

# FACT BOOK

## (for the 1st Quarter of FY 2016)

### Contents

---

1. Consolidated Financial Results and Forecast	
Consolidated Statements of Income	Page.1
Consolidated Statements of Comprehensive Income	Page.1
Consolidated Balance Sheets	Page.1
Consolidated Statements of Cash Flows	Page.1
Major Financial Data	Page.2
2. Segment Information	
Outline	Page.3
Offices/Retail Business	Page.4
Residential Business	Page.5
<Reference>	
Development Projects · Completed Projects	Page.6
Overseas Properties (Redevelopment Project, Acquisition)	Page.7

**NTT Urban Development**

**August 2, 2016**

# 1. Consolidated Financial Results and Forecast

## Consolidated Statements of Income

(Million yen)

	FY 2012	FY 2013	FY 2014	FY 2015				FY 2016	
				1Q	2Q	3Q	4Q	1Q	Results
				Jun. 2015	Sep. 2015	Dec. 2015	Mar. 2016	Jun. 2016	Forecast*
Operating revenue	163,168	189,186	152,052	26,681	71,168	105,728	183,016	33,255	190,000
Operating expenses	135,767	158,727	127,215	22,762	58,880	87,824	145,244	28,029	159,000
Operating income	27,401	30,458	24,836	3,918	12,288	17,904	37,771	5,225	31,000
Non-operating income	2,500	2,326	2,148	723	1,279	1,915	2,635	808	—
(Restated) Amortization of negative goodwill	1,926	1,853	1,780	481	963	1,444	1,926	481	—
(Restated) Equity in earnings of affiliates	82	71	45	88	162	253	251	99	—
Non-operating expenses	7,885	7,919	6,590	1,529	3,045	4,521	6,573	1,594	—
(Restated) Interest expenses	7,665	7,077	6,300	1,521	3,016	4,481	5,936	1,312	—
Ordinary income	22,016	24,865	20,395	3,113	10,521	15,298	33,832	4,439	28,000
Extraordinary income	389	8,576	1,850	382	382	395	3,298	—	—
Extraordinary loss	3,436	13,103	3,375	54	2,023	3,507	14,011	42	—
Income before income taxes and minority interests	18,969	20,338	18,869	3,441	8,880	12,186	23,120	4,396	—
Income taxes	5,544	7,534	(620)	874	2,357	3,155	4,127	1,019	—
Profit	13,425	12,803	19,490	2,567	6,522	9,030	18,993	3,377	—
Profit attributable to non-controlling interests	1,351	1,460	3,255	368	766	1,145	2,435	544	—
Profit attributable to owners of parent	12,073	11,343	16,235	2,198	5,756	7,885	16,557	2,832	17,000

## Consolidated Statements of Comprehensive Income

Comprehensive income	16,487	16,274	23,671	1,442	6,300	7,717	16,399	638	—
Profit	13,425	12,803	19,490	2,567	6,522	9,030	18,993	3,377	—
Other comprehensive income	3,062	3,470	4,180	(1,125)	(222)	(1,312)	(2,593)	(2,739)	—

## Consolidated Balance Sheets

Total assets	941,050	985,507	1,033,220	1,039,431	1,051,583	1,062,129	1,033,557	1,019,653	—
Current assets	131,843	125,351	128,512	136,965	154,221	157,538	178,110	170,437	—
Cash and deposits	12,148	18,313	17,891	16,271	21,015	18,134	14,846	16,281	—
Inventories	87,684	78,497	93,571	107,308	111,768	123,289	141,418	139,332	—
Other currents assets	32,009	28,539	17,049	13,384	21,437	16,115	21,845	14,823	—
(Restated) Short-term (less than 3 months) investments included in other	2,470	595	2,372	676	823	464	1,320	788	—
Non-current assets	809,207	860,155	904,708	902,466	897,361	904,590	855,447	849,215	—
Property, plant and equipment	760,907	811,035	834,792	831,102	827,879	831,080	781,895	777,829	—
Intangible assets	5,756	5,427	24,556	24,826	24,953	25,430	25,994	25,760	—
Investments and other assets	42,544	43,692	45,359	46,538	44,528	48,079	47,557	45,625	—
Total liabilities	727,215	756,915	787,579	798,820	806,485	818,495	781,651	770,501	—
Current liabilities	177,439	101,021	98,874	99,935	126,967	153,218	115,462	131,539	—
Interest-bearing debt (short-term)	128,487	57,886	53,200	66,898	97,414	112,209	63,305	82,108	—
Other current liabilities	48,951	43,135	45,674	33,037	29,552	41,008	52,156	49,430	—
Non-current liabilities	549,775	655,893	688,704	698,885	679,518	665,277	666,189	638,962	—
Interest-bearing debt (long-term)	377,505	449,367	493,989	505,103	486,353	481,677	482,715	469,322	—
Other non-current liabilities	172,270	206,525	194,715	193,781	193,164	183,600	183,474	169,640	—
Total net assets	213,835	228,591	245,641	240,611	245,097	243,633	251,905	249,151	—
(Restated) Total accumulated comprehensive income	1,948	5,596	9,776	8,650	9,553	8,463	7,187	4,448	—
(Restated) Non-controlling interests	37,614	42,975	44,730	44,840	44,866	44,996	45,871	45,985	—

## Consolidated Statements of Cash Flows

Net cash provided by (used in) operating activities	48,089	51,870	36,988	—	(12,441)	—	17,430	—	—
Net cash provided by (used in) investing activities	(39,885)	(37,962)	(67,778)	—	(18,573)	—	(14,570)	—	—
Free cash flow	8,203	13,907	(30,789)	—	(31,014)	—	2,860	—	—
Net cash provided by (used in) financing activities	(6,660)	(8,656)	31,777	—	32,614	—	(6,781)	—	—
Cash and cash equivalents at end of period	12,809	18,798	20,153	—	21,779	—	16,106	—	—

\* Announced on May 11, 2016.

## Major Financial Data

(Million yen)

Data Related to Total Assets	FY 2012	FY 2013	FY 2014	FY 2015				FY 2016	
				1Q	2Q	3Q	4Q	1Q	Results
				Jun. 2015	Sep. 2015	Dec. 2015	Mar. 2016	Jun. 2016	Forecast*1
Total assets	941,050	985,507	1,033,220	1,039,431	1,051,583	1,062,129	1,033,557	1,019,653	—
Return on assets (ROA) %	3.1	3.4	2.6	—	—	—	3.9	—	—
Inventories	87,684	78,497	93,571	107,308	111,768	123,289	141,418	139,332	—
Inventories of residential property sales	72,278	56,560	58,997	73,278	76,485	88,671	101,076	100,213	—
Investments	46,856	62,778	79,979	7,748	16,742	33,243	54,563	6,352	60,000
(Restated) Capital expenditure	46,390	61,495	79,268	7,344	16,050	29,616	47,799	6,352	—
Fair value of rental properties	1,159,902	1,210,052	1,327,642	—	—	—	1,357,982	—	—
Book value of rental properties	758,300	805,911	845,486	—	—	—	795,870	—	—

### Data Related to Shareholders' equity

Shareholders' equity	176,221	185,616	200,910	195,770	200,231	198,636	206,034	203,165	—
Shareholders' equity ratio %	18.7	18.8	19.4	18.8	19.0	18.7	19.9	19.9	—
Return on equity (ROE) %	7.1	6.3	8.4	—	—	—	8.2	—	—
Net income per share*2 Yen	36.68	34.46	49.33	6.68	17.49	23.96	50.31	8.61	51.65
(Full-year) Dividend per share*2 Yen	16.00	16.00	16.00	—	—	—	17.00	—	18.00
(Full-year) Dividend	5,265	5,265	5,265	—	—	—	5,595	—	5,924
Dividend payout ratio %	43.6	46.4	32.4	—	—	—	33.8	—	34.8
Dividend on equity (DOE) %	3.1	2.9	2.7	—	—	—	2.8	—	—

### Data Related to Interest-bearing Debt

Interest-bearing debt	505,993	507,253	547,189	572,002	583,768	593,886	546,021	551,431	—
Net interest-bearing debt	491,373	488,345	526,925	555,054	561,929	575,287	529,854	534,361	—
EBITDA	51,168	55,025	48,311	—	—	—	61,686	—	—
Net interest-bearing debt / EBITDA X	9.6	8.9	10.9	—	—	—	8.6	—	—
Net D/E ratio X	2.30	2.14	2.15	2.31	2.29	2.36	2.10	2.15	—
Interest coverage ratio X	6.2	7.3	5.8	—	—	—	2.9	—	—
EBITDA interest coverage ratio X	6.7	7.8	7.7	6.5	8.0	8.0	10.4	7.5	—
Ordinary income interest coverage ratio X	2.9	3.5	3.2	2.0	3.5	3.4	5.7	3.4	—

\* Return on assets (ROA) = (Operating income + Equity in earnings of affiliates + Amortization of negative goodwill) / Average Total Assets over period × 100

\* Shareholders' equity = Net assets - Subscription rights to shares - Minority interests

\* Shareholders' equity ratio = Shareholders' equity / Total assets at the end of the fiscal year under review × 100

\* Return on equity (ROE) = Profit attributable to owners of parent / Average shareholders' equity over period × 100

\* Net income per share = Profit attributable to owners of parent / Number of issued and outstanding shares

\* Dividend payout ratio = (Full-year) Dividend per share / Net income per share

\* Dividend on equity (DOE) = (Full-year) Dividend / Average shareholders' equity over period × 100

\* Net interest-bearing debt = Interest-bearing debt - Cash and deposits - Short-term (less than 3 months) investments included in other current assets

\* EBITDA = Operating income + Depreciation and amortization

\* Net D/E ratio = Net interest-bearing debt / Net assets

\* Interest coverage ratio = Net cash provided by (used in) operating activities / Interest expenses paid (on the basis of net cash provided by (used in) operating activities)

\* EBITDA interest coverage ratio = EBITDA / Interest expenses

\* Ordinary income interest coverage ratio = Ordinary income / Interest expenses

\*1 Announced on May 11, 2016.

\*2 Net income per share and (Full-year) Dividend per share take into account the effect of the 100-for-one stock split implemented with October 1, 2013 as the effect date.  
(Full-year) Dividend per share is total amount of interim dividend per share and year-end dividend per share.

## 2. Segment Information

### Outline

(Million yen)

	Former Segment							New Segment			
	FY 2012	FY 2013	FY 2014	FY 2015				FY 2015*	Results Forecast	FY 2016	
				1Q Jun. 2015	2Q Sep. 2015	3Q Dec. 2015	4Q Mar. 2016			1Q Jun. 2016	(Reference) 1Q Jun. 2015
Operating revenue	163,168	189,186	152,052	26,681	71,168	105,728	183,016	183,016	190,000	33,255	26,681
Leasing	94,509	96,595	91,739	21,079	44,962	68,330	120,966	105,370	109,000	20,593	20,386
Residential property sales	54,939	79,537	46,626	3,097	20,625	28,985	48,865	64,461	67,000	8,769	3,790
Other	18,930	18,532	18,825	3,710	8,520	12,830	19,600	19,600	18,000	5,114	3,710
Eliminations	(5,209)	(5,478)	(5,140)	(1,205)	(2,939)	(4,417)	(6,416)	(6,416)	(4,000)	(1,221)	(1,205)
Operating income	27,401	30,458	24,836	3,918	12,288	17,904	37,771	37,771	31,000	5,225	3,918
Leasing	29,216	27,189	23,566	4,906	11,103	17,250	36,722	29,959	29,500	5,828	4,586
Residential property sales	2,914	8,222	4,405	121	3,399	3,922	5,074	11,837	6,500	338	440
Other	1,580	1,729	2,485	195	614	984	2,199	2,199	1,500	395	195
Eliminations / Corporate	(6,310)	(6,682)	(5,620)	(1,303)	(2,829)	(4,252)	(6,225)	(6,225)	(6,500)	(1,336)	(1,303)
Operating income margin %	16.8	16.1	16.3	14.7	17.3	16.9	20.6	20.6	16.3	15.7	14.7
Leasing %	30.9	28.1	25.7	23.3	24.7	25.2	30.4	28.4	27.1	28.3	22.5
Residential property sales %	5.3	10.3	9.4	3.9	16.5	13.5	10.4	18.4	9.7	3.9	11.6
Other %	8.3	9.3	13.2	5.3	7.2	7.7	11.2	11.2	8.3	7.7	5.3
Assets	941,050	985,507	1,033,220	—	—	—	1,033,557	1,033,557	—	—	—
Leasing	841,527	898,408	954,681	—	—	—	898,143	885,229	—	—	—
Residential property sales	88,306	74,258	64,530	—	—	—	110,280	123,194	—	—	—
Other	11,099	12,079	12,519	—	—	—	14,223	14,223	—	—	—
Eliminations / Corporate	116	761	1,489	—	—	—	10,909	10,909	—	—	—
Depreciation and amortization	23,766	24,566	23,474	—	—	—	23,914	23,914	—	—	—
Leasing	22,751	23,560	22,695	—	—	—	23,237	22,656	—	—	—
Residential property sales	5	5	7	—	—	—	9	590	—	—	—
Other	52	61	68	—	—	—	69	69	—	—	—
Eliminations / Corporate	957	938	702	—	—	—	598	598	—	—	—
Capex	46,390	61,495	77,583	—	—	—	42,735	42,735	—	—	—
Leasing	46,136	61,255	76,589	—	—	—	40,964	38,767	—	—	—
Residential property sales	3	13	31	—	—	—	12	2,209	—	—	—
Other	160	85	76	—	—	—	195	195	—	—	—
Eliminations / Corporate	90	140	885	—	—	—	1,562	1,562	—	—	—

\* Approximate figures in new segment

Offices/Retail Business

	Former Segment							New Segment				
	FY 2012	FY 2013	FY 2014	FY 2015				FY 2015	Results Forecast	FY 2016		
				1Q Jun. 2015	2Q Sep. 2015	3Q Dec. 2015	4Q Mar. 2016			1Q Jun. 2016	(Reference) 1Q Jun. 2015	
Leasing Business Operating revenue	94,509	96,595	91,739	21,079	44,962	68,330	120,966	Operating revenue*2	105,370	109,000	20,593	20,386
Office / Commercial	88,621	90,833	80,083	19,873	42,367	64,516	98,047	Offices/Retail leasing	83,033	—	20,566	20,344
Residential / Other	5,887	5,762	11,656	1,205	2,595	3,814	22,918	Sales of revenue-generating real estate	21,983	—	—	—
Rentable floor space	m <sup>2</sup> 1,199,215	1,193,561	1,248,926	1,235,590	1,214,213	1,211,517	1,134,869	Other	353	—	27	41
Nationwide vacancy rate	% 6.5	7.4	10.9	10.5	8.7	7.5	5.7	Rentable floor space	m <sup>2</sup> 1,134,869	—	1,137,132	1,235,590
Five wards of central Tokyo	% 4.0	6.4	14.7	14.2	10.8	9.2	6.3	Nationwide vacancy rate	% 5.7	—	4.8	10.5
NOI (excluding the effects of property sales, etc.)*1	53,499	51,489	47,509	—	—	—	48,170	Five wards of central Tokyo	% 6.3	—	4.2	14.2
Five wards of central Tokyo	29,121	25,617	22,829	—	—	—	24,427	NOI (excluding the effects of property sales, etc.)*2	45,912	50,000	—	—
Tokyo metropolitan area (except five wards of central Tokyo)	4,059	3,940	3,292	—	—	—	3,127	Five wards of central Tokyo	—	—	—	—
Other regions	20,318	21,932	21,387	—	—	—	20,615	Tokyo metropolitan area (except five wards of central Tokyo)	—	—	—	—
								Other regions	—	—	—	—

· NOI = operating revenues from leasing business - operating cost for leasing business + depreciation and amortization expense for the leasing business (including long-term prepaid expenses)

· Five wards of central Tokyo are Chiyoda-ku, Chuo-ku, Minato-ku, Shibuya-ku and Shinjuku-ku.

· Tokyo metropolitan area (except five wards of central Tokyo) is Kanagawa, Chiba, Saitama, Ibaraki, Gunma and Tochigi prefectures.

\*1 Including residential rental

\*2 Figures of FY2015 are reclassified approximate numbers in newsegment

## Residential Business

	Former Segment							New Segment			
	FY 2012	FY 2013	FY 2014	FY 2015				FY 2015	Results Forecast	FY 2016	
				1Q Jun. 2015	2Q Sep. 2015	3Q Dec. 2015	4Q Mar. 2016			1Q Jun. 2016	(Reference) 1Q Jun. 2015
Residential Business Operating revenue	54,939	79,537	46,626	3,097	20,625	28,985	48,865	64,461	67,000	8,769	3,790
Condominiums											
Operating revenue	47,372	75,486	45,405	2,519	19,862	28,137	46,916	46,916	—	7,489	2,519
Tokyo metropolitan area	27,979	54,073	24,368	1,650	15,707	20,520	28,664	28,664	—	4,749	1,650
Other regions	19,392	21,413	21,036	869	4,154	7,616	18,252	18,252	—	2,740	869
Units delivered	Units	1,052	1,423	1,080	66	433	648	1,054	1,250	87	66
Tokyo metropolitan area	Units	564	876	503	44	352	479	621	—	65	44
Other regions	Units	488	547	576	21	80	168	433	—	21	21
Completed in inventories	Units	207	207	219	153	271	470	470	—	382	153
Residential Lots, etc.											
Operating revenue	6,618	4,050	1,220	577	763	848	1,949	1,949	—	840	577
Units / Lots delivered	Units / Lots	63	136	71	21	31	85	85	—	35	21
Completed in inventories	Units / Lots	37	33	19	42	51	47	47	—	35	42
Other											
Operating revenue	948	—	—	—	—	—	—	—	—	—	—
Units / Lots delivered	Units / Lots	1	—	—	—	—	—	—	—	—	—
Residential property sales Others											
Operating revenue	—	—	—	—	—	—	—	—	—	—	—
Units / Lots delivered	Units / Lots	—	—	—	—	—	—	—	—	—	—

· Tokyo metropolitan area is Tokyo, Kanagawa, Chiba, Saitama, Ibaraki, Gunma and Tochigi prefectures.

· For joint projects, units / lots delivered and completed in inventories are corresponding to the Company's share in the project. It is rounded down to the nearest unit / lot.

· "Other" are the sale of a condominium (apartment building) and others.

\* Figures of FY2015 are reclassified approximate numbers in newsegment

## <Reference>

### Development Projects

Name	Otemachi 2-Chome Area 1st Class Urban Redevelopment Project Building A	Shimbashi 1-chome Project (tentative name)	Universal City Station Project (tentative name)
Location	Otemachi 2-Chome, Chiyoda-ku, Tokyo	1-101 Shimbashi Minato-ku, Tokyo (lot number)	6-417 Shimaya Konohana-ku, Osaka-shi, Osaka (lot number)
Stake	Co-owned (The company participates in the joint project as a joint developer. Stake: Non-disclosure)	100%	100%
Site area	Approx. 19,900m <sup>2</sup> (Building A and B in total)	3,071m <sup>2</sup>	2,639m <sup>2</sup>
Commencement	May 2015	October 2016 (schedule)	October 2015
Completion	July 2018 (schedule)	June 2019 (schedule)	June 2017 (schedule)
Total floor space	Approx. 202,000m <sup>2</sup> (Building A in total) [Approx. 35,000m <sup>2</sup> (owned by the Company) <sup>*1</sup> ]	35,900m <sup>2</sup>	20,808m <sup>2</sup>
Structure	Steel structure; Partially steel-reinforced concrete structure	Steel structure; Partially steel-reinforced concrete structure	Steel structure; Partially steel-reinforced concrete structure
Building scale	35 stories above ground and 3 below (Building A)	27 stories above ground and 2 below	17 stories above ground and 1 below
Main use	Office and commercial	Office and commercial	Commercial
Company's investment amount	57,485 million yen (schedule)	44,210 million yen (schedule)	11,066 million yen (schedule)

<sup>\*1</sup> Including co-owned part

### Completed Projects

Name	Shinagawa Season Terrace	Urbannet Nihonbashi 2-Chome Building	Urbannet Ginza 1-Chome Building
Location	1-2-70 Konan Minato-ku, Tokyo	2-1-3 Nihonbashi Chuo-ku, Tokyo	1-26-1 Ginza Chuo-ku, Tokyo
Stake	Co-owned (Tokyo Metropolitan Government and four private companies participate in the joint project. Stake: Non-disclosure)	100%	100%
Site area	49,547m <sup>2</sup> (in total)	1,687m <sup>2</sup>	1,737m <sup>2</sup>
Commencement	February 2012	June 2014	November 2014
Completion	February 2015	January 2016	February 2016
Total floor space	202,716m <sup>2</sup> (in total)	14,795m <sup>2</sup>	11,720m <sup>2</sup>
Structure	Steel structure; Partially reinforced concrete structure	Steel structure; Partially steel-reinforced concrete structure	Steel structure; Partially steel-reinforced concrete structure
Building scale	32 stories above ground and 1 below	10 stories above ground and 1 below	8 stories above ground and 1 below
Main use	Office and commercial	Office	Office
Company's investment amount	38,189 million yen	19,774 million yen	Non-disclosure

### Overseas Properties (Redevelopment Project)

Name	1 King William Street	119 West 25th Street
Location	1 King William Street, London EC4, U.K.	119 West 25th Street, New York, NY, USA
Stake	100%	Co-owned (Stake: Non-disclosure)
Date of acquisition	June 2011	December 2013
Leased floor space	Approx. 99,265sqf (approx. 9,222m <sup>2</sup> ) * <sup>2</sup>	Approx. 137,000sqf (approx. 12,700m <sup>2</sup> ) * <sup>2</sup>
Building scale	8 stories above ground and 1 below * <sup>2</sup>	11 stories above ground and 1 below
Main use	Office	Office and commercial
Acquisition cost	GBP 67 million (approx. 8,900 million yen) *Converted at the exchange rate of 132 yen per GBP (at the time of acquisition)	Non-disclosure
Commencement of redevelopment	August 2014	July 2014
Completion due of redevelopment	August 2016 (schedule)	August 2016 (schedule)

<sup>2</sup> The number above is after redevelopment.

### Overseas Properties (Acquisition)

Name	141 Tremont Street	27 School Street	Two Oliver Street	575 Lexington Avenue	1015 18th Street
Location	141 Tremont Street, Boston, MA, USA	27 School Street, Boston, MA, USA	Two Oliver Street, Boston, MA, USA	575 Lexington Avenue, New York, NY, USA	1015 18th St NW, Washington, D.C., USA
Stake	Co-owned (98%)	Co-owned (98%)	Co-owned (98%)	Co-owned (Stake: Non-disclosure)	Co-owned (Stake: Non-disclosure)
Date of acquisition	January 2015	January 2015	July 2015	August 2015	December 2015
Leased floor space	68,645sqf (approx. 6,377m <sup>2</sup> ) (in total)	62,427sqf (approx. 5,799m <sup>2</sup> ) (in total)	223,372sqf (approx. 20,773m <sup>2</sup> ) (in total)	745,336sqf (approx. 69,243m <sup>2</sup> ) (in total)	106,000sqf (approx. 9,847m <sup>2</sup> ) (in total)
Building scale	13 stories above ground and 1 below	6 stories above ground and 2 below	11 stories above ground and 1 below	35 stories above ground and 2 below	11 stories above ground and 3 below
Main use	Office	Office and commercial	Office and commercial	Office and commercial	Office and commercial
Acquisition cost	USD 47 million (approx. 5,500 million yen) *Converted at the exchange rate of 117 yen per USD (at the time of acquisition)		USD 77 million (approx. 9,500 million yen) *Converted at the exchange rate of 123 yen per USD (at the time of acquisition)	Non-disclosure	Non-disclosure