

# PRESS RELEASE

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MORI TRUST Co., Ltd.

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## Financial Report for the Fiscal Year Ended March 2010

Mori Trust Group recently announced its consolidated business performance for the year ended March 31, 2010. The Group consists of 23 consolidated companies, including Mori Trust Co., Ltd., Mori Trust Building Management Co., Ltd., and Mori Kanko Trust Co., Ltd., and three equity-method affiliates.

#### [Mori Trust Group Consolidated Financial Report] (April 1, 2009 – March 31, 2010)

(Figures in millions of yen; figures less than one million yen rounded down)

		FY 2009	FY 2010	FY 2011 (projection)
1 Operating revenue		226,879	133,259	120,000
	Leasing	68,009	62,544	60,000
	Hotel	22,041	27,801	21,000
	Real estate sales	119,806	30,572	26,000
	Other (Subsidiaries' construction subcontracting, etc.)	17,022	12,341	13,000
2	Operating income	93,982	25,028	16,000
3	Ordinary income	72,791	20,573	13,000
4	Net income	35,219	8,899	17,000

#### OConsolidated Companies (23 companies)

(\*: Company added to consolidation)

MORI TRUST CO., LTD. / MORI TRUST BUILDING MANAGEMENT CO., LTD. / MORI KANKO TRUST CO., LTD. / MAMPEI HOTEL / YOKOHAMA GRAND INTER · CONTINENTAL HOTEL Co., Ltd. / MT&Hilton Hotel Co., Ltd. / MT GOLF DEVELOPMENT CO., LTD. / LAFORET T&S CO., LTD. / FORETSEINE CO., LTD. / Toyo Housing Management, Inc. / Toyo Green Building Co., Ltd. / URBAN LIFE Co., Ltd. / URBAN LIFE JUUTAKUHANBAI Co., Ltd. / LIZ INVESTMENT Co., Ltd. / MT Labo Co., Ltd. / MT Labo Capital Co., Ltd. / MTL Fund No.1 Investment Limited Partnership / \*MT Advanced Technology Co., Ltd. / MT GENEX CORPORATION / MORI TRUST Asset Management Co., Ltd. / Shiroyama Heating & Cooling Supply Co., Ltd. / OHNO KOGYO CO., LTD. / AZMAX CORP.

#### OEquity-Method Affiliates (3 companies)

PARCO CO., LTD. / THE ROYAL HOTEL, LIMITED / MORI TRUST Sogo Reit, Inc.

(As of March 31, 2010)

#### Overview of FY 2010 business performance

- o In the fiscal year ended March 31, 2010, operating revenue totaled 133.2 billion yen and ordinary income was 20.5 billion yen. The year-on-year decline was chiefly due to the absence of special factors that affected real estate sales business in the previous year.
- Leasing business accounted for 62.5 billion yen of operating revenue, down from the previous year. Although full-year operation of Marunouchi Trust Tower Main made a significant contribution, leasing revenues fell overall due to factors including the end of full-building leases on Mita MT Building and Ginza MTR Building, owned by Mori Trust Sogo Reit, Inc.
- Although hotel business suffered from sluggish personal consumption and falling banquet demand in the face of the economic downturn, inclusion of Yokohama Grand Inter-continental Hotel Co., Ltd. in consolidated results led to revenue of 27.8 billion yen.
- o Revenue from real estate sales business was 30.5 billion yen, largely driven by subsidiaries' condominium sales.
- Subsidiaries' construction subcontracting revenues contributed to 12.3 billion yen in revenue from other business.
- Non-operating income and extraordinary income included investment returns from equity method affiliates. As a result, ordinary income totaled 20.5 billion yen, while net income amounted to 8.8 billion yen.

## Business performance projections for FY 2011

For the year ending March 31, 2011, Mori Trust Group is conservatively anticipating ongoing weakness in the office leasing market. Consequently, leasing business revenue is forecast to total 60 billion yen. Hotel business revenue is projected to decline to 21 billion yen due to factors including Yokohama Grand Inter-continental Hotel ceasing to be a consolidated company in April 2010. Revenue from real estate sales business is forecast to total 26 billion yen, largely driven by condominium sales.

Total operating revenue is expected to be 120 billion yen and ordinary income is forecast to be 13 billion yen. The sale of the Tokyo Shiodome Building and other factors are expected to generate extraordinary income, and sounder assets and a stronger financial position are projected to result in net income of 17 billion yen.

Projections contained in this document have been made on the basis of information available when it was released. Due to various unforeseeable factors, actual performance may differ from such projections.

#### ■ Investments and Rental Properties

From the end of this fiscal year we applied the Accounting Standard for Disclosures about Fair Value of Investment and Rental Property (ASBJ Statement No. 20, November 28, 2008) and the Guidance on Accounting Standard for Disclosures about Fair Value of Investment and Rental Property (ASBJ Guidance No. 23, November 28, 2008).

The consolidated balance sheet amount and fair value of such investments and rental properties are set out below (fair value at fiscal year-end was calculated in-house, based primarily on the Japanese Real Estate Appraisal Standards).

Consolidated balance sheet amount: 656.8 billion yen

Fair value: 1130.7 billion yen

Unrealized profit: 473.9 billion yen

FY 2010 key business topics

### Redevelopment Projects

### ♦ Marunouchi Trust City

In June 2009 Tourist Information Center Tokyo (TIC Tokyo) opened in Marunouchi Trust City, adjacent to Tokyo Station's Nihonbashi exit. Together with Shangri-La Hotel, Tokyo, which opened in March 2009 in Marunouchi Trust Tower Main (completed in November 2008), this creates a focal point for international tourism.

In December 2009 Trust City Conference Marunouchi (TCC Marunouchi) opened on the third floor of Marunouchi Trust Tower North (completed in September 2003). Adding a new element to urban infrastructure, this conference center is another step in the formation of an international business hub.

#### Sendai Trust City

Mori Trust is currently developing Sendai Trust City on the former site of the Tohoku Gakuin junior and senior high schools in the Aoba-ku, Ichibancho area of central Sendai. The grand opening of the complex, comprising Sendai Trust Tower and the Residence Ichibancho, is scheduled for August 2010.

Completed in April 2010, Sendai Trust Tower will offer a broad array of urban services, including highly functional offices as well as the Westin Sendai—the first foreign luxury hotel in the Tohoku region—and the retail facility Trust City Plaza (both scheduled to open on August 1, 2010). Trust City Plaza will house a wide range of stores, and the second floor will feature a collection of renowned restaurants. This dining floor named "Tohoku Takumigai" will be a culinary paradise like no other,

offering dishes prepared by master chefs using carefully selected local ingredients from around the Tohoku region.

The Residence Ichibancho (scheduled for completion in June 2010) aims to offer the finest in tower-style living. Model units opened within the tower in March 2010.

Several events and promotions were held at Sendai Trust City in 2009, including a community clean-up event, a promotional campaign marking one year until the opening of Sendai Trust City and the Westin Sendai, and the "Happy Greeting" e-card promotion. In December 2009 a Christmas Eve window art display was staged at Sendai Trust Tower, using lighted windows to depict a giant Christmas tree on the front of the building.

#### ♦ Acquisition of Government Land at Roppongi 1-chome

In January 2010 Mori Trust made a successful bid for the former site of a Ministry of Agriculture, Forestry and Fisheries training center. Redevelopment plans have yet to be determined.

#### ♦ Former Toranomon Pastoral Hotel Site

In partnership with Leeds TMK, Mori Trust began demolition work on Toranomon Pastoral Hotel in May 2010. The work is scheduled to take eight months and should be completed in January 2011. Redevelopment plans following demolition are yet to be determined.

## **Hotel and Resort Business**

#### ♦ The Westin Sendai

The Westin Sendai (general manager: William J. Pitton) is scheduled to open in Sendai Trust City on August 1, 2010. In addition to sweeping views from the upper floors and spacious guest rooms (292 rooms ranging from 30 m<sup>2</sup> to 142 m<sup>2</sup>, average size approximately 43 m<sup>2</sup>), the hotel will feature two restaurants and a bar: Symphony, a restaurant offering all-day dining, and HORIZON, a bar-lounge, both on the 26th floor, and on the top (37th) floor the Japanese restaurant Ichimuan, created by Yugyoan Tankuma Kitamise, a long-established restaurant famed for Kyoto cuisine.

#### ♦ Conrad Tokyo

In November 2009 the restaurant section of the *Michelin Guide Tokyo 2010* awarded one star to each of two restaurants at Conrad Tokyo: China Blue (Chinese cuisine) and Gordon Ramsay at Conrad Tokyo (modern French cuisine). In the hotel section, Conrad Tokyo was awarded Michelin's highest honor of five red pavilions for the third consecutive year.

#### ♦ Laforet Hotels and Resorts

In mid-2009, to celebrate 80 years of Japan-Canada diplomatic relations, Laforet Hotels and Resorts held Canada Fair. Special programs featuring popular Canadian leisure activities, cuisine, food

products, and merchandise were offered. In October 2009 the hotel section of the *Michelin Guide Kyoto Osaka 2010* awarded two pavilions to Hotel Laforet Shin-Osaka.

#### **Investment Business**

### ♦ MT Advanced Technology Co., Ltd.

Using investment from MTL Fund No. 1 Investment Limited Partnership, operated by MT Labo Capital Co., Ltd. as a general partner, MT Advanced Technology Co., Ltd. was established in February 2009 to provide ICT consulting and solutions. The company offers ICT services designed to raise overall business quality, including a service provided to KDDI that enables its clients' employees to securely connect to internal systems from their personal computers using simple settings when they are out of the office.

#### ♦ REIT Business

In April 2010 Mori Trust transferred the Tokyo Shiodome Building to Mori Trust Sogo Reit and acquired the Akasaka Mitsuke MT Building. Located in the Shiodome district, one of Japan's largest redevelopment areas, the Tokyo Shiodome Building faces Hamarikyu Gardens, offering splendid views over Tokyo Bay and a prime high-profile location. This large complex encompasses offices, the Conrad Tokyo hotel, and Pedi Shiodome, retail facilities operated by Parco Co., Ltd.

In May 2010, Mori Trust Sogo Reit announced a public offering of new shares.

#### **Organizational Changes**

#### ♦ Merger with Ohno Kogyo

Mori Trust is scheduled to merge with Ohno Kogyo Co., Ltd., a consolidated company engaged in building leasing, on July 1, 2010. Mori Trust will take over the reconstruction of the Ohno Building (Kyobashi 1-chome, Chuo-ku, Tokyo) planned by Ohno Kogyo.

#### ♦ Transfer of Stock in Yokohama Grand Inter-continental Hotel

Since beginning co-management of Yokohama Grand Inter-continental Hotel in March 2003, Mori Trust has strengthened the hotel's financial position and augmented and stabilized its business base. As part of these efforts, in February 2007 Mori Trust transferred stock to the Ishin Hotels Group in the aim of enhancing operational efficiency through joint business. As a result, key value-enhancement measures were undertaken through the joint business and upon their completion in December 2008 Ishin Hotels Group's stockholding was transferred to Mori Trust and Hospitality Network Corporation (President: Yuji Tsutsumi).

Subsequently, as part of considering future development strategy for the hotel, 43.97% of Mori Trust's 58.68% stockholding was transferred to Yuji Tsutsumi in April 2010 in the aim of creating a management structure to enable an active and flexible approach to such opportunities as linking

with Hotel InterContinental Tokyo Bay. As the holder of 14.71% of outstanding shares in Yokohama Grand Inter-continental Hotel, Mori Trust will continue to cooperate in the business with a view to its further development.

#### Note: Revenue from hotel business

Since Yokohama Grand Inter-continental Hotel became a consolidated company with the acquisition of stock from the Ishin Hotels Group in December 2008, revenue from the hotel was included in financial results for the year ended March 31, 2010. With the subsequent transfer of stock in April 2010, Yokohama Grand Inter-continental Hotel ceased to be a consolidated company, thus its revenue is not included in the financial forecast for the year ending March 31, 2011.

#### Overview of redevelopment projects

#### O Multipurpose Redevelopment Project

#### ■ Marunouchi Trust City



Address	(Main) 1-8-3 Marunouchi, Chiyoda-ku, Tokyo		
	(North) 1-8-1 Marunouchi,	unouchi, Chiyoda-ku, Tokyo	
Site Area	$12,026.77\mathrm{m}^2$		
Total floor area	$180,574.94\mathrm{m}^2$		
	Main	North	
Total floor area	115,379.68 m <sup>2</sup>	$65,195.26\mathrm{m}^2$	
Number of floors	37 stories above	19 stories above	
	ground, 4 stories	ground, 3 stories	
	below ground	below ground	
Maximum height	178m	99.6m	
Primary use	office (2-26F)	office (3-19F)	
	hotel (B1F,1F,27-37F)	conference center (3F)	
	retail (2F)	retail (1-2F)	
		tourist information	
		center (1F)	
Building completion	November 2008	September 2003	
Hotel tenant	Shangri-La Hotel, Tokyo		
Guest room	202 rooms		
Restaurant and	Italian restaurant Piacere, Japanese restaurant		
bar facilities	ities Nadaman ,The Lobby Lounge		
Other facilities	Wedding chapel, Ball Room, Meeting facilities,		
	Horizon Club Lounge,		
	CHI spa, Health club, Indoor swimming pool		
Starting date	March 2009		

#### Sendai Trust City



	Sendai Trust Tower	The Residence Ichibancho
Address	1-9-1 Ichibancho, Aoba-ku,	1-9-2 Ichibancho, Aoba-ku,
	Sendai-shi, Miyagi	Sendai-shi, Miyagi
Site area	$13,550.52\mathrm{m}^2$	$3,099.49\mathrm{m}^2$
Total floor area	$125,295.96\mathrm{m}^2$	$30,359.96\mathrm{m}^2$
Number of floors	37 stories above ground,	29 stories above ground,
	2 stories below ground	1 stories below ground
Maximum height	180m	Approx. 100m
Primary use	office (6-24F)	residence
	hotel (1-3F,25-37F)	
	retail (1-5F)	
Scheduled for completion	April 2010	June 2010 (scheduled)
Hotel	THE WESTIN SENDAI	
Guest room	292 rooms	
Restaurant and	Symphony(All day dining),	
bar facilities	HORIZON(Lounge & bar),	
	Ichimuan(Japanese)	
Other facilities	Spa,Wedding chapel, Banqu	uet hall, etc.
Starting Date	August 1,2010 (scheduled)	

The above contents is based on plans as of the date this document was released. Plans in this document subject to change.

Mori Trust Group: Total floor area leased or managed

## OLeased or managed facilities (as of March 2010)

- oHotel & Resort facilities: 29 hotels (Approx.7,100 guest rooms)

(Laforet Hotels & Resorts 14 locations; MAMPEI HOTEL; CONRAD TOKYO; INTERCONTINENTAL YOKOHAMA GRAND; HOTEL SUNROUTE PLAZA SHINJUKU; Shangri-La Hotel, Tokyo; RIHGA ROYAL HOTELS & Associates Hotels(Capital & Business tie-up partner: 10 hotels))

## Overview of Hotel & Resort business

## [Latest Hotel Project]

## ■ THE WESTIN SENDAI



\*image Perspectiv

Address	1 Ichibancho, Aoba-ku, Sendai, Miyagi
Guest Room	292 Rooms
Restaurant and	Symphony(All day dining), HORIZON(Lounge & bar),
bar facilities	Ichimuan(Japanese)
Other facilities	Spa, Wedding chapel, Banquet hall, etc.
Starting Date	August 1,2010 (scheduled)

#### ■ Laforet Hotels & Resorts



MAMPEI HOTEL



#### ■ CONRAD TOKYO



## ■ RIHGA ROYAL HOTELS



Name of Hotel	Address	Guest Room, etc.
Laforet Shuzenji	Izu-shi, Shizuoka	296 Rooms
Laforet Shuzenji & Country club		18 Holls
Laforet Gora	Hakone-machi, Ashigarashimo-gun, Kanagawa	34 Rooms
Laforet Ito	Ito-shi, Shizuoka	84 Rooms
Laforet Yamanakako	Yamanakako-mura, Minamitsuru-gun, Yamanashi	104 Rooms
Laforet Nasu	Nasu-machi, Nasu-gun, Tochigi	118 Rooms
Laforet Shirakawa Golf course	Izumizaki-mura, Nishi-Shirakawa-gun, Fukushima	18 Holls 48 Rooms
Laforet Zao Resort & Spa	Zao-machi, Katta-gun, Miyagi	197 Rooms
Laforet Club Hotel Nakakaruizawa	Karuizawa-machi, Kita-Saku-gun, Nagano	84 Rooms
Laforet Club Hotel Hakubahappo	Hakuba-mura, Kita-Azumi-gun, Nagano	45 Rooms
Laforet Biwako	Moriyama-shi, Shiga	272 Rooms
Laforet Nankishirahama	Shirahama-machi, Nishi-Muro-gun, Wakayama	182 Rooms
Hotel Laforet Tokyo	Shinagawa-ku, Tokyo	248 Rooms
Hotel Laforet Shin-Osaka	Yodogawa-ku, Osaka-shi, Osaka	332 Rooms
Laforet & Matsuo Golf Club	Sammu-shi, Chiba	18 Holls

Karuizawa-cho, Kitasaku-gun, Nagano
109 Rooms
Main dining room, Chinese restaurant Manzanro,
Yugyoan Tankuma Kita-mise restaurant specializingin Kyoto cuisine,
and Kappo Yugyoan, Cafe, Bar,
Function Rooms, Exthetic Salon, Shop, etc.
1894

Address	1 Higashi-shinbashi, Minato-ku, Tokyo
Guest Room	290 Rooms
Restaurant and	Gordon Ramsay at Conrad Tokyo (French), Cerise by Gordon Ramsay
and bar	(Brasserie), China Blue (Chinese), Kazahana (Japanese),
facilities	TwentyEight (Bar & Rouge)
Other facilities	Mizuki Spa & Fitness, Indoor pool, Banquet rooms, Wedding Chapel, etc.
Starting Date	2005

■RIHGA ROYAL HOTELS  Name of Hotel	Address	Guest Room
RIHGA ROYAL HOTEL (Osaka)	Kita-ku, Osaka-shi, Osaka	973 Rooms
RIHGA ROYAL HOTEL Tokyo	Shinjuku-ku, Tokyo	126 Rooms
RIHGA ROYAL HOTEL Kyoto	Shimogyo-ku, Kyoto-shi, Kyoto	484 Rooms
RIHGA ROYAL HOTEL Hiroshima	Naka-ku, Hiroshima-shi, Hiroshima	490 Rooms
RIHGA ROYAL HOTEL Kokura	Kokurakita-ku, Kitakyushu-shi, Fukuoka	295 Rooms
RIHGA ROYAL HOTEL Niihama	Niihama-shi, Ehime	94 Rooms
RIHGA Nakanoshima Inn	Nishi-ku, Osaka	340 Rooms
RIHGA ROYAL HOTEL Sakai	Sakai-shi, Osaka	241 Rooms
Kuroyon Royal Hotel	Omachi-shi, Nagano	73 Rooms
Associates Hotel		
RIHGA Hotel Zest Takamatsu	Takamatsu-shi, Kagawa	122 Rooms

## ■ INTERCONTINENTAL YOKOHAMA GRAND



Address	Minato Mirai, Nishi-ku, Yokohama-shi, Kanagawa
Guest Room	594 Rooms
Restaurant	Karyu (Chinese), Azur (French), La Vela (Italian),
and bar	Ocean Terrace (Buffet dining), Pier 21 (Seafood bistro),
facilities	Nadaman (Japanese), Marine Blue(Bar & Rouge),
	Starboard(Music lounge), Patisserie(Pastry shop)
Other facilities	Spa, Fitness, Banquet Halls, Wedding Chapel, etc.
Starting Date	1991

#### ■ Shangri-La Hotel, Tokyo ※Lease



\*image Perspectiv

Address	1 Marunouchi, Chiyoda-ku, Tokyo
Guest Room	202 Rooms
Restaurant and	Italian restaurant Piacere, Japanese restaurant Nadaman,
bar facilities	The Lobby Lounge
Other facilities	Wedding chapel, Ball Room, Meeting facilities, Horizon Club Lounge,
	CHI spa, Health club, Indoor swimming pool
Starting Date	March 2009

#### Mori Trust Group: summary of consolidated companies

MORI TRUST CO., LTD.

Toranomon, Minato-ku, Tokyo Location

Akira Mori June 10, 1970 President Established Capital

10 billion yen Urban development, hotel management and Business sectors

investment business

URBAN LIFE JUUTAKUHANBAI Co., Ltd.

Minamisenba, Chuo-ku, Osaka-shi, Osaka Location

Kenkichi Takatsu July 29, 1982 President Established Capital

300 million yen Planning and sales of condominiums, dealing, Business sectors

brokerage of leasing and operations of real estate

MORI TRUST BUILDING MANAGEMENT CO., LTD.

Toranomon, Minato-ku, Tokyo Kenichi Uchimura Location

President Established April 1, 2002 100 million yen Capital

Business sectors

Building management business (management of property, facility and interior design)

MORI KANKO TRUST CO., LTD.

Kitashinagawa, Shinagawa-ku, Tokyo Kazuyasu Abe Location

President Established

April 3. 2006 (date of foundation since incorporation-type company split)

Capital

2 billion yen Operation of the Laforet Hotels & Resorts Business sectors

MAMPET HOTEL

Location Toranomon, Minato-ku, Tokyo

Chair Miwako Date General Manager Established Yanai Yasutaka

Capital 100 million yen

Ownership and operation of the Mampei Hotel Business sectors

YOKOHAMA GRAND INTER CONTINENTAL HOTEL Co., Ltd.

Location Minato Mirai, Nishi-ku, Yokohama-shi, Kanagawa Nobuyuki Endo President

May 12, 1988 1,631 million yen Established Capital Business sectors

Management of INTERCONTINENTAL YOKOHAMA GRAND

MT&Hilton Hotel Co., Ltd.

Co., Ltd.
Toranomon, Minato-ku, Tokyo
Kazuhiko Oiwa
October 22, 2004
20 million yen Location President Established

Capital Management of the Conrad Tokyo Business sectors

MT GOLF DEVELOPMENT CO., LTD.

Toranomon, Minato-ku, Tokyo Toshio Komatsu President Established November 19, 2004

100 million ven Capital Ownership and Operation of Laforet & Matsuo Golf Club Business sectors

LAFORET T&S CO., LTD.

Location Toranomon, Minato-ku, Tokyo President Ryoji Tanaka Established 1970

Sales and planning for domestic and overseas

organized travel and other various services

55 million ven

FORETSEINE CO., LTD.

Capital

Toranomon, Minato-ku, Tokyo Location

Nobuo Konomi President August 7, 2001 Established

Capital 550 million yen
Business sectors Plannning, development and sales of urban residence

Tovo Housing Management, Inc.

Location Roppongi, Minato-ku, Tokyo President Nobuo Konomi November 27, 1979 Established 10 million yen

Business sectors Leasing management and operations of real estate

Toyo Green Building Co., Ltd.

Location Toranomon, Minato-ku, Tokyo Nobuo Konomi President Established March 1, 1978

90 million yen Business sectors Condominium management service

URBAN LIFE Co., Ltd.

Motoyamaminamimachi, Higashinada-ku, Kobe-shi, Hyogo Location

President Hitoshi Nakamuara July 31, 1970 Established 3 billion yen

Development, planning, and sales of condominiums, . Business sectors

office buildings and stores

LIZ INVESTMENT Co., Ltd.

Marunouchi, Chiyoda-ku, Tokyo Location

Representative Shinji Arakawa Established July 28, 2005 3 million yen Capital

Business sectors Ownership and leasing of commercial building

MT Labo Co., Ltd.

Akasaka, Minato-ku, Tokyo Akira Mori Location Chair Masaki Murata April 3, 2006 President Established

Capital 300 million yen
Business sectors Investment banking services

MT Labo Capital Co., Ltd.

Akasaka, Minato-ku, Tokyo Hidemitsu Mori Location President Established December 3, 2007

100 million yen Capital Business sectors Management of investment fund, consulting

MTL Fund No.1 Investment Limited Partnership General Partner MT Labo Capital Co., Ltd. Established August 31, 2007

MT Advanced Technology Co., Ltd. Location Akasaka, Minato-ku, Tokyo President

Masaki Murata February 27, 2009 450 million yen Established Capital

Business sectors ICT consulting services & ICT solutions offering

MT GENEX CORPORATION

Shinbashi, Minato-ku, Tokyo Location Hitoshi Suzuki October 1945 President Established

Approx. 1,072 million yen Capital

Business sectors Facelift of building and housing, and parking

operation management, etc.

MORI TRUST Asset Management Co., Ltd. Location Akasaka, Minato-ku, Tokyo Satoshi Horino President

Established February 28, 2000 Capital 400 million ven

Business sectors Operation of real estate investment trusts

Shiroyama Heating & Cooling Supply Co., Ltd. Toranomon, Minato-ku, Tokvo Location

President Akira Mori November 6, 1989 Established 300 million yen

Local heating and cooling services Business sectors

in the Shiroyama Garden and adjacent area

OHNO KOGYO CO., LTD.

Kyobashi, Chuo-ku, Tokyo Location

Chair Established Akira Mori August 1, 1937 50 million yen Capital

Leasing management and operation of real estate, Business sectors

and steel operation

AZMAX CORP.

Location Yachiyo-shi, Chiba Michinobu Mizobe August 11, 1947 President Established 499 million yen Capital

Business sectors Manufacturing and selling cold drawn special steel shapes

## Mori Trust Group: summary of equity-method affiliates

PARCO CO., LTD.

Shinsen-cho, Shibuya-ku, Tokyo February 13, 1953 Location

 ${\tt Established}$ 

Business sectors

Development, operation, consulting, and property management for shopping centers, etc.

THE ROYAL HOTEL, LIMITED

Nakanoshima, kita-ku, Osaka-shi, Osaka March 14, 1932 Location

 ${\tt Established}$ 

Hotel management centered on lodgment, banquet and restaurant, and hotel incidental business  $Business\ sectors$ 

MORI TRUST Sogo Reit, Inc.

Location Akasaka, Minato-ku, Tokyo
Established October 2, 2001
Business sectors Investment in real estate and asset-backed securities investing primarily in real estate

## Consolidated Financial Statements

## Consolidated Balance Sheets (as of March 31, 2010 and 2009)

MORI TRUS	T CO., LTD. and its consolidated subsidiaries		(¥ million
		2010	2009
sets			
I . <u>Current</u>	assets		
1 Cas	h and deposits	26,734	14,89
2 Not	es and accounts receivable-trade	4,925	5,08
3 Sho	rt-term investment securities	23,287	14,63
4 Rea	l estate for sale	59,957	60,7
5 Rea	l estate for sale in process	16,911	34,3
6 Rea	l estate for development	9,641	7,7
7 Otł	er inventories	2,327	2,9
8 Def	erred tax assets	717	2,6
9 Oth	er	5,949	10,4
Allo	wance for doubtful accounts	△ 3,823	△ 3,7
Total	current assets	146,626	149,7
II . Noncurr	ent assets		
1 Pro	perty, plant and equipment		
(1	Buildings and structures, net	148,466	157,2
(2	Machinery, equipment and vehicles, net	2,022	1,9
(3	) Land	523,503	509,3
(4	) Golf courses	1,489	1,4
(5	Construction in progress	19,352	8,1
	) Other	1,469	1,7
Tot	al property, plant and equipment	696,304	679,7
	ingible assets		
(1	) Leasehold right	6,225	6,2
(2	) Goodwill	582	g
(3	) Other	1,218	1,3
Tot	al intangible assets	8,027	8,6
3 Inv	estments and other assets		
(1	Investment securities	7,075	11,0
(2	Investments in unconsolidated subsidiaries and affiliates	69,345	71,5
(3	) Long-term loans receivable	1,400	1,4
(4	Deferred tax assets	945	8
(5	) Guarantee deposits	10,397	11,5
(6		1,693	2,1
	wance for doubtful accounts	△ 69	Δ 3
Tot	al investments and other assets	90,788	98,3
Total	noncurrent assets	795,120	786,7

Total assets

941,746

936,534

		(¥ millions)		
	2010	2009		
Liabilities				
I . Current liabilities				
1 Notes and accounts payable-trade	8,934	13,360		
2 Short-term loans payable	237,001	210,113		
3 Current portion of long-term loans payable	132,653	81,900		
4 Accounts payable-other	4,387	4,037		
5 Income taxes payable	6,975	27,829		
6 Accrued expenses	1,613	1,813		
7 Advances received	6,332	8,393		
8 Deposits received	2,255	1,028		
9 Provision for bonuses	393	426		
10 Other	327	297		
Total current liabilities	400,875	349,201		
II . Noncurrent liabilities				
1 Long-term loans payable	204,765	250,489		
2 Long-term lease deposited	57,838	60,274		
3 Long-term guarantee deposited	62,855	65,907		
4 Long-term deposits received	296	300		
5 Deferred tax liabilities	7,085	6,001		
6 Provision for retirement benefits	3,276	3,246		
7 Other	233	372		
Total noncurrent liabilities	336,351	386,593		
Total liabilities	737,226	735,795		
Net_assets				
I . Shareholders' equity				
1 Capital stock	10,000	10,000		
2 Capital surplus	6,643	6,643		
3 Retained earnings	206,285	200,392		
4 Treasury stock	△ 21,096	△ 21,096		
Total shareholders' equity	201,832	195,939		
II . Valuation and translation adjustments				
1 Valuation difference on available-for-sale securities		△ 384		
2 Deferred gains or losses on hedges	△ 74	△ 89		
3 Foreign currency translation adjustment	△ 50	△ 65		
Total valuation and translation adjustments	△ 558	△ 539		
Ⅲ. Minority interests	3,246	5,339		
Total net assets	204,519	200,739		
Total liabilities and net assets	941,746	936,534		

## Consolidated Statements of Income (For the years ended March 31, 2010 and 2009)

(¥ millions)

			(¥ millions)
		2010	2009
Ι.	Operating revenue	133,259	226,879
Ι.	Operating cost	94,032	118,332
	Operating gross profit	39,226	108,547
Ш.	Selling, general and administrative expenses	14,198	14,564
	Operating income	25,028	93,982
IV.	Non-operating income		
	1 Interest and dividends income	293	611
	2 Gain on sales of securities	294	_
	3 Gain on valuation of securities	842	_
	4 Equity in earnings of affiliates	2,046	-
	5 Other	847	753
	Total non-operating income	4,325	1,364
٧.	Non-operating expenses		
	1 Interest expenses	7,687	7,851
	2 Loss on sales of securities	427	10,536
	3 Equity in losses of affiliates	_	2,715
	4 Other	664	1,452
	Total non-operating expenses	8,779	22,555
	Ordinary income	20,573	72,791
VI.	Extraordinary income		
	1 Gain on sales of noncurrent assets	856	_
	2 Gain on sales of investment securities	_	360
	3 Gain on sales of subsidiaries and affiliates' stocks	353	_
	4 Other	975	251
	Total extraordinary income	2,185	612
VII.	Extraordinary loss		
	1 Loss on sales of noncurrent assets	253	1,873
	2 Loss on retirement of noncurrent assets	152	_
	3 Impairment loss	517	2,775
	4 Loss on valuation of inventories	_	1,687
	5 Loss on valuation of investment securities	-	1,198
	6 Other	327	158
	Total extraordinary losses	1,251	7,693
	Income before income taxes	04 507	05.740
	and minority interests	21,507	65,710
Inc	ome taxes-current	11,171	36,185
Inc	Income taxes-deferred		△ 4,334
Tot	Total income taxes		31,850
Min	Minority interests in loss		△ 1,359
Net income		8,899	35,219