

**Financial Summary**  
**FY2013 First Quarter (First Three Months)**  
**Ended June 30, 2013**

**Tokyu Land Corporation**

This report provides information excerpts from Tokyu Land's original disclosure in Japanese,  
"Kessan Tanshin," which was released on July 31, 2013 at 15:00 (GMT+9).  
The audit has not been completed.

## 1. Overview of the FY2013 First Quarter (First Three Months) Ended June 30, 2013

\*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 three months	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)
FY2013	122,607	(15.1)	8,089	(7.6)	5,550	1.7	2,189	(72.5)
FY2012	144,447	33.5	8,753	52.4	5,457	184.7	7,962	(63.6)

Note: Comprehensive income: First three months of FY2013 ¥719 million [(91.2)%]

First three months of FY2012 ¥8,154 million [(63.2)%]

	Net income per share	Fully diluted net income per share
First three months	(Yen)	(Yen)
FY2013	4.13	—
FY2012	14.99	—

### (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 June 30, 2013	1,699,596	304,563	15.7	501.99
As of March 31, 2013	1,718,403	306,982	15.6	505.99

Reference: Equity: As of June 30, 2013 ¥266,378 million; As of March 31, 2013 ¥268,675 million

## 2. Dividends

	Annual dividends				
	Q1 (Yen)	Q2 (Yen)	Q3 (Yen)	Year-end (Yen)	Total (Yen)
FY2012 ended March 31, 2013	—	3.50	—	3.50	7.00
FY2013 ending March 31, 2014	—				
FY2013 ending March 31, 2014 (Forecast)		3.50	—	3.50	7.00

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

The Company plans to establish a holding company through joint share transfers with Tokyu Community Corp. and Tokyu Livable, Inc., as of October 1, 2013 (scheduled date). The above dividend forecasts are calculated based on the Company's present organization. The dividend forecasts of the holding company are to be disclosed at a later date.

## 3. Forecast for Fiscal Year 2013 Ending March 31, 2014

(% 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	690,000	15.8	60,000	15.4	47,000	17.8	20,000	(9.7)	37.67

Note: Revisions to the forecasts most recently announced: None

The Company plans to establish a holding company through joint share transfers with Tokyu Community Corp. and Tokyu Livable, Inc., as of October 1, 2013 (scheduled date). The above forecasts are calculated based on the Company's present organization. The forecasts of the holding company are to be disclosed at a later date.

\* 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. Consequently, any 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.

# Operating Results and Financial Position

## 1. Analysis of Operating Results

### (1) Overview

Results for the first three months ended June 30, 2013 showed ¥122.6 billion in operating revenue (down 15.1% from the same period of the previous year), ¥8.1 billion in operating income (down 7.6%) and ¥5.6 billion in ordinary income (up 1.7%).

Following the listing of Activia Properties Inc. in the previous year, which entrusts the Company's wholly-owned subsidiary, TLC Activia Investment Management Inc., with its asset management, part of the commercial facilities and office buildings owned by the Company and its consolidated subsidiaries as inventories or noncurrent assets were transferred to Activia Properties Inc. As a result of this and other factors, both revenues and profit decreased in the Real Estate Sales segment and the Leasing of Real Estate segment.

Net income also decreased to ¥2.2 billion (down 72.5%). This was mainly due to the recording of gain on sales of noncurrent assets of ¥8.4 billion from the transferring of assets to Activia Properties Inc. in the previous year.

### Operating revenue and operating income

(Unit:¥ billion)

	First three months	First six months	First nine months	Full-year
Operating revenue for FY2013	122.6	—	—	—
Operating revenue for FY2012	144.4	286.5	404.7	595.9
Operating income for FY2013	8.1	—	—	—
Operating income for FY2012	8.8	23.0	31.2	52.0

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

### Operating revenue

(Unit:¥ billion)

	First three months		Comparison	Full-year forecast	Progress
	FY2012	FY2013			
Total	144.4	122.6	(21.8)	690.0	17.8%
Real Estate Sales	42.4	15.6	(26.8)	197.8	7.9%
Contracted Construction	10.9	10.6	(0.3)	82.8	12.8%
Retail Sales	19.6	19.9	0.3	86.9	22.9%
Leasing of Real Estate	33.9	31.2	(2.7)	126.3	24.7%
Property Management	18.8	23.4	4.7	95.3	24.6%
Facility Operations	12.6	13.8	1.2	62.9	21.9%
Real-Estate Agents	7.9	10.2	2.3	46.3	22.0%
Other	2.1	2.2	0.1	9.8	22.2%
Adjustment for Inter-Company Transactions	(3.6)	(4.2)	(0.6)	(18.1)	—

## Operating income

(Unit:¥ billion)

	First three months		Comparison	Full-year forecast	Progress
	FY2012	FY2013			
Total	8.8	8.1	(0.7)	60.0	13.5%
Real Estate Sales	0.3	0.2	(0.1)	14.7	1.4%
Contracted Construction	(1.2)	(1.5)	(0.3)	2.9	—
Retail Sales	0.2	0.2	(0.0)	1.5	13.6%
Leasing of Real Estate	11.1	8.8	(2.3)	33.1	26.6%
Property Management	1.3	1.5	0.2	6.3	23.2%
Facility Operations	(0.6)	0.1	0.7	3.2	4.1%
Real-Estate Agents	(1.0)	0.4	1.4	5.6	7.6%
Other	(0.1)	(0.1)	(0.0)	(0.4)	—
Adjustment for Inter-Company Transactions	(1.3)	(1.5)	(0.2)	(7.0)	—

### 1) Real Estate Sales

In our Real Estate Sales business, we recognized ¥15.6 billion in operating revenue (down 63.2% from the same period of the previous year) and ¥0.2 billion in operating income (down 22.5%).

Revenues and profit increased for the condominiums thanks to an increase in sales, etc. However, mainly due to the transferring of inventories, including the commercial facilities and office buildings, to Activia Properties Inc. in the previous year, both revenues and profit decreased.

Sales of condominium units in “MID GARDEN AKASAKA HIKAWA” (Minato-ku, Tokyo), “Branz Roppongi” (Minato-ku, Tokyo) and others were recorded. Sales continued to perform firmly and the inventory of completed units decreased compared to the end of the previous fiscal year and 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 become to 53% (down 5 percentage points from the same period of the previous year) from 38% at the beginning of the fiscal year (parent company basis).

(Unit:¥ billion)

	First three months		Comparison	FY2012	FY2013 forecast
	FY2012	FY2013			
Operating revenue	42.4	15.6	(26.8)	145.1	197.8
Operating income	0.3	0.2	(0.1)	6.6	14.7

### Breakdown of operating revenue

(Before adjustments in ¥ billion)

	First three months		Comparison	FY2012
	FY2012	FY2013		
Condominium	7.8	12.6	4.8	100.9
Detached housing	0.5	0.9	0.4	4.0
Country houses	0.1	0.1	(0.0)	0.5
Other sales	34.0	2.0	(32.0)	39.8

### Number of units supplied and sold (Parent company)

(Units)

	First three months				Inventory of completed units	
	FY2012		FY2013		As of March 31, 2013	As of June 30, 2013
	New supply	Contracted units	New supply	Contracted units		
Condominium	344	412	727	629	252	180
Detached housing	6	29	46	45	28	26
Country houses	7	7	19	19	—	—

## 2) Contracted Construction

In our Contracted Construction business, we posted ¥10.6 billion in operating revenue (down 2.4% from the same period of the previous year) and ¥1.5 billion in operating loss.

There was a decrease in revenues and profit due to a decrease in completions of constructions to custom-built houses, etc. although there was an increase in revenues due to Tokyu Community Corp.'s acquisition of shares in United Communities Co., Ltd. and making it a consolidated subsidiary in the previous year. However, orders received expanded mainly for constructions of common areas of condominiums and renovations.

(Unit:¥ billion)

	First three months		Comparison	FY2012	FY2013 forecast
	FY2012	FY2013			
Operating revenue	10.9	10.6	(0.3)	70.1	82.8
Operating income	(1.2)	(1.5)	(0.3)	1.6	2.9

### Breakdown of operating revenue

(Unit:¥ billion)

	First three months		Comparison	FY2012
	FY2012	FY2013		
Custom-built houses	1.9	1.3	(0.6)	18.7
Renovation	3.3	2.8	(0.5)	20.1
Landscape gardening etc.	5.6	6.5	0.9	31.3

### Orders received (sales from orders)

(Before adjustments in ¥ billion)

	First three months		Comparison	FY2012
	FY2012	FY2013		
Total sales from orders	15.0	17.5	2.5	72.3
Custom-built houses	3.7	3.9	0.2	19.5
Renovation	4.2	5.0	0.8	20.0
Landscape gardening etc.	7.1	8.6	1.5	32.8

## 3) Retail Sales

In our Retail Sales business, operating revenue amounted to ¥19.9 billion (up 1.4% from the same period of the previous year), and we recorded operating income of ¥0.2 billion (down 16.1%).

At Tokyu Hands, Inc., revenues increased thanks mainly to the opening of new stores. However, profit decreased due partly to an impact from the temporary closing of "Tokyu Hands Yokohama."

The new stores that opened were "Tokyu Hands Himeji" and "hands be Musashi-Kosugi Tokyu Square," both of which started operations in April 2013, and "Tokyu Hands Yokohama" is planned to reopen after remodeling at a new location in October 2013.

(Unit:¥ billion)

	First three months		Comparison	FY2012	FY2013 forecast
	FY2012	FY2013			
Operating revenue	19.6	19.9	0.3	82.8	86.9
Operating income	0.2	0.2	(0.0)	0.9	1.5

#### 4) Leasing of Real Estate

In our Leasing of Real Estate business, operating revenue amounted to ¥31.2 billion (down 8.0% from the same period of the previous year) with operating income at ¥8.8 billion (down 20.6%).

Although there was an increase in revenues resulting from the full-year operations, etc. of facilities opened in the previous year, revenues and profit decreased mainly due to the impact from transferring of the commercial facilities and office buildings, etc. to Activia Properties Inc. in the previous year.

The vacancy rate (office buildings and commercial facilities) improved to 1.7% and remained at a low level (parent company basis), mainly due to the full occupancy of “Shin-Meguro Tokyu Building” (Shinagawa-ku, Tokyo), which opened in the previous year.

(Unit:¥ billion)

	First three months		Comparison	FY2012	FY2013 forecast
	FY2012	FY2013			
Operating revenue	33.9	31.2	(2.7)	128.3	126.3
Operating income	11.1	8.8	(2.3)	35.0	33.1

#### Breakdown of operating revenue

(Unit:¥ billion)

	First three months		Comparison	FY2012
	FY2012	FY2013		
Owned *1	17.4	15.5	(1.9)	63.9
Leased etc. *2	2.6	2.3	(0.3)	11.9
Subsidiaries and others *3	13.9	13.3	(0.6)	52.5

\*1: Owned refers to office buildings and commercial facilities, etc. owned by the parent company and those owned by consolidated silent partnerships, etc.

\*2: Leased etc. refers to leases by the parent company, and businesses of non-consolidated silent partnerships, etc.

\*3: 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, 2010	As of March 31, 2011	As of March 31, 2012	As of March 31, 2013	As of June 30, 2013
Consolidated basis	3.9%	4.1%	2.3%	2.7%	2.3%
Parent company basis *	3.0%	3.7%	2.0%	2.1%	1.7%

\* Including office buildings and commercial facilities owned by consolidated silent partnerships, etc.

#### 5) Property Management

Operating revenue and operating income from our Property Management business were ¥23.4 billion (up 25.0% from the same period of the previous year) and ¥1.5 billion (up 12.6%), respectively.

Regarding our Property Management business, both revenues and profit increased thanks to an expansion in the stock of condominium management service sites, etc. This was a result of Tokyu Community Corp.’s acquisition of shares in United Communities Co., Ltd. and making it a consolidated subsidiary in the previous year.

(Unit:¥ billion)

	First three months		Comparison	FY2012	FY2013 forecast
	FY2012	FY2013			
Operating revenue	18.8	23.4	4.7	76.5	95.3
Operating income	1.3	1.5	0.2	5.1	6.3

## 6) Facility Operations

Our Facility Operations business generated ¥13.8 billion in operating revenue (up 9.4% from the same period of the previous year) and ¥0.1 billion of operating income.

Both revenues and profit increased mainly due to an increase in registration fee income from the strong sales of membership for the Harvest Club membership resort hotels and golf clubs, and to the improved operations of senior housing and the Harvest Club.

In addition, the “Tokyu Harvest Club Atami Izusan & VIALA” (Atami-shi, Shizuoka) is scheduled to open in August 2013.

	First three months		Comparison	(Unit:¥ billion)	
	FY2012	FY2013		FY2012	FY2013 forecast
Operating revenue	12.6	13.8	1.2	59.7	62.9
Operating income	(0.6)	0.1	0.7	3.8	3.2

### Breakdown of operating revenue

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

	First three months		Comparison	(Unit:¥ billion)	
	FY2012	FY2013		FY2012	
Golf course	2.7 [20]	2.6 [20]	(0.1)	8.6 [20]	
Harvest Club	2.6 [24]	2.7 [24]	0.1	12.2 [24]	(Membership resort hotel)
Oasis	3.6 [32]	3.6 [33]	0.1	14.5 [33]	(Fitness club, etc.)
Ski resort	1.0 [8]	0.9 [8]	(0.1)	10.7 [8]	
Senior housing	1.0 [10]	1.3 [10]	0.2	5.7 [10]	
Other	1.7	2.6	0.9	8.1	

## 7) Real-Estate Agents

In our Real-Estate Agents businesses, operating revenue was ¥10.2 billion (up 29.1% from the same period of the previous year) and operating income amounted to ¥0.4 billion.

Regarding our real-estate sales agent business, in retail sales, there was a rise in the number of transactions and contracted prices, while in wholesale sales, the number of transactions decreased but contracted prices rose. As a result, there was an increase in revenues and profit.

	First three months		Comparison	(Unit:¥ billion)	
	FY2012	FY2013		FY2012	FY2013 forecast
Operating revenue	7.9	10.2	2.3	42.3	46.3
Operating income	(1.0)	0.4	1.4	4.8	5.6

### Breakdown of operating revenue

	First three months		Comparison	(Unit:¥ billion)	
	FY2012	FY2013		FY2012	
Real-estate sales agent	6.8	8.7	1.9	35.1	
Consignment sales	0.4	0.8	0.4	4.4	
Other	0.6	0.7	0.0	2.8	



## 8) Other

(Unit:¥ billion)

	First three months		Comparison
	FY2012	FY2013	
Operating revenue	2.1	2.2	0.1
Operating income	(0.1)	(0.1)	(0.0)

FY2012	FY2013 forecast
8.8	9.8
0.0	(0.4)

### Breakdown of operating revenue

(Unit:¥ billion)

	First three months		Comparison
	FY2012	FY2013	
Consignment welfare	1.3	1.5	0.1
Other	0.8	0.7	(0.1)

FY2012
5.8
3.0

## (2) Analysis of Financial Conditions

Total assets decreased by ¥18.8 billion compared to the end of the previous fiscal year due primarily to the decrease in cash and deposits. Total liabilities also decreased by ¥16.4 billion due mainly to a decrease in accounts payable-trade. Net assets remained roughly unchanged. Of interest-bearing debt, ¥474.5 billion is loans payable of silent partnerships, etc.

(Unit:¥ billion)

	As of June 30, 2012	As of June 30, 2013	(Reference) As of March 31, 2013
Total assets	1,599.1	1,699.6	1,718.4
Total liabilities	1,318.2	1,395.0	1,411.4
Net assets	280.9	304.6	307.0
Equity	246.7	266.4	268.7
Equity ratio	15.4%	15.7%	15.6%
Interest-bearing debt	942.2	1,005.2	974.1

## (3) Forecast for Fiscal Year 2013 Ending March 31, 2014

	Operating revenue (Millions of yen)	Operating income (Millions of yen)	Ordinary income (Millions of yen)	Net income (Millions of yen)
Full-year forecast	690,000	60,000	47,000	20,000

Reference: Projected net income per share (full-year): ¥37.67

There is no change from the forecast announced on May 10, 2013.

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.

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

## First Quarter Consolidated Balance Sheets

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	As of March 31, 2013	As of June 30, 2013
Assets		
Current assets		
Cash and deposits	84,535	54,685
Notes and accounts receivable-trade	19,288	13,795
Securities	1,432	1,395
Merchandise	8,776	8,688
Real estate for sale	72,980	71,390
Real estate for sale in process	97,916	114,304
Costs on uncompleted construction contracts	4,372	8,116
Supplies	639	685
Other	34,303	34,779
Allowance for doubtful accounts	(258)	(217)
Total current assets	323,986	307,624
Noncurrent assets		
Property, plant and equipment		
Buildings and structures	406,628	408,016
Accumulated depreciation	(165,754)	(169,286)
Buildings and structures, net	240,874	238,729
Land	932,965	933,946
Construction in progress	9,133	9,487
Other	48,605	49,020
Accumulated depreciation	(32,055)	(32,526)
Other, net	16,549	16,494
Total property, plant and equipment	1,199,523	1,198,658
Intangible assets		
Goodwill	37,731	37,225
Other	24,827	24,878
Total intangible assets	62,559	62,104
Investments and other assets		
Investment securities	52,991	49,721
Lease and guarantee deposits	57,494	58,154
Other	22,909	24,355
Allowance for doubtful accounts	(1,062)	(1,021)
Total investments and other assets	132,333	131,209
Total noncurrent assets	1,394,416	1,391,972
Total assets	1,718,403	1,699,596

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, 2013	As of June 30, 2013
Liabilities		
Current liabilities		
Notes and accounts payable-trade	39,138	26,366
Short-term loans payable	142,026	149,524
Commercial papers	—	53,000
Income taxes payable	6,795	3,485
Provision	8,830	5,282
Other	122,634	98,674
Total current liabilities	319,425	336,333
Noncurrent liabilities		
Bonds payable	50,200	50,200
Long-term loans payable	781,915	752,430
Long-term lease and guarantee deposited	176,628	177,316
Provision for retirement benefits	19,698	20,160
Other provision	970	878
Other	62,584	57,713
Total noncurrent liabilities	1,091,995	1,058,699
Total liabilities	1,411,421	1,395,033
Net assets		
Shareholders' equity		
Capital stock	57,551	57,551
Capital surplus	39,288	39,288
Retained earnings	153,888	154,220
Treasury stock	(1,217)	(1,635)
Total shareholders' equity	249,511	249,424
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	9,067	6,478
Deferred gains or losses on hedges	(25)	(14)
Revaluation reserve for land	11,702	11,701
Foreign currency translation adjustment	(1,579)	(1,211)
Total accumulated other comprehensive income	19,164	16,954
Minority interests	38,306	38,184
Total net assets	306,982	304,563
Total liabilities and net assets	1,718,403	1,699,596

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

# First Quarter Consolidated Statements of (Comprehensive) Income

(First Quarter Consolidated Statements of Income)

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	First three months	
	FY2012 (from April 1, 2012 to June 30, 2012)	FY2013 (from April 1, 2013 to June 30, 2013)
Operating revenue	144,447	122,607
Operating cost	118,663	95,748
Operating gross profit	25,784	26,858
Selling, general and administrative expenses	17,031	18,768
Operating income	8,753	8,089
Non-operating income		
Interest income	29	23
Dividends income	80	115
Equity in earnings of affiliates	168	52
Other	71	122
Total non-operating income	351	314
Non-operating expenses		
Interest expenses	3,218	2,568
Other	429	285
Total non-operating expenses	3,647	2,854
Ordinary income	5,457	5,550
Extraordinary income		
Gain on sales of noncurrent assets	8,377	10
Gain on sales of investment securities	223	41
Total extraordinary income	8,600	52
Extraordinary loss		
Impairment loss	59	–
Loss on sales of noncurrent assets	65	0
Total extraordinary losses	125	0
Income before income taxes and minority interests	13,932	5,602
Income taxes	5,519	2,660
Income before minority interests	8,413	2,942
Minority interests in income	451	752
Net income	7,962	2,189

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

## (First Quarter Consolidated Statements of Comprehensive Income)

Tokyu Land Corporation and Consolidated Subsidiaries

(Audit has not been completed.)

(Millions of yen)

Account title	First three months	
	FY2012 (from April 1, 2012 to June 30, 2012)	FY2013 (from April 1, 2013 to June 30, 2013)
Income before minority interests	8,413	2,942
Other comprehensive income		
Valuation difference on available-for-sale securities	(324)	(2,607)
Deferred gains or losses on hedges	(132)	11
Revaluation reserve for land	5	—
Foreign currency translation adjustment	193	222
Share of other comprehensive income of associates accounted for using equity method	—	150
Total other comprehensive income	(258)	(2,223)
Comprehensive income	8,154	719
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	7,714	(20)
Comprehensive income attributable to minority interests	439	739

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