(English translation based on Japanese Original)

FACT BOOK 2013

(Fiscal year ended March 31, 2013)

Contents

NTT Urban Development

May 9, 2013

1. Consolidated Financial Results and forecast

Consolidated Statements of Income

(Million yen)

	FY 2008	FY 2009	FY 2010	FY 2011				FY 2012				FY 2013
				1Q 2011/6	2Q 2011/9	3Q 2011/12	4Q 2012/3	1Q 2012/6	2Q 2012/9	3Q 2012/12	4Q 2013/3	Forecast
Operating revenue	144,277	149,224	145,693	28,177	63,856	95,572	136,842	41,467	78,974	108,677	163,168	179,000
Operating expenses	119,032	133,095	121,369	22,015	50,631	75,335	111,477	31,112	60,983	84,809	135,767	—
Operating income	25,244	16,129	24,324	6,162	13,224	20,237	25,365	10,354	17,990	23,867	27,401	27,500
Non-operating income	2,373	2,564	2,512	689	1,214	1,785	2,321	724	1,247	1,844	2,500	—
Non-operating expenses	8,113	8,477	8,282	2,052	4,062	6,290	8,457	1,975	3,971	5,978	7,885	—
Ordinary income	19,504	10,215	18,554	4,799	10,376	15,732	19,229	9,103	15,267	19,733	22,016	22,100
Extraordinary income	12,037	17,628	220	—	—	60	60	—	—	—	389	—
Extraordinary loss	4,147	6,025	2,652	232	940	1,493	2,863	67	352	1,262	3,436	—
Income before income taxes and minority interests	27,393	21,819	16,122	4,566	9,435	14,299	16,425	9,035	14,914	18,470	18,969	—
Income taxes	9,755	14,367	5,431	1,561	3,277	(3,488)	(2,951)	2,697	4,706	5,725	5,544	—
Income before minority interests	17,638	7,451	10,691	3,004	6,158	17,787	19,376	6,338	10,207	12,744	13,425	—
Minority interests in income	1,648	1,335	1,384	287	597	3,511	3,790	355	678	1,044	1,351	—
Net income	15,989	6,116	9,307	2,716	5,561	14,275	15,586	5,982	9,529	11,699	12,073	11,500

Consolidated Statements of Comprehensive Income

Income before minority interests	—	7,451	10,691	3,004	6,158	17,787	19,376	6,338	10,207	12,744	13,425	—
Other comprehensive income	—	(84)	(33)	(92)	(491)	(1,677)	(1,166)	879	135	529	3,062	—
Comprehensive income	—	7,366	10,658	2,911	5,666	16,109	18,209	7,217	10,342	13,274	16,487	—

Consolidated Balance Sheets

Total assets	936,650	916,725	910,492	918,615	926,308	925,869	928,537	930,232	927,058	934,294	941,050	—
Current assets	148,447	125,200	113,762	123,507	129,222	131,463	129,941	134,862	123,609	127,354	131,843	—
Non-current assets	788,202	791,525	796,729	795,108	797,085	794,406	798,595	795,370	803,449	806,940	809,207	—
Total liabilities	753,056	731,187	719,709	727,216	732,448	723,861	724,810	722,247	716,326	723,282	727,215	—
Current liabilities	116,772	84,973	104,822	83,286	103,447	108,927	88,727	77,767	147,210	137,826	177,439	—
Non-current liabilities	636,284	646,213	614,886	643,929	629,001	614,933	636,082	644,479	569,115	585,456	549,775	—
Total net assets	183,593	185,537	190,783	191,399	193,859	202,008	203,727	207,985	210,732	211,012	213,835	—

Consolidated Statements of Cash Flows

Net cash provided by (used in) operating activities	(12,091)	35,168	40,417	—	(7,329)	—	3,704	—	44,627	—	48,089	—
Net cash provided by (used in) investing activities	(57,397)	6,695	(28,257)	—	(13,660)	—	(23,033)	—	(24,928)	—	(39,885)	—
Free cash flow	(69,488)	41,863	12,159	—	(20,990)	—	(19,329)	—	19,698	—	8,203	—
Net cash provided by (used in) financing activities	63,079	(30,028)	(14,641)	—	14,026	—	12,650	—	(16,774)	—	(6,660)	—
Cash and cash equivalents at end of period	8,691	20,508	18,015	—	11,068	—	10,960	—	13,814	—	12,809	—

Major Financial Data

(Million yen)

		FY 2008	FY 2009	FY 2010	FY 2011				FY 2012				FY 2013
					1Q 2011/6	2Q 2011/9	3Q 2011/12	4Q 2012/3	1Q 2012/6	2Q 2012/9	3Q 2012/12	4Q 2013/3	Forecast
Net income per share	Yen	4,858.34	1,858.48	2,827.98	825.48	1,689.72	4,337.57	4,735.67	1,817.84	2,895.38	3,554.93	3,668.47	—
Return on equity (ROE)	%	11.2	4.1	6.1	—	—	—	9.7	—	—	—	7.1	—
EBITDA		51,006	41,649	47,713	—	—	—	50,130	—	—	—	51,168	51,800
Depreciation and amortization		25,762	25,520	23,388	—	—	—	24,765	—	—	—	23,766	24,300
Investment		75,638	24,714	29,925	—	—	—	28,807	—	—	—	46,856	67,000
Inventories		127,830	81,593	80,613	99,360	97,629	98,671	94,206	91,523	90,416	95,864	87,684	—
Shareholders’ equity		148,150	150,232	155,534	156,186	158,633	164,189	166,012	170,244	173,049	173,312	176,221	—
Shareholders’ equity ratio	%	15.8	16.4	17.1	17.0	17.1	17.7	17.9	18.3	18.7	18.6	18.7	—
Interest-bearing debt		521,070	496,682	487,780	503,194	504,414	511,141	505,805	510,742	492,410	513,059	505,993	532,000
Net Interest-bearing debt		510,155	473,951	467,992	—	—	—	493,034	—	—	—	491,373	519,000
EBITDA ratio	X	10.0	11.4	9.8	—	—	—	9.8	—	—	—	9.6	10.0
Net D/E ratio	X	2.78	2.55	2.45	2.57	2.54	2.46	2.42	2.37	2.26	2.36	2.30	2.35
Interest coverage ratio	X	—	4.3	5.1	—	—	—	0.5	—	—	—	6.2	—
Dividend payout ratio	%	24.7	64.6	42.4	—	—	—	29.6	—	—	—	43.6	45.8
Dividend on equity (DOE)	%	2.8	2.6	2.6	—	—	—	2.9	—	—	—	3.1	—

* Net income per share = Net income / Number of issued and outstanding shares

* Return on equity = Net income / ((Shareholders’ equity at the end of the previous fiscal year + Shareholders’ equity at the end of the fiscal year under review) / 2)

* EBITDA = Operating income + Depreciation and amortization

* Investment = Capital expenditure + Purchases of investment securities (on a basis of net cash provided by (used in) investing activities)

* Shareholders’ equity = Net assets - Share options - Minority interest

* Shareholders’ equity ratio = Shareholders’ equity / Total assets

* Net Interest-bearing debt = Interest-bearing debt - cash and cash equivalents - time deposits whose deposit term exceeds three months

* EBITDA Ratio = Net Interest-bearing debt / EBITDA

* Net D/E ratio = Net Interest-bearing debt / Net assets

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

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

* Dividend on equity = (Full-year) dividend / ((Shareholders’ equity at the end of the previous fiscal year + Shareholders’ equity at the end of the fiscal year under review) / 2)

2. Segment Information

Segment Information

(Million yen)

		FY 2008	FY 2009	FY 2010	FY 2011				FY 2012				FY 2013
					1Q 2011/6	2Q 2011/9	3Q 2011/12	4Q 2012/3	1Q 2012/6	2Q 2012/9	3Q 2012/12	4Q 2013/3	Forecast
Operating revenue		144,277	149,224	145,693	28,177	63,856	95,572	136,842	41,467	78,974	108,677	163,168	179,000
Leasing		99,928	98,092	92,608	22,623	45,724	68,364	91,069	26,565	49,848	72,306	94,509	97,400
Residential property sales		32,688	41,643	41,725	2,758	11,164	15,282	28,484	11,083	22,043	25,803	54,939	70,800
Other		16,624	14,553	16,383	3,986	9,505	15,685	23,223	5,001	9,497	14,125	18,930	15,900
Eliminations		(4,963)	(5,064)	(5,022)	(1,191)	(2,538)	(3,760)	(5,934)	(1,182)	(2,415)	(3,558)	(5,209)	(5,100)
Operating income		25,244	16,129	24,324	6,162	13,224	20,237	25,365	10,354	17,990	23,867	27,401	27,500
Leasing		35,560	31,521	29,226	7,443	14,618	22,014	27,482	10,390	17,924	24,706	29,216	28,000
Residential property sales		(6,018)	(10,498)	533	97	748	852	1,374	1,058	2,193	2,299	2,914	4,300
Other		1,500	1,358	1,212	398	1,128	2,155	3,090	455	858	1,152	1,580	1,200
Eliminations / Corporate		(5,798)	(6,252)	(6,647)	(1,777)	(3,270)	(4,784)	(6,583)	(1,550)	(2,985)	(4,289)	(6,310)	(6,000)
Operating income margin	%	17.5	10.8	16.7	21.9	20.7	21.2	18.5	25.0	22.8	22.0	16.8	15.4
Leasing	%	35.6	32.1	31.6	32.9	32.0	32.2	30.2	39.1	36.0	34.2	30.9	28.7
Residential property sales	%	(18.4)	(25.2)	1.3	3.5	6.7	5.6	4.8	9.6	10.0	8.9	5.3	6.1
Other	%	9.0	9.3	7.4	10.0	11.9	13.7	13.3	9.1	9.0	8.2	8.3	7.5
Assets		936,650	916,725	910,492	—	—	—	928,537	—	—	—	941,050	—
Leasing		795,286	800,739	805,609	—	—	—	816,254	—	—	—	841,527	—
Residential property sales		133,099	96,039	85,726	—	—	—	90,959	—	—	—	88,306	—
Other		7,322	7,618	9,814	—	—	—	21,251	—	—	—	11,099	—
Eliminations / Corporate		942	12,326	9,342	—	—	—	71	—	—	—	116	—
Depreciation and amortization		25,762	25,520	23,388	—	—	—	24,765	—	—	—	23,766	—
Leasing		25,476	24,874	22,725	—	—	—	23,664	—	—	—	22,751	—
Residential property sales		8	14	4	—	—	—	6	—	—	—	5	—
Other		76	89	67	—	—	—	78	—	—	—	52	—
Eliminations / Corporate		201	541	590	—	—	—	1,015	—	—	—	957	—
Capex		65,002	23,691	25,682	—	—	—	28,793	—	—	—	46,390	—
Leasing		63,380	22,935	23,520	—	—	—	28,325	—	—	—	46,136	—
Residential property sales		0	4	0	—	—	—	5	—	—	—	3	—
Other		169	124	38	—	—	—	40	—	—	—	160	—
Eliminations / Corporate		1,451	626	2,122	—	—	—	421	—	—	—	90	—

Leasing

(Million yen)

		FY 2008	FY 2009	FY 2010	FY 2011				FY 2012				FY 2013
					1Q 2011/6	2Q 2011/9	3Q 2011/12	4Q 2012/3	1Q 2012/6	2Q 2012/9	3Q 2012/12	4Q 2013/3	Forecast
Operating revenue		99,928	98,092	92,608	22,623	45,724	68,364	91,069	26,565	49,848	72,306	94,509	97,400
Office / Commercial		91,927	90,758	85,807	21,119	42,545	63,700	84,713	25,152	46,839	67,909	88,621	—
Residential / Other		8,000	7,333	6,800	1,504	3,179	4,663	6,356	1,413	3,009	4,396	5,887	—
Rentable area (Office / Commercial)	㎡	1,154,905	1,138,997	1,149,628	1,161,340	1,184,898	1,172,915	1,168,526	1,170,522	1,184,119	1,184,069	1,199,215	—
Nationwide vacancy rate	%	3.1	6.4	5.7	6.0	5.7	5.7	5.4	5.6	5.3	5.8	6.5	—
Five wards of central Tokyo	%	2.8	6.5	3.6	3.7	2.7	2.0	2.0	2.5	2.7	3.9	4.0	—
NOI		64,277	61,480	56,722	—	—	—	54,318	—	—	—	56,397	56,500
Five wards of central Tokyo		34,673	33,445	31,305	—	—	—	29,907	—	—	—	29,121	—
Tokyo metropolitan area (except five wards of central Tokyo)		6,365	6,144	4,289	—	—	—	4,153	—	—	—	4,059	—
Other regions		23,238	21,891	21,128	—	—	—	20,257	—	—	—	23,216	—
Fair value of rental properties		—	—	1,180,817	—	—	—	1,155,467	—	—	—	1,159,902	—
Book value of rental properties		—	—	737,113	—	—	—	743,939	—	—	—	758,300	—

* NOI = Income for the leasing business - cost of sales for the 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.

Residential Property Sales

(Million yen)

		FY 2008	FY 2009	FY 2010	FY 2011				FY 2012				FY 2013
					1Q 2011/6	2Q 2011/9	3Q 2011/12	4Q 2012/3	1Q 2012/6	2Q 2012/9	3Q 2012/12	4Q 2013/3	Forecast
Operating revenue		32,688	41,643	41,725	2,758	11,164	15,282	28,484	11,083	22,043	25,803	54,939	70,800
Condominiums													
Operating revenue		24,846	30,677	31,627	1,417	9,586	12,246	22,392	10,742	17,636	21,130	47,372	—
Tokyo metropolitan area		14,731	15,959	22,948	1,013	7,559	9,016	16,330	6,604	11,086	12,916	27,979	—
Other regions		10,114	14,718	8,678	404	2,026	3,229	6,062	4,138	6,550	8,214	19,392	—
Units delivered	Units	563	843	717	30	204	246	458	168	330	413	1,052	1,300
Tokyo metropolitan area	Units	342	421	463	20	157	190	351	102	216	262	564	—
Other regions	Units	221	422	253	10	47	55	107	66	114	151	488	—
Completed in inventories	Units	335	267	91	96	100	78	99	76	160	106	207	—
Building Lots, etc.													
Operating revenue		7,842	9,040	7,785	1,341	1,577	3,036	4,099	340	4,407	4,672	6,618	—
Units / Lots delivered	Units / Lots	387	254	326	16	25	28	48	2	5	18	63	—
Completed in inventories	Units / Lots	91	42	27	27	18	16	14	12	19	52	37	—
Other													
Operating revenue		—	1,925	2,312	—	—	—	1,993	—	—	—	948	—
Units / Lots delivered	Units / Lots	—	2	1	—	—	—	1	—	—	—	1	—

* 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.

<Reference>

Development Projects

Urbannet Kanda Building	
・Location	3-6-2 Uchikanda Chiyoda-ku, Tokyo
・Company’s share	100%
・Site area	1,855㎡
・Commencement	July 2010
・Completion due	July 2012
・Total floor space	14,266㎡
・Structure	Steel structure; Partially steel-reinforced concrete structure
・Building scale	19 floors above ground and one below
・Main use	Office
・Company’s investment amount	21,480 million yen

Otemachi Financial City North Tower	
・Location	1-9-5 Otemachi Chiyoda-ku, Tokyo
・Company’s share	Non-disclosure (Four companies participate in the project as designated builders)
・Site area	Apporox. 14,100㎡ (North Tower and South Tower in total)
・Commencement	April 2010
・Completion due	October 2012
・Total floor space	Approx. 110,000㎡ (North Tower in total)
・Structure	Steel structure; Partially steel-reinforced concrete structure; Reinforced concrete structure
・Building scale	31 floors above ground and four below
・Main use	Office
・Company’s investment amount	14,667 million yen

Grand Front Osaka (South Block／North Block)	
・Location	Ofukacho Kita-ku, Osaka-shi Osaka
・Company’s share	Non-disclosure (The project is a joint project with 12 development companies.)
・Site area	43,168㎡ (South Block and North Block including leased land in total)
・Commencement	March 2010
・Completion	March 2013
・Total floor space	481,628㎡ (South Block and North Block in total)
・Structure	Steel structure; Partially steel-reinforced concrete structure; Reinforced concrete structure
・Building scale	South Block Tower A 38 floors above ground, three below and one penthouse North Block Tower B 38 floors above ground, three below and two penthouses Tower C 33 floors above ground, three below and two penthouses
・Main use	Office, commercial and hotel
・Company’s investment amount	50,450 million yen

*Excluding Grand Front Osaka Owner’s Tower (condominium)

Shibaura Water Reclamation Center
Upper-Level Section Redevelopment Project

・Location	1-2-6 Konan Minato-ku, Tokyo(lot number)
・Company's share	Non-disclosure (The project is a joint project with 4 development companies.)
・Site area	Approx. 49,547㎡ (in total)
・Commencement	February 2012
・Completion due	February 2015 (schedule)
・Total floor space	Approx. 205,785㎡ (in total)
・Structure	Steel structure; Partially reinforced concrete structure
・Building scale	32 floors above ground and one below
・Main use	Office and commercial
・Company's investment amount	40,600 million yen (schedule)

Overseas Properties

20 Finsbury Circus

・Location	20 Finsbury Circus, London EC2, U.K.
・Company's share	100%
・Date of acquisition	September 2012
・Leased floor space	86,427sqf (approx. 8,029㎡)
・Building Scale	7 floors above ground and one bellow
・Main use	Office
・Acquisition value	GBP 42.9 million (approx. 5,360 million yen) *Converted at the exchange rate of 125 yen per GBP

265 Strand

・Location	265 Strand, London WC2R 1BH, U.K.
・Company's share	100%
・Date of acquisition	April 2013
・Leased floor space	75,883sqf (approx. 7,049.6㎡)
・Building Scale	8 floors above ground and one bellow
・Main use	Office
・Acquisition value	GBP 77.0 million (approx. 11,550 million yen) *Converted at the exchange rate of 150 yen per GBP