

Financial Highlights  
FY2012 Ended Mar-31, 2013

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 Operating Results

Operating revenue and operating income rose mainly because of sales to a REIT and the strong performance of the real-estate agency business. Net income declined, given a decrease in net extraordinary income and an increase in tax expense.

(¥ billion)

	FY2011 Mar-2012	FY2012 Mar-2013	Comparison	FY2012 Forecast ※	Comparison	Compared to the same period last year
Operating revenue	556.8	595.9	39.0	600.0	(4.1)	<input type="checkbox"/> Operating revenue Operating revenue rose, mainly reflecting sales of inventories to a REIT.
Operating income	50.1	52.0	1.9	51.0	1.0	<input type="checkbox"/> Operating income Operating income increased, primarily reflecting strong performance in Real-estate Agents.
Non-operating income	1.4	1.2	(0.2)	—	—	<input type="checkbox"/> Ordinary income Ordinary income rose, attributable to a decrease in interest-bearing debt and lower interest rates.
Non-operating expenses	16.6	13.3	(3.3)	—	—	<input type="checkbox"/> Net income Net income declined chiefly due to a fall in net extraordinary income and an increase in tax expense.
Ordinary income	34.9	39.9	5.0	38.0	1.9	<input type="checkbox"/> Total assets Property and equipment, intangible assets fell mainly as a result of sales to a REIT.
Extraordinary income	49.0	11.5	(37.5)	—	—	<input type="checkbox"/> DE ratio The DE ratio declined to 3.6 from 4.4, reflecting a decrease in interest-bearing debt and a rise in equity.
Extraordinary losses	41.7	9.5	(32.2)	—	—	
Income before income taxes and minority interests	42.2	42.0	(0.2)	—	—	
Net income	34.2	22.1	(12.1)	20.0	2.1	
Total assets	1,744.8	1,718.4	(26.4)	—	—	
Interest-bearing Debt	1,064.0	974.1	(89.8)	975.0	(0.9)	
Equity	240.8	268.7	27.9	—	—	
Equity ratio	13.8%	15.6%	1.8P	—	—	
DE ratio	4.4	3.6	(0.8)	3.8	(0.2)	
Net cash provided by (used in) operating activities	44.9	70.2	25.3	—	—	
Net cash provided by (used in) investment activities	(28.8)	42.5	71.3	—	—	
Net cash provided by (used in) financing activities	(16.4)	(90.5)	(74.1)	—	—	
Cash and cash equivalents at end of period	64.2	84.1	19.9	—	—	

※The figures are the revised forecast that we announced on November 7, 2012.

[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 Segment performance

Both operating revenue and operating income increased in the segments of Contracted Construction, Property Management, Facility Operations, and Real Estate Agents. In segments of Real Estate Sales and Leasing of Real Estate, operating revenue rose, but operating income declined slightly.

	(¥ billion)					
	FY2011 Mar-2012	FY2012 Mar-2013	Comparison	FY2012 Forecast	Comparison	Compared to the same period last year
<b>Operating revenue</b>	<b>556.8</b>	<b>595.9</b>	<b>39.0</b>	<b>600.0</b>	<b>(4.1)</b>	<input type="checkbox"/> <b>Real Estate Sales</b> Operating revenue rose mainly because of the sale of inventories to a REIT, but operating income fell slightly, chiefly due to a loss on valuation of inventories. <input type="checkbox"/> <b>Contracted Construction</b> Both operating revenue and operating income rose, primarily due to a rise in the completion of the construction of renovation work <input type="checkbox"/> <b>Retail Sales</b> Both operating revenue and operating income decreased, primarily reflecting lower revenues from existing stores. <input type="checkbox"/> <b>Leasing of Real Estate</b> Operating revenue climbed, primarily reflecting the start of new operations and income from operations related to a REIT. Operating income decreased slightly, mainly because of the loss of income associated with sales to a REIT. <input type="checkbox"/> <b>Property Management</b> Both operating revenue and operating income climbed, mainly reflecting the expansion of stock under management <input type="checkbox"/> <b>Facility Operations</b> Both operating revenue and operating income rose thanks to the improved performance of senior housing and sports clubs. <input type="checkbox"/> <b>Real Estate Agents</b> Both operating revenue and operating income went up, mainly due to an increase in the number of contracts for both the retail and wholesale businesses.
Real Estate Sales	116.3	145.1	28.8	146.3	(1.1)	
Contracted Construction	66.7	70.1	3.4	71.0	(0.9)	
Retail Sales	85.3	82.8	(2.5)	87.1	(4.2)	
Leasing of Real Estate	125.3	128.3	3.0	126.1	2.2	
Property Management	74.7	76.5	1.8	76.1	0.4	
Facility Operations	59.6	59.7	0.1	59.9	(0.2)	
Real Estate Agents	37.7	42.3	4.6	41.7	0.6	
Other	7.7	8.8	1.1	8.7	0.1	
Elimination	(16.5)	(17.8)	(1.3)	(16.8)	(1.0)	
<b>Operating income</b>	<b>50.1</b>	<b>52.0</b>	<b>1.9</b>	<b>51.0</b>	<b>1.0</b>	
Real Estate Sales	6.7	6.6	(0.1)	9.6	(3.0)	
Contracted Construction	0.9	1.6	0.7	1.7	(0.1)	
Retail Sales	1.8	0.9	(1.0)	1.8	(0.9)	
Leasing of Real Estate	35.3	35.0	(0.3)	33.2	1.8	
Property Management	4.9	5.1	0.2	5.1	(0.0)	
Facility Operations	3.0	3.8	0.8	2.4	1.4	
Real Estate Agents	2.9	4.8	1.9	3.9	0.9	
Other	0.2	0.0	(0.2)	(0.3)	0.3	
Elimination	(5.7)	(5.8)	(0.1)	(6.3)	0.5	

# Summary of balance sheets

Assets and interest-bearing debt declined, mainly reflecting sales to a REIT.

(¥ billion)

	FY2011	FY2012	
	As of Mar-31, 2012	As of Mar-31, 2013	Comparison
Cash and deposits	60.6	84.5	24.0
Real estate for sale	172.7	175.3	2.6
Property and equipment, Intangible assets	1,334.2	1,262.1	(72.1)
Other investments	91.2	123.0	31.8
Accounts receivable etc.	25.2	24.3	(0.9)
Other	60.9	49.1	(11.8)
<b>Total assets</b>	<b>1,744.8</b>	<b>1,718.4</b>	<b>(26.4)</b>
<b>Interest-bearing Debt</b>	<b>1,064.0</b>	<b>974.1</b>	<b>(89.8)</b>
Guarantee and lease deposits received	164.8	176.6	11.8
Deposits etc.	45.0	67.9	22.9
Trade payables etc.	79.6	70.0	(9.7)
Other	116.0	122.8	6.8
<b>Total liabilities</b>	<b>1,469.4</b>	<b>1,411.4</b>	<b>(58.0)</b>
<b>Equity</b>	<b>240.8</b>	<b>268.7</b>	<b>27.9</b>
Minority interests	34.5	38.3	3.8
<b>Total net assets</b>	<b>275.3</b>	<b>307.0</b>	<b>31.6</b>

□ Breakdown of changes in property and equipment, intangible assets

Increase: Investment ¥43.8 billion  
New consolidation ¥43.3 billion  
(including goodwill associated with United Communities)

Decrease: Sales to a REIT ¥128.7 billion, Depreciation, etc. ¥30.5 billion

[Reference]

Market value appraisal for leased properties (As of Mar-31, 2013)

Year-end book value: ¥757.6 billion

Market value: ¥798.9 billion

Difference: + ¥41.3 billion

□ Interest-bearing Debt

Declined ¥89.8 billion, mainly due to sales to a REIT

Borrowings at SPCs totaled ¥496.0 billion.

□ DE ratio

4.4x → 3.6x

□ Equity ratio

15.6% (As of Mar-2012, 13.8%)

# FY2013 Forecast (Operating Results)

Both operating revenue and operating income are expected to rise, primarily due to an increase in sales of condominiums and the addition of results of United Communities, which has become a consolidated subsidiary.

※The forecasts are calculated based on the Company's present organization.

(¥ billion)

	FY2012 Mar-2013	FY2013 Mar-2014 Forecast	Comparison	
Operating Revenue	595.9	690.0	94.1	<input type="checkbox"/> Operating Revenue Both operating revenue and operating income are expected to rise, primarily due to an increase in sales of condominiums and the addition of results of United Communities, which has become a consolidated subsidiary.
Operating income	52.0	60.0	8.0	<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	1.2	—	—	<input type="checkbox"/> Net income Net income is expected to decline, chiefly reflecting the recording of extraordinary income associated with sales to a REIT in the previous fiscal year.
Non-operating expenses	13.3	—	—	
Ordinary income	39.9	47.0	7.1	
Extraordinary income	11.5	—	—	
Extraordinary losses	9.5	—	—	
Income before income taxes	42.0	—	—	
Net income	22.1	20.0	(2.1)	
Total assets	1,718.4	—	—	<input type="checkbox"/> Interest-bearing Debt Interest-bearing debt to increase mainly due to new investments
Interest-bearing Debt	974.1	1,015.0	40.9	<input type="checkbox"/> DE ratio DE ratio to remain unchanged from a year ago at 3.6×
Equity	268.7	—	—	
Equity ratio	15.6%	—	—	
DE ratio	3.6	3.6	—	
Dividends per share	¥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	16.8%	18.6%	1.8P	

# FY2013 Forecast (Segment performance)

Both operating revenue and operating income are expected to rise in segments of Real Estate Sales, Contracted Construction, Retail Sales, Property Management, and Real Estate Agents.

(¥ billion)

	FY2012 Mar-2013	FY2013 Mar-2014 Forecast	Comparison
Operating Revenue	595.9	690.0	94.1
Real Estate Sales	145.1	197.8	52.6
Contracted Construction	70.1	82.8	12.7
Retail Sales	82.8	86.9	4.1
Leasing of Real Estate	128.3	126.3	(1.9)
Property Management	76.5	95.3	18.8
Facility Operations	59.7	62.9	3.2
Real Estate Agents	42.3	46.3	4.0
Other	8.8	9.8	0.9
Adjustment	(17.8)	(18.1)	(0.3)
Operating income	52.0	60.0	8.0
Real Estate Sales	6.6	14.7	8.1
Contracted Construction	1.6	2.9	1.3
Retail Sales	0.9	1.5	0.6
Leasing of Real Estate	35.0	33.1	(1.9)
Property Management	5.1	6.3	1.2
Facility Operations	3.8	3.2	(0.6)
Real Estate Agents	4.8	5.6	0.8
Other	0.0	(0.4)	(0.4)
Adjustment	(5.8)	(7.0)	(1.2)

## Real Estate Sales

Both operating revenue and operating income are expected to increase, mainly given higher sales of condominiums and a decrease in the loss on valuation of inventories.

## Contracted Construction

Both operating revenue and operating income are expected to rise, primarily due to the addition of results of United Communities, which has become a consolidated subsidiary.

## Retail Sales

Both operating revenue and operating income will increase chiefly due to the opening of new stores.

## Leasing of Real Estate

New operations and other factors are expected to boost operating revenue and income, but operating revenue and operating income will likely decline, primarily attributable to the loss of income due to sales to a REIT.

## Property Management

Both operating revenue and operating income will rise with the expansion of stock under management associated with the addition of United Communities to the consolidated subsidiaries and other factors.

## Facility Operations

Operating revenue is expected to increase, thanks primarily to the opening of new Harvest Club and senior housing properties, as well as improved occupancy in sports clubs. However, operating income will likely decline mainly due to expenses incurred when new facilities open.

## Real Estate Agents

Both revenues and income will rise, given an increase in revenue from real estate sales agents and higher consignment sales.

# Leasing of Real Estate (1) FY2012 and FY2013 Forecast

FY2012: Increase revenues and decrease income FY2013: Decrease revenues and decrease income

(¥billion)

	FY2011	FY2012	Comparison	FY2012 forecast	Comparison
Operating revenue	125.3	128.3	3.0	126.1	2.2
Owned ※1	65.2	63.9	(1.3)	64.5	(0.6)
Leased etc. ※2	12.1	11.9	(0.2)	11.3	0.6
Subsidiaries and others ※3	48.0	52.5	4.5	50.3	2.2
Operating income	35.3	35.0	(0.3)	33.2	1.8

	FY2012	FY2013 Forecast	Comparison
Operating revenue	128.3	126.3	(1.9)
Owned ※1	63.9	62.1	(1.8)
Leased etc. ※2	11.9	10.7	(1.2)
Subsidiaries and others ※3	52.5	53.5	1.0
Operating income	35.0	33.1	(1.9)

※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	Usage	Floor space※ (thousand m <sup>2</sup> )	Open
2012	Tokyu Plaza Omotesando Harajuku ※Sold of 75% equity in June, 2012	Commercial	12	Apr-12
	Spline Aoyama Tokyu Building	Office	8	July-12
	Shin-Meguro Tokyu Building	Office	22	Dec-12
	J-CORE Omori	Commercial	8	Dec-12
	Osaka Nakanoshima Building ※Acquired jointly with Activia Properties Inc. (equity: 50%)	Office	34	Jan-13
	Kamata Kosan Building (Shibuya Quatoro)	Commercial	3	Feb-13
2013	ekimo Tennoji・Namba (entrusted operation) ※Midosuji Line <i>Ekinaka</i> (in-station commercial facility development) project: ekimo Umeda planned to open in April 2014	Commercial	2	FY2013
	JOYPLAZA (subleased) ※A commercial facility in front of Shinnagata Station	Commercial	10	FY2013
2014	(tentative name) Omotesando Project	Office	9	FY2014
	(tentative name) Morinomiya Project (Building with land lease rights)	Commercial	23	FY2014
	(tentative name) Jinguumae 6-chome Project	Commercial	8	FY2014
2015	Futako Tamagawa Rise (Phase II Project)	Office Commercial	156	FY2015
	(tentative name) kawasakiminatocho Project (subleased)	Commercial	30	FY2015
	(tentative name) Ginza 5-chome Project	Commercial	51	FY2015
2018	Shibuya Dogenzaka Block Development Project	Office Commercial	59	FY2018

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

## Leasing of Real Estate (3) New projects, Office building



Spline Aoyama Tokyu building  
About 8,000m<sup>2</sup>  
Opened July -2012



Shin-Meguro Tokyu building  
About 22,000m<sup>2</sup>  
Opened Dec -2012



Osaka Nakanoshima Building  
About 34,000m<sup>2</sup>  
Acquired jointly with Activia Properties Inc.  
in January 2013 (equity: 50%)

Total floor space

# Leasing of Real Estate (4) New projects (Shibuya, Omotesando, and Aoyama areas)



Shibuya Dogenzaka Block Development Plan  
Open FY2018 (Plan)



Tokyu Plaza Omotesando Harajuku Opend Apr-2012



Spline Aoyama Tokyu building  
Opend Jul-2012



(tentative name)  
Jinguumae 6 -chome Project  
Open FY2014 (Plan)

(tentative name)  
Omotesando Project  
Open FY2014 (Plan)

Shibuya Nanpeidai Block  
Redevelopment Plan

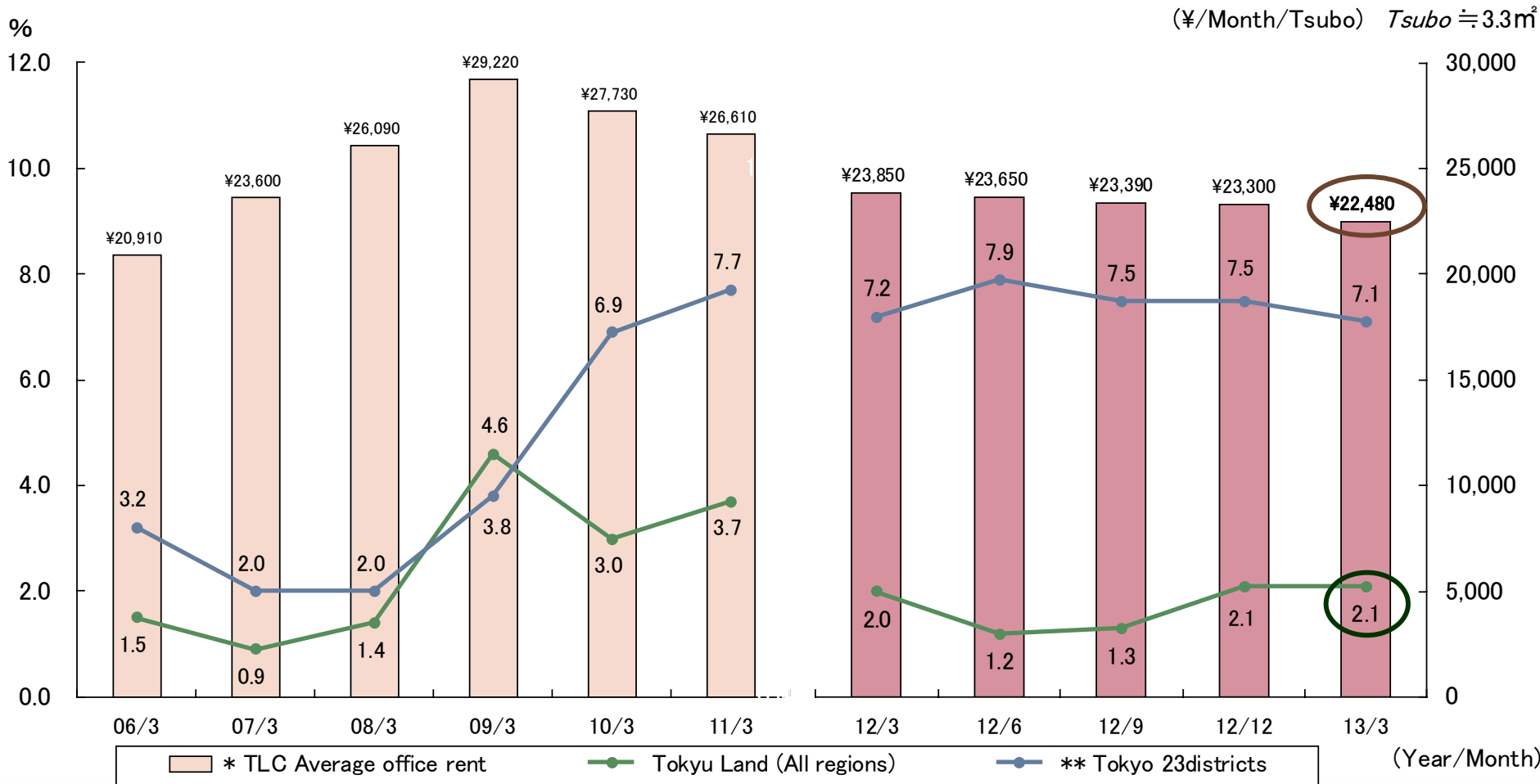
Shibuya Sakuragaoka Block  
Redevelopment Plan

- Commercial
- Office
- Plan

# Leasing of Real Estate (5) Vacancy Rate and Rent [Parent company]

As of Mar-31, 2013 Vacancy rate 2.1%

(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 23 districts」 Date Source: CBRE K.K. 「OFFICE MARKET REPORT」

# Real Estate Sales (1) FY2012 and FY2013 Forecast

FY2012: Increase revenues and decrease income FY2013: Increase revenues and income




(¥billion)

	FY2011	FY2012	Comparison	FY2012 Forecast	Comparison
Operating revenue	116.3	145.1	28.8	146.3	(1.1)
Parent company	105.8	134.4	28.7	138.3	(3.8)
Condominiums	91.2	95.1	3.8	99.5	(4.4)
Detached housing	4.5	3.5	(1.0)	3.2	0.3
Country houses	1.9	0.5	(1.4)	0.6	(0.2)
Others	8.2	35.4	27.2	35.0	0.4
Subsidiaries	10.5	10.7	0.2	8.0	2.7
Operating income	6.7	6.6	(0.1)	9.6	(3.0)

	FY2012	FY2013 Forecast	Comparison
Operating revenue	145.1	197.8	52.6
Parent company	134.4	190.3	55.9
Condominiums	95.1	138.4	43.3
Detached housing	3.5	10.2	6.6
Country houses	0.5	7.0	6.6
Others	35.4	34.7	(0.7)
Subsidiaries	10.7	7.4	(3.2)
Operating income	6.6	14.7	8.1

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

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

	FY	FY2011	FY2012	FY2013 Forecast	FY2014 Forecast
Condominiums	No. of units sold	Total 2,426units ※1	Total 2,367units ※1	Total 2,662units (Plan) ※1	—
	Revenue (¥ billion)	91.2 from the previous year (10.9)	95.1 from the previous year +3.8	138.4 (Plan) from the previous year +43.3	Acquired land for total about 6,200units to be delivered on or after next year
	Beginning-of-year contract ratio	33% ※2	43% ※2	38% ※2	—
	Year-end inventory of completed units	291	252	—	—
	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%)
	Number of units refers to the number of units for sale				
	The figures for FY2014 are planned figures				
	( ) ownership ratio				
Purchase of land for sales (¥ billion)	35.8 (2,742units)	54.9 (4,505units)	66.0 (Plan) —	— —	

# Facility Operations(1)FY2012 and FY2013 Forecast

FY2012:Increase revenues and income FY2013:Increase revenues and Decrease income

(¥billion)

	FY2011	FY2012	Comparison
Operating revenue	59.6	59.7	0.1
Golf course	9.5	8.6	(0.9)
Harvest Club	12.1	12.2	0.1
Oasis(Sports Clubs)	14.1	14.5	0.3
Ski resort	10.7	10.7	0.0
Senior housing	5.1	5.7	0.5
Other	8.1	8.1	(0.0)
Operating income	3.0	3.8	0.8

	FY2012 forecast	Comparison
Operating revenue	59.9	(0.2)
Golf course	8.9	(0.3)
Harvest Club	12.1	0.1
Oasis(Sports Clubs)	14.8	(0.4)
Ski resort	10.5	0.2
Senior housing	5.9	(0.2)
Other	7.6	0.4
Operating income	2.4	1.4

	FY2012	FY2013 forecast	Comparison
Operating revenue	59.7	62.9	3.2
Golf course	8.6	8.8	0.2
Harvest Club	12.2	13.4	1.2
Oasis(Sports Clubs)	14.5	14.9	0.5
Ski resort	10.7	10.9	0.2
Senior housing	5.7	6.1	0.5
Other	8.1	8.8	0.7
Operating income	3.8	3.2	(0.6)

## Facility Operations(2) New Projects



**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)

**Tokyu Harvest Club Kyoto Takagamine & VIALA**  
(Kyoto-shi, Kyoto-hu around twenty minutes by car from Kyoto station  
around five minutes by car from kitaoji station)

Number of guest rooms: 133 (HVC: 89; VIALA: 44)

Area of guest rooms: 30 m<sup>2</sup> to 61 m<sup>2</sup> (HVC)  
50 m<sup>2</sup> to 110 m<sup>2</sup> (VIALA)

Structure: Reinforced concrete structure, four stories above ground and one  
below, three stories above ground and one below (two buildings)

Site area: 13,407.98 m<sup>2</sup>

Total floor area: 18,352.83 m<sup>2</sup>

Commencement of operation: Early October, 2014 (plan)



# Other Segments FY2012 and FY2013 Forecast

(¥billion)

		FY2011	FY2012	Comparison	FY2013 Forecast	Comparison
<b>Contracted Construction</b>						
Full-year	Operating revenue	66.7	70.1	3.4	82.8	12.7
	Operating income	0.9	1.6	0.7	2.9	1.3
<b>Retail Sales</b>						
Full-year	Operating revenue	85.3	82.8	(2.5)	86.9	4.1
	Operating income	1.8	0.9	(1.0)	1.5	0.6
<b>Property Management</b>						
Full-year	Operating revenue	74.7	76.5	1.8	95.3	18.8
	Operating income	4.9	5.1	0.2	6.3	1.2
<b>Real Estate Agents</b>						
Full-year	Operating revenue	37.7	42.3	4.6	46.3	4.0
	Operating income	2.9	4.8	1.9	5.6	0.8
<b>Other</b>						
Full-year	Operating revenue	7.7	8.8	1.1	9.8	0.9
	Operating income	0.2	0.0	(0.2)	(0.4)	(0.4)