



**Financial Highlights**  
**FY2011 Second Quarter (First Six Months)**  
**Ended Sep-30, 2011**

**Tokyu Land Corporation**



**The forecasts and other forward-looking statements in this report are based on currently available information and certain assumptions determined as rational. Actual performance may significantly differ from these forecasts due to various factors in the future.**

# FY2011 Q2 (First Six Months) Operating Results

Operating revenue and income decreased because of a decline in dividends from the sale of buildings by SPCs. Net income increased sharply given extraordinary income from the consolidation of SPCs.

(¥ billion)

Q2 First Six Months (ended Sep-30)	FY2010	FY2011	Comparison	※ Initial forecast	Projected change	Compared to the same period last year
Operating revenue	267.7	241.0	(26.6)	235.0	6.0	<input type="checkbox"/> Operating revenue Operating revenue decreased due to a fall both in dividends from the sale of buildings by SPCs and the sale of condominiums.
Operating income	39.5	16.6	(22.9)	10.0	6.6	
Non-operating income	0.5	0.7	0.3	—	—	
Non-operating expenses	4.0	8.6	4.6	—	—	<input type="checkbox"/> Operating income A fall in operating income resulted in part from decreased dividends from the sale of buildings by SPCs.
Ordinary income	36.0	8.7	(27.2)	2.0	6.7	<input type="checkbox"/> Net income Extraordinary income stood at ¥48.3 billion, reflecting the consolidation of SPCs. Extraordinary losses were ¥26.4 billion. Net income climbed ¥22.7 billion.
Extraordinary income	1.8	48.5	46.7	—	—	
Extraordinary losses	30.5	28.8	(1.7)	—	—	
Income before income taxes and minority interests	7.2	28.4	21.2	—	—	
Net income	2.2	24.8	22.7	20.5	4.3	

## Cash Flows

Net cash provided by (used in) operating activities	(3.9)	(6.8)	(2.9)	—	※[Note] Although we have revised the forecast for the first six months ended September 30, 2011 on October 18, 2011, the following is a comparison with the initial forecast announced on May 12, 2011. (The same will apply in the following pages.)
Net cash provided by (used in) investment activities	(102.7)	(3.3)	99.4	—	
Net cash provided by (used in) financing activities	94.7	0.9	(93.8)	—	
Cash and cash equivalents at end of period	34.9	54.0	19.1	—	

# FY2011 Q2 (First Six Months) Segment performance

Lower condominium sales in the Real Estate Sales segment and decreased dividends from the sale of buildings by SPCs resulted in a decline in operating revenue and operating income in the Leasing of Real Estate segment.

(¥ billion)

Q2 First Six Months (ended Sep-30)	FY2010	FY2011	Comparison	Initial forecast	Projected change	Compared to the same period last year
<b>Operating revenue</b>	267.7	241.0	(26.6)	235.0	6.0	<input type="checkbox"/> Real Estate Sales Both operating revenue and income declined as a result of lower condominium sales among other factors.
Real Estate Sales	59.7	32.8	(26.8)	27.4	5.5	
Contracted Construction	26.6	27.3	0.7	26.7	0.5	<input type="checkbox"/> Contracted Construction Increased revenues resulted from increased completion, primarily of custom-built houses.
Retail Sales	37.3	42.7	5.4	42.5	0.2	<input type="checkbox"/> Retail Sales New stores contributed to higher revenues and income despite a fall in revenues from existing stores (down 0.4% year on year).
Leasing of Real Estate	75.3	61.5	(13.7)	62.8	(1.3)	<input type="checkbox"/> Leasing of Real Estate Lower dividends from the sale of SPC building caused a decline in revenues and income.
Property Management	35.8	37.0	1.2	36.8	0.3	<input type="checkbox"/> Property Management Both revenues and income increased due to the expansion of stock under management and other factors.
Facility Operations	27.4	26.7	(0.7)	26.4	0.3	<input type="checkbox"/> Facility Operations Reduced expenses contributed to increased income despite lower revenues from golf courses and other operations affected by the Great East Japan earthquake.
Real Estate Agents	19.1	17.6	(1.5)	17.4	0.3	<input type="checkbox"/> Real Estate Agents Both revenues and income decreased as a result of reduced consignment sales in reaction to the delivery of large properties in the previous fiscal year.
Other	3.5	3.6	0.1	3.4	0.2	
Elimination	(17.0)	(8.2)	8.7	(8.2)	0.0	
<b>Operating income</b>	39.5	16.6	(22.9)	10.0	6.6	
Real Estate Sales	1.7	(0.4)	(2.1)	(0.5)	0.1	
Contracted Construction	(0.7)	(0.9)	(0.2)	(1.2)	0.3	
Retail Sales	0.4	0.8	0.4	0.2	0.6	
Leasing of Real Estate	37.4	18.1	(19.2)	15.0	3.1	
Property Management	2.3	2.4	0.0	2.4	(0.0)	
Facility Operations	(0.7)	(0.7)	0.1	(2.5)	1.8	
Real Estate Agents	2.0	0.1	(1.8)	(0.2)	0.3	
Other	0.0	(0.2)	(0.2)	(0.4)	0.2	
Adjustment	(2.9)	(2.6)	0.2	(2.8)	0.2	

# Summary of balance sheets

Increase assets and Interest-bearing debt due to the consolidation of SPCs.

(¥ billion)

	FY2010	FY2011	
	As of Mar-31, 2011	As of Sep-30, 2011	Comparison
Cash and deposits	42.4	51.5	9.1
Real estate for sale	155.7	173.9	18.3
Property and equipment, Intangible assets	597.5	1,326.9	729.3
Other investments	80.3	79.0	(1.3)
Equity investment in SPCs	195.6	9.9	(185.7)
Accounts receivable etc.	45.4	21.8	(23.6)
Other	44.5	55.0	10.5
<b>Total assets</b>	<b>1,161.4</b>	<b>1,718.1</b>	<b>556.6</b>
<b>Interest-bearing Debt</b>	<b>559.8</b>	<b>1,076.5</b>	<b>516.7</b>
Guarantee and lease deposits received	151.8	158.7	7.0
Deposits etc.	47.6	44.0	(3.6)
Trade payables etc.	80.7	45.8	(34.9)
Other	81.7	128.8	47.0
<b>Total liabilities</b>	<b>921.6</b>	<b>1,453.8</b>	<b>532.3</b>
<b>Equity</b>	<b>208.6</b>	<b>231.6</b>	<b>23.0</b>
Minority interests	31.2	32.6	1.4
<b>Total net assets</b>	<b>239.8</b>	<b>264.2</b>	<b>24.4</b>

□Property and equipment, Intangible assets  
Increase ¥742.1 billion, as a result of the inclusion of properties held through SPCs in the consolidated statements. [Reference]

Market value appraisal for leased properties

※As of Mar-2011

Year-end book value: 345.3

Market value: 393.1

Difference: +47.9

□Equity investment in SPCs

Declined ¥185.6 billion due to the consolidation of SPCs

□Interest-bearing Debt

Increased ¥508.3 billion due to the consolidation of SPCs

Borrowings at SPCs totaled ¥584.3 billion.

□DE ratio

2.7×→4.6×

□Equity ratio

13.5% (As of Mar-2011, 18.0%)



# FY2011 Forecast (Operating Results)

Net income is expected to rise sharply, reflecting the inclusion of SPCs in consolidated subsidiaries and the recording of extraordinary income and losses.

(¥ billion)

Full-year (ended Mar-31)	FY2010 Mar-2011	FY2011 Mar-2012 Forecast	Comparison	Initial Forecast	Projected Change	
Operating Revenue	571.4	555.0	(16.4)	555.0	—	<input type="checkbox"/> Operating Revenue Operating revenue is likely to fall, mainly due to lower distributions from the sale of buildings by SPCs, and a decline in sales of condominiums.
Operating income	62.5	43.0	(19.5)	40.0	3.0	<input type="checkbox"/> Operating income Despite reduced loss write-offs, etc., decreased dividends from the sale of buildings by SPCs and other factors will cause a fall in income.
Non-operating income	1.0	—	—	—	—	
Non-operating expenses	8.6	—	—	—	—	
Ordinary income	54.9	27.0	(27.9)	21.0	6.0	<input type="checkbox"/> Net income Net income should increase, reflecting the recording of an extraordinary income of ¥48.3 billion and extraordinary losses of ¥26.4 billion as a result of the inclusion of the SPCs in the consolidated subsidiaries.
Extraordinary income	2.2	—	—	—	—	
Extraordinary losses	35.6	—	—	—	—	
Income before income taxes	21.6	—	—	—	—	
Net income	11.6	31.0	19.4	31.0	—	<input type="checkbox"/> Total assets and Interest-bearing Debt Total assets and interest-bearing debt are expected to rise significantly with the inclusion of the SPCs in the consolidated subsidiaries. (Given the inclusion of the SPCs in the consolidated subsidiaries, assets and nonrecourse loan will rise by ¥578.9 and 508.3 respectively.)
Total assets	1,161.4	—	—	—	—	
Interest-bearing Debt	559.8	1,075.0	515.2	1,080.0	(5.0)	<input type="checkbox"/> DE ratio The DE ratio is set to rise from 2.7 to 4.6, given higher interest-bearing debt.
Equity	208.6	—	—	—	—	
Equity ratio	18.0%	—	—	—	—	
DE ratio	2.7	4.6	—	4.6	—	
Dividends per share	¥7.0	¥7.0	—	7.0円	—	<input type="checkbox"/> Dividends per share Annual dividends of ¥7 per share are expected to continue to be paid.
Dividend payout ratio	32.1%	12.0%	(20.1)P	12.0%	—	

## FY2011 Forecast (Segment performance)

Operating income should rise in the Real Estate Sales segment, mainly due to a decline in loss on valuation of inventories, while operating income is expected to fall in the Leasing of Real Estate segment, mainly reflecting a fall in distributions from the sale of buildings by the SPCs.

(¥ billion)

	FY2010 Mar-2011	FY2011 Mar-2012 Forecast	Comparison	Initial Forecast	Projected Change	
Operating Revenue	571.4	555.0	(16.4)	555.0	—	<input type="checkbox"/> Real Estate Sales Operating revenue is likely to fall, mainly because of a decline in the number of condominium units sold. Operating income is expected to rise, chiefly given a decrease in loss on valuation of inventories.
Real Estate Sales	142.7	119.8	(22.8)	117.5	2.3	<input type="checkbox"/> Contracted Construction Both revenues and income are expected to rise, mainly because of an increase in the construction of common areas in condominiums.
Contracted Construction	61.6	66.5	4.9	66.5	0.0	<input type="checkbox"/> Retail Sales Both revenues and income are expected to rise, given higher revenues from existing stores (up 1.5% year on year) and the opening of 3 new stores.
Retail Sales	75.6	87.4	11.8	87.2	0.2	<input type="checkbox"/> Leasing of Real Estate Both revenues and income are likely to fall, mainly reflecting a fall in distributions from the sales of buildings by SPCs.
Leasing of Real Estate	140.1	123.6	(16.5)	126.9	(3.3)	<input type="checkbox"/> Property Management Operating revenue should rise, but operating income is likely to fall, given a rise in expenses for improving the quality of services and other products.
Property Management	72.9	74.0	1.1	74.5	(0.5)	<input type="checkbox"/> Facility Operations Reduced revenues from ski resorts are expected, causing a fall in income despite increased revenues from the sale of senior housing.
Facility Operations	57.9	59.8	1.9	60.1	(0.3)	<input type="checkbox"/> Real Estate Agents Revenue from real-estate sales agents is expected to rise, but operating income is likely to fall, given lower consignment sales.
Real Estate Agents	37.9	37.9	0.0	37.4	0.6	
Other	7.5	8.0	0.6	7.8	0.2	
Adjustment	(24.7)	(22.1)	2.7	(22.9)	0.8	
Operating income	62.5	43.0	(19.5)	40.0	3.0	
Real Estate Sales	(1.6)	5.9	7.6	5.9	0.1	
Contracted Construction	0.0	0.5	0.5	0.5	—	
Retail Sales	0.8	1.6	0.8	1.3	0.3	
Leasing of Real Estate	59.7	33.0	(26.6)	30.9	2.1	
Property Management	5.1	4.9	(0.2)	4.9	0.0	
Facility Operations	0.9	0.7	(0.3)	0.3	0.4	
Real Estate Agents	3.0	2.5	(0.4)	2.4	0.1	
Other	0.2	0.0	(0.2)	(0.1)	0.1	
Adjustment	(5.6)	(6.2)	(0.5)	(6.1)	(0.1)	

# Leasing of Real Estate (1) FY2011 Q2 (First Six Months)

Q2: Decrease revenues and income FY2011: Decrease revenues and income

(¥billion)

Second Quarter First Six Months	FY2010 Q2(Apr-Sep)	FY2011 Q2(Apr-Sep)	Comparison	Initial forecast	Comparison
Operating revenue ※1	75.3	61.5	(13.7)	62.8	(1.3)
Owned ※2	—	32.2	—	—	—
Leased etc. ※3	—	6.2	—	—	—
Subsidiaries and others ※4	—	23.2	—	—	—
Operating income	37.4	18.1	(19.2)	15.0	3.1

Full-year	FY2010	FY2011 forecast	Comparison	Initial forecast	Comparison
Operating revenue ※1	140.1	123.6	(16.5)	126.9	(3.3)
Owned ※2	—	63.3	—	62.3	1.0
Leased etc. ※3	—	12.0	—	13.7	(1.7)
Subsidiaries and others ※4	—	48.3	—	50.9	(2.7)
Operating income	59.7	33.0	(26.6)	30.9	2.1

\*1: Due to the consolidation of silent partnerships, etc., we have changed the presentation method for breakdown of operating revenue.

\*2: Owned is office buildings and commercial facilities, etc. owned by the parent company and those owned by consolidated silent partnerships, etc.

\*3: Leased etc. is leases of the parent company, and businesses of non-consolidated silent partnerships, etc.

\*4: Subsidiaries and others is subsidiaries etc. other than consolidated silent partnerships, etc.

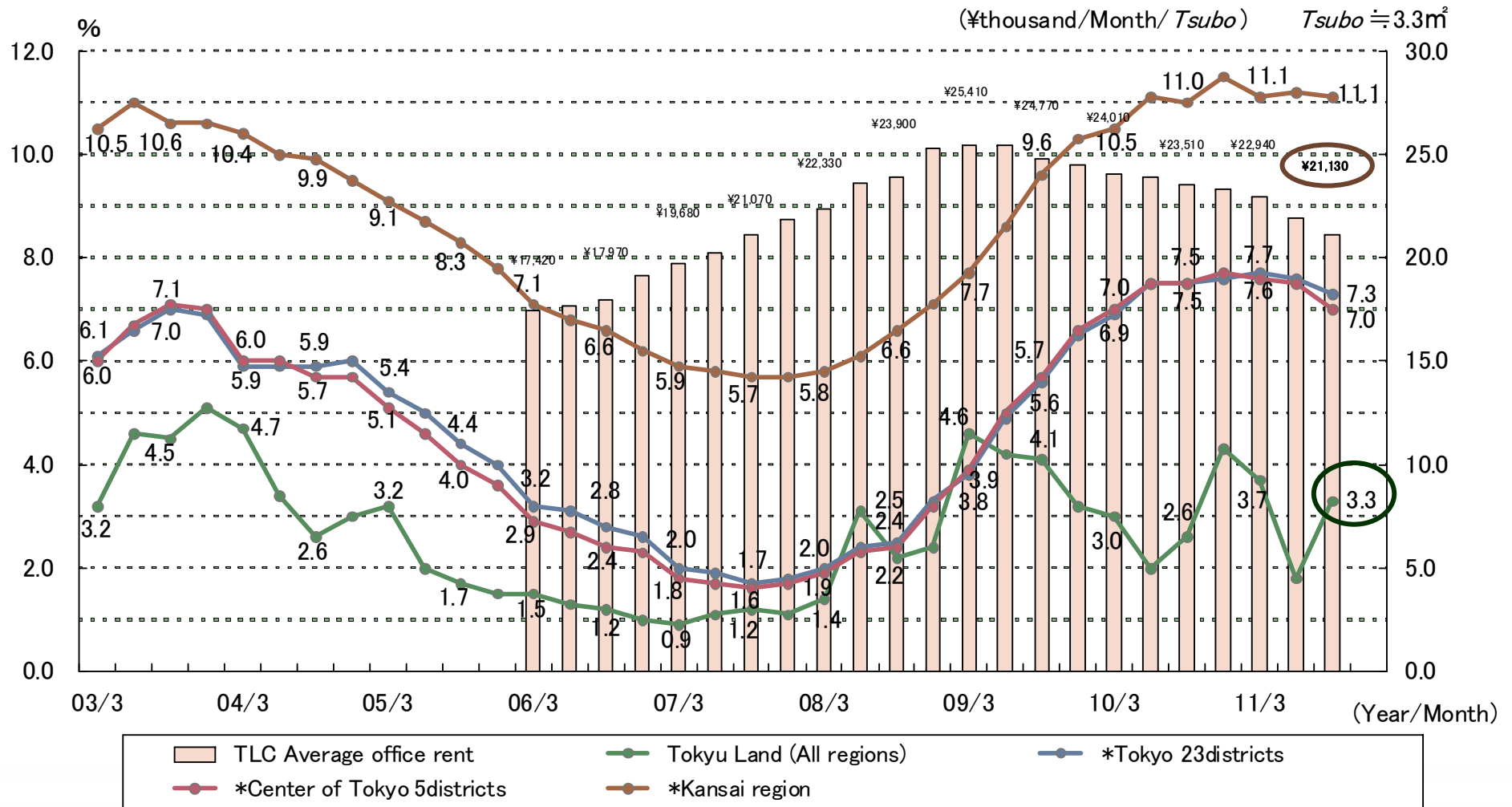


## Leasing of Real Estate (2) New projects

	Projects	Floor space (1,000m <sup>2</sup> )	Open
09	Shibuya Place	4	Aug-09
	Saclass Totsuka (Subleased)	48	Nov-09
10	Totsuka Tokyu Plaza (Owned)	71	Apr-10
	Kasumigaseki Tokyu Building	19	Nov-10
	FutakoTamagawa Rise office (Owned,Share30%)	28	Dec-10
	Shibuya Center Place	7	Feb-11
	FutakoTamagawa Rise SC (Owned,Share30%)	116	Mar-11
	Osaka Komatsubara ✕Sold in Mar-2011	20	Mar-11
11	Abeno Market Park Q's MALL (Subleased and Owned)	123	Apr-11
	Luogo Shiodome	9	Aug-11
	Ikebukuro Higashiguchi Project	5	Nov-11
12	Omotesando Project	12	FY2012
	Minamiaoyama 3-1 Project	8	FY2012
	Meguro 1-chome Project	22	FY2012

# Leasing of Real Estate (3) Vacancy Rate and Rent [Parent company]

As of Sep-30, 2011 Vacancy rate 3.3% (Tenants actually moving in and out, including SPCs, Office buildings and commercial facilities)



# Real Estate Sales (1) FY2011 Q2 (First Six Months)

Q2: Decrease revenues and income FY2011: Decrease revenues and increase income

(¥billion)

Second Quarter First Six Months	FY2010 Q2(Apr-Sep)	FY2011 Q2(Apr-Sep)	Comparison
Operating revenue	59.7	32.8	(26.8)
Parent company	56.1	29.0	(27.0)
Condominiums	48.2	21.3	(26.9)
Detached housing	3.3	2.1	(1.2)
Country houses	0.7	1.6	0.8
Others	3.9	4.1	0.2
Subsidiaries	3.6	3.8	0.2
Operating income	1.7	(0.4)	(2.1)

Initial forecast	Comparison
27.4	5.5
—	—
—	—
—	—
—	—
—	—
(0.5)	0.1

Full-year	FY2010	FY2011 forecast	Comparison
Operating revenue	142.7	119.8	(22.8)
Parent company	132.3	106.7	(25.5)
Condominiums	102.2	92.3	(9.8)
Detached housing	9.5	4.4	(5.0)
Country houses	4.7	2.0	(2.8)
Others	15.9	8.0	(7.9)
Subsidiaries	10.4	13.1	2.7
Operating income	(1.6)	5.9	7.6

Initial forecast	Comparison
117.5	2.3
103.9	2.8
90.4	1.9
5.9	(1.5)
2.2	(0.2)
5.4	2.6
13.6	(0.5)
5.9	0.1

# Real Estate Sales (2) Outline of plan [Parent company]

※1 Includes block-sale properties ※2 Excludes block-sale properties

	No. of units sold	Beginning-of-year contract ratio	Year-end inventory of completed units	Major derevery condo			Purchase of land for sales (¥ billion)	
				Revenue (¥ billion)	Name	Units for sale		Share
Condominiums	FY2010	2,637units 102.2 from the previous year +18.5	44% ※2	220units	FUTAKO TAMAGAWA rise Branz City Kōnandai QUALIA Nihonbashi Hamachō Osaka Fukushima Tower	922 175 59 487	30% 100% 100% 30%	40.7 (2,453units)
	FY2011 Forecast	2,459units (Plan) 92.3 (Plan) from the previous year (9.9)	33%→76% (As of Sep-30, 2011) ※2	139units (As of Sep-30, 2011)	Branz Minami Yukigaya Branz Aobadai 2chome Branz Shinonome Branz City Miyakojima Tomobuchi-cho	90 63 144 289	90% 100% 100% 65%	52.5 (Plan) Q2: 17.0 (1,262units)
	FY2012 Forecast	Acquired land for total about 5,500units to be delivered on or after next year			Exlus Tower Musashi-Kosugi Cross Air Tower Waterras Tower Residence	300 443 253	29% 30% 20%	

	Book Value (¥ billion)	Number of projects	Main buildings			Purchase of land for sales (¥ billion)
buildings for sale	25.7 (As of Sep-30, 2011)	8				Q2: 7.6
			Yoyogi place	Nishigotanda2 Project	JT Ebisu minami	

# Facility Operations (1) FY2011 Q2 (First Six Months)

Q2: Decrease revenues and increase income FY2011: Increase revenues and Decrease income

(¥billion)

Second Quarter First Six Months	FY2010 Q2(Apr-Sep)	FY2011 Q2(Apr-Sep)	Comparison
Operating revenue	27.4	26.7	(0.7)
Golf course	5.5	5.2	(0.3)
Harvest Club	6.4	6.1	(0.3)
Oasis(Sports Clubs)	7.2	7.1	(0.1)
Ski resort	2.5	2.1	(0.4)
Senior housing	2.0	2.5	0.5
Other	3.8	3.7	(0.1)
Operating income	(0.7)	(0.7)	0.1

Initial forecast	Comparison
26.4	0.3
※Effect of the Great East Japan Earthquake	
Operating revenue	(1.5) (1.9)
Operating income	(0.4) (1.4)
(2.5)	1.8

Full-year	FY2010	FY2011 forecast	Comparison
Operating revenue	57.9	59.8	1.9
Golf course	9.7	9.8	0.1
Harvest Club	12.0	11.7	(0.3)
Oasis(Sports Clubs)	14.1	14.3	0.2
Ski resort	10.3	10.1	(0.3)
Senior housing	4.7	6.1	1.4
Other	7.0	7.7	0.7
Operating income	0.9	0.7	(0.3)

Initial forecast	Comparison
60.1	(0.3)
9.8	0.0
11.8	(0.1)
14.3	(0.0)
10.6	(0.5)
6.3	(0.2)
7.2	0.5
0.3	0.4



# Facility Operations (2) New Projects

Harvest Club Atami Izusan & VIALA Commencement of supply : July, 2011



Image of the external appearance of the buildings

**Tokyu Harvest Club Atami Izusan & VIALA**  
(Atami-shi, Shizuoka around five minutes by car from Atami station)

Number of guest rooms: 182 (HVC: 125; VIALA: 47)

Area of guest rooms: 37 m<sup>2</sup> to 63 m<sup>2</sup> (HVC)  
50 m<sup>2</sup> to 120 m<sup>2</sup> (VIALA)

Structure: Reinforced concrete structure (partly steel framed construction),  
five stories above ground and four below

Site area: 28,507.78 m<sup>2</sup>

Total floor area: 32,990.67 m<sup>2</sup>

Commencement of operation: Early August 2013 (plan)



Image of the viewing deck



Image of the dining and fireworks off the coast of Atami

## Other Segments FY2011 Q2 (First Six Months)

(¥billion)

		FY2010	FY2011	Comparison	Initial forecast	Comparison
<b>Contracted Construction</b>						
Q2 results	Operating revenue	26.6	27.3	0.7	26.7	0.5
	Operating income	(0.7)	(0.9)	(0.2)	(1.2)	0.3
Full-year※	Operating revenue	61.6	66.5	4.9	66.5	0.0
	Operating income	0.0	0.5	0.5	0.5	—
<b>Retail Sales</b>						
Q2 results	Operating revenue	37.3	42.7	5.4	42.5	0.2
	Operating income	0.4	0.8	0.4	0.2	0.6
Full-year※	Operating revenue	75.6	87.4	11.8	87.2	0.2
	Operating income	0.8	1.6	0.8	1.3	0.3
<b>Property Management</b>						
Q2 results	Operating revenue	35.8	37.0	1.2	36.8	0.3
	Operating income	2.3	2.4	0.0	2.4	(0.0)
Full-year※	Operating revenue	72.9	74.0	1.1	74.5	(0.5)
	Operating income	5.1	4.9	(0.2)	4.9	0.0
<b>Real Estate Agents</b>						
Q2 results	Operating revenue	19.1	17.6	(1.5)	17.4	0.3
	Operating income	2.0	0.1	(1.8)	(0.2)	0.3
Full-year※	Operating revenue	37.9	37.9	0.0	37.4	0.6
	Operating income	3.0	2.5	(0.4)	2.4	0.1
<b>Other</b>						
Q2 results	Operating revenue	3.5	3.6	0.1	3.4	0.2
	Operating income	0.0	(0.2)	(0.2)	(0.4)	0.2
Full-year※	Operating revenue	7.5	8.0	0.6	7.8	0.2
	Operating income	0.2	0.0	(0.2)	(0.1)	0.1

※The figures for the year ending March 2012 are forecasts and those for the year ended March 2011 are actual results.