area (except the five wards of central Tokyo) refers to Tokyo, Kanagawa, Chiba, Saitama, Ibaraki, Gunma, and Tochigi prefectures.
- * Includes residential rental

	Former Segment		New Segment		
	2015/3	2016/3	2016/3	2017/3	
	(Millions of yen)				
Operating income margin (%)	16.3	20.6	Operating income margin (%)	20.6	16.6
Leasing Business (%)	25.7	30.4	Offices/Retail Business (%)	28.5	29.8
Residential Sales Business (%)	9.4	10.4	Residential Business (%)	18.3	5.1
Other (%)	13.2	11.2	Other (%)	11.2	8.4

■ Residential Business

	Former Segment		New Segment		
	2015/3	2016/3	2016/3	2017/3	
	(Millions of yen)				
Residential Sales Business	46,626	48,865	Operating revenue	64,461	59,607
Operating revenue			Residential property sales	48,865	57,803
			Residential rentals	2,835	1,803
			Other	12,760	—
Condominiums			Condominiums		
Operating revenue	45,405	46,916	Operating revenue	46,916	52,814
Tokyo metropolitan area	24,368	28,664	Tokyo metropolitan area	28,664	27,227
Other regions	21,036	18,252	Other regions	18,252	25,587
Units delivered (units)	1,080	1,054	Units delivered (units)	1,054	861
Tokyo metropolitan area (units)	503	621	Tokyo metropolitan area (units)	621	620
Other regions (units)	576	433	Other regions (units)	433	241
Completed in inventories (units)	219	470	Completed in inventories (units)	470	498
Residential lots, etc.			Residential lots, etc.		
Operating revenue	1,220	1,949	Operating revenue	1,949	4,988
Units/Lots delivered (units/lots)	71	85	Units/Lots delivered (units/lots)	85	242
Completed in inventories (units/lots)	19	47	Completed in inventories (units/lots)	47	304
Other			Residential property sales Others		
Operating revenue	—	—	Operating revenue	—	—
Units/Lots delivered (units/lots)	—	—	Units/Lots delivered (units/lots)	—	—

Notes:

- The Tokyo metropolitan area refers to Tokyo, Kanagawa, Chiba, Saitama, Ibaraki, Gunma, and Tochigi prefectures.
- For joint projects, the units/lots delivered and completed inventories correspond to the Company's share in the project. It is rounded down to the nearest unit/lot.
- "Other" includes the sales of condominiums (apartment buildings) and others.