Supplementary Materials on Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2022 (FY2021)

Keikyu Corporation（Securities code: 9006）

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https://www.keikyu.co.jp

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京急グループ

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✓ Financial Results for the Second Quarter (YTD) of the Fiscal Year Ending March 31, 2022 (FY2021)

【YoY】

- Revenue increased year on year and loss decreased mainly due to the progress in measures for low-cost operations, despite the impact of the fourth state of emergency (July 12 to September 30) and other factors.
- Railway passengers up 9.2%, bus operation revenue up 11.8%, business hotel occupancy rates up 23.8 points.

【Compared with fiscal year before last】

- Despite the reduced impact of the COVID-19 pandemic, both revenue and profit decreased significantly compared with the fiscal year before last.
- Railway passengers down 30.2%, bus operation revenue down 35.1%, business hotel occupancy rates down 52.1 points.

【Relative to initial forecasts (May)】

- In the real estate sales business, both revenue and profit suffered a downturn relative to initial forecasts (May) due to factors such as the sales period changing to the second half for large office buildings, and people refraining from going outside due to repeated declarations of states of emergency.
- Railway passengers down 11.2%, bus operation revenue down 4.0%, business hotel occupancy rates down 17.4 points.
- Revenue down 16.8 billion yen (Real estate sales: down 11.7 billion yen; railway: down 2.6 billion yen; buses: down 0.4 billion yen; and business hotels: down 0.7 billion yen).
- Profit down 1.4 billion yen (Real estate sales: down 1.7 billion yen; railway: down 1.3 billion yen; buses: up 0.1 billion yen; and business hotels: down 0.1 billion yen). **[details on pp. 19-20]**

✓ Revisions to Business Forecasts for the Fiscal Year Ending March 31, 2022 (FY2021)

- Operating profit of 3.4 billion yen → Revised downward to 0.0 billion yen.
- In light of the results in the first half and the recent situation, revenue is expected to suffer a downturn for railway, buses and business hotels.
- This includes the real estate sales operations being favorable and the carrying out of additional cost reductions. **[details on pp. 24-26]**

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Consolidated Statement of Income

(Unit: Millions of yen)	FY2021 2Q	FY2020 2Q	YoY changes	
Revenue from operations	106,185 *114,384	103,014	3,170 *11,369	3.1% *11.0%
Operating profit	(2,925)	(12,941)	10,016	–%
Ordinary profit	(2,380)	(13,726)	11,346	–%
Profit attributable to owners of parent	7,597	(18,299)	25,896	–%
Net income per Share(yen)	27.60	(66.46)	94.06	–%

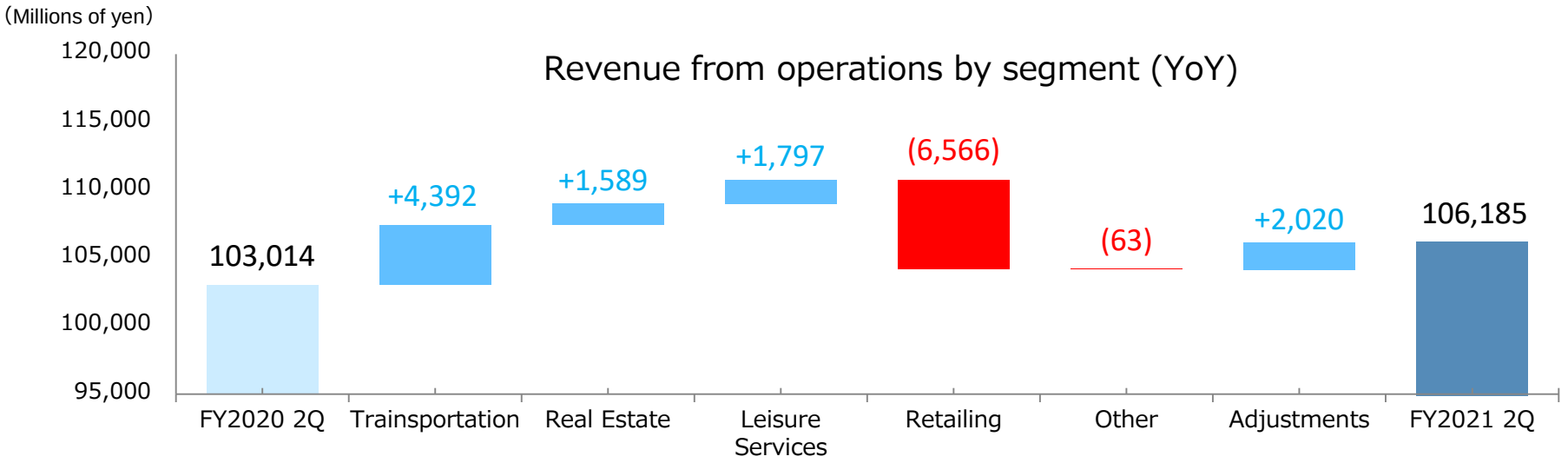
* The figures before applying the “Accounting Standard for Revenue Recognition,” etc. are shown.

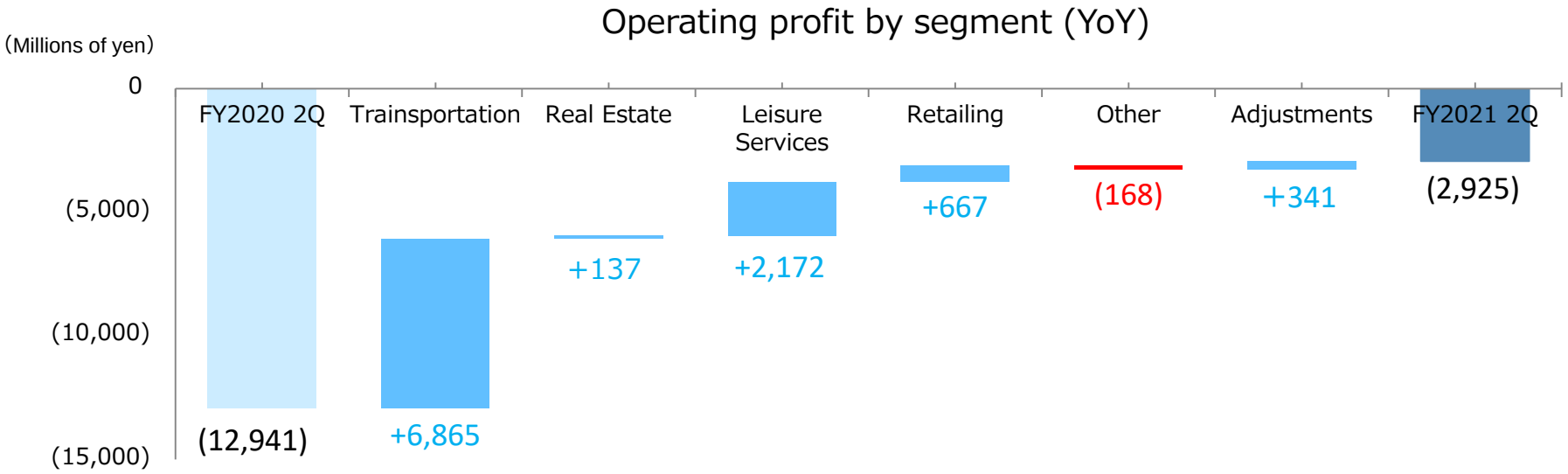
Consolidated Statement of Income By segment

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(Unit: Millions of yen)		FY2021 2Q	FY2020 2Q	YoY changes	
Transportation	Revenue from operations	41,643	37,250	4,392	11.8%
	Operating profit	(5,134)	(12,000)	6,865	–%
Real Estate	Revenue from operations	15,714	14,124	1,589	11.3%
	Operating profit	1,562	1,425	137	9.7%
Leisure Services	Revenue from operations	11,321	9,524	1,797	18.9%
	Operating profit	(267)	(2,439)	2,172	–%
Retailing	Revenue from operations	35,092	41,659	(6,566)	(15.8%)
	Revenue from operations (Previous standard)	42,833	41,659	1,174	2.8%
	Operating profit	505	(162)	667	–%
Other	Revenue from operations	16,710	16,773	(63)	(0.4%)
	Operating profit	194	363	(168)	(46.5%)

Increases/Decreases in Revenue from Operations and Operating Profit by Segment





Transportation

Recovery of number of passengers carried from July to September came to a standstill and remained at around the same level as April to June.
Despite COVID-19 continuing to cause decline in number of passengers carried, revenue increased in both railway and bus operations due to its reduced impact.

Railway operations: Loss decreased mainly from a decrease in personnel expenses by reviewing work shifts, etc. and reduced expenses.

Bus operations : Loss decreased mainly from a decrease in personnel expenses by reviewing schedules and routes, and reduced depreciation expenses due to a temporary freeze on new vehicles purchases.

(Unit: Millions of yen)	Revenue from operations				Operating profit			
	FY2021 2Q	FY2020 2Q	YoY changes		FY2021 2Q	FY2020 2Q	YoY changes	
Transportation	41,643	37,250	4,392	11.8%	(5,134)	(12,000)	6,865	–%
Railway	28,808	25,742	3,066	11.9%	(2,561)	(6,966)	4,404	–%
Bus	11,418	10,212	1,206	11.8%	(2,410)	(4,700)	2,290	–%
Taxi	1,416	1,296	119	9.3%	(162)	(333)	171	–%

* The “Accounting Standard for Revenue Recognition” etc. has been applied from this first quarter. It was not applied to the previous first quarter but the effects from the change of accounting standard is minimal, and a simple YOY comparison has been calculated.

Transportation Number of passengers carried and Revenue from railway operations

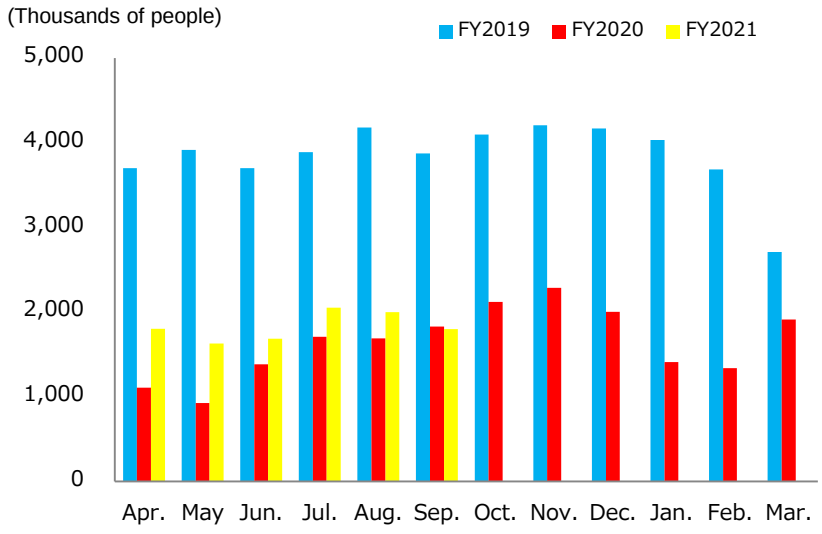
＜Results in railway operations: number of passengers carried & revenue from railway operations＞

	Number of passengers carried (Thousands of people)				Revenue from railway operations (Millions of yen)			
	FY2021 2Q	FY2020 2Q	YoY changes		FY2021 2Q	FY2020 2Q	YoY changes	
Commuter	100,008	100,018	(10)	(0.0%)	11,887	12,103	(215)	(1.8%)
Non commuter	75,004	60,177	14,827	24.6%	15,713	12,307	3,406	27.7%
Total	175,012	160,195	14,817	9.2%	27,601	24,410	3,190	13.1%

<Number of passengers carried: Total of the two Haneda Airport stations>

	Number of passengers carried (Thousands of people)			
	FY2021 2Q	FY2020 2Q	YoY changes	
Commuter	2,311	2,789	(478)	(17.1%)
Non commuter	8,651	5,848	2,803	47.9%
Total	10,962	8,637	2,325	26.9%

Number of passengers carried per month: Total of the two Haneda Airport stations



Real Estate

Real estate sales operations : Revenue increased and loss decreased due to factors such as an increase in sales of condominiums.

Real estate leasing operations: Both revenue and profit decreased mainly due to closing of rental buildings for development around Shinagawa Station and less revenue from tenants as a result of rental property transfer (three non-current assets through real estate securitization, etc. in 1Q)
*Contribution to profits through reinvestment due to real estate securitization was limited in this quarter due to acquisitions during the period

(Unit: Millions of yen)	Revenue from operations				Operating profit			
	FY2021 2Q	FY2020 2Q	YoY changes		FY2021 2Q	FY2020 2Q	YoY changes	
Real Estate	15,714	14,124	1,589	11.3%	1,562	1,425	137	9.7%
Real estate sales	7,309	4,604	2,704	58.7%	(566)	(1,107)	541	–%
Real estate leasing	8,404	9,519	(1,115)	(11.7%)	2,129	2,532	(403)	(15.9%)

* The “Accounting Standard for Revenue Recognition” etc. has been applied from this first quarter. It was not applied to the previous first quarter but the effects from the change of accounting standard is minimal, and a simple YOY comparison has been calculated.

Real Estate Number of sales and recent situation

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＜Number of units or plots sold: condominium and residential land/homes＞

（Number of units/plots）	FY2021 2Q	FY2020 2Q	YoY changes
Condominiums	129	80	61.3%
Residential land/homes	28	34	(17.6%)

＜Major properties to be delivered in FY2021＞

（Number of units）	Total number	Delivery date
BRANZ TOWER Shibaura	482	January 2022(Scheduled)
PRIME Ota Yaguchi	107	March 2022(Scheduled)
PREMIST YOKOHAMA-TANMACHI	104	March 2022(Scheduled)
PRIME PARKS Kamiooka THE RESIDENCE	200	March 2021
PRIME Style Kawasaki	126	March 2021

Leisure Services

Business hotel operations: Revenue increased and loss decreased due to the reduced impact of lower accommodation demand, which was caused by the COVID-19 pandemic, the obtaining of large group reservations for people involved with the Tokyo Olympic and Paralympic Games and reduction in expenses through initiatives for low-cost operations, despite the impact of the closure of SHINAGAWA GOOS.

Leisure-related facilities: Both revenue and profit increased mainly due to an increase of customers preceding the closing of Keikyu Aburatsubo Marine Park and the rebound from temporary closures at some facilities in the previous fiscal year.

(Unit: Millions of yen)	Revenue from operations				Operating profit			
	FY2021 2Q	FY2020 2Q	YoY changes		FY2021 2Q	FY2020 2Q	YoY changes	
Leisure Services	11,321	9,524	1,797	18.9%	(267)	(2,439)	2,172	–%
Business hotels	1,407	832	575	69.1%	(1,240)	(2,465)	1,224	–%
Leisure-related facilities	5,612	4,288	1,324	30.9%	730	7	723	–%
Leisure, other	4,301	4,403	(101)	(2.3%)	241	17	224	–%

Keikyu EX Hotel・Keikyu EX Inn: Occupancy rate of guest rooms

	FY20201 2Q	FY2020 2Q	YoY changes
Occupancy rate of guest rooms	39.5%	15.7%	23.8pt

* The “Accounting Standard for Revenue Recognition” etc. has been applied from this first quarter. It was not applied to the previous first quarter but the effects from the change of accounting standard is minimal, and a simple YOY comparison has been calculated.

Retailing

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Department store/SC operations : Revenue increased and loss decreased mainly due to the rebound from the impact of temporary closures and shortened opening hours in the previous fiscal year.
* Excluding the amounts of impact from changes in accounting standard for revenue recognition

Supermarket business : Both revenue and profit decreased mainly due to closures of stores and the recoil from demand from people staying at home in the previous fiscal year.

Convenience store/merchandise sales business: Both revenue and profit increased mainly due to the smaller impact on stores within stations, despite a continued decrease in the number of passengers carried on railways.

(Unit: Millions of yen)

	Revenue from operations						
	FY2021 2Q	FY2020 2Q	YoY changes		FY2021 2Q (Previous standard)	Changes under previous standard	
Retailing	35,092	41,659	(6,566)	(15.8%)	42,833	1,174	2.8%
Department store / SC	7,306	12,327	(5,021)	(40.7%)	14,011	1,683	13.7%
Department store	5,917	11,233	(5,316)	(47.3%)	12,774	1,540	13.7%
SC	1,388	1,094	294	26.9%	1,236	142	13.0%
Store business	27,786	29,331	(1,544)	(5.3%)	28,822	(508)	(1.7%)
Supermarkets	21,533	24,367	(2,833)	(11.6%)	22,565	(1,801)	(7.4%)
Convenience store / Merchandise sales, etc.	6,253	4,964	1,289	26.0%	6,256	1,292	26.0%

Retailing

(Unit: Millions of yen)	Operating profit			
	FY2021 2Q	FY2020 2Q	YoY changes	
Retailing	505	(162)	667	−%
Department store / SC	(142)	(600)	457	−%
Department store	(110)	(406)	296	−%
SC	(32)	(193)	161	−%
Store business	648	437	210	48.2%
Supermarkets	344	361	(17)	(4.9%)
Convenience store / Merchandise sales, etc.	304	75	228	301.6%

Other

Both revenue and profit decreased mainly due to a decrease in completed construction at Keikyu Electric Co., Ltd.

(Unit: Millions of yen)	Revenue from operations				Operating profit			
	FY2021 2Q	FY2020 2Q	YoY changes		FY2021 2Q	FY2020 2Q	YoY changes	
Other	16,710	16,773	(63)	(0.4%)	194	363	(168)	(46.5%)

* The “Accounting Standard for Revenue Recognition” etc. has been applied from this first quarter. It was not applied to the previous first quarter but the effects from the change of accounting standard is minimal, and a simple YOY comparison has been calculated.

Non-operating/Extraordinary Income and Losses

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➢ Non-operating profit and expenses

- Sold three issues of cross-shareholdings for approximately 1.3 billion yen (fair value) in 1Q and three issues for approximately 0.7 billion yen (fair value) in 2Q. * Excluding deemed shareholdings
- Evaluations and discussions for additional reductions from 3Q onward are currently in progress as well.

➢ Extraordinary income and losses

- Sold three non-current assets (Keikyu 2nd building, Keikyu 7th building and Kanazawa-hakkei 1st Keikyu building) through real estate securitization for approximately 25.0 billion yen (gain on sale of 14.5 billion yen) in 1Q.

【Policy regarding real estate securitization business, etc.】

- Ensure financial soundness while expanding profits by investing in private placement funds and acquiring high-yielding properties using cash gained from sale. (There are changes without contribution for the full year in profit in the real estate leasing segment in FY2021.)

	Cash in (sale)	Cash out (reinvestment)
FY2020	–	Approx. 3.0
FY2021	Approx. 25.0	Approx. 22.0

(billions of yen)

Reinvestment

- Approximately 80% of FY2021 reinvestment budget of 22.0 billion yen has been used for properties bought or in negotiation with investees.

Consolidated Balance Sheet (Condensed)

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(Unit: Millions of yen)	As of September 31, 2021	As of March 31, 2021	Changes
Current assets	131,772	127,783	3,989
Cash and deposits	45,851	57,600	(11,748)
Land and buildings for sale in lots	66,592	47,072	19,519
Non-current assets	793,261	801,270	(8,008)
Property, plant and equipment	640,165	658,448	(18,283)
Investments and other assets	146,206	135,625	10,580
Investment securities	86,771	75,428	11,343
Total assets	**925,034**	**929,053**	**(4,019)**
Total liabilities	670,554	680,002	(9,447)
Outstanding interest-bearing debt*	510,825	515,348	(4,522)
Total net assets	254,480	249,051	5,428
Total liabilities and net assets	**925,034**	**929,053**	**(4,019)**
* Total figure for corporate bonds, and debt			
Net interest-bearing debt outstanding	464,973	457,747	7,225

equity-to-asset ratio 27.3%

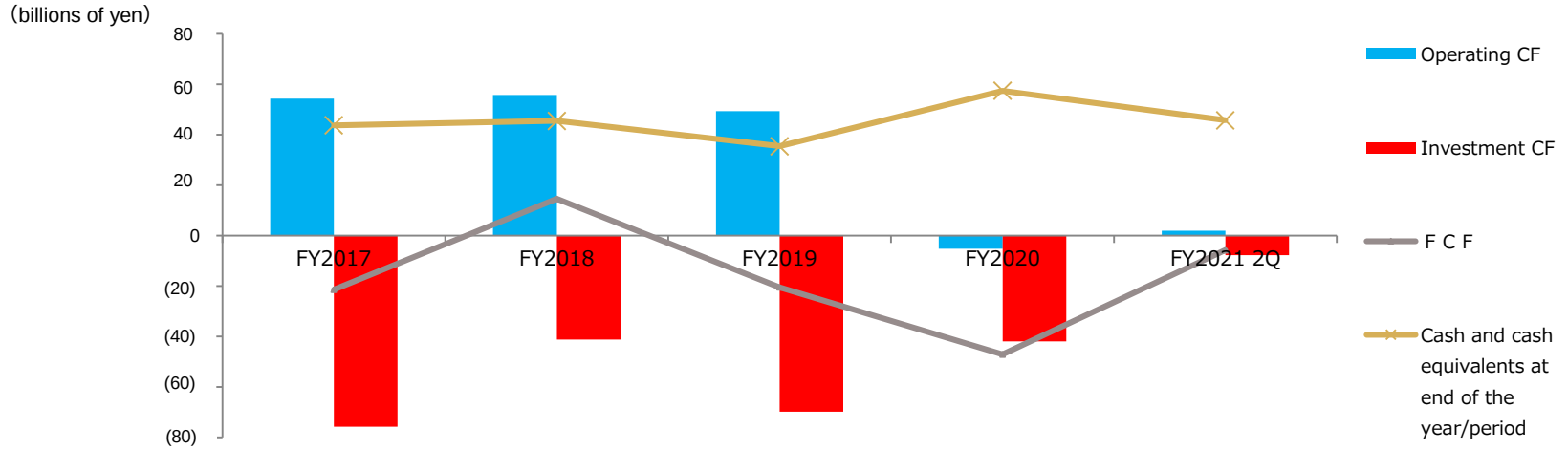
Consolidated Statement of Cash Flows

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➢ COVID-19 continued to cause a decrease in cash flows from operating activities, but its impact was smaller.

(Unit: Millions of yen)	As of September 31, 2021	As of March 31, 2020	Changes
Cash flows from operating activities	2,035	(15,347)	17,383
Cash flows from investing activities	(7,880)	(17,176)	9,296
Cash flows from financing activities	(5,908)	57,889	(63,797)
Net increase (decrease) in cash and cash equivalents	(11,748)	25,361	(37,109)
Cash and cash equivalents at end of period	45,701	60,767	(15,065)

[Reference] Free cash flow (operating cash flow + investment cash flow)



Progress Achieved Compared with Forecasts on Each Business and Recent News (October)

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【Railway operations】

- Compared with forecasts in May, both revenue and profit suffered a downturn due to recovery in passengers carried coming to a standstill due to the impact of the state of emergency.

	Revenue from operations (Cumulative, Billions of yen)			
	2Q Actual	2Q Forecast (May)	Changes	Changes [%]
Commuter	11.8	12.8	(0.9)	(7.5%)
Non commuter	15.7	17.4	(1.7)	(9.8%)
Total	27.6	30.2	(2.6)	(8.8%)

	Number of passengers carried (Cumulative, Millions of people)			
	2Q Actual	2Q Forecast (May)	Changes	Changes [%]
Commuter	100	112	(12)	(11.1%)
Non commuter	75	84	(9)	(11.3%)
Total	175	197	(22)	(11.2%)

【Recent news for October (passengers)】*

- In part due to the lifting of the state of emergency, the number of passengers carried on all railway routes was down about 20% compared with FY2019 (slightly down yoy), for the two Haneda Airport stations, passengers were down about 50% compared with FY2019 (slightly up yoy).

* Trend (yoy, and year on FY2019) is based on available data as of Nov. 11, and may differ from actual results.

Progress Achieved Compared with Forecasts on Each Business and Recent News (October)

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【Bus operations】

- Compared with forecasts in May, revenue suffered a downturn due to the impact of the state of emergency. However, profit overshot due to the reduction of personnel expenses, etc.

	2Q Actual	2Q Forecast (May)	Changes	Changes [%]
Revenue from operations (Cumulative, Billions of yen)	11.4	11.9	(0.4)	(4.0%)

【Recent news for October (billings)】*

- In part due to the lifting of the state of emergency, billings were down about 30% compared with FY2019 (up about 10% yoy).

【Business hotel operations】

- Compared with forecasts in May, both revenue and profit suffered a downturn due to recovery in occupancy rates coming to a standstill due to the impact of the state of emergency.

	2Q Actual	2Q Forecast (May)	Changes	Changes [%]
Revenue from operations (Cumulative, Billions of yen)	1.4	2.2	(0.7)	(36.0%)
Occupancy rates	39.5%	56.9%	(17.4 pt)	–

【Recent news for October (occupancy rates)】*

- In part due to the lifting of the state of emergency, occupancy rates were about 50%.

* Trend (yoy, and year on FY2019) is based on available data as of Nov. 11, and may differ from actual results.

【Reference】Consolidated Statement of Income for FY2019 (quarterly)

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(Unit: Millions of yen)		FY2019 1Q April-June	FY2019 2Q July-September	FY2019 2Q April-September	FY2019 3Q October-December	FY2019 3Q April-December	FY2019 4Q January-March	FY2019 April-March
Transportation	Revenue from operations	31,600	32,386	63,987	30,146	94,133	26,890	121,024
	Operating profit	5,222	6,511	11,733	2,153	13,887	(1,012)	12,875
Real Estate	Revenue from operations	21,922	8,756	30,679	8,062	38,741	11,599	50,341
	Operating profit	3,133	1,319	4,453	1,107	5,560	548	6,109
Leisure Services	Revenue from operations	9,223	10,394	19,617	10,278	29,896	9,035	38,931
	Operating profit	1,753	2,001	3,754	1,857	5,612	201	5,813
Retailing	Revenue from operations	25,005	25,618	50,624	26,007	76,632	24,665	101,297
	Operating profit	701	655	1,356	892	2,249	408	2,658
Other	Revenue from operations	8,981	14,472	23,453	11,344	34,798	23,419	58,217
	Operating profit	105	771	876	375	1,252	2,428	3,680
Revenue from operations		87,770	77,471	165,241	73,917	239,159	73,592	312,751
Operating profit		10,902	10,805	21,708	6,349	28,057	1,432	29,489
Ordinary profit		10,407	9,987	20,395	5,943	26,338	496	26,834
Profit attributable to owners of parent		7,032	6,718	13,751	3,341	17,093	(1,442)	15,650
Revenue from railway operations	Commuter	8,092	8,450	16,543	7,742	24,285	7,597	31,882
	Non commuter	12,968	13,105	26,074	11,891	37,965	10,223	48,189
	Total	21,061	21,555	42,617	19,633	62,251	17,821	80,072

【Reference】Consolidated Statement of Income for FY2020 (quarterly)

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(Unit: Millions of yen)		FY2020 1Q April-June	FY2020 2Q July-September	FY2020 2Q April-September	FY2020 3Q October-December	FY2020 3Q April-December	FY2020 4Q January-March	FY2020 April-March
Transportation	Revenue from operations	16,106	21,143	37,250	22,090	59,341	19,211	78,553
	Operating profit	(8,920)	(3,080)	(12,000)	(3,680)	(15,680)	(5,753)	(21,434)
Real Estate	Revenue from operations	7,099	7,025	14,124	12,537	26,661	17,773	44,435
	Operating profit	449	975	1,425	1,961	3,386	1,192	4,579
Leisure Services	Revenue from operations	3,625	5,898	9,524	7,256	16,780	5,838	22,619
	Operating profit	(1,949)	(490)	(2,439)	143	(2,295)	(962)	(3,258)
Retailing	Revenue from operations	19,352	22,306	41,659	24,316	65,975	21,589	87,565
	Operating profit	(408)	246	(162)	375	213	68	281
Other	Revenue from operations	7,325	9,448	16,773	9,333	26,106	20,091	46,197
	Operating profit	24	338	363	355	718	1,340	2,059
Revenue from operations		46,062	56,951	103,014	66,072	169,087	65,876	234,964
Operating profit		(10,933)	(2,008)	(12,941)	(960)	(13,902)	(4,517)	(18,420)
Ordinary profit		(11,549)	(2,177)	(13,726)	(1,590)	(15,316)	(4,839)	(20,156)
Profit attributable to owners of parent		(9,115)	(9,184)	(18,299)	(1,542)	(19,841)	(7,369)	(27,211)
Revenue from railway operations	Commuter	5,799	6,303	12,103	5,973	18,077	5,715	23,792
	Non commuter	4,763	7,543	12,307	8,639	20,946	7,211	28,157
	Total	10,562	13,847	24,410	14,613	39,023	12,926	51,950

【Reference】Consolidated Statement of Income for FY2021(quarterly)

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(Unit: Millions of yen)		FY2021 1Q April-June	FY2021 2Q July-September	FY2021 2Q April-September
Transportation	Revenue from operations	20,912	20,731	41,643
	Operating profit	(3,148)	(1,986)	(5,134)
Real Estate	Revenue from operations	8,394	7,319	15,714
	Operating profit	1,094	468	1,562
Leisure Services	Revenue from operations	5,027	6,294	11,321
	Operating profit	(707)	439	(267)
Retailing	Revenue from operations	17,162	17,930	35,092
	Revenue from operations (Previous standard)	21,497	21,336	42,833
	Operating profit	262	243	505
Other	Revenue from operations	7,660	9,049	16,710
	Operating profit	(73)	268	194
Revenue from operations		52,713	53,471	106,185
Operating profit		(2,483)	(441)	(2,925)
Ordinary profit		(2,011)	(368)	(2,380)
Profit attributable to owners of parent		8,643	(1,046)	7,597
Revenue from railway operations	Commuter	6,029	5,858	11,887
	Non commuter	7,861	7,851	15,713
	Total	13,891	13,710	27,601

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Business forecasts assumptions

With no prospect of when COVID-19 will be contained, we assume a continuation of the current state of uncertainty. We have calculated business forecasts for the full year ending March 31, 2022 based on the hypothesis that the impact of the pandemic will continue until March 2023.

[Business forecast assumptions]
Common assumptions for all segments with regard to COVID-19 are as follows.
・Economic activity in Japan gradually recovers from a bottom in April-May 2020, and returns to normal levels from April 2023*
・Haneda passenger volume recovers by April 2023 on domestic lines and April 2024 on international routes
・Our forecasts are based on the most recent information available as of the beginning of October.

*(Calculations based on economic conditions in Japan and overseas as well as the results of an analysis by think tanks, etc.)

Assumptions and forecasts for Transportation

◆ Railway operations

→Due to the spread of new lifestyles such as teleworking, the situation will not return to normal levels even after COVID-19 has been contained

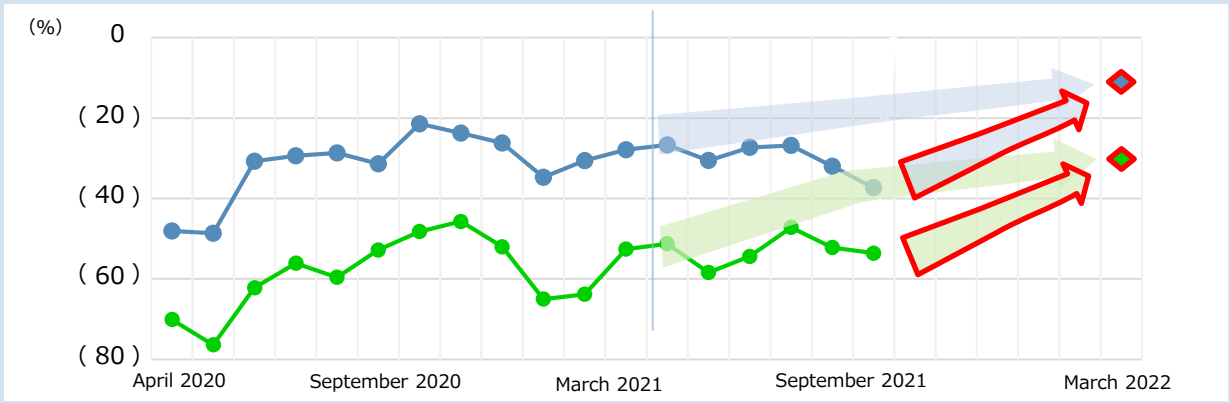
→The number of passengers carried in Railway operations for FY2021, relative to FY2019 are forecast to be as follows:

（As March 2020 was affected by Corona, the figures before Corona were used instead of actual results）

At the end of the first half (results): (37%) (forecasts in May, approx. (20%)),
Cumulative total of the first half (results): (30%) (forecasts in May, approx. (20%)),
Full year (forecasts): approx. (25%) (forecasts in May, approx. (20%))

At the end of the second half (forecasts): approx. (15%) (forecasts in May, approx. (15%))
Cumulative total of the second half (forecasts): approx. (20%) (forecasts in May, approx. (15%))

<Number of passengers carried (relative to FY2019)>



[Legend]
Blue : Total for all lines
Green : Total for two Haneda Airport stations
: Actual
: Forecast
: Forecast Trends (May 2021 forecast)
: Forecast Trends (November 2021 forecast)

Business forecasts assumptions

Assumptions and forecasts for Transportation

◆ Bus operations

→Due to the spread of new lifestyles such as teleworking, the situation will not return to normal levels even after COVID-19 has been contained

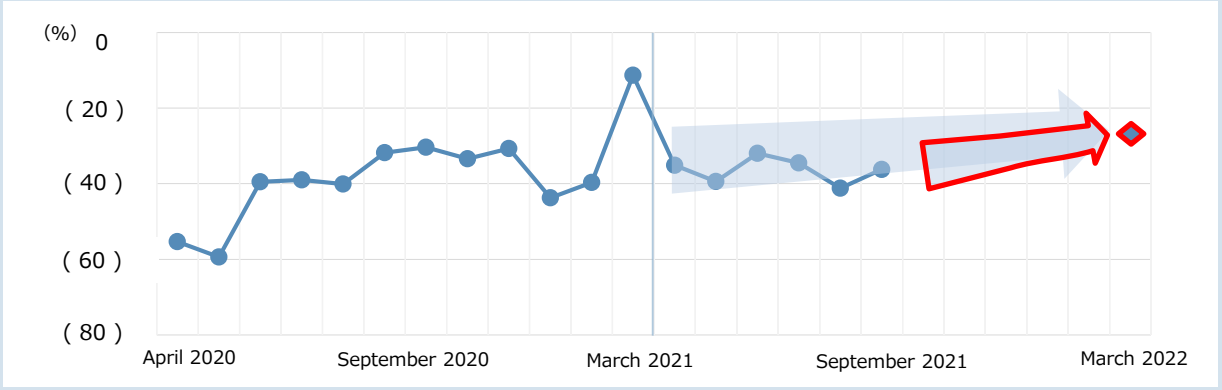
→Bus billings for FY2021, relative to FY2019 are forecast to be as follows:

（As March 2020 was affected by Corona, the figures before Corona were used instead of actual results）

At the end of the first half (results): (36%) (forecasts in May, approx. (30%)),
Cumulative total of the first half (results): (37%) (forecasts in May, approx. (30%)),
Full year (forecasts): approx. (35%) (forecasts in May, approx. (30%))

At the end of the second half (forecasts): approx. (25%) (forecasts in May, approx. (25%))
Cumulative total of the second half (forecasts): approx. (30%) (forecasts in May, approx. (30%))

<Bus billings (relative to FY2019*)>



Assumptions for Real Estate

◆ Sales

→The impact of COVID-19 is limited, and supply of properties is proceeding according to plan (Forecasts in November reflect the recent favorable trend)

◆ Leasing

→The impact of COVID-19 is limited, and we assume similar to normal conditions

Business forecasts assumptions

Assumptions for Leisure Services

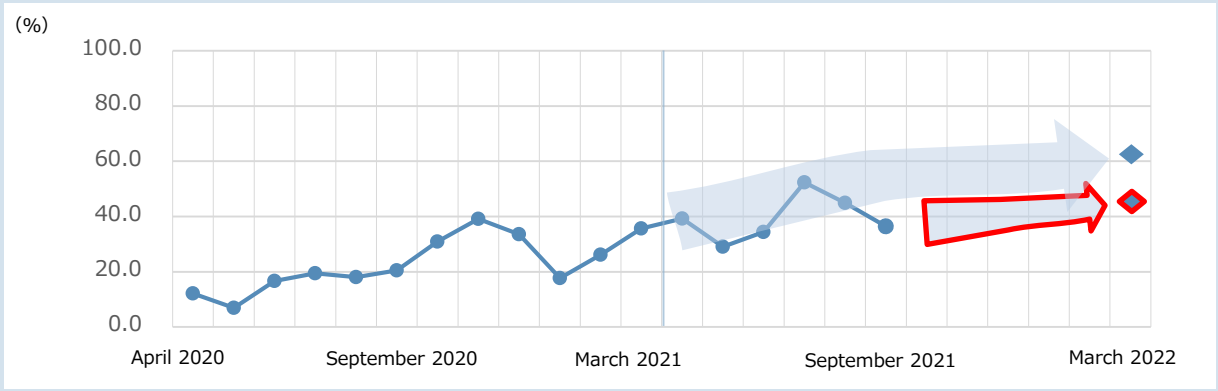
◆ Business hotels

→Accommodation demand that declined as a result of COVID-19 will gradually recover, but we expect this to be delayed at facilities that are significantly affected by Haneda passenger volume.

→Forecasts for occupancy rates are

At the end of the first half (results):	36% [down 56 pt] (forecasts in May: 61%),	At the end of the second half (forecasts):	43% [up 9 pt] (forecasts in May: 61%)
First half average (results):	39% [down 52 pt] (forecasts in May: 56%),	Second half average (forecasts):	40% [down 39 pt] (forecasts in May: 61%)
Full year average (forecasts):	39% [down 46 pt] (forecasts in May: 59%)	* Figures in parentheses [ ] are changes relative to FY2019	

<Occupancy rate in business hotels>



Assumptions for Retailing

◆ Department store/SC

→To recover gradually following the containment of COVID-19.

◆ Supermarkets

→Coronavirus-driven special demand related to eating at home, and demand for products consumed at home, will pause temporarily.

◆ Convenience store/merchandise sales

→Stores, primarily those within stations, will recover gradually following the pickup in the number of passengers carried on railways

Consolidated Statement of Income Business Forecasts

KEIKYU

(Unit: Billions of yen)	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Revenue from operations	262.0 *279.0	275.0 *294.0	(13.0) *(15.0)	234.9
Operating profit	0.0	3.4	(3.4)	(18.4)
Ordinary profit	(0.5)	0.4	(0.9)	(20.1)
Profit attributable to owners of parent	8.0	9.2	(1.2)	(27.2)

* The figures before applying the “Accounting Standard for Revenue Recognition,” etc. are shown.

(Unit: Billions of yen)	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Amount of capital Investment** [Of which, SPC investment due to real estate securitization]	101.1 [21.3]	100.6 [20.8]	0.5 [0.5]	47.3 [3.3]
Depreciation	29.6	28.5	1.1	31.7
Net income per Share(yen)	29.06	33.42	(4.36)	(98.83)

** Includes contribution for construction, etc.
FY2021〔November 2021 forecast〕:10.2 billion yen, FY2021〔May 2021 forecast〕:13.2 billion yen

Segment Information Business Forecasts

KEIKYU

(Unit: Billions of yen)

		FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Transportation	Revenue from operations	87.8	94.1	(6.3)	78.5
	Operating profit	(8.5)	(4.7)	(3.8)	(21.4)
Real Estate	Revenue from operations	75.4	76.2	(0.8)	44.4
	Operating profit	8.2	7.3	0.9	4.5
Leisure Services	Revenue from operations	22.5	25.8	(3.3)	22.6
	Operating profit	(1.4)	(0.4)	(1.0)	(3.2)
Retailing	Revenue from operations	69.7	70.1	(0.4)	87.5
	Revenue from operations (Previous standard)	85.4	86.5	(1.1)	87.5
	Operating profit	0.5	0.3	0.2	0.2
Other	Revenue from operations	44.3	44.1	0.2	46.1
	Operating profit	1.7	1.4	0.3	2.0

Transportation (Business Forecasts) (1)

KEIKYU

(Unit: Billions of yen)	Revenue from operations				Operating profit			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Transportation	87.8	94.1	(6.3)	78.5	(8.5)	(4.7)	(3.8)	(21.4)
Railway	62.0	66.9	(4.9)	54.6	(3.1)	0.4	(3.5)	(12.3)
Bus	22.8	23.8	(1.0)	21.1	(5.1)	(5.0)	(0.1)	(8.5)
Taxi	2.9	3.3	(0.4)	2.7	(0.2)	0.0	(0.2)	(0.5)

Transportation (Business Forecasts) (2)

KEIKYU

＜Results in railway operations: number of passengers carried & revenue from railway operations＞

	Number of passengers carried (Millions of people)				Revenue from railway operations (Billions of yen)			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Commuter	206	222	(16)	198	23.8	25.8	(1.9)	23.7
Non commuter	169	183	(14)	136	35.6	38.4	(2.7)	28.1
Total	375	406	(30)	334	59.5	64.2	(4.6)	51.9

<Number of passengers carried: Total of the two Haneda Airport stations>

	Number of passengers carried (Millions of people)			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Commuter	5	6	(1)	5
Non commuter	22	26	(4)	14
Total	27	33	(5)	19

Real Estate (Business Forecasts)

KEIKYU

(Unit: Billions of yen)	Revenue from operations				Operating profit			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Real Estate	75.4	76.2	(0.8)	44.4	8.2	7.3	0.9	4.5
Real estate sales	58.6	58.9	(0.3)	25.0	5.4	4.3	1.1	(0.1)
Real estate leasing	16.7	17.3	(0.6)	19.3	2.8	3.0	(0.2)	4.7

Leisure Services (Business Forecasts)

KEIKYU

(Unit: Billions of yen)	Revenue from operations				Operating profit			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Leisure Services	22.5	25.8	(3.3)	22.6	(1.4)	(0.4)	(1.0)	(3.2)
Business hotels	2.5	4.9	(2.4)	2.3	(2.7)	(1.9)	(0.8)	(4.0)
Leisure-related facilities	11.4	11.8	(0.4)	10.2	0.9	1.1	(0.2)	0.6
Leisure, other	8.5	8.9	(0.4)	10.0	0.3	0.4	(0.1)	0.1

Retailing (Business Forecasts)

KEIKYU

(Unit: Billions of yen)

	Revenue from operations							Operating profit			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	FY2021 forecast (November 2021 forecast) (Previous standard)	FY2021 forecast (May 2021 forecast) (Previous standard)	Changes under previous standard	(Ref.) FY2020 Actual	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Retailing	69.7	70.1	(0.4)	85.4	86.5	(1.1)	87.5	0.5	0.3	0. 2	0.2
Department store / SC	14.6	14.2	0.4	29.1	29.9	(0.8)	28.8	(0. 2)	(0.1)	(0.1)	(0.6)
Department store	11.7	11.3	0.4	26.4	27.1	(0.7)	26.2	(0.2)	(0.1)	(0.1)	(0.4)
SC	2.9	2.9	0.0	2.7	2.7	0.0	2.5	0.0	0.0	0.0	(0.1)
Store business	54.9	55.6	(0.7)	56.2	56.3	(0.1)	58.7	0.7	0.4	0. 3	0.9
Supermarkets	42.6	43.2	(0.6)	43.8	43.9	(0.1)	47.9	0.3	0.1	0.2	0.6
Convenience store / Merchandise sales, etc.	12.3	12.4	(0.1)	12.4	12.4	0.0	10.8	0.4	0.3	0.1	0.2

Other (Business Forecasts)

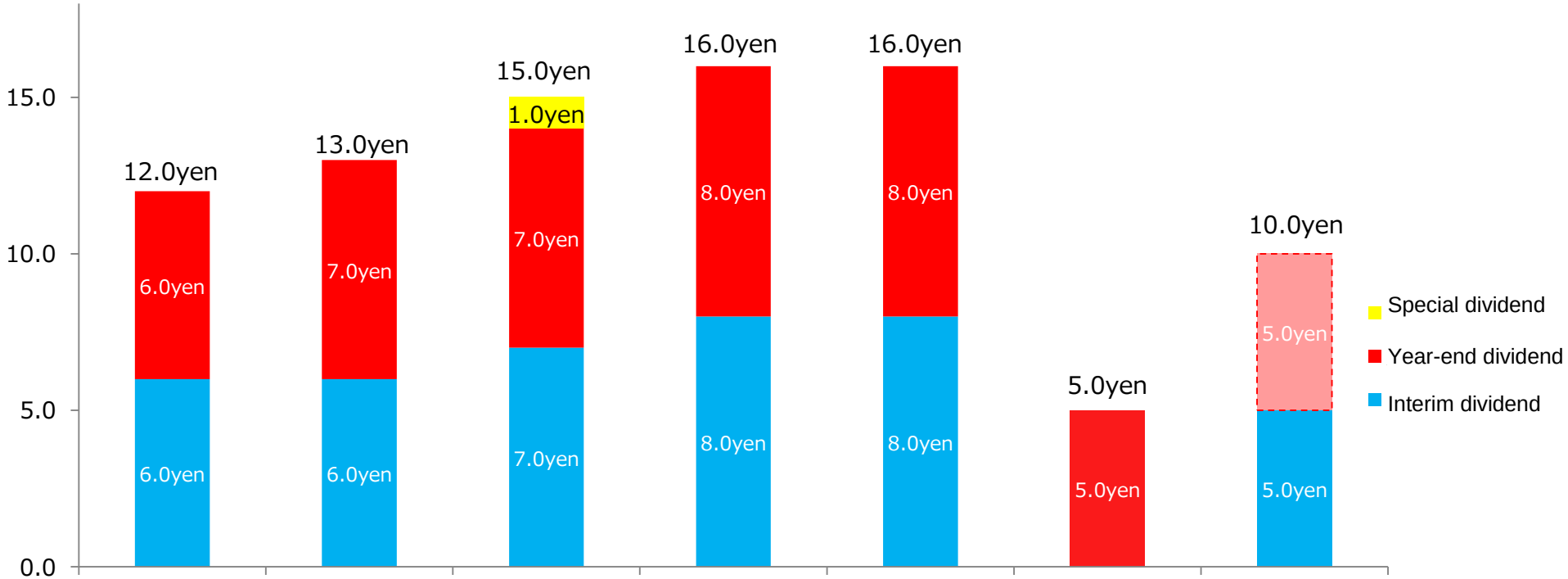
(Unit: Billions of yen)	Revenue from operations				Operating profit			
	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual	FY2021 forecast (November 2021 forecast)	FY2021 forecast (May 2021 forecast)	Changes	(Ref.) FY2020 Actual
Other	44.3	44.1	0.2	46.1	1.7	1.4	0.3	2.0

Shareholder returns

KEIKYU

➢ Dividend policy : In order to contribute to sustainable growth and improvement of corporate value over the medium to long term, we will strive to ensure financial soundness and balance investment for growth and shareholder returns

(Unit: yen)



	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 (Forecast)
Dividend payout ratio (consolidated)	–	15.9%	25.6%	21.3%	28.2%	–	34.4%



<Note>
With the exception of historical facts, the information in these materials consists of forward-looking statements, created based on various assumptions at the time they were announced. The posting of such information is no guarantee of future results and is subject to risks and uncertainties. Actual results may differ from forward-looking statements due to various factors.

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