

Financial Summary
FY2011 Third Quarter (First Nine Months)
Ended December 31, 2011

Tokyu Land Corporation

This report provides information excerpts from Tokyu Land's original disclosure in Japanese,
"Kessan Tanshin," which was released on January 31, 2012 at 16:00 (GMT+9).
The audit has not been completed.

1. Overview of the FY2011 Third Quarter (First Nine Months) Ended December 31, 2011

*All the figures in millions are rounded down and all the figures in billions are rounded off to one decimal place.

(1) Summary of consolidated statements of income

(% indicates year-on-year change.)

	Operating revenue		Operating income		Ordinary income		Net income	
First nine months	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)
FY2011	364,227	(4.7)	27,376	(38.8)	15,829	(59.5)	31,774	883.7
FY2010	382,347	(0.7)	44,721	31.5	39,128	36.9	3,230	(70.6)

Note: Comprehensive income: First nine months of FY2011 ¥35,400 million [542.1%]

First nine months of FY2010 ¥5,513 million [–%]

	Net income per share	Fully diluted net income per share
First nine months	(Yen)	(Yen)
FY2011	59.83	–
FY2010	6.08	–

(2) Summary of consolidated balance sheets

	Total assets	Total net assets	Equity ratio	Net assets per share
	(Millions of yen)	(Millions of yen)	(%)	(Yen)
As of December 31, 2011	1,734,182	271,420	13.7	448.61
As of March 31, 2011	1,161,419	239,828	18.0	392.87

Reference: Equity: As of December 31, 2011 ¥238,231 million; As of March 31, 2011 ¥208,638 million

2. Dividends

	Annual dividends				
	Q1 (Yen)	Q2 (Yen)	Q3 (Yen)	Year-end (Yen)	Total (Yen)
FY2010 ended March 31, 2011	–	3.50	–	3.50	7.00
FY2011 ending March 31, 2012	–	3.50	–		
FY2011 ending March 31, 2012 (Forecast)				3.50	7.00

Note: Revisions to the forecasts of dividends most recently announced: None

3. Forecast for Fiscal Year 2011 Ending March 31, 2012

(% indicates year-on-year change.)

	Operating revenue		Operating income		Ordinary income		Net income		Net income per share
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Yen)
Full-year forecast	555,000	(2.9)	43,000	(31.2)	27,000	(50.8)	31,000	167.3	58.37

Note: Revisions to the forecasts most recently announced: None

* Indication regarding execution of quarterly review procedures

This quarterly financial summary report is not subject to the quarterly review procedures in accordance with the Financial Instruments and Exchange Act. At the time of disclosure of this quarterly financial summary report, the quarterly review procedures in accordance with the Financial Instruments and Exchange Act are in progress.

*Proper use of forecasts, and other special matters

(Disclaimer)

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.

Operating Results and Financial Position

1. Analysis of Operating Results

(1) Overview

Results for the first nine months ended December 31, 2011 showed a decrease in revenues and profit with ¥364.2 billion in operating revenue (down 4.7% from the same period of the previous year), ¥27.4 billion in operating income (down 38.8%) and ¥15.8 billion in ordinary income (down 59.5%). The main factors of this result were the existence of distributions from the sale of a building through SPCs in the same period of the previous year and a decline in sales from condominium development.

Meanwhile, net income substantially increased to ¥31.8 billion (up 883.7%). This was the result of the recording of gain on negative goodwill of ¥48.3 billion as extraordinary income and the recording of an impairment loss of ¥26.4 billion as extraordinary loss associated with the consolidation of silent partnerships, etc., as well as a decrease in tax expenses due to the change in corporate tax rate by amendment of the Corporation Tax Act, etc.

Operating revenue and operating income

(Unit:¥ billion)

	First three months	First six months	First nine months	Full-year
Operating revenue for FY2011	108.2	241.0	364.2	—
Operating revenue for FY2010	108.2	267.7	382.3	571.4
Operating income for FY2011	5.7	16.6	27.4	—
Operating income for FY2010	6.1	39.5	44.7	62.5

By segment, the four segments of Real Estate Sales, Contracted Construction, Retail Sales and Facility Operations saw an increase in profit, and the three segments of Leasing of Real Estate, Property Management and Real-Estate Agents saw a decrease in profit (compared with the same period of the previous year).

Operating revenue

(Unit:¥ billion)

	First nine months		Comparison	Full-year forecast	Progress
	FY2010	FY2011			
Total	382.3	364.2	(18.1)	555.0	65.6%
Real Estate Sales	75.5	48.5	(27.0)	119.8	40.5%
Contracted Construction	41.0	43.8	2.7	66.5	65.8%
Retail Sales	57.6	64.9	7.3	87.4	74.3%
Leasing of Real Estate	100.6	91.5	(9.2)	123.6	74.0%
Property Management	54.0	55.7	1.7	74.0	75.3%
Facility Operations	41.3	40.6	(0.7)	59.8	67.9%
Real-Estate Agents	26.8	25.7	(1.1)	37.9	67.7%
Other	5.4	5.4	(0.0)	8.0	67.4%
Adjustment for Inter-Company Transactions	(20.1)	(11.9)	8.2	(22.1)	—

Operating income

(Unit:¥ billion)

	First nine months		Comparison	Full-year forecast	Progress
	FY2010	FY2011			
Total	44.7	27.4	(17.3)	43.0	63.7%
Real Estate Sales	0.0	0.5	0.5	5.9	8.3%
Contracted Construction	(0.7)	(0.5)	0.2	0.5	—
Retail Sales	1.5	1.8	0.3	1.6	113.7%
Leasing of Real Estate	43.5	26.8	(16.7)	33.0	81.0%
Property Management	3.9	3.8	(0.1)	4.9	77.3%
Facility Operations	(0.8)	(0.5)	0.3	0.7	—
Real-Estate Agents	1.2	(0.4)	(1.6)	2.5	—
Other	0.2	(0.1)	(0.3)	0.0	—
Adjustment for Inter-Company Transactions	(4.0)	(3.9)	0.1	(6.2)	—

1) Real Estate Sales

In our Real Estate Sales business, we recognized ¥48.5 billion in operating revenue (down 35.7% from the same period of the previous year) and ¥0.5 billion in operating income.

During this period, sales of condominium units in “Branz Minami Yukigaya” (Ota-ku, Tokyo), “Branz Aobadai 2-chome” (Yokohama-shi, Kanagawa), “Branz Senri Momoyamadai” (Suita-shi, Osaka) and others were recorded. However, as sales of condominium units in the large tower condominium “Futako Tamagawa Rise Tower & Residence” (Setagaya-ku, Tokyo) etc. were recorded in the same period of the previous fiscal year, there was a decrease in revenues due to a decline in the number of condominium units sold and the like. Meanwhile, profit increased thanks mainly to an improvement in the gross profit margin ratio.

Sales continued to perform steadily and the inventory of completed units remained at a low level. The ratio of contracted amount for sale to the planned sales amount for the full year for condominium excluding sales of rental residence building blocks became 89% (down 1% from the same period of the previous year) from 33% at the beginning of the fiscal year (parent company basis).

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	75.5	48.5	(27.0)	142.7	119.8
Operating income	0.0	0.5	0.5	(1.6)	5.9

Breakdown of operating revenue

(Before adjustments in ¥ billion)

	First nine months		Comparison	FY2010
	FY2010	FY2011		
Condominium	61.8	37.1	(24.7)	109.4
Detached housing	6.5	3.3	(3.2)	9.8
Country houses	1.0	1.7	0.7	4.7
Other sales	6.3	6.5	0.2	18.8

Number of units supplied and sold (Parent company)

(Units)

	First nine months				Inventory of completed units	
	FY2010		FY2011		As of March 31, 2011	As of December 31, 2011
	New supply	Contracted units	New supply	Contracted units		
Condominium	1,810	1,849	2,117	1,946	220	155
Detached housing	175	193	96	84	19	31
Country houses	195	172	66	94	—	—

2) Contracted Construction

In our Contracted Construction business, we posted ¥43.8 billion in operating revenue (up 6.6% from the same period of the previous year) and ¥0.5 billion in operating loss.

There was an increase in revenues and profit due to an increase in completions of constructions to custom-built houses and common areas of condominiums. Orders received expanded steadily, with orders received for reconstruction alternative products etc. in our custom-built houses and renovation businesses being on a recovery trend.

Please note that a change in the execution system for constructions by local branches of Tokyu Community Corporation led to the partial reclassification of sales from the Property Management Segment to the Contracted Construction Segment.

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	41.0	43.8	2.7	61.6	66.5
Operating income	(0.7)	(0.5)	0.2	0.0	0.5

Breakdown of operating revenue

(Unit:¥ billion)

	First nine months		Comparison	FY2010
	FY2010	FY2011		
Custom-built houses	10.2	11.7	1.5	16.6
Renovation	11.5	11.8	0.3	16.4
Landscape gardening etc.	19.3	20.2	0.9	28.6

Orders received (sales from orders)

(Before adjustments in ¥ billion)

	First nine months		Comparison	FY2010
	FY2010	FY2011		
Total sales from orders	42.9	48.6	5.7	59.6
Custom-built houses	13.0	14.0	1.0	18.4
Renovation	12.4	13.4	1.0	17.1
Landscape gardening etc.	17.4	21.2	3.8	24.2

3) Retail Sales

In our Retail Sales business, operating revenue amounted to ¥64.9 billion (up 12.7% from the same period of the previous year), and we recorded operating income of ¥1.8 billion (up 23.1%).

At Tokyu Hands, Inc., the opening of new stores led to an increase in both revenues and profit. Sales of products such as emergency supplies and products to counter hot weather, which previously performed well, started to slow in the autumn, resulting in a decrease in revenues for the 18 existing outlets (down 1.5%).

The new stores that opened were “Tokyu Hands Hakata” (Fukuoka-shi, Fukuoka) in March 2011, and “Tokyu Hands Umeda” (Osaka-shi, Osaka) and “Tokyu Hands Abeno Q’s MALL” (Osaka-shi, Osaka) in April 2011. Also, 3 “hands be” small-scale outlets opened during this period. Through such store openings and other factors, Tokyu Hands is expanding its business.

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	57.6	64.9	7.3	75.6	87.4
Operating income	1.5	1.8	0.3	0.8	1.6

4) Leasing of Real Estate

In our Leasing of Real Estate business, operating revenue amounted to ¥91.5 billion (down 9.1% from the same period of the previous year) with operating income at ¥26.8 billion (down 38.5%).

In the first quarter ended June 30, 2011, we made 29 silent partnerships, etc. into consolidated subsidiaries. Previously, distributions from silent partnerships, etc. were recorded in operating revenue. However, as we recorded revenue from leasing of real estate, operating cost and interest expenses on loans payable because of their consolidation, there was an increase in revenues and profit. On the other hand, due to the recording of ¥24.4 billion for distributions from the sale of a building through SPCs in the same period of the previous year, etc., the Leasing of Real Estate business experienced declines in both revenues and profit.

The vacancy rate (office buildings and commercial facilities) remained at its low level, improving to 2.9%, thanks mainly to “Abeno Market Park Q’s MALL” (Osaka-shi, Osaka), which started its operations at 100% capacity (parent company basis).

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	100.6	91.5	(9.2)	140.1	123.6
Operating income	43.5	26.8	(16.7)	59.7	33.0

Breakdown of operating revenue *1

(Unit:¥ billion)

	First nine months		Comparison	FY2010
	FY2010	FY2011		
Owned *2	—	46.8	—	—
Leased etc.*3	—	9.0	—	—
Subsidiaries and others *4	—	35.7	—	—

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

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

*3: Leased etc. refers to leases by the parent company, and businesses of non-consolidated silent partnerships, etc.

*4: Subsidiaries and others refers to subsidiaries etc. other than consolidated silent partnerships, etc.

Vacancy rate of office buildings and commercial facilities

	As of March 31, 2008	As of March 31, 2009	As of March 31, 2010	As of March 31, 2011	As of December 31, 2011
Consolidated basis	2.0%	5.1%	3.9%	4.1%	3.4%
Parent company basis	1.4%	4.6%	3.0%	3.7%	2.9%

5) Property Management

Operating revenue and operating income from our Property Management business were ¥55.7 billion (up 3.1% from the same period of the previous year) and ¥3.8 billion (down 1.8%), respectively.

While revenues grew because of an expansion in the stock of condominium management services and an increase in orders for building management services at Tokyu Community Corporation, profit decreased due to such factors as an increased cost for improving operational service quality.

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	54.0	55.7	1.7	72.9	74.0
Operating income	3.9	3.8	(0.1)	5.1	4.9

6) Facility Operations

Our Facility Operations business generated ¥40.6 billion in operating revenue (down 1.7% from the same period of the previous year) and posted an operating loss of ¥0.5 billion.

Revenues decreased due to a drop in numbers of visitors to ski resorts, etc. resulting from the impact of the Great East Japan Earthquake, although there was an increase in revenues in senior housing due to the start of operations of “Grancreeer Seijo” (Setagaya-ku, Tokyo) and “Grancreeer Bajikouen” (Setagaya-ku, Tokyo), which opened in the previous fiscal year. However, profit increased as a result of cost cutting measures, etc.

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	41.3	40.6	(0.7)	57.9	59.8
Operating income	(0.8)	(0.5)	0.3	0.9	0.7

Breakdown of operating revenue

*The figures in brackets indicate the number of facilities at end of period.

(Unit:¥ billion)

	First nine months		Comparison	FY2010		
	FY2010	FY2011				
Golf course	8.2 [21]	7.9 [21]	(0.3)	9.7 [21]		
Harvest Club	9.5 [24]	9.2 [24]	(0.4)	12.0 [24]		(Membership resort hotel)
Oasis	10.7 [32]	10.6 [31]	(0.1)	14.1 [31]		(Fitness club)
Ski resort	4.3 [8]	3.7 [8]	(0.6)	10.3 [8]		
Senior housing	3.1 [10]	3.9 [10]	0.8	4.7 [10]		
Other	5.5	5.4	(0.1)	7.0		

7) Real-Estate Agents

In our Real-Estate Agents businesses, operating revenue was ¥25.7 billion (down 4.1% from the same period of the previous year) and operating loss amounted to ¥0.4 billion.

There was a decrease in revenues and profit in consignment sales because of a contribution from large condominiums such as “Futako Tamagawa Rise Tower & Residence” (Setagaya-ku, Tokyo) recorded in the same period of the previous year. Regarding our real-estate sales agent business, there was an increase in revenues in the wholesale sales because of stronger efforts towards large contracts in real-estate investment markets. In the retail sales, performance remained weak until the autumn. However, in the third quarter ended December 31, 2011, operating revenue increased compared with the same period of the previous year.

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	26.8	25.7	(1.1)	37.9	37.9
Operating income	1.2	(0.4)	(1.6)	3.0	2.5

Breakdown of operating revenue

(Unit:¥ billion)

	First nine months		Comparison	FY2010
	FY2010	FY2011		
Real-estate sales agent	21.6	21.8	0.2	30.4
Consignment sales	3.3	1.9	(1.4)	5.0
Other	1.8	1.9	0.1	2.5

8) Other

(Unit:¥ billion)

	First nine months		Comparison	FY2010	FY2011 forecast
	FY2010	FY2011			
Operating revenue	5.4	5.4	(0.0)	7.5	8.0
Operating income	0.2	(0.1)	(0.3)	0.2	0.0

Breakdown of operating revenue

(Unit:¥ billion)

	First nine months		Comparison	FY2010
	FY2010	FY2011		
Consignment welfare	3.4	3.5	0.2	4.6
Other	2.1	1.9	(0.2)	2.8

(2) Analysis of Financial Conditions

Total assets increased by ¥572.8 billion compared to the end of the previous fiscal year due to an increase in noncurrent assets from the consolidation of silent partnerships, etc., and total liabilities also increased by ¥541.2 billion due to an increase in interest-bearing debt from the consolidation of silent partnerships, etc.

Of interest-bearing debt, ¥582.9 billion is loans payable of silent partnerships, etc.

(Unit:¥ billion)

	As of December 31, 2010	As of December 31, 2011	(Reference) As of March 31, 2011
Total assets	1,192.2	1,734.2	1,161.4
Total liabilities	960.0	1,462.8	921.6
Net assets	232.2	271.4	239.8
Equity	202.5	238.2	208.6
Equity ratio	17.0%	13.7%	18.0%
Interest-bearing debt	645.0	1,085.4	559.8

(3) Forecast for Fiscal Year 2011 Ending March 31, 2012

	Operating revenue (Millions of yen)	Operating income (Millions of yen)	Ordinary income (Millions of yen)	Net income (Millions of yen)
Full-year forecast	555,000	43,000	27,000	31,000

Reference: Projected net income per share (full-year): ¥58.37

There is no change from the forecast announced on November 4, 2011.

However, 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.

Third Quarter Consolidated Balance Sheets

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	As of March 31, 2011	As of December 31, 2011
Assets		
Current assets		
Cash and deposits	42,376	50,821
Notes and accounts receivable-trade	15,340	16,931
Short-term investment securities	2,080	8,568
Merchandise	7,912	9,040
Real estate for sale	80,477	83,397
Real estate for sale in process	71,495	91,916
Costs on uncompleted construction contracts	3,682	6,570
Supplies	779	601
Other	51,281	38,732
Allowance for doubtful accounts	(534)	(522)
Total current assets	274,892	306,057
Noncurrent assets		
Property, plant and equipment		
Buildings and structures	301,109	414,209
Accumulated depreciation	(137,284)	(162,107)
Buildings and structures, net	163,824	252,102
Land	373,074	1,021,280
Construction in progress	20,334	8,807
Other	40,964	47,063
Accumulated depreciation	(27,529)	(29,414)
Other, net	13,435	17,648
Total property, plant and equipment	570,669	1,299,839
Intangible assets		
Goodwill	889	756
Other	25,989	26,449
Total intangible assets	26,878	27,206
Investments and other assets		
Investment securities	48,843	17,823
Investments in silent partnership	166,167	8,993
Lease and guarantee deposits	53,159	52,068
Other	21,709	23,137
Allowance for doubtful accounts	(901)	(943)
Total investments and other assets	288,979	101,079
Total noncurrent assets	886,526	1,428,124
Total assets	1,161,419	1,734,182

Note: Amounts are in units of millions of yen with fractional units discarded.

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	As of March 31, 2011	As of December 31, 2011
Liabilities		
Current liabilities		
Notes and accounts payable-trade	37,491	30,865
Short-term loans payable	158,567	351,843
Commercial papers	—	35,000
Current portion of bonds	20,000	22,000
Income taxes payable	4,093	3,563
Provision	7,184	4,042
Other	105,916	97,419
Total current liabilities	333,253	544,735
Noncurrent liabilities		
Bonds payable	30,000	23,000
Long-term loans payable	351,223	653,557
Long-term lease and guarantee deposited	151,768	158,977
Provision for retirement benefits	16,809	17,751
Other provision	814	705
Other	37,720	64,035
Total noncurrent liabilities	588,337	918,026
Total liabilities	921,590	1,462,761
Net assets		
Shareholders' equity		
Capital stock	57,551	57,551
Capital surplus	39,292	39,289
Retained earnings	101,455	129,675
Treasury stock	(1,186)	(1,187)
Total shareholders' equity	197,113	225,328
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(396)	(552)
Deferred gains or losses on hedges	—	67
Revaluation reserve for land	13,720	15,242
Foreign currency translation adjustment	(1,799)	(1,854)
Total accumulated other comprehensive income	11,525	12,902
Minority interests	31,189	33,188
Total net assets	239,828	271,420
Total liabilities and net assets	1,161,419	1,734,182

Note: Amounts are in units of millions of yen with fractional units discarded.

Third Quarter Consolidated Statements of (Comprehensive) Income

(Third Quarter Consolidated Statements of Income)

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	First nine months	
	FY2010 (from April 1, 2010 to December 31, 2010)	FY2011 (from April 1, 2011 to December 31, 2011)
Operating revenue	382,347	364,227
Operating cost	287,892	285,202
Operating gross profit	94,454	79,025
Selling, general and administrative expenses	49,733	51,648
Operating income	44,721	27,376
Non-operating income		
Interest income	100	156
Dividends income	278	293
Equity in earnings of affiliates	79	336
Other	254	276
Total non-operating income	712	1,062
Non-operating expenses		
Interest expenses	5,733	11,569
Other	572	1,040
Total non-operating expenses	6,305	12,609
Ordinary income	39,128	15,829
Extraordinary income		
Gain on negative goodwill	887	48,286
Other	934	256
Total extraordinary income	1,821	48,543
Extraordinary loss		
Impairment loss	29,074	26,702
Loss on adjustment for changes of accounting standard for asset retirement obligations	671	—
Other	895	2,398
Total extraordinary losses	30,641	29,101
Income before income taxes and minority interests	10,308	35,271
Income taxes	4,648	1,364
Income before minority interests	5,659	33,907
Minority interests in income	2,429	2,132
Net income	3,230	31,774

Note: Amounts are in units of millions of yen with fractional units discarded.

(Third Quarter Consolidated Statements of Comprehensive Income)

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	First nine months	
	FY2010 (from April 1, 2010 to December 31, 2010)	FY2011 (from April 1, 2011 to December 31, 2011)
Income before minority interests	5,659	33,907
Other comprehensive income		
Valuation difference on available-for-sale securities	(34)	(179)
Deferred gains or losses on hedges	—	67
Foreign currency translation adjustment	(111)	(55)
Revaluation reserve for land	—	1,661
Total other comprehensive income	(146)	1,493
Comprehensive income	5,513	35,400
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	3,088	33,292
Comprehensive income attributable to minority interests	2,424	2,108

Note: Amounts are in units of millions of yen with fractional units discarded.