

## Mori Building Achieves Strong Growth in Most Segments in Just-ended Fiscal Year

- Ordinary income reaches record-high level.
- Operating income, ordinary income and net income exceed expectations.
- Office and residential property occupancy rates and unit prices of leases remain high.

**Tokyo, May 22, 2018** – Mori Building, a leading urban landscape developer, announced on May 22 its financial results for the fiscal year that ended in March 2018, as follows:

	Fiscal 2017	Fiscal 2018	Amount change YoY	% change YoY
Operating revenue (sales)	258.7 billion JPY	249.7 billion JPY	-8.9 billion JPY	-3.4%
Operating income	58.8 billion JPY	63.1 billion JPY	+4.2 billion JPY	+7.2%
Ordinary income	50.1 billion JPY	57.0 billion JPY	+6.9 billion JPY	+13.9%
Net income	27.4 billion JPY	40.2 billion JPY	+12.7 billion JPY	+46.3%

- Operating revenue fell due to a decline in property sales revenue, but operating income, ordinary income and net income all exceeded expectations.
- Major factors behind Mori Building's strong annual performance included high occupancy rates and high unit prices in office and residential leasing, rises in hotel occupancy rates and unit prices due to the growing number of inbound tourists, the opening of the GINZA SIX complex and the continued popularity of the Roppongi Hills complex, which is celebrating its 15<sup>th</sup> anniversary this year.

Mori Building also announced its consolidated forecasts for the current fiscal year ending in March 2019:

	Fiscal 2018	Fiscal 2019	Amount change YoY	% change YoY
Operating revenue (sales)	249.7 billion JPY	243.0 billion JPY	-6.7 billion JPY	-2.7 %
Operating income	63.1 billion JPY	58.0 billion JPY	-5.1 billion JPY	-8.1 %
Ordinary income	57.0 billion JPY	53.0 billion JPY	-4.0 billion JPY	-7.2 %
Net income	40.2 billion JPY	30.0 billion JPY	-10.2 billion JPY	-25.4 %

- Leasing business is expected to benefit from high occupancy rates and high unit prices backed by a steady market.
- Total revenue and profit are expected to decline due to decrease in residential properties scheduled to be sold and the temporary expense associated with the progress of redevelopment projects.

*Consolidated results are based on information available on the day of the announcement, as analyzed by Mori Building. Forecasts are subject to inherent risks and uncertainty, so actual results may differ due to changes in various factors.*

### **About Mori Building**

Mori Building is an innovative urban developer based in Tokyo. The company is committed to maximizing the magnetic power of cities by creating and nurturing safe, sustainable and cosmopolitan urban centers based on its unique Vertical Garden City concept of high-rise centers for business, education, leisure and residence. The concept is applied in the company's many leading-edge projects, including ARK Hills, Roppongi Hills and Toranomon Hills in Tokyo and the Shanghai World Financial Center. Mori Building is also engaged in real estate leasing, project management and consultation. Please visit [www.mori.co.jp/en](http://www.mori.co.jp/en)

***Please address inquires regarding this press release to:***

Public Relations, Mori Building Co., Ltd.

Location: Roppongi Hills Mori Tower, P.O. Box 1, 6-10-1 Roppongi, Minato-ku, Tokyo 106-6155, Japan

Tel 03-6406-6606

Fax 03-6406-9306

E-mail [koho@mori.co.jp](mailto:koho@mori.co.jp)