



**Financial Highlights**  
**FY2012 Second Quarter (First Six Months)**  
**Ended Sep-30, 2012**

**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. Consequently, the statements herein do not constitute assurances regarding actual results by the Company. Actual performance may significantly differ from these forecasts due to various factors in the future.**

# FY2012 Q2 (First Six Months) Operating Results

Operating revenue and income rose mainly because of sales to a REIT and the start of new operations.  
Net income declined, given the recording extraordinary income from the consolidation of SPCs for the previous term.

(¥ billion)

	Q2 First Six Months (ended Sep-30)			Full-year (ended Mar-31)		Progress	Compared to the same period last year
	FY2011	FY2012	Comparison	FY2011	※FY2012 Forecast		
Operating revenue	241.0	286.5	45.5	556.8	600.0	47.8%	<input type="checkbox"/> Operating revenue Operating revenue rose, mainly reflecting sales of inventories to a REIT.  <input type="checkbox"/> Operating income Operating income increased in the Real Estate Sales and the Leasing of Real Estate segments.  <input type="checkbox"/> Net income Net income declined, reflecting the recording of [¥22.0 billion] in extraordinary income for the previous term due to the consolidation of SPCs, offsetting the posting [¥8.4 billion] in extraordinary income attributable to sales to a REIT.  <input type="checkbox"/> Total assets (Compared to the end of the previous fiscal year) Total assets and interest-bearing debt declined, reflecting sales to a REIT.  <input type="checkbox"/> DE ratio (Compared to the end of the previous fiscal year) The DE ratio declined from 4.4 to 3.7 because of a decline in interest-bearing debt.  ※ On November 17, 2012, we partially amended our full-year consolidated results forecasts. For the full-year forecasts, the forecasts after the revision are stated (same in all pages).
Operating income	16.6	23.0	6.4	50.1	51.0	45.1%	
Non-operating income	0.7	0.7	(0.1)	1.4	—	—	
Non-operating expenses	8.6	7.1	(1.5)	16.6	—	—	
Ordinary income	8.7	16.5	7.8	34.9	38.0	43.5%	
Extraordinary income	48.5	11.0	(37.5)	49.0	—	—	
Extraordinary losses	28.8	3.1	(25.7)	41.7	—	—	
Income before income taxes and minority interests	28.4	24.4	(4.0)	42.2	—	—	
Net income	24.8	14.2	(10.6)	34.2	20.0	71.0%	
Total assets	1,718.1	1,610.1	(108.0)	1,744.8	—	—	
Interest-bearing Debt	1,076.5	934.7	(141.8)	1,064.0	975.0	—	
Equity	231.6	252.9	21.4	240.8	—	—	
Equity ratio	13.5%	15.7%	2.2P	13.8%	—	—	
DE ratio	4.6	3.7	(1.0)	4.4	3.8	—	
Net cash provided by (used in)	(6.8)	22.0	28.8	44.9	—	—	
Net cash provided by (used in)	(3.3)	103.5	106.8	(28.8)	—	—	
Net cash provided by (used in)	0.9	(128.5)	(129.4)	(16.4)	—	—	
Cash and cash equivalents at end of period	54.0	58.9	4.9	64.2	—	—	

[Note] Figures in brackets in the table show amounts posted, and figures with the mark + or figures in parentheses show increases or decreases.  
(The same will apply in the following pages.)

# FY2012 Q2 (First Six Months) Segment performance

Both operating revenue and operating income increased in six segments, including Real Estate Sales and Leasing of Real Estate.

(¥ billion)

	Q2 First Six Months (ended Sep-30)			Full-year (ended Mar-31)		Progress	Compared to the same period last year
	FY2011	FY2012	Comparison	FY2011	FY2012 Forecast		
<b>Operating revenue</b>	241.0	286.5	45.5	556.8	600.0	47.8%	<p>□Real Estate Sales Operating revenue increased mainly because of the sale of inventories to a REIT, and operating income rose, attributable chiefly to the higher profit margin on condominiums.</p> <p>□Contracted Construction Both operating revenue and operating income rose, primarily due to a rise in the completion of the construction of common areas in condominium and renovation work.</p> <p>□Retail Sales Both operating revenue and operating income decreased, primarily reflecting lower revenues from existing stores.</p> <p>□Leasing of Real Estate Both operating revenue and operating income increased, mainly due to the start of new operations and income from operations related to a REIT.</p> <p>□Property Management Both operating revenue and operating income climbed, mainly reflecting the expansion of stock under management.</p> <p>□Facility Operations Both operating revenue and operating income rose, primarily reflecting a recovery in the number of visitors to Harvest Club and ski resorts and the improved performance of senior housing.</p> <p>□Real Estate Agents Both operating revenue and operating income increased, reflecting increases in the number of transactions for both the retail and wholesale businesses.</p>
Real Estate Sales	32.8	69.0	36.2	116.3	146.3	47.2%	
Contracted Construction	27.3	30.6	3.3	66.7	71.0	43.1%	
Retail Sales	42.7	40.9	(1.8)	85.3	87.1	47.0%	
Leasing of Real Estate	61.5	65.5	4.0	125.3	126.1	51.9%	
Property Management	37.0	37.9	0.9	74.7	76.1	49.8%	
Facility Operations	26.7	27.2	0.5	59.6	59.9	45.4%	
Real Estate Agents	17.6	19.3	1.6	37.7	41.7	46.2%	
Other	3.6	4.0	0.4	7.7	8.7	45.5%	
Elimination	(8.2)	(7.9)	0.3	(16.5)	(16.8)	—	
<b>Operating income</b>	16.6	23.0	6.4	50.1	51.0	45.1%	
Real Estate Sales	(0.4)	2.5	3.0	6.7	9.6	26.3%	
Contracted Construction	(0.9)	(0.2)	0.7	0.9	1.7	—	
Retail Sales	0.8	0.2	(0.6)	1.8	1.8	11.7%	
Leasing of Real Estate	18.1	19.5	1.4	35.3	33.2	58.9%	
Property Management	2.4	2.5	0.2	4.9	5.1	49.7%	
Facility Operations	(0.7)	0.0	0.7	3.0	2.4	1.9%	
Real Estate Agents	0.1	1.2	1.0	2.9	3.9	30.0%	
Other	(0.2)	(0.1)	0.1	0.2	(0.3)	—	
Elimination	(2.6)	(2.7)	(0.0)	(5.7)	(6.3)	—	

# Sales of real estate to Activia Properties Inc.

		Leasing of Real Estate [12properties]	Real Estate Sales [6properties]
Sale price		¥137.2billion	¥33.2billion
Income and losses due to transfer	13/3 Q1	<p>Extraordinary income ¥8.4billion [Gain on sales of noncurrent assets]</p> <p>Extraordinary loss ¥60million (※) [Loss on sales of noncurrent assets ] (※) An impairment loss of ¥12.5 billion was recorded in FY2011.</p>	<p>Operating revenue ¥33.2billion</p> <p>Operating cost ¥31.9billion</p>
	List of properties	<p>Tokyu Plaza Omotesando Harajyuku [share 75%]</p> <p>Tokyu Plaza Akasaka [share 50%]</p> <p>Ebisu Q Plaza</p> <p>Shimbashi Place</p> <p>Kyoto Karasuma Parking</p> <p>icot Nakamozu</p> <p>icot TAMA CENTER</p>	<p>COCOE Amagasaki [Limited proprietary right of the land] ※</p> <p>icot Mizonokuchi</p> <p>icot Kongo</p> <p>※The Company owns the building with land lease rights as its noncurrent assets.</p>
	Office buildings	<p>TLC Ebisu Building</p> <p>Aoyama Plaza</p> <p>Luogo Shiodome</p> <p>A-PLACE Ikebukuro</p> <p>Kanayama Center Place</p>	<p>A-PLACE Ebisu Minami</p> <p>Yoyogi Place</p> <p>Tokyo Kikai Seisakusho, Ltd. Head Office building</p>



# Summary of balance sheets

Property and equipment, intangible assets, and interest-bearing debt declined, mainly reflecting sales to a REIT.

(¥ billion)

	FY2011	FY2012	
	As of Mar-31, 2012	As of Sep-30, 2012	Comparison
Cash and deposits	60.6	51.9	(8.6)
Real estate for sale	172.7	146.5	(26.1)
Property and equipment, Intangible assets	1,334.2	1,220.5	(113.6)
Other investments	91.2	103.0	11.8
Accounts receivable etc.	25.2	21.1	(4.1)
Other	60.9	67.0	6.1
<b>Total assets</b>	<b>1,744.8</b>	<b>1,610.1</b>	<b>(134.7)</b>
<b>Interest-bearing Debt</b>	<b>1,064.0</b>	<b>934.7</b>	<b>(129.3)</b>
Guarantee and lease deposits received	164.8	174.4	9.5
Deposits etc.	45.0	32.9	(12.0)
Trade payables etc.	79.6	59.8	(19.8)
Other	116.0	119.8	3.8
<b>Total liabilities</b>	<b>1,469.4</b>	<b>1,321.6</b>	<b>(147.8)</b>
<b>Equity</b>	<b>240.8</b>	<b>252.9</b>	<b>12.1</b>
Minority interests	34.5	35.5	1.0
<b>Total net assets</b>	<b>275.3</b>	<b>288.5</b>	<b>13.1</b>

Real estate for sale  
Declined ¥31.9 billion, due to sales to a REIT

Property and equipment, Intangible assets  
Declined ¥128.7 billion, due to sales to a REIT

[Reference]  
Market value appraisal for leased properties  
(As of Mar-31, 2012)  
Year-end book value: ¥866.8 billion  
Market value: ¥909.1 billion  
Difference: + ¥42.4 billion

Interest-bearing Debt  
Declined ¥129.3 billion, mainly due to sales to a REIT  
Borrowings at SPCs totaled ¥486.3 billion.

DE ratio  
4.4 × → 3.7 ×

Equity ratio  
15.7% (As of Mar-2012, 13.8%)

# FY2012 Forecast (Operating Results)

Both revenues and income is expected to rise due to increase of revenues in the Real Estate Sales segment. Net income is likely to decrease reflecting the absence of extraordinary income and losses associated with the consolidation of the SPCs in the previous fiscal year.

(¥ billion)

Full-year (ended Mar-31)	FY2011 Mar-2012	FY2012 Mar-2013 Forecast	Comparison	Initial Forecast	Projected Change	
Operating Revenue	556.8	600.0	43.2	600.0	—	<input type="checkbox"/> Operating Revenue Operating revenue is expected to increase, mainly because of the sale of inventories to a REIT and an increase in sales of condominiums.
Operating income	50.1	51.0	0.9	51.0	—	<input type="checkbox"/> Operating income Operating income is likely to increase, reflecting higher revenues in the Real Estate Sales segment among other factors.
Non-operating income	1.4	—	—	—	—	
Non-operating expenses	16.6	—	—	—	—	
Ordinary income	34.9	38.0	3.1	38.0	—	<input type="checkbox"/> Ordinary income Ordinary income will increase given reduction in interest-bearing debt.
Extraordinary income	49.0	—	—	—	—	
Extraordinary losses	41.7	—	—	—	—	
Income before income taxes	42.2	—	—	—	—	<input type="checkbox"/> Net income Net income is expected to decline, chiefly in reaction to extraordinary income (¥22.0 billion) posted in the previous term with the consolidation of SPCs.
Net income	34.2	20.0	(14.2)	16.0	4.0	
Total assets	1,744.8	—	—	—	—	<input type="checkbox"/> Total assets and Interest-bearing Debt Interest-bearing debt to be reduced associated with sales to a REIT.
Interest-bearing Debt	1,064.0	975.0	(89.0)	975.0	—	
Equity	240.8	—	—	—	—	<input type="checkbox"/> DE ratio DE ratio to be lowered from 4.4× → 3.8×, given a reduction in interest-bearing debt, etc.
Equity ratio	13.8%	—	—	—	—	
DE ratio	4.4	3.8	—	3.9	—	
Dividends per share	¥7.0	¥7.0	—	¥7.0	—	<input type="checkbox"/> Dividends per share Annual dividends of ¥7.0 per share are expected to continue to be paid.
Dividend payout ratio	10.9%	18.6%	7.7P	23.2%	△ 4.6P	

# FY2012 Forecast (Segment performance)

Both revenues and income are expected to increase due to sales to a REIT and an increase in sales of condominiums.

(¥ billion)

Full-year (ended Mar-31)	FY2011 Mar-2012	FY2012 Mar-2013 Forecast	Comparison	Initial Forecast	Projected Change	
Operating Revenue	556.8	600.0	43.2	600.0	—	<input type="checkbox"/> Real Estate Sales Operating revenue is expected to increase, mainly given higher revenues due to the sale of inventory to a REIT, higher sales of condominiums, and a fall in valuation losses.
Real Estate Sales	116.3	146.3	30.0	150.6	(4.4)	<input type="checkbox"/> Contracted Construction Both operating revenue and operating income are set to rise, reflecting an increase in renovation work, among other factors
Contracted Construction	66.7	71.0	4.3	70.3	0.6	<input type="checkbox"/> Retail Sales Operating income is likely to decline slightly given lower revenues at existing stores, despite higher revenues attributable to new store openings and other factors.
Retail Sales	85.3	87.1	1.7	88.4	(1.3)	<input type="checkbox"/> Leasing of Real Estate Operating income will decrease, mainly reflecting the loss of income due to sales to a REIT, although operating revenue will increase slightly due in part to new operations.
Leasing of Real Estate	125.3	126.1	0.8	125.4	0.7	<input type="checkbox"/> Property Management Both revenues and income will rise with the expansion of stock under management and other factors.
Property Management	74.7	76.1	1.4	76.1	—	<input type="checkbox"/> Facility Operations Operating income is expected to decrease, mainly in reaction to cost cutting in the previous fiscal year to deal with the effect of the earthquake, despite a slight increase in revenues due to improved occupancy in senior housing and others.
Facility Operations	59.6	59.9	0.3	59.7	0.2	<input type="checkbox"/> Real Estate Agents Both revenues and income will rise, given an increase in revenue from real estate sales agents and higher consignment sales.
Real Estate Agents	37.7	41.7	4.0	40.8	0.9	
Other	7.7	8.7	1.0	8.7	0.0	
Adjustment	(16.5)	(16.8)	(0.3)	(20.0)	3.3	
Operating income	50.1	51.0	0.9	51.0	—	
Real Estate Sales	6.7	9.6	2.9	9.6	—	
Contracted Construction	0.9	1.7	0.8	1.7	0.0	
Retail Sales	1.8	1.8	(0.0)	2.0	(0.2)	
Leasing of Real Estate	35.3	33.2	(2.2)	33.0	0.2	
Property Management	4.9	5.1	0.2	5.1	—	
Facility Operations	3.0	2.4	(0.6)	2.0	0.4	
Real Estate Agents	2.9	3.9	1.0	3.7	0.1	
Other	0.2	(0.3)	(0.5)	0.0	(0.3)	
Adjustment	(5.7)	(6.3)	(0.6)	(6.0)	(0.3)	



## Leasing of Real Estate (1) FY2012 Q2 (First Six Months)

Q2: Increase revenues and income FY2012: Increase revenues and decrease income

(¥ billion)

Second Quarter First Six Months	FY2011 Q2(Apr-Sep)	FY2012 Q2(Apr-Sep)	Comparison	Progress
Operating revenue	61.5	65.5	4.0	51.9%
Owned ※1	32.2	33.1	0.9	
Leased etc. ※2	6.2	6.3	0.1	
Subsidiaries and others ※3	23.2	26.1	2.9	
Operating income	18.1	19.5	1.4	58.9%

Full-year	FY2011	FY2012 Forecast	Comparison	Initial forecast	Comparison
Operating revenue	125.3	126.1	0.8	125.4	0.7
Owned ※1	65.2	64.5	(0.7)	62.1	2.4
Leased etc. ※2	12.1	11.3	(0.8)	10.3	1.0
Subsidiaries and others ※3	48.0	50.3	2.3	53.0	(2.7)
Operating income	35.3	33.2	(2.2)	33.0	0.2

※1 Including consolidated SPCs ※2 Leases and non-consolidated SPC businesses ※3 Other subsidiaries and others

## Leasing of Real Estate (2) New projects

FY	Projects	Floor space※ (thousand m <sup>2</sup> )	Open
2011	Abeno Market Park Q's MALL (Subleased and Owned)	123	Apr-11
	Luogo Shiodome ※Sold in June, 2012	9	Aug-11
	A-PLACE Ikebukuro ※Sold in June, 2012	5	Nov-11
	COCOE Amagasaki Ryokuyu Shintoshin (Building with land lease rights)	164	Feb-12
	Shibuya Dogenzaka Tokyu (renamed from Shibuya Nomura Building)	13	Mar-12
2012	Tokyu Plaza Omotesando Harajuku ※Sold of 75% equity in June, 2012	12	Apr-12
	Spline Aoyama Tokyu Building	8	July-12
	(tentative name) Meguro 1-chome Project	22	FY2012
2014	(tentative name) Omotesando Project	9	FY2014
2015	Futako Tamagawa Rise (Phase II Project)	156	FY2015
	(tentative name) Ginza 5-chome Project	51	FY2015

※Floor space of all the projects (before taking our equity into account)

## Leasing of Real Estate (3) Ginza 5-chome Project (tentative name)



〈Former Ginza TS Building〉

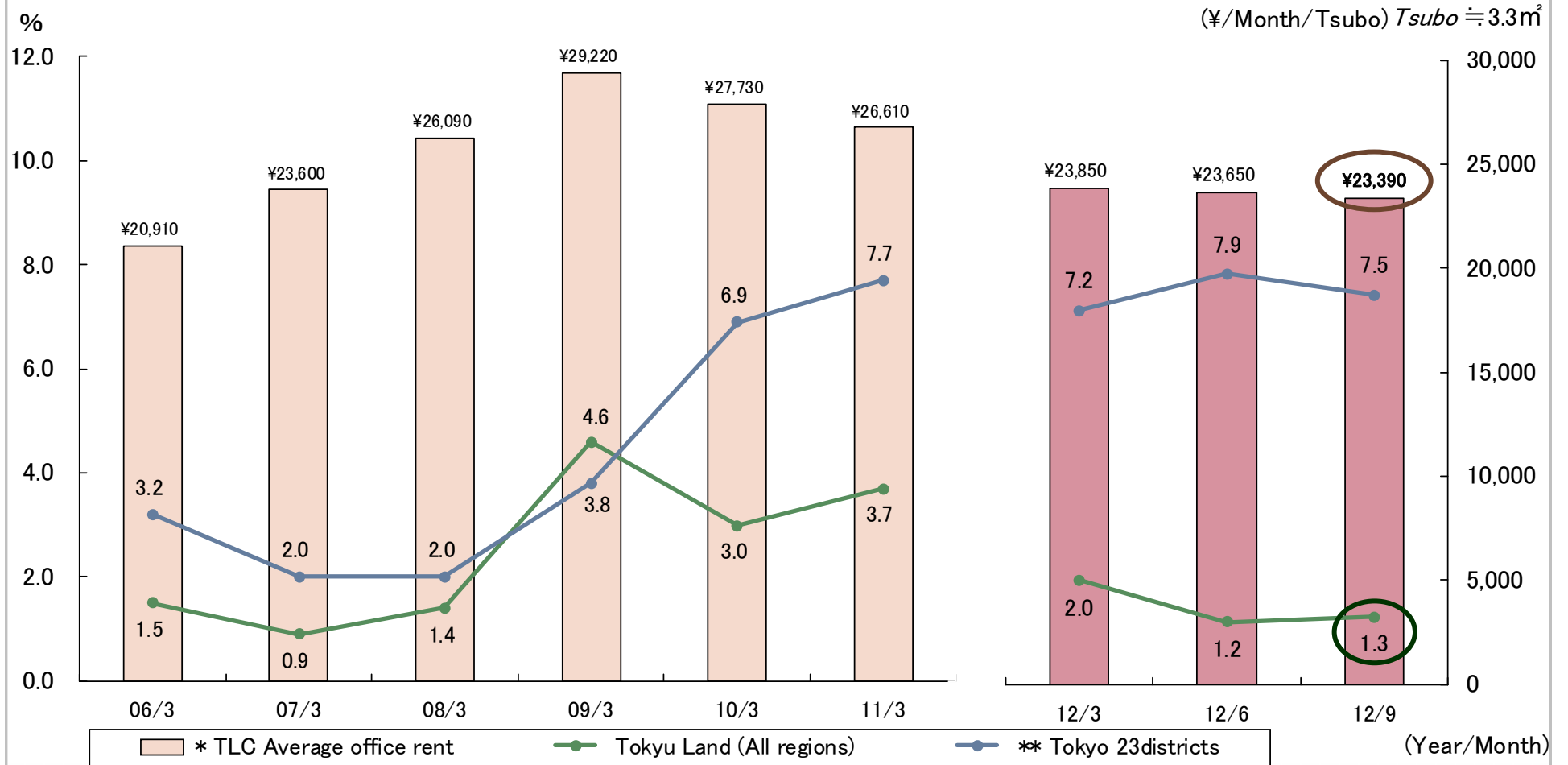
### Ginza 5cho-me Project (tentative name)

《Address》	Chuo-ku Ginza, Tokyo 5-2-1
《Usage》	Commercial
《Total Floor Area》	50,500m <sup>2</sup>
《Site area》	About 3,700 m <sup>2</sup>
《Number Floors》	11 Floors above ground 5 Floors below
《Height》	56m
《Completion》	January, 2016 (Plan)

# Leasing of Real Estate (4) Vacancy Rate and Rent [Parent company]

As of Sep-30, 2012 Vacancy rate 1.3%

(Tenants actually moving in and out, including SPCs, Office buildings and commercial facilities)



\* The average office rents of the Company presented include common area service expenses.

\*\* 「Tokyo 23districts」 ...Date Source :CBRE K.K.「OFFICE MARKET REPORT」

# Real Estate Sales (1) FY2012 Q2 (First Six Months)

Q2: Increase revenues and income FY2012: Increase revenues and income

(¥billion)





Second Quarter First Six Months	FY2011 Q2(Apr-Sep)	FY2012 Q2(Apr-Sep)	Comparison	Progress
Operating revenue	32.8	69.0	36.2	47.2%
Parent company	29.0	65.2	36.1	
Condominiums	21.3	29.1	7.7	
Detached housing	2.1	1.4	(0.7)	
Country houses	1.6	0.2	(1.3)	
Others	4.1	34.5	30.4	
Subsidiaries	3.8	3.8	0.0	
Operating income	(0.4)	2.5	3.0	26.3%

Full-year	FY2011	FY2012 forecast	Comparison	Initial forecast	Comparison
Operating revenue	116.3	146.3	30.0	150.6	(4.4)
Parent company	105.8	138.3	32.5	141.9	(3.7)
Condominiums	91.2	99.5	8.2	102.0	(2.5)
Detached housing	4.5	3.2	(1.3)	3.5	(0.3)
Country houses	1.9	0.6	(1.2)	0.7	(0.1)
Others	8.2	35.0	26.8	35.8	(0.8)
Subsidiaries	10.5	8.0	(2.5)	8.7	(0.7)
Operating income	6.7	9.6	2.9	9.6	0.0



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

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

	FY	FY2011	FY2012 Forecast	FY2013 Forecast	FY2014 Forecast
<b>Condominiums</b> Number of units refers to the number of units for sale The figures for FY2014 are planned figures ( ) ownership ratio	No. of units sold	Total 2,426units ※1	Total 2,392units (Plan) ※1	Acquired land for total about 5,400units to be delivered on or after next year	—
	Revenue (¥ billion)	91.2 from the previous year (10.9)	99.5 (Plan) from the previous year +8.2		—
	Beginning-of-year contract ratio	33%→76% (As of Sep-30, 2011) ※2	43%→81% (As of Sep-30, 2012) ※2	—	—
	Year-end inventory of completed units	291	243 (As of Sep-30, 2012)	—	—
	Major derevery condo	Branz Minami Yukigaya 90units (90%) 	Exlus Tower Musashi-Kosugi 300units (29%) 	Branz 4-bancho 133units (85%) 	ATLAS BRANZ TOWER Mikawashima 313units (50%) 
		Branz Aobadai 2chome 63units (100%) Branz Shinonome 144units (100%) Branz City Miyakojima Tomobuchi-cho 289units (65%)	Cross Air Tower 443units (30%) Waterras Tower Residence 253units (20%) Branz Tower Sapporo 104units (100%)	Branz Azabumamiana-cho 90units (100%) South Gate Tower Kawaguchi 346units (55%) Branz Tower Minamihorie 228units (70%)	Ichigao Project 177units (75%) Takaraduka Umeno-cho Project 139units (100%)
	Purchase of land for sales (¥ billion)	35.8 (2,742units)	57.5 (Plan) Q2:12.1 (963units)	— —	— —

## Facility Operations FY2012 Q2 (First Six Months)

Q2: Increase revenues and income FY2012: Increase revenues and Decrease income

(¥billion)

Second Quarter First Six Months	FY2011 Q2(Apr-Sep)	FY2012 Q2(Apr-Sep)	Comparison	Progress
Operating revenue	26.7	27.2	0.5	45.4%
Golf course	5.2	4.9	(0.3)	
Harvest Club	6.1	6.3	0.2	
Oasis(Sports Clubs)	7.1	7.3	0.2	
Ski resort	2.1	2.4	0.3	
Senior housing	2.2	2.5	0.3	
Other	4.0	3.8	(0.2)	
Operating income	(0.7)	0.0	0.7	1.9%

Full-year	FY2011	FY2012 forecast	Comparison	Initial forecast	Comparison
Operating revenue	59.6	59.9	0.3	59.7	0.2
Golf course	9.5	8.9	(0.6)	9.2	(0.3)
Harvest Club	12.1	12.1	0.0	12.4	(0.3)
Oasis(Sports Clubs)	14.1	14.8	0.7	15.0	(0.1)
Ski resort	10.7	10.5	(0.2)	10.4	0.1
Senior housing	5.1	5.9	0.8	6.0	(0.2)
Other	8.1	7.6	(0.5)	6.7	0.9
Operating income	3.0	2.4	(0.6)	2.0	0.4

## Other Segments FY2012 Q2 (First Six Months)

(¥billion)

		FY2011	FY2012	Comparison	Progress	Initial forecast	Comparison
<b>Contracted Construction</b>							
Q2	Operating revenue	27.3	30.6	3.3	43.1%	—	—
results	Operating income	(0.9)	(0.2)	0.7	—	—	—
Full-year※	Operating revenue	66.7	71.0	4.3	—	70.3	0.6
	Operating income	0.9	1.7	0.8	—	1.7	0.0
<b>Retail Sales</b>							
Q2	Operating revenue	42.7	40.9	(1.8)	47.0%	—	—
results	Operating income	0.8	0.2	(0.6)	11.7%	—	—
Full-year※	Operating revenue	85.3	87.1	1.7	—	88.4	(1.3)
	Operating income	1.8	1.8	(0.0)	—	2.0	(0.2)
<b>Property Management</b>							
Q2	Operating revenue	37.0	37.9	0.9	49.8%	—	—
results	Operating income	2.4	2.5	0.2	49.7%	—	—
Full-year※	Operating revenue	74.7	76.1	1.4	—	76.1	—
	Operating income	4.9	5.1	0.2	—	5.1	—
<b>Real Estate Agents</b>							
Q2	Operating revenue	17.6	19.3	1.6	46.2%	—	—
results	Operating income	0.1	1.2	1.0	—	—	—
Full-year※	Operating revenue	37.7	41.7	4.0	—	40.8	0.9
	Operating income	2.9	3.9	1.0	—	3.7	0.1
<b>Other</b>							
Q2	Operating revenue	3.6	4.0	0.4	45.5%	—	—
results	Operating income	(0.2)	(0.1)	0.1	—	—	—
Full-year※	Operating revenue	7.7	8.7	1.0	—	8.7	0.0
	Operating income	0.2	(0.3)	(0.5)	—	0.0	(0.3)

※The figures for the year ending March 2013 (Full-year) are forecasts and those for the year ended March 2012 and year ending March 2013 (Q2) are actual results.