

# Results in the First Half of FY2021

## Presentation for Investors

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November 10, 2021

Tokyu Corporation

(9005)

<https://www.tokyu.co.jp/>



東急

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# I . Executive Summary

# Main Points in the Results for 1H FY2021

(Unit:Billion yen)	Results	YoY Comparison
Operating Revenue	443.0	+ 9.0 (+ 2.1%)
Operating Profit	24.9	+ 45.3 -
Recurring Profit	26.6	+ 45.9 -
Profit attributable to owners of parent	24.1	+ 51.3 -

\* A year-on-year increase of 80.1 billion yen in revenue before the application of the Standard for Revenue Recognition

## [Operating revenue]

• Sales increased 9.0 billion yen year on year, reflecting the sale of a large-scale property as well as improvements in earnings from the year-ago level affected by restrictions on outings and the closure of sales floors resulting from the declaration of a state of emergency.

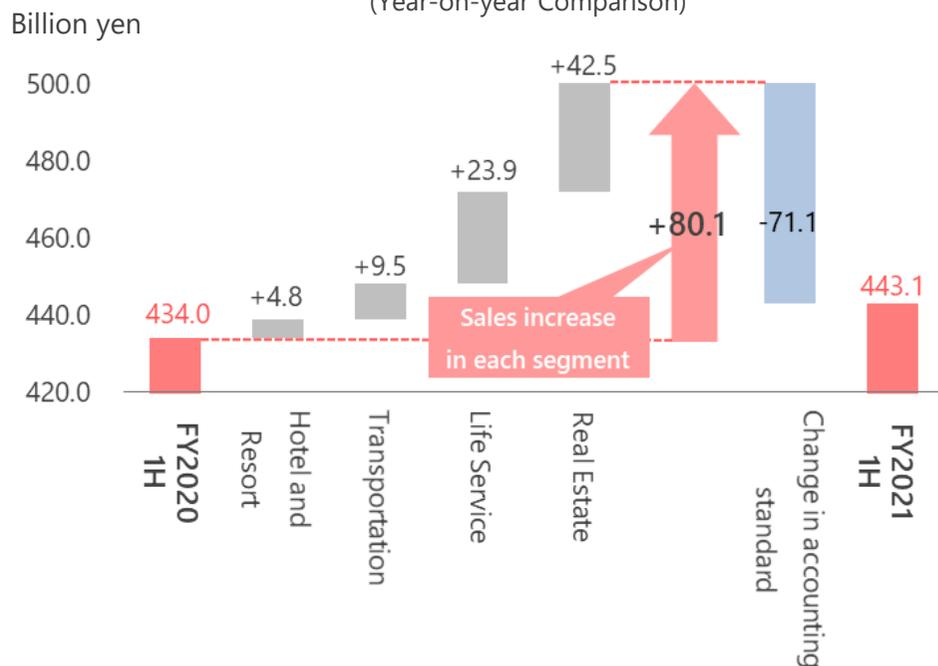
## [Operating Profit]

• Increased 45.3 billion yen year on year, reflecting improvements in profitability and decreases in losses in all segments, particularly the Real Estate Business segment in which the sale of a large-scale property was recorded.

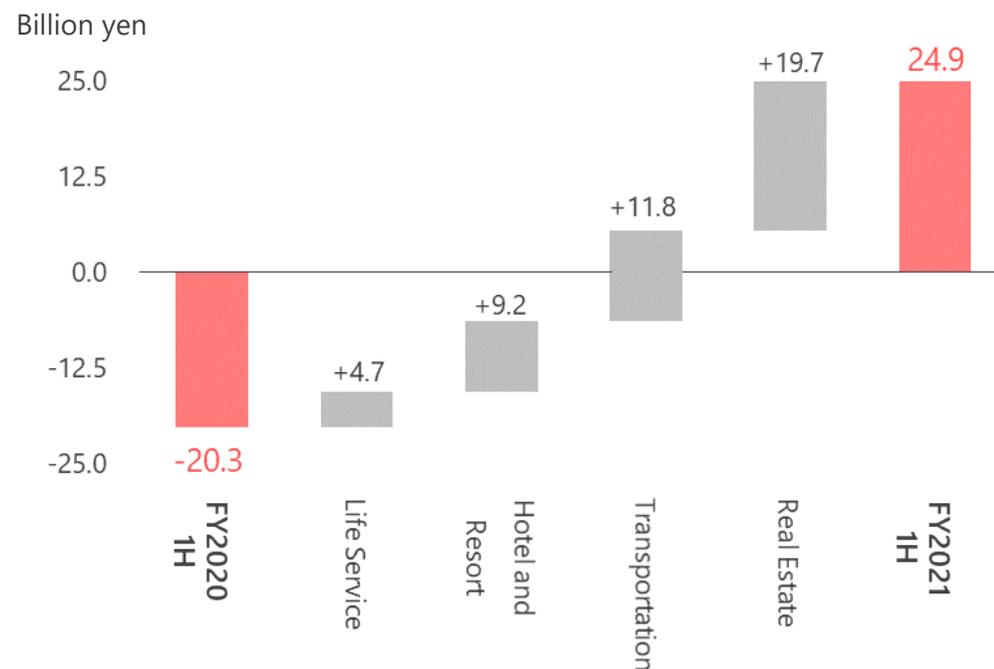
## [Profit attributable to owners of parent]

• Increased 51.3 billion yen year on year due to the posting of a gain on sales of fixed assets.

### Operating Revenue by Segment (Year-on-year Comparison)



### Operating Profit by Segment (Year-on-year Comparison)



# (Reference) Impact of the "Accounting Standard for Revenue Recognition" in the Results for 1H FY2021

(Unit : Billion yen)		①	②	① - ②	Impact of accounting standard revision	③	② - ③
		FY2021 1H Results	FY2021 1H Prior to accounting standard revision	Change		FY2020 1H Results	Change
Total Operating Revenue		443.0	514.1	- 71.1 (- 13.8%)		434.0	+ 80.1 (+ 18.4%)
Transportation	Operating Revenue	79.5	79.0	+ 0.4		69.5	+ 9.5
Real Estate	Operating Revenue	124.2	129.9	- 5.6	Tokyu GEOX -5.6	87.4	+ 42.5
Life Service	Operating Revenue	247.5	313.3	- 65.8		289.4	+ 23.9
	Retail	165.9	208.5	- 42.5	Tokyu Department Store -35.7 Tokyu Store Chain -3.1	199.4	+ 9.0
	ICT and Media	81.5	104.8	- 23.2	Tokyu Agency -20.9 Tokyu power supply -1.7	90.0	+ 14.8
Hotel and Resort	Operating Revenue	19.5	19.7	- 0.1		14.9	+ 4.8
Elimination etc.	Operating Revenue	- 27.9	- 27.9	-		- 27.2	- 0.6

# Assumptions for FY2021 Forecasts as of November

## Assumptions for forecasts

- Regarding the impact of COVID-19, domestic economic activities will begin to normalize, reflecting the gradual lifting of restrictions on activities.
- Due to the extension and re-issuance of the state of emergency declaration and the spread of the infection during the summer, the recovery status of each business was later than expected.
- Forecasts have been compiled based on the assumption that no additional state of emergency will be declared.

## Assumptions for forecasts by segment (Changes to the August forecast for FY2021)

Segment	Assumptions for forecasts as of August	Assumptions for forecasts as of November
Transportation	<ul style="list-style-type: none"> <li>• Tokyu Railways: The number of passengers carried will decrease <u>24.4%</u> from FY2019.</li> <li>*Continue to monitor the impact of COVID-19 (transportation and bus services in regional areas).</li> </ul>	<ul style="list-style-type: none"> <li>• Tokyu Railways: The number of passengers carried will decrease <u>25.2%</u> from FY2019. (1H results : -28.8% vs FY2019)</li> <li>*Continue to monitor the impact of COVID-19 (transportation and bus services in regional areas).</li> </ul>
Real estate	<ul style="list-style-type: none"> <li>• Real Estate Sales of the Company: Contribution of asset recycling building business to earnings is taken into consideration.</li> <li>• Real Estate Leasing of the Company: Current contract conditions will remain effective. The risk of vacancies is not expected.</li> </ul>	<ul style="list-style-type: none"> <li>• Real Estate Sales of the Company: The asset recycling building business contributed to earnings.</li> <li>• Real Estate Leasing of the Company: No change.</li> </ul>
Life Service (*)	<ul style="list-style-type: none"> <li>• Tokyu Department Store : Sales will increase <u>16.5%</u> year on year.</li> <li>• Tokyu Store Chain : Sales will remain at the year-ago level in general.</li> </ul>	<ul style="list-style-type: none"> <li>• Tokyu Department Store : Sales will increase <u>5.0%</u> year on year.</li> <li>• Tokyu Store Chain : No change.</li> </ul>
Hotel and Resort	<ul style="list-style-type: none"> <li>• Tokyu Hotels : The full-year occupancy rate will be <u>53.8%</u>.</li> </ul>	<ul style="list-style-type: none"> <li>• Tokyu Hotels : The full-year occupancy rate will be <u>46.6%</u>.</li> </ul>

\* Assumptions for Tokyu Department Store and Tokyu Store Chain are based on data before the application of "Accounting Standard for Revenue Recognition."

# Main Points in Forecasts for FY2021

(Unit: Billion yen)	Full Year Forecast	YoY Comparison	Comparison with Forecasts as of Aug.	
Operating Revenue	868.4	- 67.5 (- 7.2%)	- 29.8	(- 3.3%)
Operating Profit	25.0	+ 56.6	+ 5.0	(+ 25.0%)
Recurring Profit	25.2	+ 52.0	+ 9.6	(+ 61.5%)
Profit attributable to owners of parent	10.0	+ 66.2	-	(-)

\* A year-on-year increase of approx. 85.0 billion yen in revenue before the application of the Standard for Revenue Recognition

## (Points in the Comparison with the August Forecast)

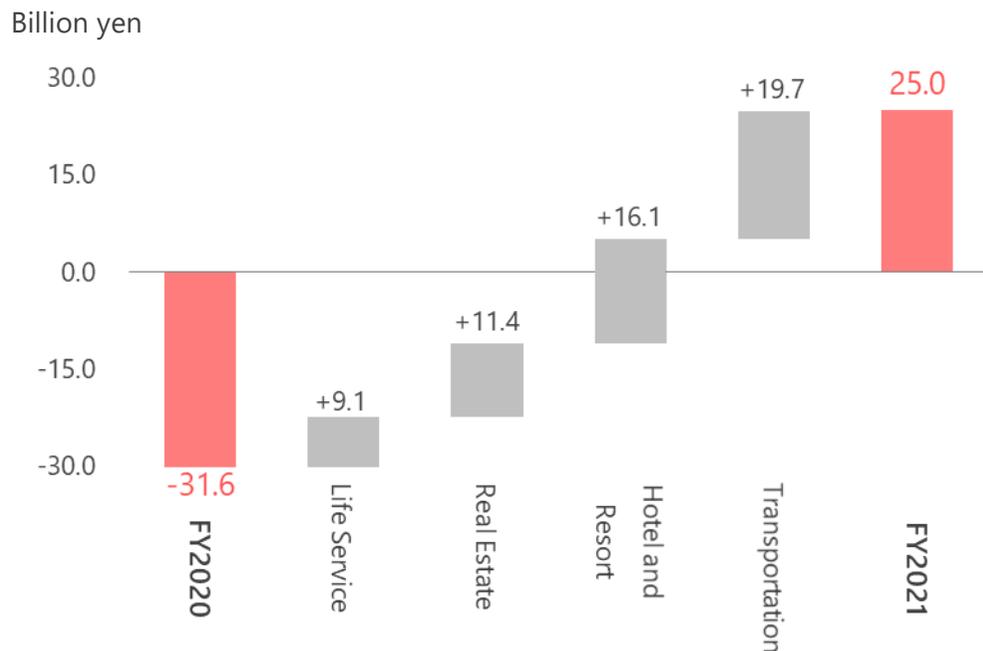
[Operating Revenue and Operating profit]

- Expected to increase partly due to the strong performance of the real estate sales business, which more than offset decreases in sales from railway operation, department and hotel businesses, which are taking longer than initially expected to recover from the impact of the COVID-19 pandemic.

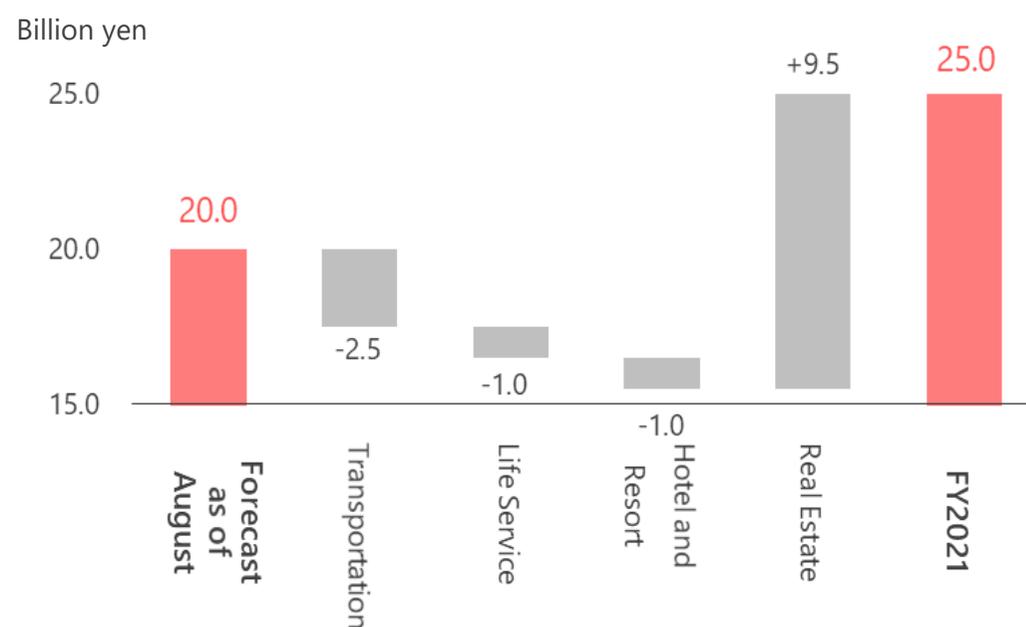
[Profit attributable to owners of parent]

- The bottom line remains unchanged despite an increase in operating profit, taking into consideration the risk of losses that may occur in businesses in which the effects of structural reform initiatives and the spread of COVID-19 over a long period of time are significant (transportation, department stores, hotels, etc.).

Operating Profit by Segment  
(Year-on-year Comparison)



Operating Profit by Segment  
(Comparison with Forecasts as of August)



# Thinking on Funds and Shareholder Returns

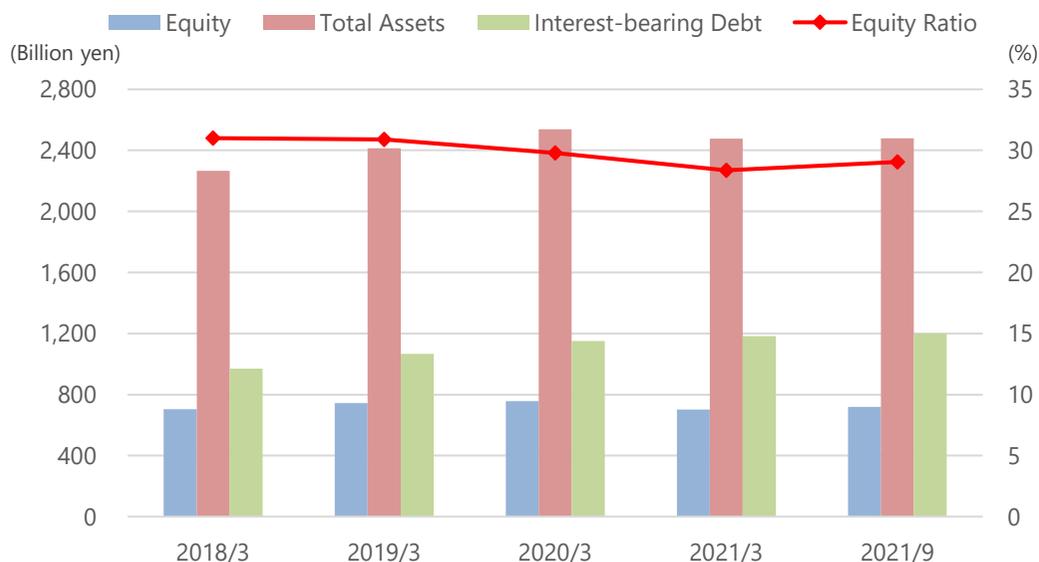
## Funds

- A portion of funds collected in connection with the sale of assets will be allocated to future investments in growth, while maintaining the level of interest-bearing debt.
- We have secured a certain level of financial health and are not considering capital increase through public offering at this time.

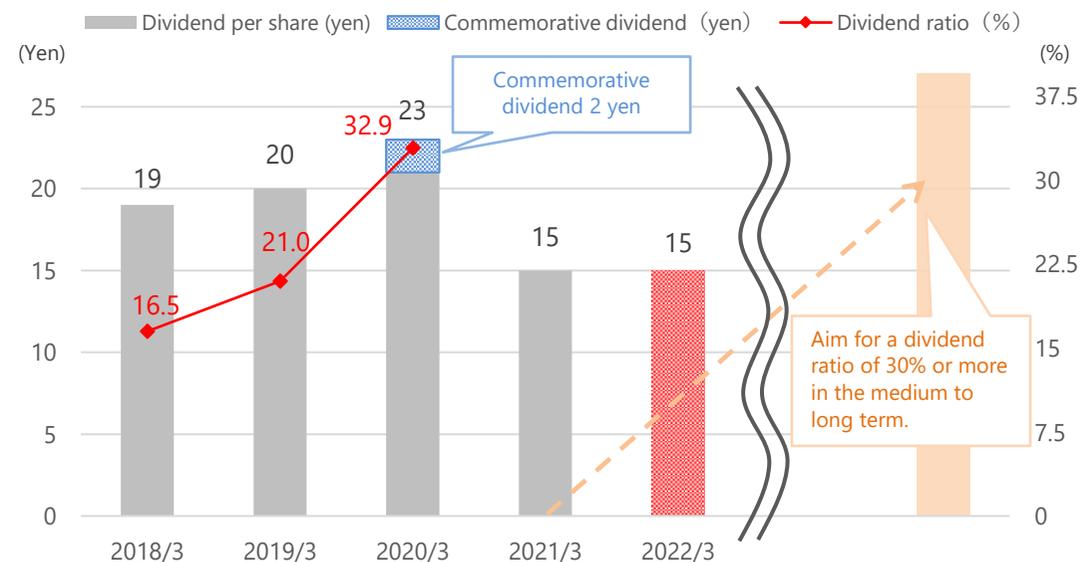
## Shareholder returns

- We will continue to pay stable dividends.
- We aim to deliver shareholder returns paying attention to the total return ratio, with a dividend payout ratio of at least 30% in the medium to long term.
- We plan to pay dividends of 15 yen this fiscal year.

Equity Ratio and Interest-bearing Debt



Dividend per share and Dividend ratio



## II. Progress in Medium-term Management Plan and Status of each business

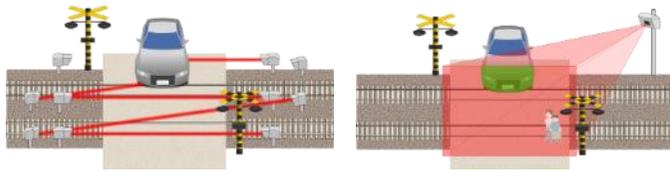
# Railway Business Initiatives

Despite the challenging business environment, we will continue to pursue safety and security and provide services at a high level. We will also work to restore profitability by creating a tougher, more robust business structure, such as by implementing structural reforms.

## Pursuing safety and security

### Improving safety of level crossings

- Obstruction detectors installed at 100% of level crossings



### Increasing sophistication of control center functionality

- New system installation completed in May 2021



### Universal services

- Providing information on steps and gaps on all station platforms, and when boarding and exiting trains.



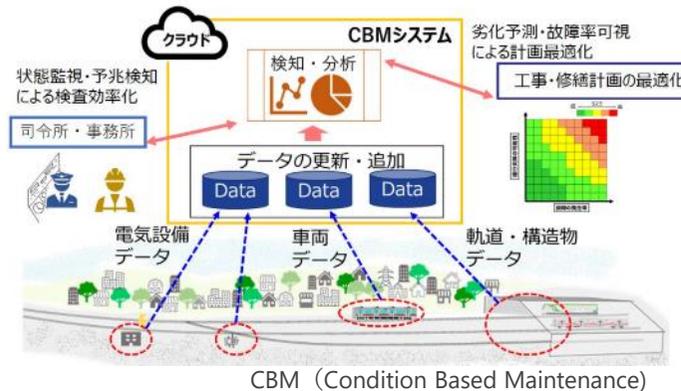
## Improving efficiency through structural reforms

### Increase in single-person operation

- Construction work and preparations underway for one-man driving



### Optimizing maintenance operations through data utilization, etc.



- Introducing infradoctor for railways



## Efforts to open Tokyu Shin-Yokohama Line

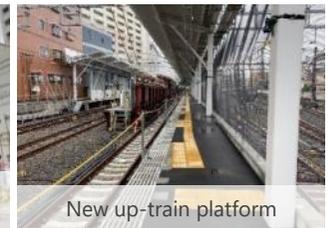


(Line scheduled to open by second half of FY2022)

### Renovation of Okusawa Station

(Scheduled for completion in second half of FY2021)

- Construction work to accommodate new line



### Conversion of Meguro Line to 8-car configuration

(Scheduled for completion in first half of FY2022)



# Outline of Considerations for Fare Revisions

We are considering fare revisions in a manner that minimizes the increase in burden on customers, with efforts in business management as a prerequisite.

## Background

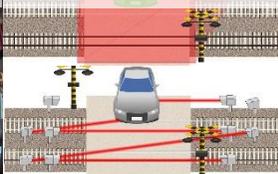
- It is necessary to continue to maintain the high standard of facilities that have been developed for the purpose of improving safety and convenience.
- Numbers of commuter ticket users have decreased significantly due to the firm establishment of telework-type working styles, and demand cannot be expected to recover to pre-COVID levels in the future.

### ■ Main capital investment initiatives in recent years

100% of the stations have fixed platform fences with doors and sensors

100% of the Company's cars are equipped with surveillance cameras

100% of crossings will be equipped with an obstacle detector by July 2021



### Tokyu remains among the safest of the 16 major private railway companies

- Fewest driving accidents
- 2nd fewest transport incidents (As of the end of FY2019)

### ■ Passengers carried in FY2020 (year on year comparison)

	Commuter	Non-commuter	Total
Passenger revenue	-31.5%	-30.4%	-30.9%
Number of passengers carried	-33.7%	-29.6%	-32.1%

Decline in commuter revenue (year on year) is the greatest among major private rail operators in the Kanto area\*

\* Major private rail operators in Kanto: Tokyu, Tobu, Seibu, Keisei, Keio, Odakyu, Keikyu, Sotetsu

## Details

- Maintain and upgrade railway infrastructure in an appropriate manner, and continue to provide safe and reliable railway services without deferring the burden to future generations.
- Contribute to the sustainable growth of cities and areas along rail lines, and fulfill our corporate social responsibilities by building a more robust business foundation and creating social value in line with contemporary needs.

Time of revision	Spring 2023 (application scheduled for January 2022)
Range of increase	Fare rate increase will be slightly over 10%, expected actual increase in revenues will be less than 10%
	Around 10 yen increase on minimum fare (ticket fare: 130 yen ⇒ 140 yen)

# Other Transportation Infrastructure Business Initiatives

We aim to strengthen the earnings structure of each business and steadily secure demand for recovery from the impact of the COVID-19 pandemic.

## Airport Operation Business

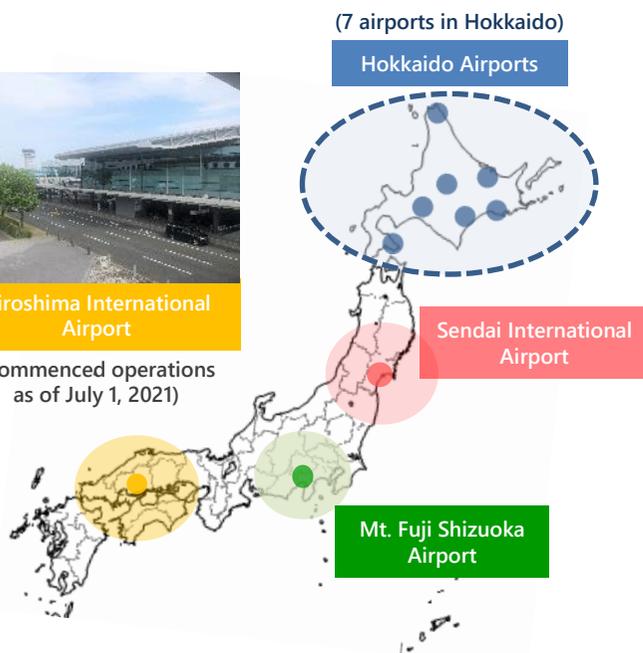
### Started Private Sector Operation of Hiroshima Airport

- Operation of Hiroshima Airport will begin as of July 1, 2021, following on from operations at Sendai, Shizuoka and Hokkaido airports
- Aiming for mutual growth for each region and the Tokyu Group through the airport operations business, which have a high affinity for other transportation infrastructure businesses and utilize the Group's existing expertise



Hiroshima International Airport

(Commenced operations as of July 1, 2021)



## Bus Business

### Creating Comfortable Mobility Services

- Launched a service that provides real-time information on crowded conditions inside buses on PCs, smartphones and at some bus stops



## Regional Transportation Business

### Contributing to local communities through business operations outside of the Tokyu area

Although transportation business operations in outlying areas remain challenging due to the spread of COVID-19 and other natural disasters, we will continue to operate and contribute to local communities

- Izukyu Corporation



- Ueda Dentetsu Corporation



## MaaS

### Trial Introduction of Tourism MaaS (Izuko)

- Integrated transportation / mobility services for the Izu Peninsula, enabling seamless travel from stations and airports to destinations using secondary transportation

### Trial Introduction of MaaS Along Railway Lines (DENTO)

- A mobility service that enables users to select their ideal means of transportation and place of work according to time, place and occasion, with the aim of realizing a freer and more enriched way of working along Tokyu train lines

## Other Services

### Trial introduction of Tuy Tuy

- Launch of "Tuy Tuy", an environmentally friendly subscription service aimed at creating new added value for commuter pass ownership



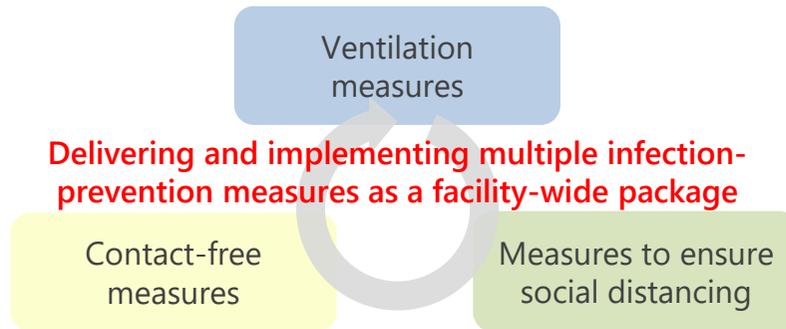
# Progress of development Plans in Urban Areas

- Shinjuku redevelopment project are progressing smoothly, incorporating measures to support the New Normal
- Shibuya redevelopment projects are also progressing smoothly

## Shinjuku Redevelopment Projects

### Delivering unparalleled hotel × entertainment complexes from Japan to the world

- In October 2021, Tokyu's project became the first to be certified by Japan's Ministry of Land, Infrastructure, Transport and Tourism (MLIT) as a post-revision private urban revitalization project incorporating "Measures for the New Normal" in recognition of measures against infectious diseases, in response to diversifying needs accompanying the spread of COVID-19.



- Construction is progressing smoothly, with framework completed (topping out) in October 2021, and overall completion scheduled for January 2023.



Conceptual view from Okubo direction (northwest side)



State of construction progress

#### ■ Plan overview

Plan name: Kabukicho 1-chome district development plan  
 Site area: Approx. 4,600 m<sup>2</sup>  
 Floor area: Approx. 87,400 m<sup>2</sup>  
 No. of floors: 48 above ground floors, 5 basement levels, 1 penthouse  
 Height: Approx. 225 meters  
 Use: Hotel, theater, cinema, stores, parking, etc.  
 Completion: January 2023 (scheduled)

## Shibuya Redevelopment Projects

### Continuing redevelopment projects in Shibuya

#### Shibuya 2-chome 17 district Type 1 urban redevelopment project

- New construction scheduled to begin in December 2021



Site area: Approx. 3,460 m<sup>2</sup>  
 Floor area: Approx. 44,500 m<sup>2</sup>  
 Use: Offices, stores, parking, etc.  
 Opening: FY2024 (scheduled)

#### Shibuya Scramble Square phase II (Central and West Bldgs.)



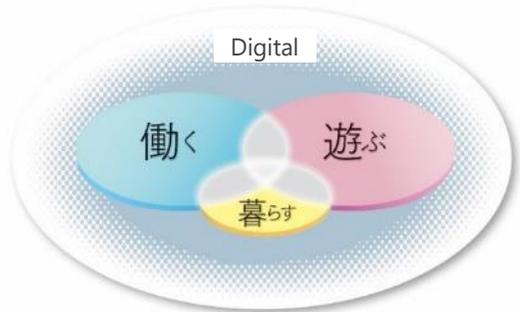
Site area: Approx. 15,300 m<sup>2</sup> (including Phase 1)  
 Floor area: Approx. 95,000 m<sup>2</sup>  
 Use: Stores, parking, etc.  
 Opening: FY2027 (scheduled)

# Formulation of "Greater SHIBUYA 2.0"

We formulated the Greater SHIBUYA 2.0 concept in order to flexibly implement urban development that meets the new needs of society.

By combining the three elements of work, play and living, and organically connecting digital and sustainable infrastructure that form a basis for them, we aim to actualize an urban living environment that is unique to Shibuya, where people can live their own individualistic lifestyles, and appreciate a rich harmony with people, nature, and society.

Greater SHIBUYA 1.0



Greater SHIBUYA 2.0



- Work
  - Proposing new ways of working
  - Supporting startup companies
  - Encouraging exchange and co-creation



SHIBUYA QWS

- Play
  - Developing hotels / accommodation facilities
  - Spreading Shibuya culture
  - Supporting creators



Shibuya Fashion Week

- Live
  - Developing living environments
  - Supporting the education of future generations
  - Increasing and enhancing mobility



Kids VALLEY

- Digital
  - Developing communications infrastructure
  - Fusing entertainment and digital technology
  - Achieving town / city security



Sharing Design Inc.

- Sustainable
  - Driving decarbonization
  - Enhancing resilience
  - Developing walk-able environments

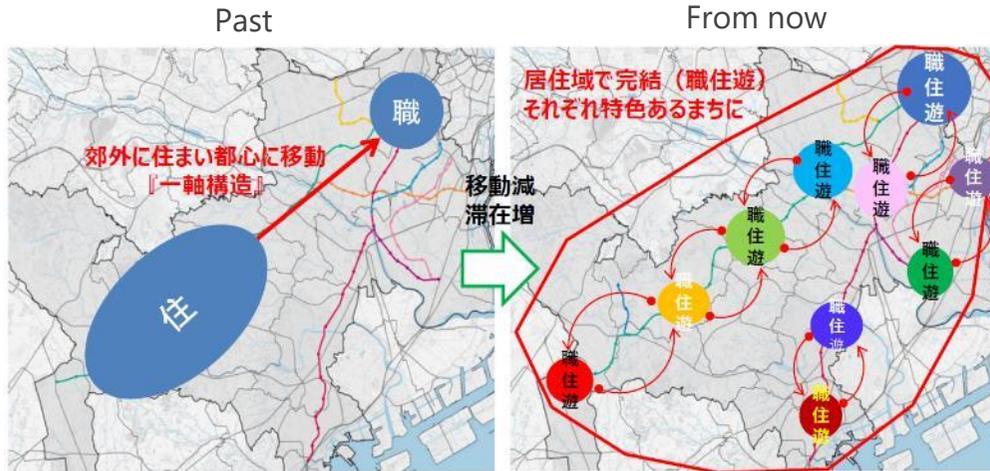


Kitaya Park

# Tokyu Area Development based on the concept of "autonomous and decentralized city structure"

Based on our autonomous and decentralized city structure concept, we are actively promoting the functional arrangement of work, housing and entertainment, and revitalizing communities by attracting stakeholders from the worlds of industry, government and academia.

## Autonomous and decentralized city structure concept



Live in the suburbs, commute to the city center by rail

- Standardized lifestyle
- Concentration of rail and road transport

- Functional placement of work, housing and entertainment
- Improvement and enhancement of midpoint stations
- Uniquely distinctive urban development

- Actualizing diverse values and lifestyles

Aiming to revitalize the economies of communities along Tokyu train lines, by driving distinctive urban development

## Development of midpoint stations to drive urban development

### ▼ Fujigaoka

Partners: Yokohama City, Showa University

An integrated urban development combining station area facilities, hospitals and parks



Conceptual image of redevelopment

### ▼ Saginuma

Partners: Kawasaki City

Redevelopment project aimed at creating station area community hubs (Relocation of Miyamae Ward Office and other public facilities)



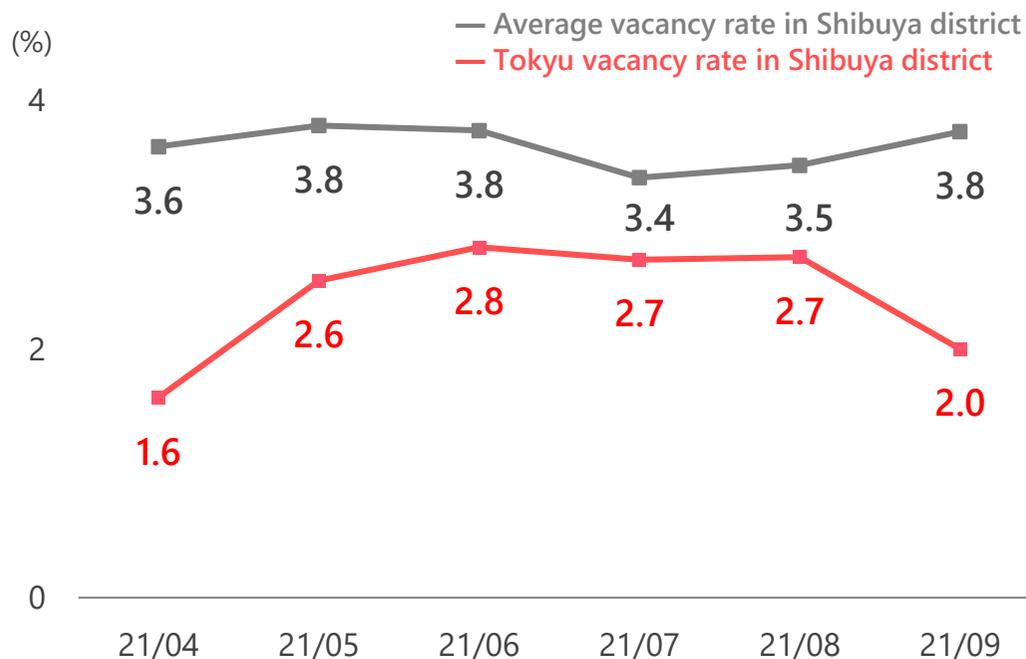
Conceptual image of redevelopment

# Status of Real Estate Leasing Business

(Offices) Tokyu properties continue to perform strongly, with a focus on recently constructed large-scale properties in close proximity to stations.  
 (Commercial facilities) The pace of recovery in sales at commercial facilities has been more moderate than expected, and is yet to reach pre-COVID levels.

## Shibuya District Office Situation

Shibuya district office vacancy rate

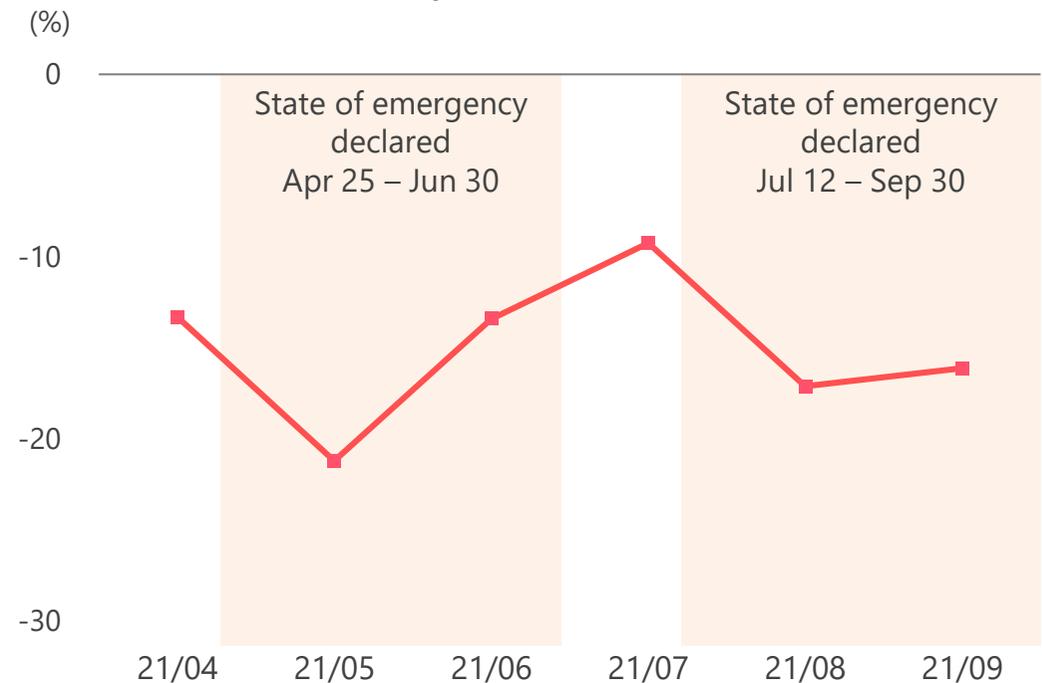


Source for Shibuya district vacancy rates: Sanko Estate Office "Market Vacancy Rate Report"

In comparison with the Shibuya district average, Tokyu properties—**many of which are large-scale properties located near stations**—continue to operate at high capacity.

## Sales at Main Commercial Facilities

Rate of increase in sales by month (comparison with FY2019)



Given the declaration of a state of emergency and the increase in the number of infected people, Tokyu will not reach the level of pre-COVID sales, but will aim to recover through various strategies in the future.

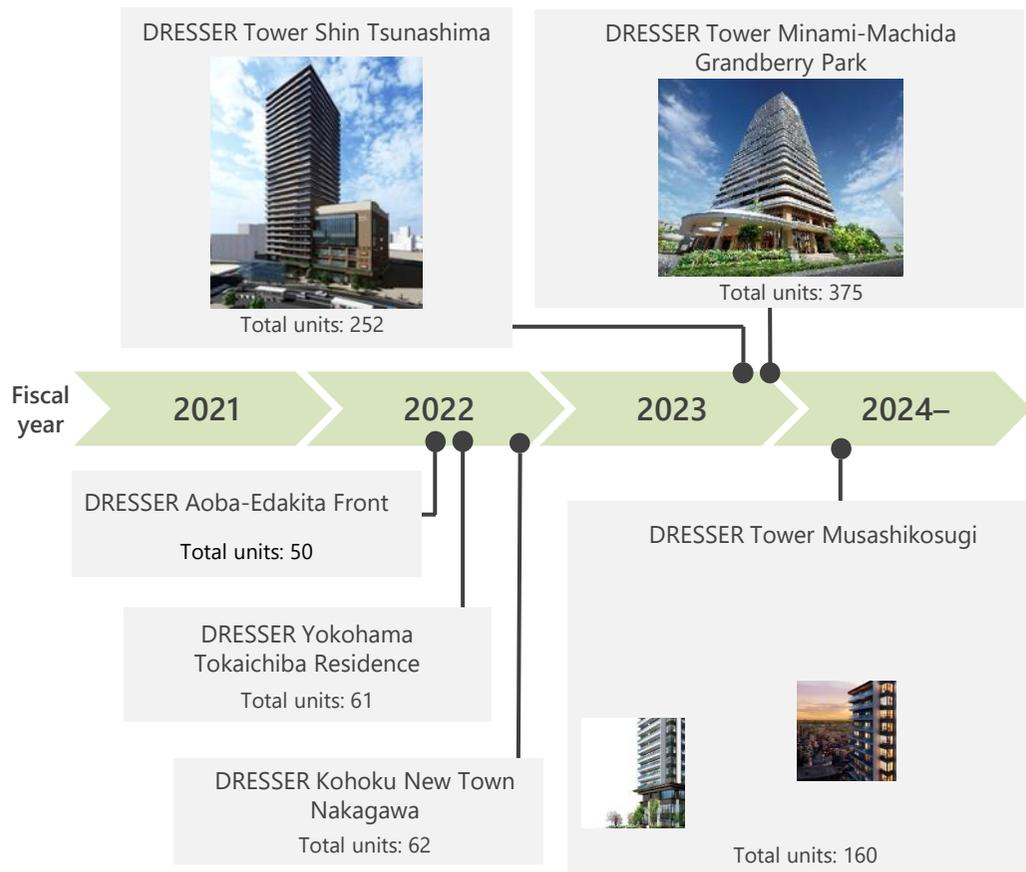
# Promotion of Real Estate Sales Business

- In the Real Estate Sales Business, we are aiming to create a stable supply of condominiums catering to the transformation of consumer lifestyles.
- In the Asset Recycling Building Business, we are working flexibly, contributing to consolidated profits at an early stage and increasing fund efficiency.

## Residential Sales Business

Aiming to provide services that meet diverse housing needs and provide a stable supply of condominiums in the future.

- Planning to post properties primarily in the Tokyu area during the medium-term management plan period



## Asset Recycling Building Business (investment-purposed properties business)

Flexible operation of three businesses in light of market changes, with awareness of early-stage contributions to consolidated profits and fund efficiency

### (1) Development and sale of rental condominium buildings

- Development and sale of properties in line with investor demand

### (2) Renovation and value improvement

- Changing the application of use for properties corresponding to changing work styles, etc. and selling them

### (3) Development and sale of medium-sized office buildings, etc.

- Identify office demand and develop and sell properties suitable for the market



STYLIO FIT Musashikosugi  
(sold in FY2020)

GR



GROWTH BY IOQ  
(opened November 2021)

Going forward, we will gradually expand the scale of sales and aim to sell around 10 buildings stably from FY2023 onward.

# Status of Life Service Business

Raise the competitiveness of each business by providing services corresponding to environmental changes and contribute to consolidated profit.

## Completion of Three Major Food Market Hubs to Support Shibuya's Food Needs

- We are driving the accumulation of food providers in the Shibuya station area by completing three major food markets (total approx. 240 stores / 9,710 m<sup>2</sup>)



Store Name	Theme / Concept
TOKYU FoodShow EDGE	A collection of the latest cutting-edge specialist food stores, based on the theme of the "hottest and freshest"
Toyoko Norengai	Re-opened with the renewed concept of "tradition and innovation"
TOKYU FoodShow	Concept: Shibuya "Entertainment" Foodshow

## Upgrading services to meet customer needs and current demand, Providing values through lifestyle infrastructure business

### Retail Business

#### ■ Expanding Internet Supermarkets

- Capture further stay-home demand by enhancing e-commerce at Tokyu Store Chain.

Stores opened in FY2020: 17

Stores opened in FY2021 1H : 20



#### ■ Improving Efficiency of Services and Sales Promotions

#### Responding to the Shift toward Digital

- Partnered with Rakuten Group, Inc. to develop Rakuten Fashion OMO\*-type pop-up store at Shibuya Scramble Square

\* OMO = Online Merges with Offline



### ICT / Media Business

#### ■ Strengthening the ICT business

- Established Sharing Design Inc., a partnership with Sumitomo Corporation, to provide base station sharing services primarily for 5G communications technology

- Commenced proof of concept (PoC) testing of transmission from shared 5G antennas at Shibuya Mark City



# Promotion of structural reform in the hotel business

We will work to improve our income and expenditure structure by implementing structural reforms, achieve an early recovery from the impact of the COVID-19 pandemic, and develop strategies for new growth.

## Structural Reform Initiatives

### ■ Thorough cost-cutting and further improvements in productivity

- Promote labor saving through multi-functional roles
- Reassign personnel through reorganization of restaurant division
- Introduce web check-in and check-out systems utilizing smartphones

### ■ Reorganize business structure and hotel network

- Entered into a management contract with flagship hotel (The Capitol Hotel Tokyo, Cerulean Tower Tokyo Hotel)
- Terminate operation of three Tokyu REI hotels (Omori, Kagoshima and Nagoya Sakae)

### ■ Secure millennials and wealthy customers

- Promote membership of Tokyu Hotels in cooperation with accommodation / hotel reservation site operators, credit card companies and other partners
- Establish new membership rank for senior members (Platinum Member) and expand member-only benefits according to stage
- Develop new services and businesses in response to diversifying lifestyles (e.g. TsugiTsugi, a flat-rate flexible accommodation service)



## New Hotel Opening Plans

- Open three new hotels with a view to future growth

**Kabukicho 1-chome District  
Development Plan (provisional name)**  
Scheduled for completion in January 2023,  
approx. 600 rooms (planned)



**Sapporo Susukino Station Area Complex  
Development plan (provisional name)**  
Scheduled for completion in December 2023,  
approx. 470 rooms (planned)

Fiscal  
year

2022

2023

2024 -

**Hotel Development Plan at Former Site of  
Motoshirakawa Elementary School in  
Kyoto (provisional name)**  
Scheduled for completion in July 2022,  
approx. 168 rooms (planned)



# ESG Activities

We are working to enhance and implement sustainable management by developing businesses that contribute to the creation of social value.

## Vision for Achieving Decarbonization

- By 2050 we aim to procure 100% of power used in business operations from renewable energy sources, and achieve effectively zero CO<sub>2</sub> emissions

[CO<sub>2</sub> from electric power usage]  
 2030: Reduce emissions by 30%  
 2050: Zero total emissions  
 (100% renewable energy)

CO<sub>2</sub> emissions  
 2050: **effectively zero**



\* Applies to Scope 1 and 2  
 Base years are 2010 for Railway Operations (Tokyu Lines) and 2015 for Real Estate and other businesses

- Spreading and encouraging the use of renewable energy
  - Launch operation of DRESSER Tower Musashikosugi, Japan's first tower condominium to use effectively 100% renewable energy (Sales to begin in February 2022 (planned), scheduled for completion in May 2024)
  - Use of electric power derived from renewable energy sources for power consumed in all condominium units and common areas
  - Installation of solar power generation and storage battery equipment (envisaging their use to supply power to common areas in the event of an emergency)



\* Power from effectively 100% renewable energy power means power with an environmental value certified by non-fossil certificate, and supplied with a CO<sub>2</sub> emission factor adjusted to 0.000kg-CO<sub>2</sub>/kWh.

## Advocating TCFD and Disclosing Information

- Supporting the TCFD\* recommendations and disclosing more information

We disclose analysis and evaluation results in railway business, urban development business, retail business and hospitality business operations in accordance with TCFD disclosure recommendations.

\*Task Force on Climate-related Financial Disclosures



## Sustainable Provision of Social Value in Line with Contemporary Needs

- Reducing CO<sub>2</sub> emissions through use of wood resources

- Use of "ekimoku" (building materials salvaged from old stations) and wood produced in the Tama district for renovation work



Minna no Ekimoku Project (Ikegami Station buildings, etc.)  
 "Ki ni Naru Renewal" (Togoshiginza Station platform roof, etc.)

- Reducing food loss

- Reduce food loss by improving order accuracy and discounting at optimal timing utilizing AI technologies



# III. Conditions of Each Business

# Railway Operations Business (1)

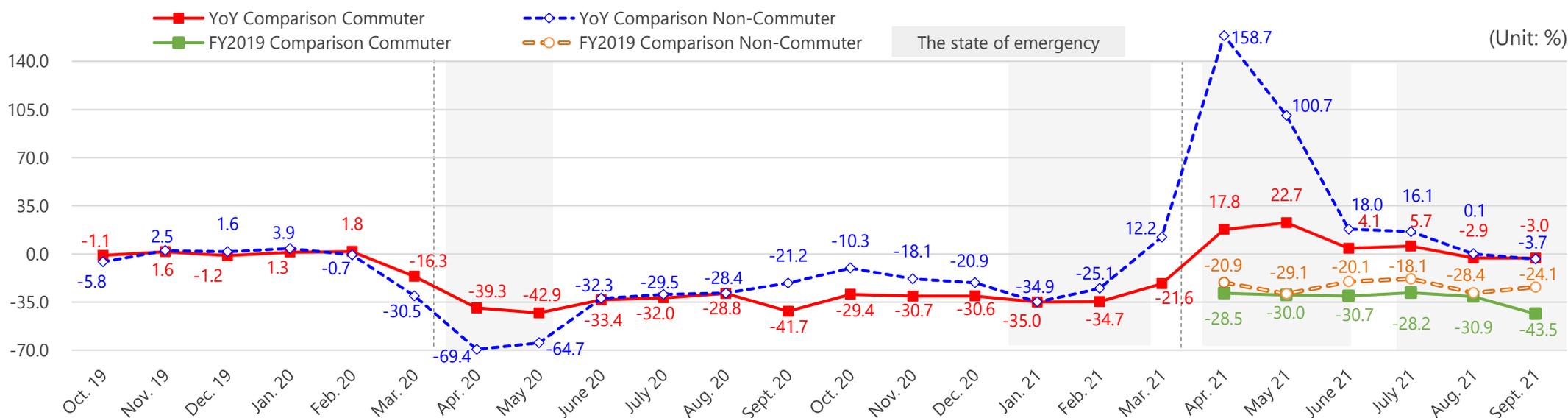
[2Q (July-Sept.)] The number of passengers carried remained low due to the impact of COVID-19 the summer season.  
 [Condition in Oct.] The recovery in the number of users fell below the initial assumption, even after the state of emergency was lifted.

## Tokyu Railways: Passengers Carried and Passenger Revenue

(Thousand people, Million yen)

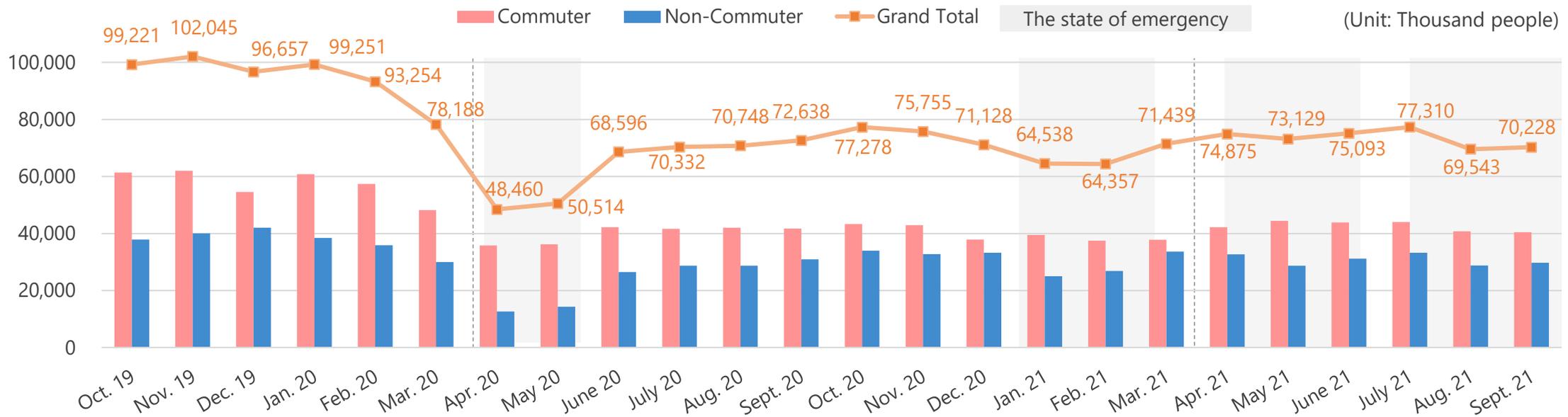
		FY2021 1H Results	FY2020 1H Results	Change	FY2021 Full Year Forecast	FY2020 Results	Change
Number of Passengers Carried	Total	440,178	381,288	+ 15.4%	888,185	805,783	+ 10.2%
	Non-commuter	184,345	141,659	+ 30.1%	389,888	327,165	+ 19.2%
	Commuter	255,833	239,629	+ 6.8%	498,296	478,618	+ 4.1%
Passenger Revenue	Total	52,213	45,376	+ 15.1%	106,873	97,278	+ 9.9%
	Non-commuter	29,884	22,785	+ 31.2%	63,133	52,781	+ 19.6%
	Commuter	22,329	22,591	- 1.2%	43,739	44,496	- 1.7%

## Tokyu Railways: Passengers Carried (Year-on-year Comparison / FY2019 Comparison)

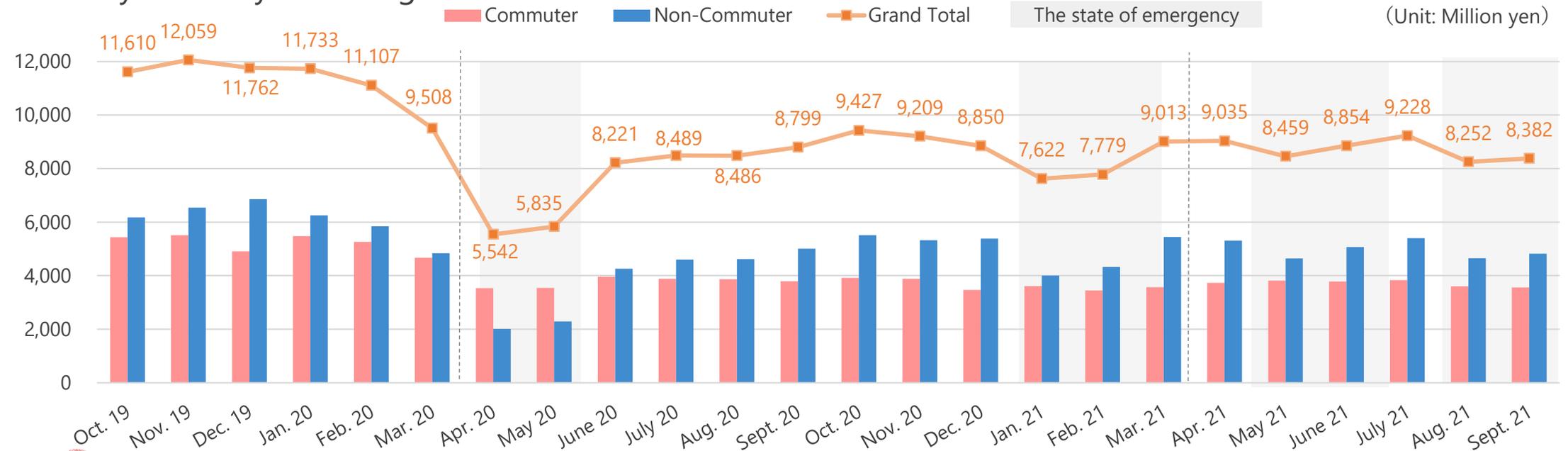


# Railway Operations Business (2)

## Tokyu Railways: Number of Passengers Carried



## Tokyu Railways: Passenger Revenue

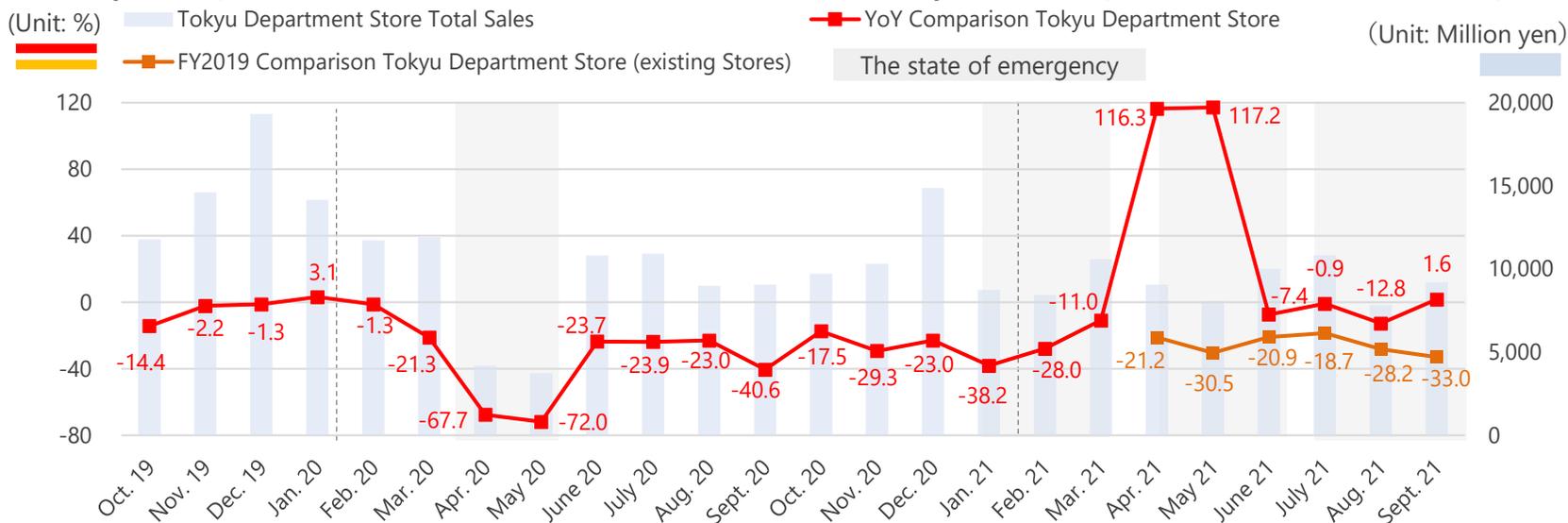


# Retail Business

[Tokyu Department Store] Currently, the number of customers is slowly recovering thanks to a decrease in new COVID-19 cases.

[Tokyu Store Chain] Stay-at-home demand is beginning to subside, particularly after restrictions on restaurant operation were lifted in October.

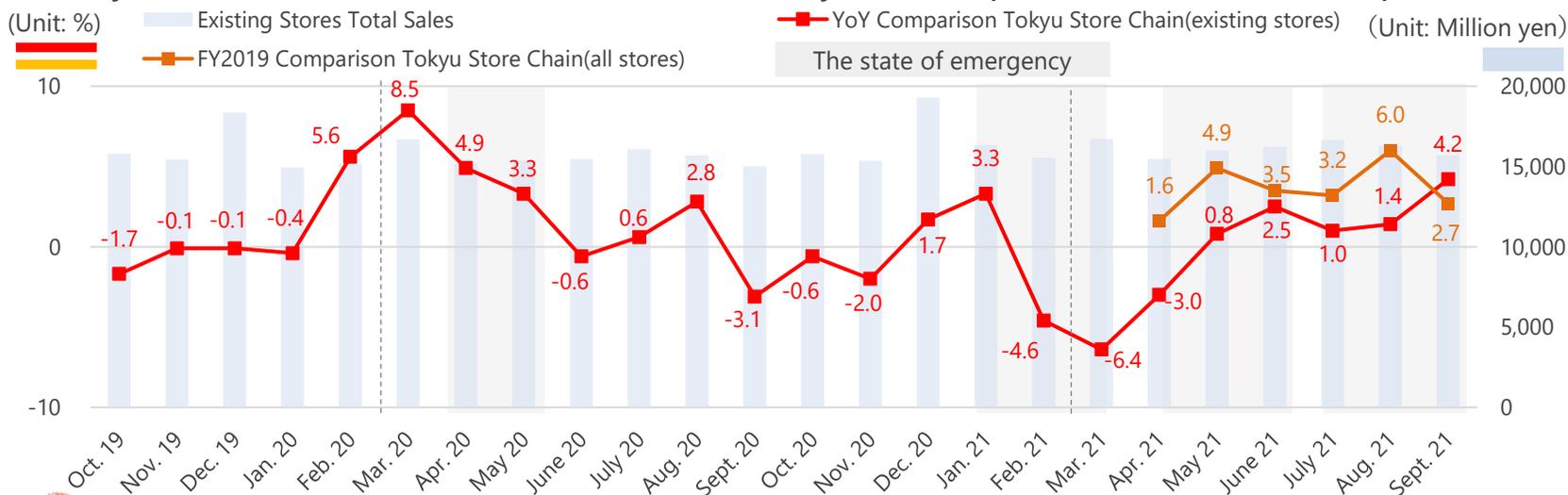
## Tokyu Department Store: Sales (Results / Year-on-year Comparison / FY2019 Comparison)



### Sales by category

	2022/1 1H	
	Rate of YoY change	Share
Menswear/furnishings	1.7	2.4%
Womenswear/furnishings	1.4	10.0%
Other clothing items	10.4	4.6%
Personal items	25.2	9.2%
Miscellaneous goods	11.2	15.3%
Household articles	11.7	3.1%
Food	3.2	53.7%
Others	43.7	1.7%
<b>Total</b>	<b>7.0</b>	<b>100.0%</b>

## Tokyu Store Chain: Sales (Results / Year-on-year Comparison / FY2019 Comparison)



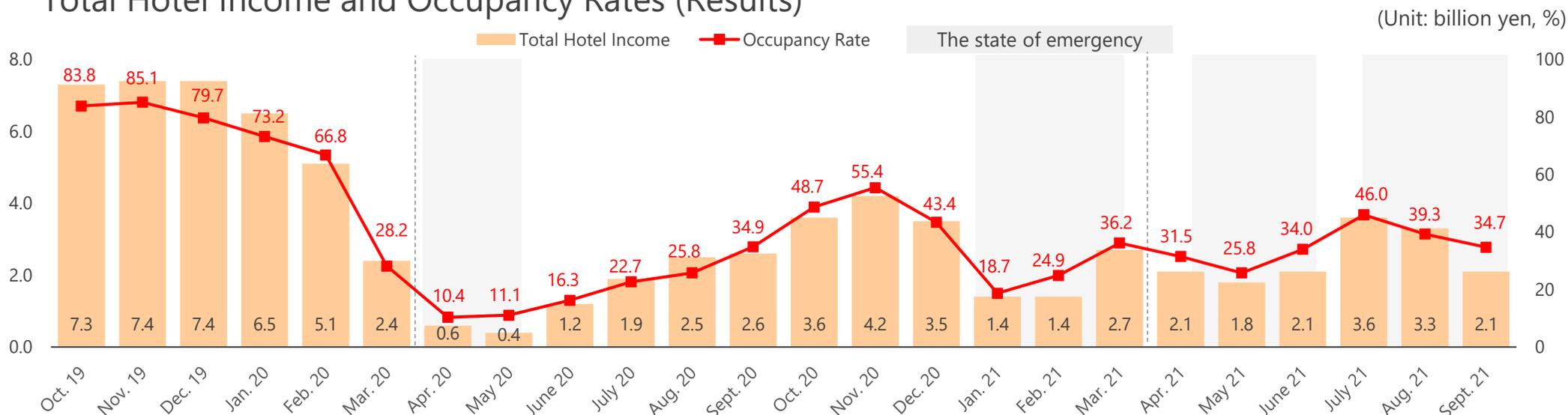
### Sales by category

	2022/2 1H	
	Rate of YoY change	Share
Food	-0.5	90.9%
Clothing	1.3	0.9%
Livingware	-10.1	4.5%
Others	3.0	3.7%
<b>Total</b>	<b>-0.8</b>	<b>100.0%</b>

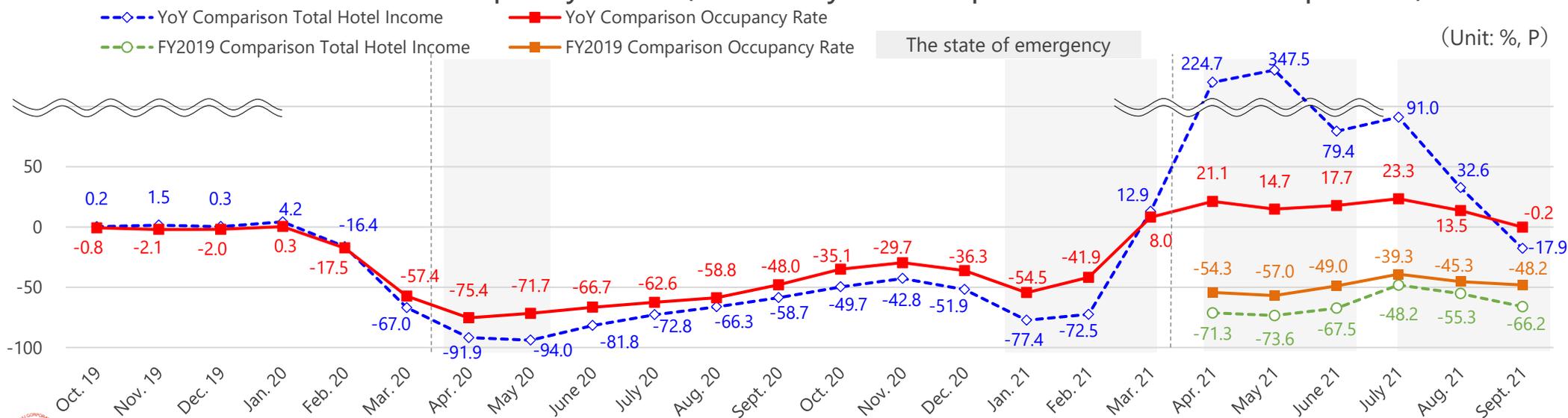
# Hotel Business

[2Q (July-Sept.)] The business environment remained harsh partly due to the declaration of another state of emergency.  
 [Condition in Oct.] A moderate recovery continued after the state of emergency was lifted, and the occupancy rate hovered upper 40% range.

## Total Hotel Income and Occupancy Rates (Results)



## Total Hotel Income and Occupancy Rates (Year-on-year Comparison / FY2019 Comparison)



# IV. Details of Financial Results for the First Half of FY2021

# Summary of Consolidated Financial Statements

(Unit: Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Revenue	443.0	434.0	+ 9.0 (+ 2.1%)	Transportation +10.0; Real Estate +36.8; Life Service -41.8; Hotel and Resort +4.6
Operating Profit	24.9	- 20.3	+ 45.3 (-)	Transportation +11.8; Real Estate +19.7; Life Service +4.7; Hotel and Resort +9.2
Non-operating Revenue	8.0	7.7	+ 0.3 (+ 4.3%)	Investment Gains from Equity Method 1.3 (+0.7); Interest and Dividend Income 1.1 (+0.2)
Non-operating Expenses	6.4	6.7	- 0.2 (- 4.4%)	Interest Paid 4.2 (-0.0)
Recurring Profit	26.6	- 19.3	+ 45.9 (-)	
Extraordinary Gains	16.6	2.8	+ 13.7 (+ 476.9%)	Gain on Sale of Fixed Assets 14.3 (+14.3)
Extraordinary Losses	3.3	8.8	- 5.4 (- 62.4%)	Loss on COVID19 0.4 (-3.3)
Income before Income Taxes and Minority Interests	39.9	- 25.2	+ 65.1 (-)	
Corporate Income Taxes	14.8	2.3	+ 12.5 (+ 543.4%)	Income Taxes 10.2 (+7.1); Tax Adjustment 4.6 (+5.3)
Net Income	25.0	- 27.5	+ 52.6 (-)	
Profit attributable to non-controlling interests	0.8	- 0.4	+ 1.3 (-)	
Profit attributable to owners of parent	24.1	- 27.1	+ 51.3 (-)	
Other Comprehensive Income	6.0	2.1	+ 3.9 (+ 180.6%)	
Total Comprehensive Income	31.1	- 25.4	+ 56.5 (-)	
TOKYU EBITDA	70.2	25.1	+ 45.1 (+ 179.9%)	Transportation +11.7; Real Estate +20.1; Life Service +3.8; Hotel and Resort +8.5; Headquarters +0.8

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method

# Consolidated Operating Revenue and Profit

(Unit:Billion yen)		FY2021 1H Results	FY2020 1H Results	Change	Remarks	
Total Operating Revenue		443.0	434.0	+ 9.0 (+ 2.1%)		
Total Operating Profit		24.9	- 20.3	+ 45.3 (-)		
Transportation	Operating Revenue	79.5	69.5	+ 10.0 (+ 14.5%)	Tokyu Railways: +6.8	
	Operating Profit	- 0.3	- 12.1	+ 11.8 (-)	Tokyu Railways: +7.8	
Real Estate	Operating Revenue	124.2	87.4	+ 36.8 (+ 42.1%)	Tokyu Corp. Sales: +35.0; Tokyu Corp. Leasing: +2.6	
	Operating Profit	32.0	12.3	+ 19.7 (+ 159.9%)	Tokyu Corp. Sales: +18.1; Tokyu Corp. Leasing: +2.0	
Life Service	Total Life Service		247.5	289.4	- 41.8 (- 14.5%)	
	Operating Revenue	Retail	165.9	199.4	- 33.4 (- 16.8%)	Tokyu Department Store: -35.3; Tokyu Store Chain: -2.7
		ICT and Media	81.5	90.0	- 8.4 (- 9.4%)	Tokyu Recreation: +1.4 its communications: -0.3; Tokyu Agency: -9.7
	Total Life Service		2.2	- 2.4	+ 4.7 (-)	
	Operating Profit	Retail	- 0.8	- 2.9	+ 2.1 (-)	Tokyu Department Store: +1.9; Tokyu Store Chain: -0.8
		ICT and Media	3.1	0.4	+ 2.6 (+ 530.1%)	Tokyu Recreation: +0.3 its communications: -0.5; Tokyu Agency: +2.1
Hotel and Resort	Operating Revenue	19.5	14.9	+ 4.6 (+ 31.5%)	Tokyu Hotels, etc: +4.5	
	Operating Profit	- 9.2	- 18.4	+ 9.2 (-)	Tokyu Hotels, etc: +8.2	
Elimination etc.	Operating Revenue	- 27.9	- 27.2	- 0.6		
	Operating Profit	0.1	0.3	- 0.2		

# Non-Operating and Extraordinary Gain/Loss

(Unit: Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Profit	24.9	- 20.3	+ 45.3 (-)	
Non-operating Revenue	8.0	7.7	+ 0.3 (+ 4.3%)	
Interest and Dividend Income	1.1	0.8	+ 0.2	
Investment Gain from Equity Method	1.3	0.5	+ 0.7	Tokyu Fudosan Holdings: 2.3 (+2.2) ; Tokyu Construction: -1.1 (-1.3)
Others	5.6	6.3	- 0.6	
Non-operating Expenses	6.4	6.7	- 0.2 (- 4.4%)	
Interest	4.2	4.3	- 0.0	
Others	2.1	2.3	- 0.2	
Recurring Profit	26.6	- 19.3	+ 45.9 (-)	
Extraordinary Gains	16.6	2.8	+ 13.7 (+ 476.9%)	
Gain on Sale of Fixed Assets	14.3	0.0	+ 14.3	
Gain on Subsidies Received for Construction	0.6	0.3	+ 0.2	
Gain on Reversal of Urban Railways Improvement Reserve	1.2	1.2	-	
Others	0.3	1.2	- 0.8	
Extraordinary Losses	3.3	8.8	- 5.4 (- 62.4%)	
Loss on Reduction of Subsidies Received for Construction	0.5	0.2	+ 0.2	
Others	2.7	8.5	- 5.7	Loss on COVID19: 0.4 (-3.3)
Income before Income Taxes and Minority Interests	39.9	- 25.2	+ 65.1 (-)	

# Consolidated TOKYU EBITDA

(Unit:Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Transportation	20.7	8.9	+ 11.7 (+ 131.1%)	
Tokyu Railways	21.0	12.8	+ 8.1	
Tokyu Bus - Tokyu Transses	0.2	- 2.0	+ 2.3	
Others	- 0.5	- 1.7	+ 1.2	
Real Estate	44.6	24.4	+ 20.1 (+ 82.4%)	
Real Estate Sales of the Company	19.5	1.2	+ 18.3	
Real Estate Leasing of the Company	19.3	17.4	+ 1.9	
Others	5.6	5.8	- 0.1	
Life Service	9.9	6.0	+ 3.8 (+ 64.1%)	
Retail	2.6	1.1	+ 1.5	
Tokyu Department Store	- 0.4	- 1.6	+ 1.2	
Tokyu Store Chain	2.9	3.7	- 0.7	
Others	0.1	- 0.9	+ 1.0	
ICT and Media	7.2	4.9	+ 2.3	
Tokyu Recreation	0.0	- 0.2	+ 0.3	
its communications	3.8	4.3	- 0.5	
Tokyu Agency	1.1	- 0.8	+ 1.9	
Others	2.2	1.6	+ 0.6	
Hotel and Resort	- 7.5	- 16.1	+ 8.5 (-)	
Tokyu Hotels, etc.	- 6.9	- 14.6	+ 7.7	
Others	- 0.5	- 1.4	+ 0.8	
Headquarters	2.4	1.4	+ 1.0 (+ 70.7%)	
Interest and dividend income	1.1	0.8	+ 0.2	
Investment (gain) loss from the equity method	1.3	0.5	+ 0.7	
Elimination, etc.	0.0	0.3	- 0.2	
<b>Total</b>	<b>70.2</b>	<b>25.1</b>	<b>+ 45.1</b> <b>(+ 179.9%)</b>	

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method

## Segment Information (1) Transportation

(Unit:Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Revenue	79.5	69.5	+ 10.0 (+ 14.5%)	Passengers Carried +15.4% (Non-commuter +30.1%; Commuter +6.8%) □ Passenger Revenue +15.1% (Non-commuter +31.2%; Commuter -1.2%)
Tokyu Railways	59.1	52.2	+ 6.8 (+ 13.1%)	Passenger Revenue 52.2 (+6.8)
Tokyu Bus・Tokyu Transses	11.4	9.7	+ 1.6 (+ 17.4%)	Passenger Revenue +18.6%
Others	8.9	7.4	+ 1.5 (+ 20.2%)	
Operating Profit	- 0.3	- 12.1	+ 11.8 (-)	
Tokyu Railways	2.0	- 5.8	+ 7.8 (-)	[Operating Expense] Depreciation and amortization 16.7 (-0.0); Repair Costs 3.0 (+0.1); Personnel Costs 15.4 (-0.8); Power Costs 2.6 (-0.4); Expenses 9.4 (+0.1)
Tokyu Bus・Tokyu Transses	- 0.5	- 3.2	+ 2.7 (-)	
Others	- 1.8	- 3.0	+ 1.2 (-)	

## Segment Information (2) Real Estate

(Unit:Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Revenue	124.2	87.4	+ 36.8 (+ 42.1%)	
Real Estate Sales of the Company	39.9	4.8	+ 35.0 (+ 722.7%)	Increase due to Asset recycling building business
Real Estate Leasing of the Company	47.0	44.3	+ 2.6 (+ 6.0%)	
Others	37.3	38.2	- 0.9 (- 2.4%)	Impact of the "Accounting Standard for Revenue Recognition"(Tokyu GEOX) -5.6 Hotel business of the Company +3.0, Housing sales business in Vietnam +2.5
Operating Profit	32.0	12.3	+ 19.7 (+ 159.9%)	
Real Estate Sales of the Company	19.2	1.0	+ 18.1 (-)	Increase due to Asset recycling building business
Real Estate Leasing of the Company	9.2	7.2	+ 2.0 (+ 28.5%)	
Others	3.6	4.0	- 0.4 (- 11.8%)	Hotel business of the Company -1.7, Housing sales business in Vietnam +1.2

## Segment Information (3) Retail

(Unit: Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Revenue	165.9	199.4	- 33.4 (- 16.8%)	
Tokyu Department Store	35.0	70.4	- 35.3 (- 50.2%)	Rate of Change in Sales All Stores +7.0% Impact of the "Accounting Standard for Revenue Recognition" -35.7
Tokyu Store Chain	105.5	108.3	- 2.7 (- 2.6%)	Rate of Change in Sales All Stores +0.5% Existing Stores -0.7% Impact of the "Accounting Standard for Revenue Recognition" -3.1
Others	25.3	20.6	+ 4.7 (+ 22.8%)	Tokyu Malls Development +1.0
Operating Profit	- 0.8	- 2.9	+ 2.1 (-)	
Tokyu Department Store	- 2.1	- 4.0	+ 1.9 (-)	
Tokyu Store Chain	1.8	2.6	- 0.8 (- 30.0%)	
Others	- 0.5	- 1.5	+ 1.0 (-)	

## Segment Information (4) ICT and Media

(Unit:Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Revenue	81.5	90.0	- 8.4 (- 9.4%)	
Tokyu Recreation	10.1	8.6	+ 1.4 (+ 17.1%)	
its communications	13.3	13.6	- 0.3 (- 2.7%)	
Tokyu Agency	26.2	36.0	- 9.7 (- 27.1%)	Impact of the "Accounting Standard for Revenue Recognition" -20.9
Others	31.8	31.5	+ 0.2 (+ 0.7%)	
Operating Profit	3.1	0.4	+ 2.6 (+ 530.1%)	
Tokyu Recreation	- 0.6	- 0.9	+ 0.3 (-)	
its communications	1.6	2.1	- 0.5 (- 26.0%)	
Tokyu Agency	1.0	- 1.0	+ 2.1 (-)	
Others	1.0	0.3	+ 0.6 (+ 177.0%)	

## Segment Information (5) Hotel and Resort

(Unit:Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Operating Revenue	19.5	14.9	+ 4.6 (+ 31.5%)	
Tokyu Hotels, etc. (※)	14.4	9.9	+ 4.5 (+ 45.9%)	Occupancy Rates 36.0% (+13.7 points)
Others	5.1	4.9	+ 0.1 (+ 2.7%)	
Operating Profit	- 9.2	- 18.4	+ 9.2 (-)	
Tokyu Hotels, etc. (※)	- 8.4	- 16.6	+ 8.2 (-)	
Others	- 0.8	- 1.8	+ 1.0 (-)	

(※) "Tokyu Hotels, etc." includes not only Tokyu Hotels Co., Ltd. but also Tokyu Corp., GK New Perspective One and T.H. Properties, Inc. that have held assets.

# Balance Sheets

(Unit:Billion yen)	FY2021 1H Results	FY2020 Results	Change	Remarks
Total Assets	2,478.2	2,476.0	+ 2.2 (+ 0.1%)	
Current Assets	325.6	326.2	- 0.5 (- 0.2%)	
Fixed Assets	2,152.6	2,149.8	+ 2.7 (+ 0.1%)	
Total Liabilities	1,706.2	1,723.5	- 17.2 (- 1.0%)	
Current Liabilities	664.6	688.4	- 23.8 (- 3.5%)	Interest-bearing Debt +0.3
Fixed Liabilities	1,032.8	1,025.0	+ 7.8 (+ 0.8%)	Interest-bearing Debt +17.8
Reserves under Special Law	8.7	10.0	- 1.2 (- 12.5%)	
Total Net Assets	772.0	752.5	+ 19.4 (+ 2.6%)	Equity Capital +12.9; Other Cumulative Comprehensive Income +4.6; non-controlling shareholders equity +1.8
Equity	719.9	702.3	+ 17.6 (+ 2.5%)	Profit attributable to owners of parent +24.1; Dividends -3.0; Cumulative effects of changes in accounting policies -5.4
Interest-bearing Debt at End of Period	1,200.4	1,182.1	+ 18.2 (+ 1.5%)	
Equity Ratio	29.1%	28.4%	+ 0.7P	
D/E Ratio (Times)	1.7	1.7	-	

# Statements of Cash Flow

(Unit:Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
CF from Operating Activities	32.3	- 6.1	+ 38.4	
CF from Investing Activities	- 37.3	- 71.9	+ 34.5	
Capital Expenditure	- 62.8	- 70.3	+ 7.5	
Subsidies Received for Construction	1.5	3.8	- 2.2	
Gain on Sale of Assets	31.3	0.3	+ 31.0	
CF from Financing Activities	8.8	66.6	- 57.8	
Interest-bearing Debt Net Increase/Decrease	17.6	73.5	- 55.9	
Dividend Payment, etc.	- 7.5	- 6.6	- 0.8	Dividend Payment -3.0 (+3.6) 、 Introduce of ESOP Trust -4.5 (-4.5)
Free Cash Flow	- 5.0	- 78.0	+ 73.0	
Interest-bearing Debt at End of Period	1,200.4	1,224.6	- 24.2	

# Capital Expenditure / Depreciation

(Unit: Billion yen)	FY2021 1H Results	FY2020 1H Results	Change	Remarks
Total Capital Expenditure	59.8	54.8	+ 4.9 (+ 9.1%)	
Transportation	21.2	10.3	+ 10.8 (+ 105.2%)	Tokyu Railways, etc: +11.2
Real Estate	19.1	22.0	- 2.9 (- 13.3%)	Tokyu Corp. Leasing: -5.6
Total Life Service	19.3	17.2	+ 2.0 (+ 12.2%)	
Retail	12.1	9.6	+ 2.4 (+ 25.8%)	
ICT and Media	7.1	7.5	- 0.3 (- 5.3%)	
Hotel and Resort	0.7	4.8	- 4.0 (- 84.1%)	
Headquarters	1.7	0.5	+ 1.1	
Elimination	- 2.3	- 0.1	- 2.1	
Expenses on Sale of Houses and Lots	16.0	6.3	+ 9.6 (+ 151.1%)	
Total Depreciation and Amortization	40.9	42.4	- 1.4 (- 3.4%)	Transportation 19.4 (-0.4)、Real Estate 12.2 (+0.4)、 Life Service 7.5 (-0.8)、Hotel and Resort 1.6 (-0.6)

\* Capital expenditures are amounts stated in segment information (capital expenditures made) and might be different from figures in the statements of cash flow, which consider accounts payable at the end of the fiscal year.

# V. Details of Financial Forecasts for FY2021

# Summary of Consolidated Financial Statements

(Unit:Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Revenue	868.4	935.9	- 67.5 (- 7.2%)	Transportation: +12.7; Real Estate: +27.5; Life Service: -116.3; Hotel and Resort: +9.5	898.2	- 29.8 (- 3.3%)
Operating Profit	25.0	- 31.6	+ 56.6 (-)	Transportation: +19.7; Real Estate: +11.4; Life Service: +9.1; Hotel and Resort: +16.1	20.0	+ 5.0 (+ 25.0%)
Non-operating Revenue	14.7	18.2	- 3.5 (- 19.4%)	Investment Gains from Equity Method: 4.5 (-0.1)	9.5	+ 5.2 (+ 54.7%)
Non-operating Expenses	14.5	13.4	+ 1.0 (+ 8.1%)	Interest Paid: 8.7 (+0.0)	13.9	+ 0.6 (+ 4.3%)
Recurring Profit	25.2	- 26.8	+ 52.0 (-)		15.6	+ 9.6 (+ 61.5%)
Extraordinary Gains	20.3	19.4	+ 0.8 (+ 4.3%)		20.3	- (-)
Extraordinary Losses	18.8	48.3	- 29.5 (- 61.1%)	[FY2020]Impairment Loss: 26.8	14.6	+ 4.2 (+ 28.8%)
Income before Income Taxes and Minority Interests	26.7	- 55.7	+ 82.4 (-)		21.3	+ 5.4 (+ 25.4%)
Corporate Income Taxes	16.7	2.5	+ 14.1 (+ 552.1%)	Income Taxes: 13.9 (+4.3) ; Tax Adjustment: 2.8 (+9.7)	12.2	+ 4.5 (+ 36.9%)
Net Income	10.0	- 58.2	+ 68.2 (-)		9.1	+ 0.8 (+ 9.9%)
Profit attributable to non-controlling interests	-	- 2.0	+ 2.0 (-)		- 0.9	+ 0.9 (-)
Profit attributable to owners of parent	10.0	- 56.2	+ 66.2 (-)		10.0	- (-)
TOKYU EBITDA	123.1	74.7	+ 48.3 (+ 64.7%)	Transportation: +11.6; Real Estate: +12.4; Life Service: +9.0; Hotel and Resort: +14.9; Headquarters: +0.2	118.7	+ 4.4 (+ 3.7%)

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method.

# Consolidated Operating Revenue and Profit

(Unit:Billion yen)		FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Total Operating Revenue		868.4	935.9	- 67.5 (- 7.2%)		898.2	- 29.8 (- 3.3%)
Total Operating Profit		25.0	- 31.6	+ 56.6 (-)		20.0	+ 5.0 (+ 25.0%)
Transportation	Operating Revenue	164.7	151.9	+ 12.7 (+ 8.4%)	Tokyu Railways: +9.7	169.1	- 4.4 (- 2.6%)
	Operating Profit	- 6.3	- 26.0	+ 19.7 (-)	Tokyu Railways: +13.9	- 3.8	- 2.5 (-)
Real Estate	Operating Revenue	225.2	197.6	+ 27.5 (+ 13.9%)	Tokyu Corp. Sales: +20.1; Tokyu Corp. Leasing: +2.9	222.8	+ 2.4 (+ 1.1%)
	Operating Profit	40.4	28.9	+ 11.4 (+ 39.4%)	Tokyu Corp. Sales: +11.8; Tokyu Corp. Leasing: -0.8	30.9	+ 9.5 (+ 30.7%)
Total Life Service		487.2	603.5	- 116.3 (- 19.3%)		510.1	- 22.9 (- 4.5%)
Life Service	Operating Revenue	325.1	413.2	- 88.1 (- 21.3%)	Tokyu Department Store: -80.0; Tokyu Store Chain: -14.5	342.9	- 17.8 (- 5.2%)
	ICT and Media	162.1	190.3	- 28.2 (- 14.8%)	its communications: -0.4; Tokyu Agency: -30.9	167.2	- 5.1 (- 3.1%)
	Total Life Service	5.3	- 3.8	+ 9.1 (-)		6.3	- 1.0 (- 15.9%)
	Operating Profit	0.9	- 3.8	+ 4.7 (-)	Tokyu Department Store: +4.0; Tokyu Store Chain: -1.0	1.9	- 1.0 (- 52.6%)
Hotel and Resort	Operating Revenue	47.4	37.8	+ 9.5 (+ 25.2%)	Tokyu Hotels, etc: +8.5	53.8	- 6.4 (- 11.9%)
	Operating Profit	- 15.1	- 31.2	+ 16.1 (-)	Tokyu Hotels, etc: +13.9	- 14.1	- 1.0 (-)
Elimination etc.	Operating Revenue	- 56.1	- 55.1	- 0.9		- 57.6	+ 1.5
	Operating Profit	0.7	0.4	+ 0.2		0.7	-

# Non-Operating and Extraordinary Gain/Loss

(Unit: Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Profit	25.0	- 31.6	+ 56.6 (-)		20.0	+ 5.0 (+ 25.0%)
Non-operating Revenue	14.7	18.2	- 3.5 (- 19.4%)		9.5	+ 5.2 (+ 54.7%)
Interest and Dividend Income	1.3	1.3	- 0.0		1.3	-
Investment Gain from Equity Method	4.5	4.6	- 0.1		5.1	- 0.6
Others	8.9	12.2	- 3.3		3.1	+ 5.8
Non-operating Expenses	14.5	13.4	+ 1.0 (+ 8.1%)		13.9	+ 0.6 (+ 4.3%)
Interest	8.7	8.6	+ 0.0		8.7	-
Others	5.8	4.8	+ 0.9		5.2	+ 0.6
Recurring Profit	25.2	- 26.8	+ 52.0 (-)		15.6	+ 9.6 (+ 61.5%)
Extraordinary Gains	20.3	19.4	+ 0.8 (+ 4.3%)		20.3	- (-)
Gain on Sale of Fixed Assets	14.4	0.3	+ 14.0		14.3	+ 0.1
Gain on Subsidies Received for Construction	1.1	13.3	- 12.2		3.4	- 2.3
Gain on Reversal of Urban Railways Improvement Reserve	2.5	2.5	- 0.0		2.5	-
Others	2.3	3.3	- 1.0		0.1	+ 2.2
Extraordinary Losses	18.8	48.3	- 29.5 (- 61.1%)		14.6	+ 4.2 (+ 28.8%)
Loss on Reduction of Subsidies Received for Construction	0.9	7.4	- 6.5		3.4	- 2.5
Others	17.9	40.9	- 23.0	[FY2020] Impairment Loss: 26.8; Loss on COVID19: 3.6	11.2	+ 6.7
Income before Income Taxes and Minority Interests	26.7	- 55.7	+ 82.4 (-)		21.3	+ 5.4 (+ 25.4%)

# Consolidated TOKYU EBITDA

(Unit: Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Transportation	38.1	26.4	+ 11.6 (+ 44.3%)		40.6	- 2.5 (- 6.2%)
Tokyu Railways	38.0	31.3	+ 6.6		40.0	- 2.0
Tokyu Bus - Tokyu Transses	0.6	- 2.8	+ 3.4		1.1	- 0.5
Others	- 0.5	- 2.0	+ 1.5		- 0.5	-
Real Estate	66.9	54.4	+ 12.4 (+ 22.9%)		57.4	+ 9.5 (+ 16.6%)
Real Estate Sales of the Company	19.4	7.2	+ 12.1		15.2	+ 4.2
Real Estate Leasing of the Company	36.4	37.6	- 1.1		35.1	+ 1.3
Others	10.9	9.5	+ 1.4		6.9	+ 4.0
Life Service	23.0	13.9	+ 9.0 (+ 65.0%)		24.0	- 1.0 (- 4.2%)
Retail	8.8	4.5	+ 4.2		9.8	- 1.0
Tokyu Department Store	3.7	- 1.5	+ 5.3		4.7	- 1.0
Tokyu Store Chain	5.8	7.0	- 1.1		5.8	-
Others	- 0.8	- 0.8	- 0.0		- 0.8	-
ICT and Media	14.2	9.3	+ 4.8		14.2	-
its communications	8.0	7.8	+ 0.1		8.0	-
Tokyu Agency	1.5	0.0	+ 1.4		0.5	+ 1.0
Others	4.6	1.3	+ 3.2		5.6	- 1.0
Hotel and Resort	- 11.4	- 26.3	+ 14.9 (-)		- 10.4	- 1.0 (-)
Tokyu Hotels, etc	- 11.0	- 24.1	+ 13.1		- 8.5	- 2.5
Others	- 0.3	- 2.1	+ 1.8		- 1.8	+ 1.5
Headquarters	5.8	5.9	- 0.1 (- 2.6%)		6.4	- 0.6 (- 9.4%)
Interest and dividend income	1.3	1.3	- 0.0		1.3	-
Investment (gain) loss from the equity method	4.5	4.6	- 0.1		5.1	- 0.6
Elimination, etc.	0.7	0.3	+ 0.3		0.7	-
<b>Total</b>	<b>123.1</b>	<b>74.7</b>	<b>+ 48.3</b> <b>(+ 64.7%)</b>		<b>118.7</b>	<b>+ 4.4</b> <b>(+ 3.7%)</b>

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method.

## Segment Information (1) Transportation

(Unit Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Revenue	164.7	151.9	+ 12.7 (+ 8.4%)	Passengers Carried: +10.2% (Non-commuter: +19.2%; Commuter: +4.1%) □ Passenger Revenue: +9.9% (Non-commuter: +19.6%; Commuter: -1.7%)	169.1	- 4.4 (- 2.6%)
Tokyu Railways	121.5	111.8	+ 9.7 (+ 8.7%)	Passenger Revenue: 106.8 (+9.5)	124.3	- 2.8 (- 2.3%)
Tokyu Bus・Tokyu Transses	22.8	20.3	+ 2.4 (+ 12.1%)		23.8	- 1.0 (- 4.2%)
Others	20.3	19.7	+ 0.5 (+ 2.8%)		20.9	- 0.6 (- 2.9%)
Operating Profit	- 6.3	- 26.0	+ 19.7 (-)		- 3.8	- 2.5 (-)
Tokyu Railways	- 2.0	- 15.9	+ 13.9 (-)	[Operating Expense] Depreciation and amortization: 34.4 (+0.1); Repair Costs: 10.2 (+0.9); Personnel Costs: 31.4 (-4.0); Power Costs: 5.3 (-0.0); Expensess: 21.8 (-5.9, Disposal cost of fixed assets: -6.1)	- 0.0	- 2.0 (-)
Tokyu Bus・Tokyu Transses	- 1.1	- 5.3	+ 4.1 (-)		- 0.6	- 0.5 (-)
Others	- 3.1	- 4.7	+ 1.6 (-)		- 3.1	- (-)

## Segment Information (2) Real Estate

(Unit Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Revenue	225.2	197.6	+ 27.5 (+ 13.9%)		222.8	+ 2.4 (+ 1.1%)
Real Estate Sales of the Company	48.9	28.7	+ 20.1 (+ 70.2%)	Increase due to Asset recycling building business	45.2	+ 3.7 (+ 8.2%)
Real Estate Leasing of the Company	96.1	93.2	+ 2.9 (+ 3.1%)		96.9	- 0.8 (- 0.8%)
Others	80.0	75.6	+ 4.4 (+ 5.9%)		80.5	- 0.5 (- 0.6%)
Operating Profit	40.4	28.9	+ 11.4 (+ 39.4%)	[FY2020] Fixed cost recorded as extraordinary loss -0.6	30.9	+ 9.5 (+ 30.7%)
Real Estate Sales of the Company	18.7	6.8	+ 11.8 (+ 173.0%)	Increase due to Asset recycling building business	14.5	+ 4.2 (+ 28.8%)
Real Estate Leasing of the Company	15.2	16.1	- 0.8 (- 5.4%)	Asset recycling building business : Transferred some properties to the Real Estate Sales of the Company -0.7	13.9	+ 1.3 (+ 9.3%)
Others	6.3	5.9	+ 0.3 (+ 6.5%)	Hotel business of the Company: -3.0	2.3	+ 4.0 (+ 168.4%)

## Segment Information (3) Retail

(Unit:Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Revenue	325.1	413.2	- 88.1 (- 21.3%)		342.9	- 17.8 (- 5.2%)
Tokyu Department Store	72.7	152.7	- 80.0 (- 52.4%)	Rate of Change in Sales All Stores +5.0% Impact of the "Accounting Standard for Revenue Recognition" -73.0	90.5	- 17.8 (- 19.7%)
Tokyu Store Chain	201.1	215.6	- 14.5 (- 6.7%)	Rate of Change in Sales All Stores +1.0% Existing Stores +0.0% Impact of the "Accounting Standard for Revenue Recognition" -16.8	201.1	- (-)
Others	51.2	44.8	+ 6.4 (+ 14.3%)		51.2	- (-)
Operating Profit	0.9	- 3.8	+ 4.7 (-)		1.9	- 1.0 (- 52.6%)
Tokyu Department Store	- 2.3	- 6.3	+ 4.0 (-)		- 1.3	- 1.0 (-)
Tokyu Store Chain	3.8	4.8	- 1.0 (- 22.2%)		3.8	- (-)
Others	- 0.5	- 2.3	+ 1.7 (-)		- 0.5	- (-)

## Segment Information (4) ICT and Media

(Unit:Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Revenue	162.1	190.3	- 28.2 (- 14.8%)		167.2	- 5.1 (- 3.1%)
its communications	26.9	27.4	- 0.4 (- 1.7%)		26.9	- (-)
Tokyu Agency	44.7	75.6	- 30.9 (- 40.9%)	Impact of the "Accounting Standard for Revenue Recognition" -40.8	43.2	+ 1.5 (+ 3.5%)
Others	90.4	87.2	+ 3.1 (+ 3.6%)		97.0	- 6.6 (- 6.8%)
Operating Profit	4.4	- 0.0	+ 4.4 (-)		4.4	- (-)
its communications	3.2	3.2	- 0.0 (- 2.4%)		3.2	- (-)
Tokyu Agency	1.1	- 0.3	+ 1.4 (-)		0.1	+ 1.0 (-)
Others	0.1	- 2.9	+ 3.0 (-)		1.1	- 1.0 (- 90.9%)

## Segment Information (5) Hotel and Resort

(Unit:Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Operating Revenue	47.4	37.8	+ 9.5 (+ 25.2%)		53.8	- 6.4 (- 11.9%)
Tokyu Hotels, etc. (※)	36.2	27.6	+ 8.5 (+ 31.0%)	Occupancy Rates 46.6% (+15.6 points)	41.6	- 5.4 (- 13.0%)
Others	11.1	10.2	+ 0.9 (+ 9.4%)		12.1	- 1.0 (- 8.2%)
Operating Profit	- 15.1	- 31.2	+ 16.1 (-)		- 14.1	- 1.0 (-)
Tokyu Hotels, etc. (※)	- 14.1	- 28.0	+ 13.9 (-)		- 11.6	- 2.5 (-)
Others	- 0.9	- 3.1	+ 2.1 (-)		- 2.4	+ 1.5 (-)

(※) "Tokyu Hotels, etc." includes not only Tokyu Hotels Co., Ltd. but also Tokyu Corp., GK New Perspective One and T.H. Properties, Inc. that have held assets.

# Statements of Cash Flow

(Unit: Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
CF from Operating Activities	94.3	85.8	+ 8.4		76.8	+ 17.5
CF from Investing Activities	- 99.3	- 115.1	+ 15.8		- 105.3	+ 6.0
Capital Expenditure	- 122.1	- 113.2	- 8.8		- 122.1	-
Subsidies Received for Construction	5.0	8.3	- 3.3		5.0	-
Gain on Sale of Assets	32.5	2.5	+ 29.9		26.5	+ 6.0
CF from Financing Activities	5.0	17.1	- 12.1		28.5	- 23.5
Interest-bearing Debt Net Increase/Decrease	20.6	31.1	- 10.5		39.6	- 19.0
Dividend Payment, etc.	- 12.6	- 12.7	+ 0.1		- 8.1	- 4.5
Free Cash Flow	- 5.0	- 29.3	+ 24.3		- 28.5	+ 23.5
Interest-bearing Debt at End of Period	1,202.8	1,182.1	+ 20.6	Interest-bearing Debt / TOKYU EBITDA Multiple: 9.8times (-6.0)	1,221.8	- 19.0

# Capital Expenditure / Depreciation

(Unit:Billion yen)	FY2021 Forecast	FY2020 Results	Change	Remarks	Forecast as of Aug	Change
Total Capital Expenditure	127.7	106.3	+ 21.3 (+ 20.0%)		127.7	- (-)
Transportation	48.3	35.4	+ 12.8 (+ 36.1%)	Tokyu Railways, etc: +10.6	48.3	- (-)
Real Estate	41.6	50.0	- 8.4 (- 16.8%)	Tokyu Corp. Leasing: -16.5	41.6	- (-)
Total Life Service	33.4	24.5	+ 8.8 (+ 35.8%)		33.4	- (-)
Retail	18.3	13.9	+ 4.3 (+ 31.1%)		18.3	- (-)
ICT and Media	15.1	10.6	+ 4.4 (+ 42.1%)		15.1	- (-)
Hotel and Resort	3.8	6.2	- 2.4 (- 39.1%)		3.8	- (-)
Headquarters	2.1	1.5	+ 0.5		2.1	-
Elimination	- 1.5	- 11.4	+ 9.9		- 1.5	-
Expenses on Sale of Houses and Lots	35.7	12.5	+ 23.1 (+ 185.1%)		35.7	- (-)
Total Depreciation and Amortization	86.0	86.9	- 0.9 (- 1.1%)	Transportation: 39.3 (△1.4); Real Estate: 25.6 (+1.3); Life Service: 17.5 (△0.0); Hotel and Resort: 3.6 (△0.9)	86.0	- (-)

\* Capital expenditures are amounts stated in segment information (capital expenditures made) and might be different from figures in the statements of cash flow, which consider accounts payable at the end of the fiscal year.

The related documents are also available at the following URL.

<https://www.tokyu.co.jp/global/>

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### Forward-looking statements

All statements contained in this document other than historical facts are forward-looking statements that reflect the judgments of the management of Tokyu Corporation based on information currently available. Actual results may differ materially from the statements.

Tokyu Corporation

Finance & Accounting Strategy Headquarters

Accounting & IR Group