

## FY2014 Second Quarter (First Six Months) Financial Flash Report

(¥ billion)

1. Statements of Income (Consolidated base)	Mar-2011		Mar-2012		Mar-2013		Mar-2014		Mar-2015	
	1H		1H		1H		1H		1H	Forecasts
Operating revenue	267.7	571.4	241.0	556.8	286.5	595.9	294.1	714.1	322.3	760.0
Operating gross profit	73.1	131.7	51.1	123.3	58.3	126.8	63.6	145.3	65.7	—
Gross margin ratio	27.3%	23.1%	21.2%	22.1%	20.3%	21.3%	21.6%	20.3%	20.4%	—
SG&A expenses	33.6	69.2	34.5	73.2	35.3	74.8	38.5	83.9	40.7	—
SG&A expenses to sales	12.5%	12.1%	14.3%	13.2%	12.3%	12.6%	13.1%	11.7%	12.6%	—
Operating income	39.5	62.5	16.6	50.1	23.0	52.0	25.2	61.4	24.9	63.0
Non-operating income	0.5	1.0	0.7	1.4	0.7	1.2	0.6	1.3	0.6	—
Interest and dividends	0.3	0.4	0.4	0.4	0.2	0.3	0.2	0.3	0.3	—
Other	0.2	0.6	0.4	0.9	0.5	0.9	0.4	1.0	0.2	—
Non-operating expenses	4.0	8.6	8.6	16.6	7.1	13.3	5.7	12.2	6.0	—
Interest	3.7	7.7	7.8	15.0	6.2	11.6	5.1	10.2	5.0	—
Other	0.3	0.9	0.8	1.5	0.9	1.7	0.6	2.0	1.0	—
(Net interest receive)	(3.4)	(7.3)	(7.5)	(14.6)	(6.0)	(11.3)	(4.9)	(9.9)	(4.6)	—
Ordinary income	36.0	54.9	8.7	34.9	16.5	39.9	20.1	50.6	19.5	51.0
Extraordinary income	1.8	2.2	48.5	49.0	11.0	11.5	0.1	0.2	—	—
Extraordinary loss	30.5	35.6	28.8	41.7	3.1	9.5	0.2	7.0	0.3	—
Income before income taxes and minority interests	7.2	21.6	28.4	42.2	24.4	42.0	20.0	43.7	19.2	—
Income before minority interests	3.9	15.3	26.1	38.1	15.9	26.7	11.5	26.6	11.4	—
Net income	2.2	11.6	24.8	34.2	14.2	22.1	9.1	23.7	11.2	25.0

## 2. Management Indexes

(Consolidated base)

Total assets	1,117.7	1,161.4	1,718.1	1,744.8	1,610.1	1,718.4	1,756.2	1,789.8	1,898.9	—
ROA	—	5.7%	—	3.5%	—	3.0%	—	3.5%	—	3.4%
Equity	202.8	208.6	231.6	240.8	252.9	268.7	275.2	364.5	374.8	—
Equity ratio	18.1%	18.0%	13.5%	13.8%	15.7%	15.6%	15.7%	20.4%	19.7%	—
ROE	—	5.6%	—	15.2%	—	8.7%	—	7.5%	—	6.7%
Net income per share	4.05	21.84	46.72	64.40	26.75	41.71	17.15	41.61	18.47	41.07
Net assets per share	381.73	392.87	436.11	453.46	476.34	505.99	518.60	598.73	615.69	—
Dividends	3.5	7.0	3.5	7.0	3.5	7.0	3.5	8.0	5.0	10.0
Dividend payout ratio	—	32.1%	—	10.9%	—	16.8%	—	19.2%	—	24.4%
Operating income before depreciation *2	46.7	77.8	27.4	71.0	33.1	72.4	36.0	84.6	37.0	88.0
Depreciation	7.0	14.9	10.7	20.8	10.0	20.2	9.8	20.0	9.8	20.5
Amortization of goodwill	0.2	0.5	0.1	0.2	0.1	0.2	1.0	3.2	2.3	4.5

## 3. Interest-bearing Debt

(Consolidated base)

Interest-bearing Debt	577.2	559.8	1,076.5	1,064.0	934.7	974.1	1,043.4	991.0	1,130.2	1,130.0
Interest-bearing Debt/EBITDA	—	7.2	—	15.0	—	13.5	—	11.7	—	12.8
DER	—	2.7	—	4.4	—	3.6	—	2.7	—	2.9
Interest	3.7	7.7	7.8	15.0	6.2	11.6	5.1	10.2	5.0	—
Average interest rate	—	—	—	—	—	1.1%	—	1.0%	—	—

\*1 For the FY2013 second quarter ended September 30, 2013 and prior fiscal periods, data of Tokyu Land Corporation (on a consolidated basis) is used. (Page1~4)

\*2 Operating income before depreciation = Operating income+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-2011		Mar-2012		Mar-2013		Mar-2014	
	1H		1H		1H		1H	
Capital Investment	104.1	199.5	8.6	41.6	18.1	43.8	27.6	77.5
Real estate for sale (buildings*commercial facilities)	—	1.6	9.1	22.2	—	27.4	33.3	92.9
Land for sale (Condominiums*Detached housing)	15.9	41.6	18.5	36.6	15.5	59.5	31.3	51.1

4. Investment etc. (Consolidated base)	Mar-2015	
	1H	Forecasts
Capital Investment	64.3	130.0
Real estate for sale (buildings*commercial facilities)	72.5	160.0
Land for sale (Condominiums*Detached housing)	27.7	92.0

## 5. Cash Flows (Consolidated base)

CF from operating activities	(3.9)	66.2	(6.8)	44.9	22.0	70.2	(62.8)	(13.5)
CF from investing activities	(102.7)	(146.2)	(3.3)	(28.8)	103.5	42.5	(31.5)	19.7
CF from financing activities	94.7	79.0	0.9	(16.4)	(128.5)	(90.5)	68.3	3.0
Cash and cash equivalents at the end of the year	34.9	44.0	54.0	64.2	58.9	84.1	58.3	92.7

## 5. Cash Flows (Consolidated base)

CF from operating activities	(108.5)	—
CF from investing activities	(63.8)	—
CF from financing activities	140.0	—
Cash and cash equivalents at the end of the year	60.2	—

6. Segment Performance	Mar-2011		Mar-2012		Mar-2013		Mar-2014	
	1H		1H		1H		1H	
Operating revenue	267.7	571.4	241.0	556.8	286.5	595.9	294.1	714.1
Real Estate Sales	59.7	142.7	32.8	116.3	69.0	145.1	57.9	209.1
Contracted Construction	26.6	61.6	27.3	66.7	30.6	70.1	36.7	90.7
Retail Sales	37.3	75.6	42.7	85.3	40.9	82.8	41.3	84.5
Leasing of Real Estate	75.3	140.1	61.5	125.3	65.5	128.3	63.2	130.9
Property Management	35.8	72.9	37.0	74.7	37.9	76.5	47.5	96.0
Facility Operations	27.4	57.9	26.7	59.6	27.2	59.7	29.2	63.8
Real Estate Agents	19.1	37.9	17.6	37.7	19.3	42.3	24.2	51.6
Other	3.5	7.5	3.6	7.7	4.0	8.8	4.5	9.9
Elimination	(17.0)	(24.7)	(8.2)	(16.5)	(7.9)	(17.8)	(10.4)	(22.3)
Operating income	39.5	62.5	16.6	50.1	23.0	52.0	25.2	61.4
Real Estate Sales	1.7	(1.6)	(0.4)	6.7	2.5	6.6	2.9	12.5
Contracted Construction	(0.7)	0.0	(0.9)	0.9	(0.2)	1.6	(0.0)	2.9
Retail Sales	0.4	0.8	0.8	1.8	0.2	0.9	0.0	1.1
Leasing of Real Estate	37.4	59.7	18.1	35.3	19.5	35.0	17.9	33.6
Property Management	2.3	5.1	2.4	4.9	2.5	5.1	3.1	6.7
Facility Operations	(0.7)	0.9	(0.7)	3.0	0.0	3.8	0.8	4.3
Real Estate Agents	2.0	3.0	0.1	2.9	1.2	4.8	3.6	8.5
Other	0.0	0.2	(0.2)	0.2	(0.1)	0.0	(0.2)	0.0
Elimination	(2.9)	(5.6)	(2.6)	(5.7)	(2.7)	(5.8)	(3.0)	(8.0)
Operating Income Ratio	14.8%	10.9%	6.9%	9.0%	8.0%	8.7%	8.6%	8.6%
Real Estate Sales	2.8%	(1.1)%	(1.4)%	5.8%	3.7%	4.6%	4.9%	6.0%
Contracted Construction	(2.8)%	0.1%	(3.3)%	1.3%	(0.7)%	2.3%	(0.0)%	3.2%
Retail Sales	1.2%	1.1%	1.8%	2.2%	0.5%	1.0%	0.0%	1.3%
Leasing of Real Estate	49.6%	42.6%	29.5%	28.2%	29.8%	27.3%	28.3%	25.6%
Property Management	6.5%	7.0%	6.4%	6.6%	6.7%	6.7%	6.6%	6.9%
Facility Operations	(2.7)%	1.6%	(2.5)%	5.0%	0.2%	6.3%	2.7%	6.7%
Real Estate Agents	10.3%	7.8%	0.8%	7.6%	6.0%	11.3%	14.9%	16.5%
Other	1.2%	2.9%	(5.6)%	3.1%	(3.7)%	0.3%	(3.4)%	0.1%

(¥ billion)

6. Segment Performance	Mar-2015	
	1H	Forecasts
Operating revenue	322.3	760.0
Urban Development	97.9	247.0
Residential	40.6	107.0
Property Management	64.0	141.3
Real-Estate Agents	26.9	59.3
Wellness	32.7	74.5
Tokyu Hands	41.6	87.7
Business Innovation and Others	27.8	63.1
Elimination	(9.3)	(19.9)
Operating income	24.9	63.0
Urban Development	17.4	37.5
Residential	2.7	7.0
Property Management	3.6	9.4
Real-Estate Agents	3.0	9.3
Wellness	0.7	3.3
Tokyu Hands	(0.2)	0.9
Business Innovation and Others	0.3	1.5
Elimination	(2.5)	(5.8)
Operating Income Ratio	7.7%	8.3%
Urban Development	17.7%	15.2%
Residential	6.6%	6.5%
Property Management	5.7%	6.6%
Real-Estate Agents	11.2%	15.7%
Wellness	2.0%	4.4%
Tokyu Hands	(0.5)%	1.0%
Business Innovation and Others	1.1%	2.4%

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

(¥ billion)

6. Segment Performance	Mar-2011		Mar-2012		Mar-2013		Mar-2014	
	1H		1H		1H		1H	
Assets	—	1,161.4	—	1,744.8	—	1,718.4	—	1,789.8
Real Estate Sales	—	164.6	—	185.8	—	190.8	—	260.2
Contracted Construction	—	19.2	—	27.1	—	24.4	—	30.1
Retail Sales	—	33.5	—	32.2	—	33.2	—	32.2
Leasing of Real Estate	—	683.3	—	1,241.5	—	1,165.8	—	1,099.0
Property Management	—	12.2	—	12.0	—	54.2	—	52.7
Facility Operations	—	202.4	—	199.4	—	195.0	—	196.4
Real Estate Agents	—	37.6	—	36.7	—	72.7	—	48.0
Other	—	11.5	—	12.9	—	15.4	—	23.9
Eliminations	—	(3.0)	—	(2.9)	—	(33.2)	—	47.2
Depreciation	—	14.9	—	20.8	—	20.2	—	20.0
Real Estate Sales	—	0.1	—	0.1	—	0.1	—	0.1
Contracted Construction	—	0.3	—	0.3	—	0.3	—	0.3
Retail Sales	—	1.0	—	1.1	—	1.1	—	1.1
Leasing of Real Estate	—	6.1	—	11.8	—	11.5	—	11.1
Property Management	—	0.2	—	0.2	—	0.2	—	0.3
Facility Operations	—	5.0	—	4.9	—	4.8	—	5.0
Real Estate Agents	—	1.0	—	1.1	—	1.1	—	0.9
Other	—	0.6	—	0.6	—	0.6	—	0.6
Eliminations	—	0.5	—	0.5	—	0.4	—	0.4
Capital expenditures	—	200.3	—	41.8	—	82.9	—	77.5
Real Estate Sales	—	0.3	—	0.1	—	0.6	—	0.4
Contracted Construction	—	0.4	—	0.2	—	0.4	—	0.4
Retail Sales	—	1.5	—	1.1	—	1.2	—	1.1
Leasing of Real Estate	—	189.0	—	33.6	—	35.9	—	64.2
Property Management	—	0.2	—	0.1	—	38.4	—	0.6
Facility Operations	—	7.2	—	4.3	—	4.1	—	6.9
Real Estate Agents	—	1.5	—	0.6	—	1.2	—	1.4
Other	—	0.8	—	1.2	—	0.6	—	1.0
Eliminations	—	(0.5)	—	0.4	—	0.5	—	1.5

6. Segment Performance	Mar-2015	
	1H	Forecasts
Assets	—	—
Urban Development	—	—
Residential	—	—
Property Management	—	—
Real-Estate Agents	—	—
Wellness	—	—
Tokyu Hands	—	—
Business Innovation and Others	—	—
Elimination	—	—

Depreciation	—	—
Urban Development	—	—
Residential	—	—
Property Management	—	—
Real-Estate Agents	—	—
Wellness	—	—
Tokyu Hands	—	—
Business Innovation and Others	—	—
Elimination	—	—

Capital expenditures	—	—
Urban Development	—	—
Residential	—	—
Property Management	—	—
Real-Estate Agents	—	—
Wellness	—	—
Tokyu Hands	—	—
Business Innovation and Others	—	—
Elimination	—	—

## 7. Segment Indicators

## ① Leasing of Real Estate

Operating revenue	75.3	140.1	61.5	125.3	65.5	128.3	63.2	130.9
Owned (*TLC)	9.4	22.6	14.2	30.1	15.3	30.1	14.6	30.1
Owned (Consolidated SPC) *1	—	—	18.0	35.1	17.8	33.7	16.3	34.3
Leased etc.(*TLC) *2	5.9	11.6	6.2	12.1	6.3	11.9	5.0	11.6
SPC (Distributions, etc.) *1	10.7	19.6	—	—	—	—	—	—
SPC (Capital gain)	24.4	34.0	—	—	—	—	—	—
Other	24.8	52.3	23.2	48.0	26.1	52.5	27.2	54.9
Vacancy rate (Consolidated) *1	3.5%	4.1%	3.7%	2.3%	1.8%	2.7%	2.1%	2.2%
Vacancy rate (*TLC·SPC) *2	2.6%	3.7%	3.3%	2.0%	1.3%	2.1%	1.5%	1.8%

\*1 Due to the consolidation of SPCs, we have changed the classification effective from FY2011.

\*2 Figures in the fiscal years until FY2010 include operating revenue from leases by the TOKYU LAND CORPORATION, and effective from FY2011, figures include operating revenue from businesses of non-consolidated SPCs.

\* TLC=TOKYU LAND CORPORATION

## ① Urban Development (¥ billion)

Operating revenue	97.9	247.0
Leasing (Office buildings)	19.0	38.8
Leasing (commercial facilities)	17.3	36.7
Asset management etc.	34.0	119.4
Leasing (Residence) etc.	27.7	52.0
Vacancy rate	2.0%	—

## 7. Segment Indicators

① Leasing of Real Estate	Mar-2011		Mar-2012		Mar-2013		Mar-2014	
	1H		1H		1H		1H	
Total Leasing floor area								
Total floor area (*TLC·SPC)	978	1,043	1,327	1,505	1,406	1,425	1,486	1,512
Office	547	591	607	633	584	620	612	671
Commercial Facilities	432	453	720	872	822	805	874	841
Owned (Including SPC)	809	889	1,176	1,353	1,275	1,298	1,364	1,394
Subleased	169	154	151	152	132	127	122	118
Office for each area								
Chiyoda,Chuo,Minato, Shinjuku,Shibuya	454	480	498	505	466	465	460	525
Other Tokyo districts (total 23 districts)	29	38	37	56	57	77	77	71
Other Metropolitan area	21	21	21	21	21	21	21	21
Kansai area and Others	43	52	52	51	40	57	55	55

① Urban Development	Mar-2015	
	1H	Forecasts
Total floor area (*TLC·SPC)	1,582	—
Office	669	—
Commercial Facilities	913	—
Owned (Including SPC)	1,471	—
Subleased	111	—
Office for each area		
Chiyoda,Chuo,Minato, Shinjuku,Shibuya	535	—
Other Tokyo districts (total 23 districts)	67	—
Other Metropolitan area	14	—
Kansai area and Others	53	—

② Real Estate Sales  
(TOKYU LAND CORPORATION)

Operating revenue	56.1	132.3	29.0	105.8	65.2	134.4	51.5	175.4
Condominiums	48.2	102.2	21.3	91.2	29.1	95.1	39.1	137.0
Detached housing	3.3	9.5	2.1	4.5	1.4	3.5	4.6	7.6
Country houses,Cottages	0.7	4.7	1.6	1.9	0.2	0.5	6.1	7.2
Counter sales total	52.2	116.4	25.0	97.6	30.7	99.1	49.8	151.9
Other sales	3.9	15.9	4.1	8.2	34.5	35.4	1.8	23.5
No. of units sold *1	1,339	3,040	677	2,636	788	2,502	1,087	3,057
Condominiums	1,228	2,637	558	2,426	730	2,367	782	2,633
Detached housing	89	227	64	145	51	122	180	272
Country houses,Cottages	22	176	55	65	7	13	125	152
Inventory of completed units *1	195	239	156	330	269	280	153	306
Condominiums	167	220	139	291	243	252	122	260
Detached housing	28	19	17	39	26	28	31	46
No. of units supplied *1	1,367	2,905	1,624	2,921	1,028	2,537	1,646	2,747
Condominiums	1,146	2,491	1,520	2,728	978	2,381	1,517	2,489
Metropolitan area	945	1,737	681	1,346	275	1,144	1,112	1,818
Kansai area	195	687	605	1,078	594	1,124	281	511
Other area	6	67	234	304	109	113	124	160
Detached housing	126	186	50	112	31	99	86	170
Country houses,Cottages	95	228	54	81	19	57	43	88

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

## ② Residential (¥ billion)

Operating revenue	40.6	107.0
Condominiums	31.1	91.8
Detached housing	2.5	5.6
Other	7.0	9.6
No. of units sold *1	828	2,278
Condominiums	768	2,125
Detached housing	60	153
Inventory of completed units *1	221	—
Condominiums	162	—
Detached housing	59	—
No. of units supplied *1	1,099	2,210
Condominiums	1,030	2,050
Metropolitan area	598	1,150
Kansai area	383	800
Other area	49	100
Detached housing	69	160

## ③ Property Management (Number of sites managed)

Condominiums (units)	392,184	400,876	409,281	405,911	451,606	617,687	627,304	641,591
Buildings (no. of contracts)	1,221	1,303	1,360	1,356	1,352	1,330	1,318	1,305

## ③ Property Management

Condominium units	668,760	679,200
Number of office buildings	1,399	1,407

## ④ Real Estate Agents

Number of transactions	7,500	15,139	7,258	14,912	7,872	16,615	9,446	19,435
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## ④ Real-Estate Agents

Number of transactions	9,327	20,247
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## ⑤ Facility Operations (Consolidated base)

Operating revenue	27.4	57.9	26.7	59.6	27.2	59.7	29.2	63.8
Golf course	5.5	9.7	5.2	9.5	4.9	8.6	4.7	8.4
Harvest club	6.4	12.0	6.1	12.1	6.3	12.2	6.7	13.5
Oasis	7.2	14.1	7.1	14.1	7.3	14.5	7.5	15.0
Ski resort	2.5	10.3	2.1	10.7	2.4	10.7	2.4	10.5
Senior housing	1.9	4.4	2.2	5.1	2.5	5.7	2.8	6.3
Other	3.9	7.3	4.0	8.1	3.8	8.1	5.1	10.2
Registration fee	0.7	1.1	1.0	1.6	0.7	1.7	1.5	2.8
No. of memberships	614	1,034	850	1,383	507	1,325	1,019	1,841

## ⑤ Wellness (¥ billion)

Operating revenue	32.7	74.5
Golf course [20]	4.8	8.8
Harvest club [26]	7.4	14.7
Oasis [33]	7.9	15.8
Ski resort [8]	2.5	11.0
Senior housing [11]	3.1	6.3
Sales of country houses and membership	1.9	8.2
Other	5.2	9.9

[ ] No. of facilities as of September 30, 2014

\* TLC=TOKYU LAND CORPORATION