

FY2016 Ended March 31, 2017 Financial Flash Report

(¥ billion)

1. Statements of Income (Consolidated base)	Mar-2014		Mar-2015		Mar-2016		Mar-2017		Mar-2018 Forecasts
	1H		1H		1H		1H		
Operating revenue	294.1	714.1	322.3	773.1	351.3	815.5	319.3	808.5	840.0
Operating gross profit	63.6	145.3	65.7	148.8	74.0	163.8	72.2	173.0	—
Gross margin ratio	21.6%	20.3%	20.4%	19.2%	21.1%	20.1%	22.6%	21.4%	—
SG&A expenses	38.5	83.9	40.7	85.5	44.5	95.0	46.8	99.8	—
SG&A expenses to sales	13.1%	11.7%	12.6%	11.1%	12.7%	11.7%	14.7%	12.3%	—
Operating profit	25.2	61.4	24.9	63.3	29.5	68.8	25.3	73.2	73.5
Non-operating income	0.6	1.3	0.6	1.1	0.6	1.2	0.5	1.3	—
Interest and dividends	0.2	0.3	0.3	0.5	0.3	0.9	0.3	0.7	—
Other	0.4	1.0	0.2	0.6	0.3	0.4	0.2	0.6	—
Non-operating expenses	5.7	12.2	6.0	12.7	6.4	13.6	5.6	10.9	—
Interest	5.1	10.2	5.0	10.0	5.1	9.6	4.2	8.4	—
Other	0.6	2.0	1.0	2.8	1.3	4.0	1.4	2.5	—
(Net interest receive)	(4.9)	(9.9)	(4.6)	(9.5)	(4.8)	(8.7)	(3.9)	(7.7)	—
Ordinary profit	20.1	50.6	19.5	51.7	23.7	56.4	20.3	63.6	64.0
Extraordinary income	0.1	0.2	—	1.2	—	0.3	0.2	0.2	—
Extraordinary loss	0.2	7.0	0.3	12.9	—	9.9	1.2	18.0	—
Income before income taxes and minority interests	20.0	43.7	19.2	40.0	23.7	46.8	19.3	45.9	—
Profit	11.5	26.6	11.4	25.8	14.9	29.0	10.4	32.0	—
Profit attributable to owners of parent	9.1	23.7	11.2	25.2	14.8	28.7	10.3	31.5	34.5

2. Management Indexes

(Consolidated base)

Total assets	1,756.2	1,789.8	1,898.9	1,973.8	2,006.6	1,984.4	2,088.6	2,067.2	—
ROA	—	3.5%	—	3.4%	—	3.5%	—	3.6%	3.5%
Equity	275.2	364.5	374.8	395.3	407.0	418.8	421.0	442.3	—
Equity ratio	15.7%	20.4%	19.7%	20.0%	20.3%	21.1%	20.2%	21.4%	—
ROE	—	7.5%	—	6.6%	—	7.1%	—	7.3%	7.6%
Earnings per share (Yen)	17.15	41.61	18.47	41.45	24.35	47.18	16.97	51.77	56.67
Net assets per share (Yen)	518.60	598.73	615.69	649.40	668.60	687.92	691.49	726.59	—
Dividends (Yen)	3.5	*3 8.0	5.0	10.0	5.5	12.0	6.5	13.0	14.5
Dividend payout ratio	—	19.2%	—	24.1%	—	25.4%	—	25.1%	25.6%
Operating profit before depreciation *2	36.0	84.6	37.0	88.0	42.2	94.3	39.2	101.7	102.2
Depreciation	9.8	20.0	9.8	20.2	10.3	21.0	11.6	23.5	23.2
Amortization of goodwill	1.0	3.2	2.3	4.5	2.3	4.5	2.3	4.9	5.5

3. Interest-bearing Debt

(Consolidated base)

Interest-bearing Debt	1,043.4	991.0	1,130.2	1,125.4	1,165.4	1,106.1	1,230.8	1,137.9	1,230.0
Interest-bearing Debt/EBITDA	—	11.7	—	12.8	—	11.7	—	11.2	12.0
DER	—	2.7	—	2.8	—	2.6	—	2.6	2.6
Interest	5.1	10.2	5.0	10.0	5.1	9.6	4.2	8.4	—
Average interest rate	—	1.0%	—	0.9%	—	0.9%	—	0.7%	—

*1 On the FY2013 second quarter ended September 30, data of Tokyu Land Corporation (on a consolidated basis) is used. (Page1~4)

*2 Operating profit before depreciation = Operating profit+Depreciation+Amortization of goodwill

*3 The sum of the interim dividend of ¥3.5 paid by Tokyu Land Corporation and the year-end dividend of ¥4.5 paid by the Company.

(¥ billion)

4. Investment etc. (Consolidated base)	Mar-2014	
	1H	
Capital Investment	27.6	77.5
Real estate for sale (buildings・commercial facilities)	33.3	92.9
Land for sale (Condominiums・Detached housing)	31.3	51.1

4. Investment etc. (Consolidated base)	Mar-2015		Mar-2016		Mar-2017		Mar-2018
	1H		1H		1H		Forecasts
Capital Investment	64.3	126.7	43.5	78.8	40.0	60.3	60.0
Real estate for sale (buildings・commercial facilities)	72.5	150.4	26.8	68.7	36.0	47.7	75.0
Land for sale (Condominiums・Detached housing)	27.7	74.8	13.9	54.0	18.9	41.0	50.0
Investment overseas	17.8	21.1	25.8	42.2	—	1.9	20.0

5. Cash Flows (Consolidated base)		
CF from operating activities	(62.8)	(13.5)
CF from investing activities	(31.5)	19.7
CF from financing activities	68.3	3.0
Cash and cash equivalents at the end of the year	58.3	92.7

5. Cash Flows (Consolidated base)							
CF from operating activities	(108.5)	(38.5)	2.3	87.9	(60.5)	68.9	—
CF from investing activities	(63.8)	(100.3)	(65.8)	(112.4)	(46.6)	(71.0)	—
CF from financing activities	140.0	139.2	35.0	(30.5)	126.5	23.0	—
Cash and cash equivalents at the end of the year	60.2	93.9	67.2	39.9	62.2	61.9	—

6. Segment Performance	Mar-2014	
	1H	
Operating revenue	294.1	714.1
Real Estate Sales	57.9	209.1
Contracted Construction	36.7	90.7
Retail Sales	41.3	84.5
Leasing of Real Estate	63.2	130.9
Property Management	47.5	96.0
Facility Operations	29.2	63.8
Real Estate Agents	24.2	51.6
Other	4.5	9.9
Elimination	(10.4)	(22.3)
Operating income	25.2	61.4
Real Estate Sales	2.9	12.5
Contracted Construction	(0.0)	2.9
Retail Sales	0.0	1.1
Leasing of Real Estate	17.9	33.6
Property Management	3.1	6.7
Facility Operations	0.8	4.3
Real Estate Agents	3.6	8.5
Other	(0.2)	0.0
Elimination	(3.0)	(8.0)
Operating Income Ratio	8.6%	8.6%
Real Estate Sales	4.9%	6.0%
Contracted Construction	(0.0)%	3.2%
Retail Sales	0.0%	1.3%
Leasing of Real Estate	28.3%	25.6%
Property Management	6.6%	6.9%
Facility Operations	2.7%	6.7%
Real Estate Agents	14.9%	16.5%
Other	(3.4)%	0.1%

6. Segment Performance	Mar-2015 *1		Mar-2016 *2		Mar-2017		Mar-2018
	1H		1H		1H		Forecasts
Operating revenue	322.3	773.1	351.3	815.5	319.3	808.5	840.0
Urban Development	97.9	261.0	99.9	258.7	80.0	249.0	253.5
Residential	40.6	104.8	45.3	117.7	28.2	108.5	121.5
Property Management	64.0	136.1	68.9	145.2	70.3	148.6	154.0
Real-Estate Agents	26.9	61.4	34.5	80.3	36.8	82.1	88.2
Wellness	32.7	75.1	42.1	90.2	43.8	94.4	98.8
Tokyu Hands	41.6	87.9	47.4	95.7	48.4	97.2	98.9
Business Innovation and Others/Innovation business *2	27.8	68.3	24.0	51.2	22.0	49.6	49.6
Elimination	(9.3)	(21.5)	(10.9)	(23.7)	(10.1)	(20.9)	(24.6)
Operating profit	24.9	63.3	29.5	68.8	25.3	73.2	73.5
Urban Development	17.4	38.5	22.7	44.8	20.0	44.9	47.3
Residential	2.7	5.5	1.4	7.0	(0.9)	9.7	7.8
Property Management	3.6	9.1	3.8	8.0	2.8	8.1	8.6
Real-Estate Agents	3.0	9.4	4.0	10.2	5.6	11.3	11.8
Wellness	0.7	4.4	1.5	6.4	2.3	7.6	5.7
Tokyu Hands	(0.2)	0.9	0.3	1.1	(0.2)	0.3	0.1
Business Innovation and Others/Innovation business *2	0.3	1.2	(1.6)	(3.0)	(1.4)	(1.9)	(1.5)
Elimination	(2.5)	(5.7)	(2.7)	(5.7)	(3.0)	(6.6)	(6.4)
Operating Profit Ratio	7.7%	8.2%	8.4%	8.4%	7.9%	9.1%	8.8%
Urban Development	17.7%	14.7%	22.8%	17.3%	25.0%	18.0%	18.7%
Residential	6.6%	5.3%	3.1%	5.9%	(3.0)%	8.9%	6.4%
Property Management	5.7%	6.7%	5.5%	5.5%	4.0%	5.4%	5.6%
Real-Estate Agents	11.2%	15.3%	11.6%	12.7%	15.3%	13.8%	13.4%
Wellness	2.0%	5.9%	3.6%	7.1%	5.3%	8.0%	5.8%
Tokyu Hands	(0.5)%	1.0%	0.7%	1.1%	(0.4)%	0.3%	0.1%
Business Innovation and Others/Innovation business *2	1.1%	1.7%	(6.5)%	(5.9)%	(6.4)%	(3.8)%	(3.0)%

* 1. The Group reorganized its structure and reportable segments effective from the fiscal year ending March 31, 2015.

* 2. The Group reorganized its structure and reportable segments effective from the fiscal year ending March 31, 2016.

The segment name of "Business Innovation and Others" used until the fiscal year ended March 31, 2015, has been changed to "Innovation business"

(¥ billion)

6. Segment Performance	Mar-2014		6. Segment Performance	Mar-2015		Mar-2016		Mar-2017		Mar-2018
	1H			1H		1H		1H		Forecasts
Assets	—	1,789.8	Assets	—	1,973.8	—	1,984.4	—	2,067.2	—
Real Estate Sales	—	260.2	Urban Development	—	1,363.1	—	1,377.7	—	1,395.6	—
Contracted Construction	—	30.1	Residential	—	146.5	—	148.6	—	168.5	—
Retail Sales	—	32.2	Property Management	—	89.6	—	91.9	—	91.0	—
Leasing of Real Estate	—	1,099.5	Real-Estate Agents	—	57.1	—	59.8	—	66.4	—
Property Management	—	52.7	Wellness	—	206.2	—	240.2	—	251.2	—
Facility Operations	—	196.5	Tokyu Hands	—	36.0	—	38.4	—	39.3	—
Real Estate Agents	—	48.0	Business Innovation and Others/Innovation business *2	—	77.0	—	56.3	—	94.6	—
Other	—	24.1	Elimination	—	(1.8)	—	(28.5)	—	(39.5)	—
Eliminations	—	46.5								
Depreciation	—	20.0	Depreciation	—	20.2	—	21.0	—	23.5	—
Real Estate Sales	—	0.1	Urban Development	—	10.6	—	10.3	—	11.9	—
Contracted Construction	—	0.3	Residential	—	0.2	—	0.3	—	0.4	—
Retail Sales	—	1.1	Property Management	—	0.8	—	0.7	—	1.1	—
Leasing of Real Estate	—	11.1	Real-Estate Agents	—	1.2	—	1.2	—	1.2	—
Property Management	—	0.3	Wellness	—	5.2	—	6.8	—	7.1	—
Facility Operations	—	5.0	Tokyu Hands	—	1.2	—	1.3	—	1.5	—
Real Estate Agents	—	0.9	Business Innovation and Others/Innovation business *2	—	1.0	—	0.3	—	0.1	—
Other	—	0.6	Elimination	—	0.1	—	0.2	—	0.3	—
Eliminations	—	0.4								
Capital expenditures	—	77.5	Capital expenditures	—	102.2	—	90.7	—	61.5	—
Real Estate Sales	—	0.4	Urban Development	—	83.8	—	60.3	—	36.3	—
Contracted Construction	—	0.4	Residential	—	0.6	—	8.4	—	1.2	—
Retail Sales	—	1.1	Property Management	—	1.8	—	2.3	—	1.9	—
Leasing of Real Estate	—	64.2	Real-Estate Agents	—	1.6	—	1.9	—	1.2	—
Property Management	—	0.6	Wellness	—	7.3	—	14.0	—	17.8	—
Facility Operations	—	6.9	Tokyu Hands	—	3.5	—	3.2	—	1.4	—
Real Estate Agents	—	1.4	Business Innovation and Others/Innovation business *2	—	3.0	—	0.3	—	0.8	—
Other	—	1.0	Elimination	—	0.6	—	0.3	—	0.8	—
Eliminations	—	1.5								

7. Segment Indicators

① Leasing of Real Estate

Operating revenue	63.2	130.9
Owned (*TLC)	14.6	30.1
Owned (Consolidated SPC)	16.3	34.3
Leased etc.(*TLC)	5.0	11.6
Other	27.2	54.9
Vacancy rate	1.5%	1.8%

① Urban Development

	(¥ billion)						
Operating revenue	97.9	261.0	99.9	258.7	80.0	249.0	253.5
Leasing (Office buildings)	19.0	38.9	19.4	38.1	19.0	37.7	37.5
Leasing (commercial facilities)	17.3	36.6	19.9	39.3	21.8	43.8	41.8
Asset management etc.	34.0	129.7	34.9	126.6	10.8	102.2	93.8
Leasing (Residence) etc.	27.7	55.8	25.8	54.7	28.4	65.3	80.4
Vacancy rate	2.0%	2.8%	2.8%	0.9%	0.9%	2.0%	—

* TLC=TOKYU LAND CORPORATION

7. Segment Indicators

(thousand m²)

① Leasing of Real Estate	Mar-2014		① Urban Development		Mar-2015		Mar-2016		Mar-2017		Mar-2018
	1H		1H		1H		1H		1H		Forecasts
Total Leasing floor area											
Total floor area (*TLC·SPC)	1,486	1,512	1,582	1,548	1,538	1,580	1,590	1,458			—
Office	612	671	669	689	665	646	651	586			—
Commercial Facilities	874	841	913	859	873	934	939	872			—
Owned (Including SPC)	1,364	1,394	1,471	1,441	1,447	1,465	1,474	1,342			—
Subleased	122	118	111	107	91	116	116	116			—
Office for each area Chiyoda,Chuo,Minato, Shinjuku,Shibuya	460	525	535	577	558	538	543	479			—
Other Tokyo districts (total 23 districts)	77	71	67	64	67	67	67	66			—
Other Metropolitan area	21	21	14	14	14	14	14	14			—
Kansai area and Others	55	55	53	34	26	26	26	26			—

② Real Estate Sales
(TOKYU LAND CORPORATION)

② Residential

(¥ billion)

② Real Estate Sales (TOKYU LAND CORPORATION)			② Residential							
Operating revenue	51.5	175.4	40.6	104.8	45.3	117.7	28.2	108.5	121.5	
Condominiums	39.1	137.0	31.1	89.7	34.2	87.6	23.6	96.7	100.3	
Detached housing	4.6	7.6	2.5	5.5	3.5	7.5	4.2	7.6	3.6	
Country houses,Cottages	6.1	7.2	7.0	9.6	7.6	22.7	0.4	4.2	17.6	
Other sales	1.8	23.5								
No.of units sold *1	1,087	3,057	828	2,169	839	2,128	702	1,798	1,807	
Condominiums	782	2,633	768	2,027	733	1,892	572	1,560	1,732	
Detached housing	180	272	60	142	106	236	130	238	75	
Country houses,Cottages	125	152								
Inventory of completed units *1	153	306	221	348	477	427	244	472	—	
Condominiums	122	260	162	303	439	396	229	457	—	
Detached housing	31	46	59	45	38	31	15	15	—	
No.of units supplied *1	1,646	2,747	1,099	2,201	1,036	2,143	776	1,401	1,250	
Condominiums	1,517	2,489	1,030	2,061	953	2,013	713	1,285	1,200	
Metropolitan area	1,112	1,818	598	1,173	553	1,081	365	701	600	
Kansai area	281	511	383	699	324	791	297	501	450	
Other area	124	160	49	189	76	141	51	83	150	
Detached housing	86	170	69	140	83	130	63	116	50	
Country houses,Cottages	43	88								

*1 No. of units is after conversion for ownership share.

③ Property Management (Number of sites managed)

③ Property Management

Condominiums (units)	627,304	641,591	668,760	678,479	707,994	715,660	755,434	741,624	834,583
Buildings (no. of contracts)	1,318	1,305	1,399	1,360	1,386	1,453	1,482	1,483	1,553

④ Real Estate Agents

④ Real-Estate Agents

Number of transactions	9,446	19,435	9,327	19,568	10,594	21,939	11,487	23,278	25,928
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⑤ Facility Operations (Consolidated base)

⑤ Wellness

(¥ billion)

Operating revenue	29.2	63.8	32.7	75.1	42.1	90.2	43.8	94.4	98.8
Golf course	4.7	8.4	4.8	8.6	4.6	8.6	4.5	8.2	8.4
Harvest club	6.7	13.5	7.4	14.7	7.4	14.7	7.7	15.2	15.2
Ski resort	2.4	10.5	2.5	11.1	2.9	11.6	8.4	12.0	13.5
Oasis	7.5	15.0	7.9	15.8	8.2	16.4	2.7	16.7	17.4
Senior housing	2.8	6.3	3.1	6.4	3.2	6.5	3.1	6.5	7.3
Other	5.1	10.2	—	—	4.2	8.7	5.0	10.0	10.5
Registration fee	1.5	2.8	—	—	3.8	7.7	4.4	8.9	9.2
No.of memberships	1,019	1,841	1.9	8.3	1.8	4.2	2.1	4.8	3.2
			5.2	10.3	6.0	11.9	5.9	12.0	14.0

* TLC=TOKYU LAND CORPORATION

[] No. of facilities as of March 31, 2017