

Summary of Results for the First Quarter of FY2022

August 10, 2022

Tokyu Corporation

(9005)

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



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Contents

| | | |
|-------|--|----|
| I . | Executive Summary | 2 |
| II . | Key Performance Indicators for Each Business | 5 |
| III . | Details of Financial Results for the First Quarter of FY2022 | 11 |
| IV . | Details of Financial Forecasts for FY2022 | 23 |

I . Executive Summary

Main Points in the Results for 1Q FY2022

| (Unit: Billion yen) | 1Q Results | YoY Comparison | |
|---|------------|----------------|------------|
| Operating Revenue | 209.1 | + 10.0 | (+ 5.0%) |
| Operating Profit | 8.7 | + 7.6 | (+ 677.0%) |
| Recurring Profit | 10.2 | + 8.5 | (+ 499.1%) |
| Profit attributable to owners of parent | 7.2 | - 2.0 | (- 21.8%) |

[Operating Revenue and Operating profit]

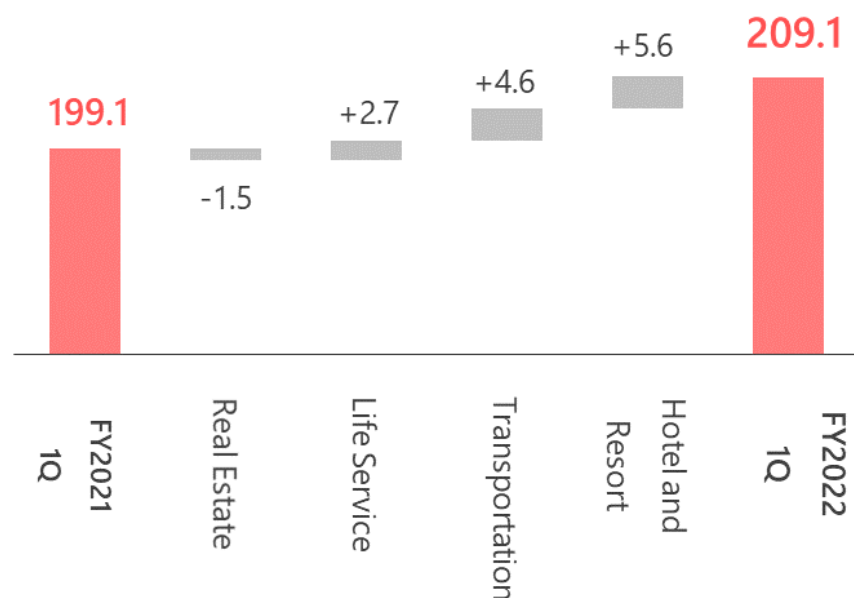
- Operating revenue and operating profit increased 10.0 billion yen and 7.6 billion yen, respectively, year on year, improvements in earnings from the year-ago level affected by the temporary store closure resulting from the declaration of a state of emergency, as well as reflecting improvements in the performances of the Transportation Business and the Hotel and Resort Business in particular against the backdrop of a recovery in the flow of people due to the easing of movement restrictions.

[Profit attributable to owners of parent]

- Profit attributable to owners of parent decreased 2.0 billion yen year on year due to the absence of the previous year's posting of a gain on sales of fixed assets, although it was partly offset by an equity method investment gain and higher operating profit.

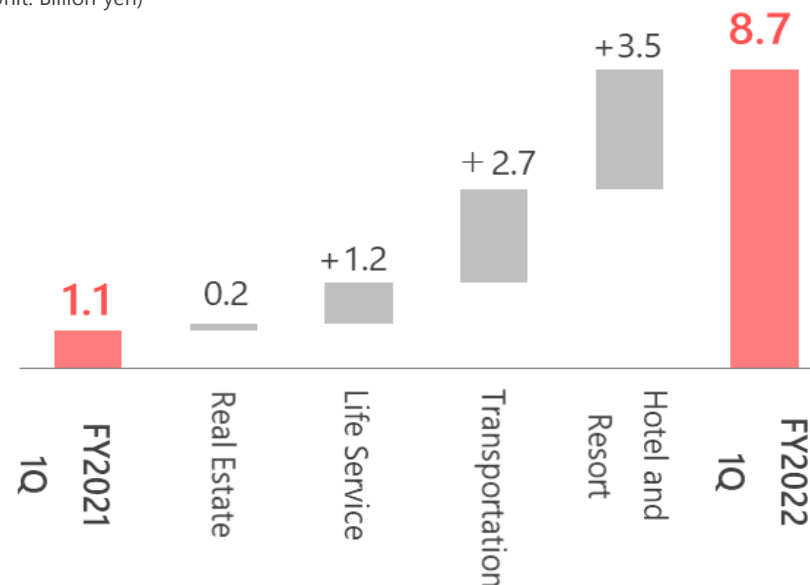
Operating Revenue by Segment (Year-on-year Comparison)

(Unit: Billion yen)



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

(Unit: Billion yen)



Main Points in Forecasts for FY2022

| (Unit: Billion yen) | Full Year Forecast | YoY Comparison | |
|---|--------------------|----------------|------------|
| Operating Revenue | 937.0 | + 57.8 | (+ 6.6%) |
| Operating Profit | 40.0 | + 8.4 | (+ 26.8%) |
| Recurring Profit | 35.5 | + 0.5 | (+ 1.4%) |
| Profit attributable to owners of parent | 22.0 | + 13.2 | (+ 150.5%) |

[Operating revenue]

- Increased 57.8 billion yen year on year due to rises in sales in all segments.

[Operating profit]

- Increased 8.4 billion yen because a decline in profitability in the Real Estate Business due to the absence of the sale of a large-scale property recorded in the previous year was more than offset by increases in profit and improvement in losses in the other segments.

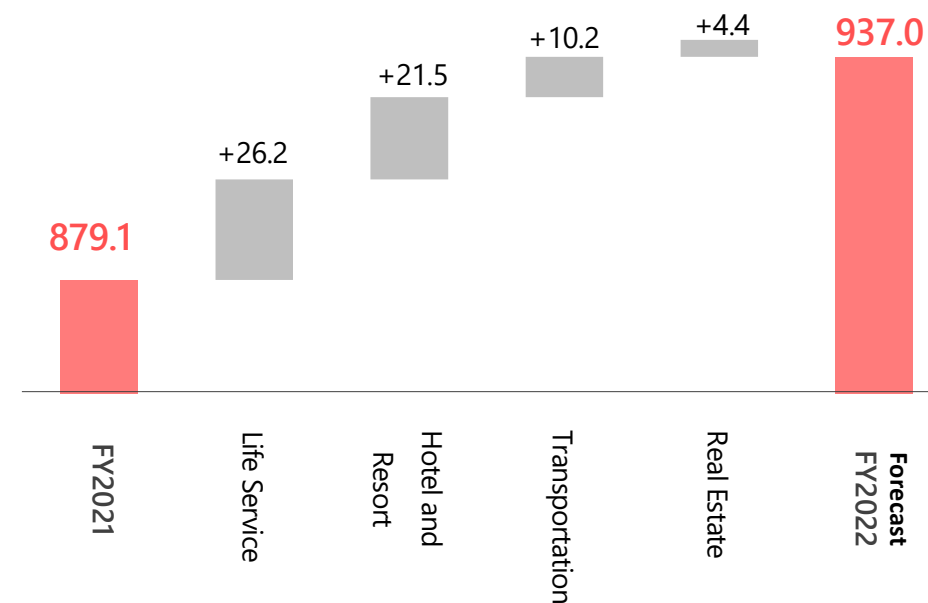
[Profit attributable to owners of parent]

- Increased mainly due to decreased impairment loss and increased operating profit, more than offsetting a reactionary decline in profitability due to the absence of a gain on sale of fixed assets recorded in the previous year

Operating Revenue by Segment

(Year-on-year Comparison)

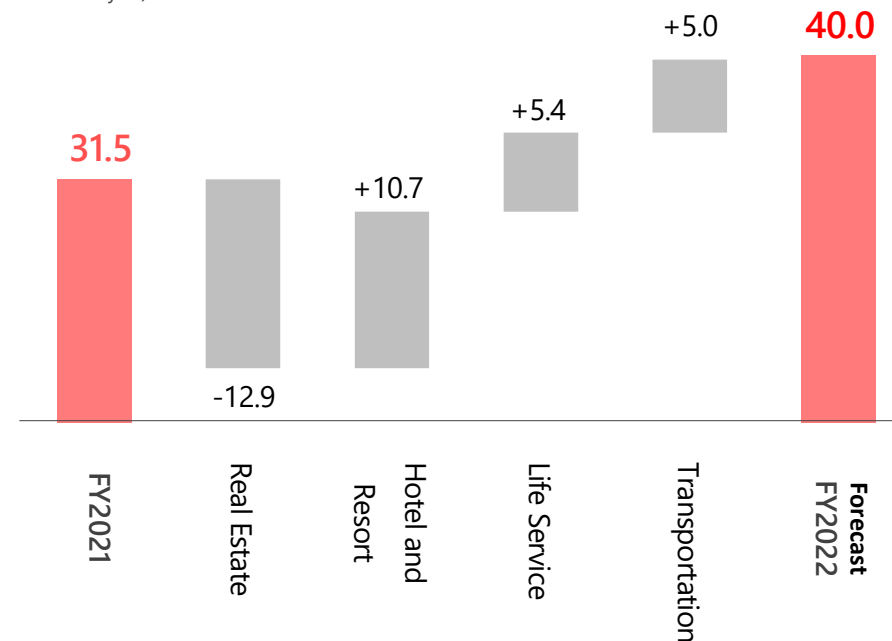
(Unit: Billion yen)



Operating Profit by Segment

(Year-on-year Comparison)

(Unit: Billion yen)



* Financial forecasts for FY2022 remain unchanged from the forecasts announced in May. Therefore, the financial forecasts included in the Summary of Results for FY2021 (announced on May 13, 2022) are presented again.

II. Key Performance Indicators for Each Business

Railway Operations Business (1)

[Conditions in 1Q (April - June)] The number of passengers carried recovered in stages, reflecting an increase in outing opportunities due to the lifting of movement restrictions.

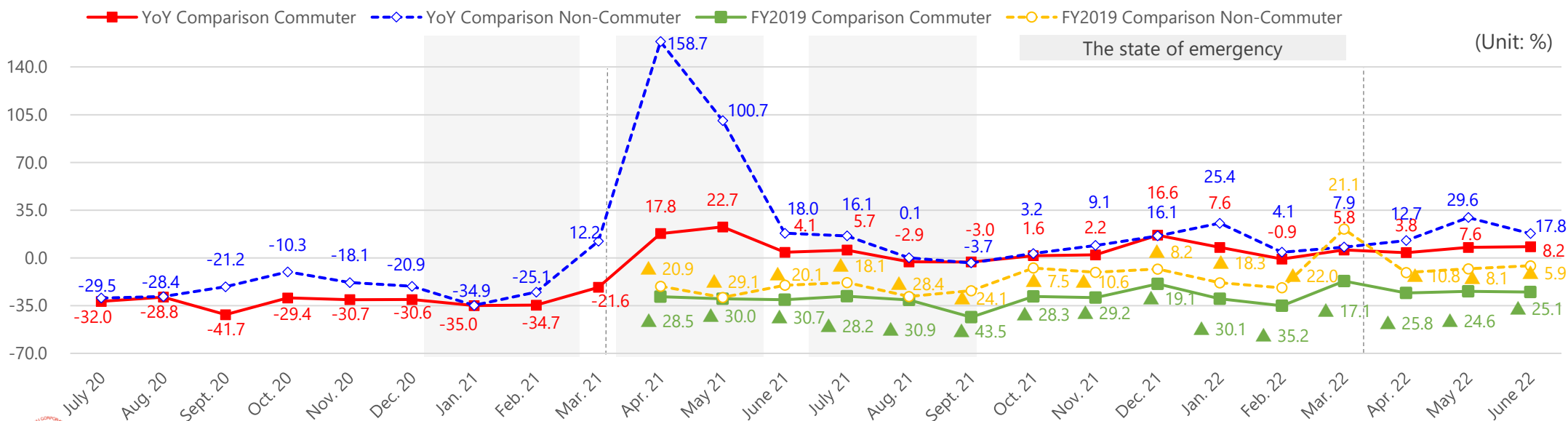
[Conditions in July] The number of users is at -21% in comparison with 2019 levels due to the repeated spread of COVID infections, etc.

Tokyu Railways: Passengers Carried and Passenger Revenue

(Thousand people, Million yen)

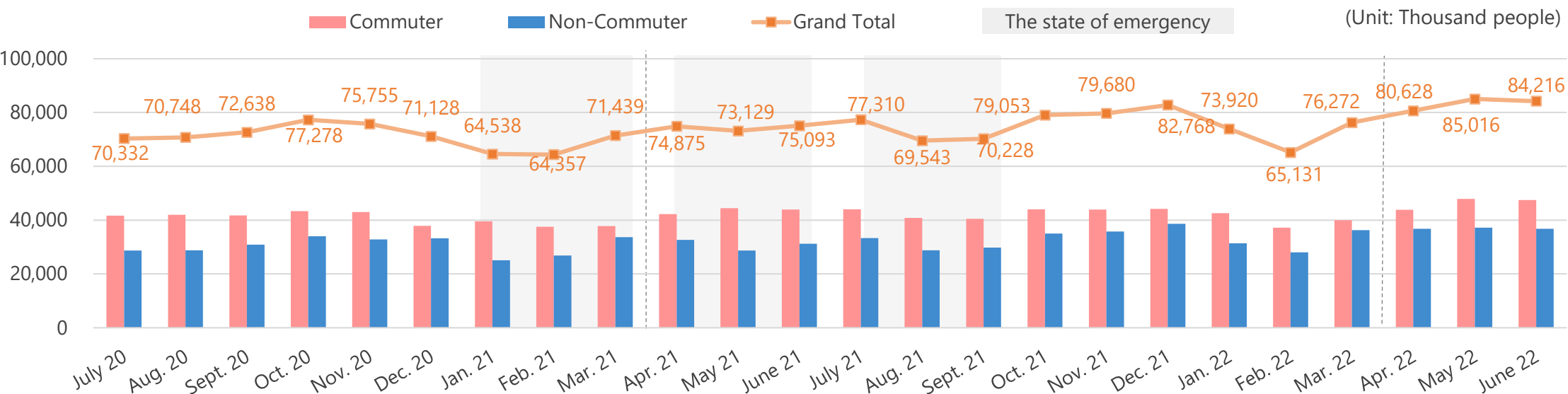
| | | FY2022 1Q Results | FY2021 1Q Results | Change | FY2022 Full Year Forecast. | FY2021 Results | Change |
|------------------------------|--------------|-------------------|-------------------|---------|----------------------------|----------------|--------|
| Number of Passengers Carried | Total | 249,860 | 223,097 | + 12.0% | 937,463 | 897,002 | + 4.5% |
| | Non-commuter | 110,726 | 92,553 | + 19.6% | 423,013 | 389,396 | + 8.6% |
| | Commuter | 139,134 | 130,544 | + 6.6% | 514,450 | 507,606 | + 1.3% |
| Passenger Revenue | Total | 29,955 | 26,349 | + 13.7% | 113,719 | 107,743 | + 5.5% |
| | Non-commuter | 18,106 | 15,017 | + 20.6% | 68,728 | 63,265 | + 8.6% |
| | Commuter | 11,849 | 11,332 | + 4.6% | 44,991 | 44,477 | + 1.2% |

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

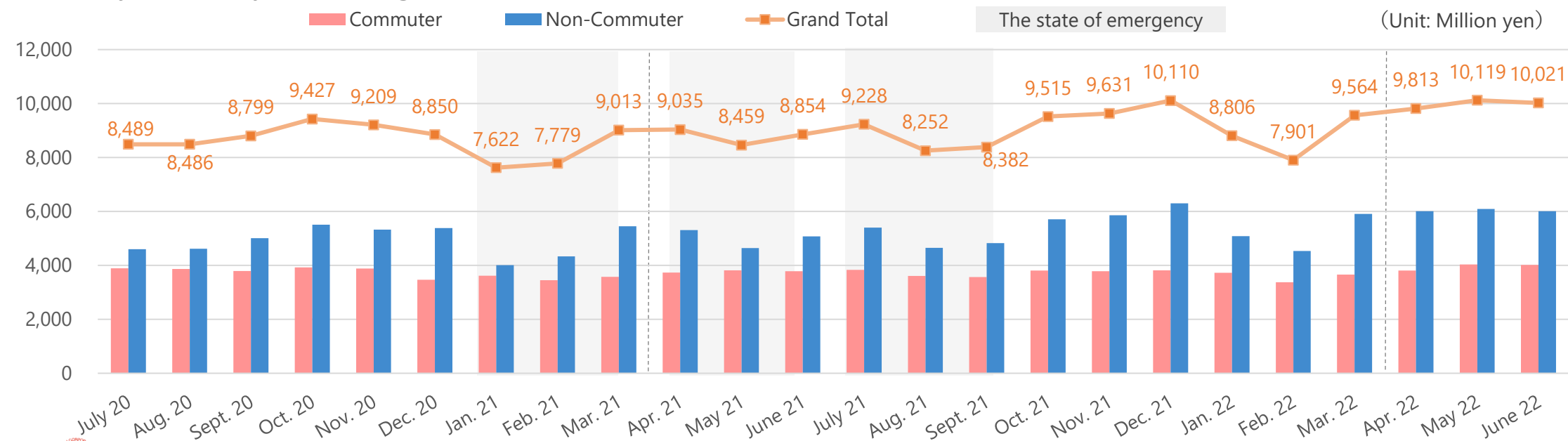


Railway Operations Business (2)

Tokyu Railways: Number of Passengers Carried



Tokyu Railways: Passenger Revenue

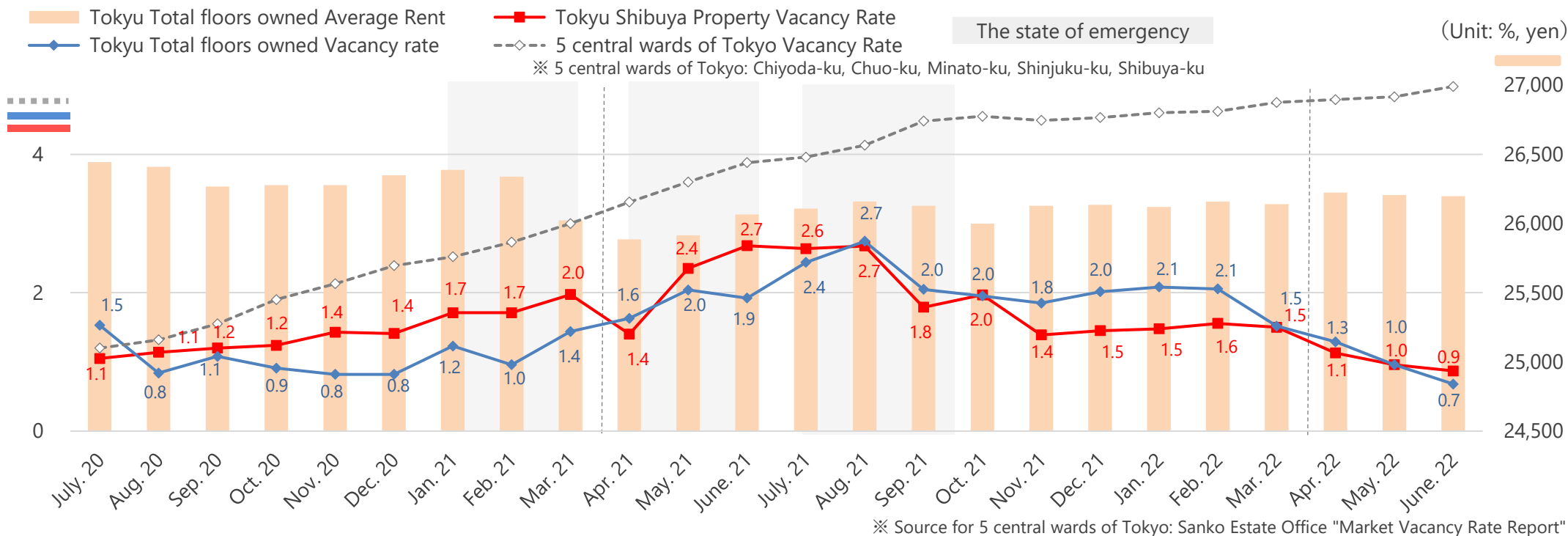


Real Estate Business

[Vacancy rate] The vacancy rate remained low, reflecting the Company's advantage of owning many properties connected directly to stations in hub station areas.

[Rents] Rent decreases are slowing, mainly reflecting strong demand from IT companies located in Shibuya.

Office Building Market Data: Average Rents / Vacancy Rates (Results)



Number of units sold

(Unit: Residences / sections)

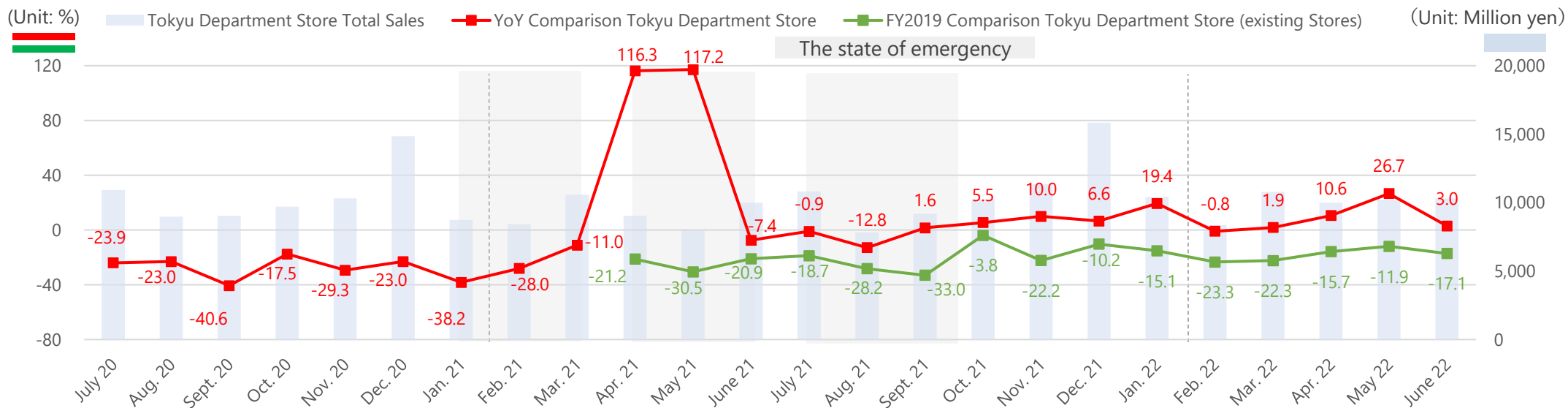
| | FY2022 1Q | FY2021 1Q | Change |
|---------------------|-----------|-----------|--------|
| Condominium | 20 | 93 | -73 |
| Detached house・Land | - | 10 | -10 |
| Total | 20 | 103 | -83 |

Retail Business

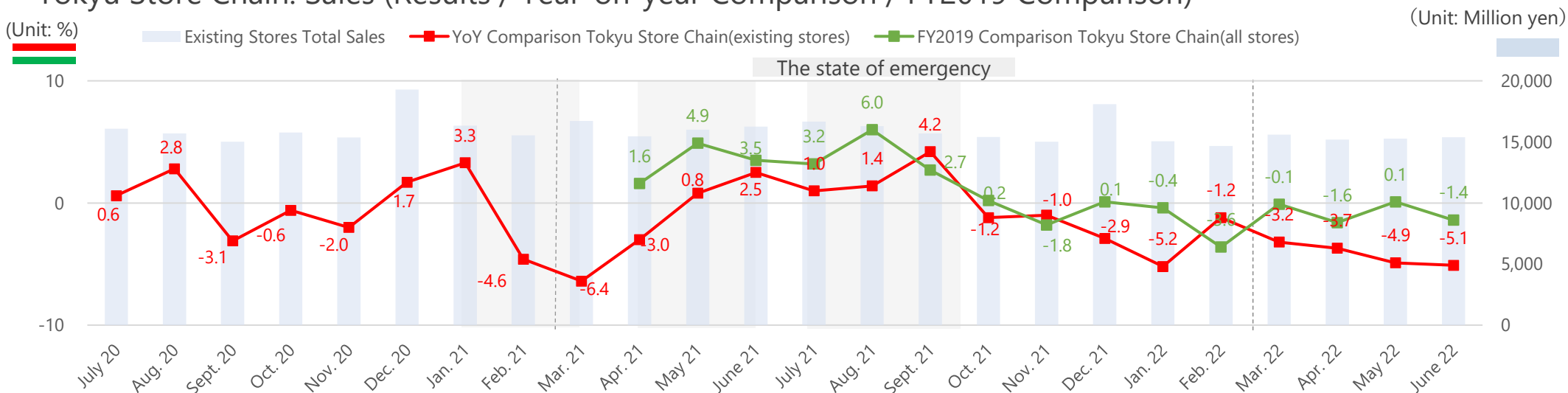
[Tokyu Department Store Co., Ltd.] Sales did not reach the pre-COVID-19 level, despite a trend towards a recovery in the number of customers due to the easing of outing restrictions.

[Tokyu Store Chain Co., Ltd.] Sales decreased year on year, reflecting subsiding stay-at-home demand, coupled with restrained buying due to price increases.

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



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

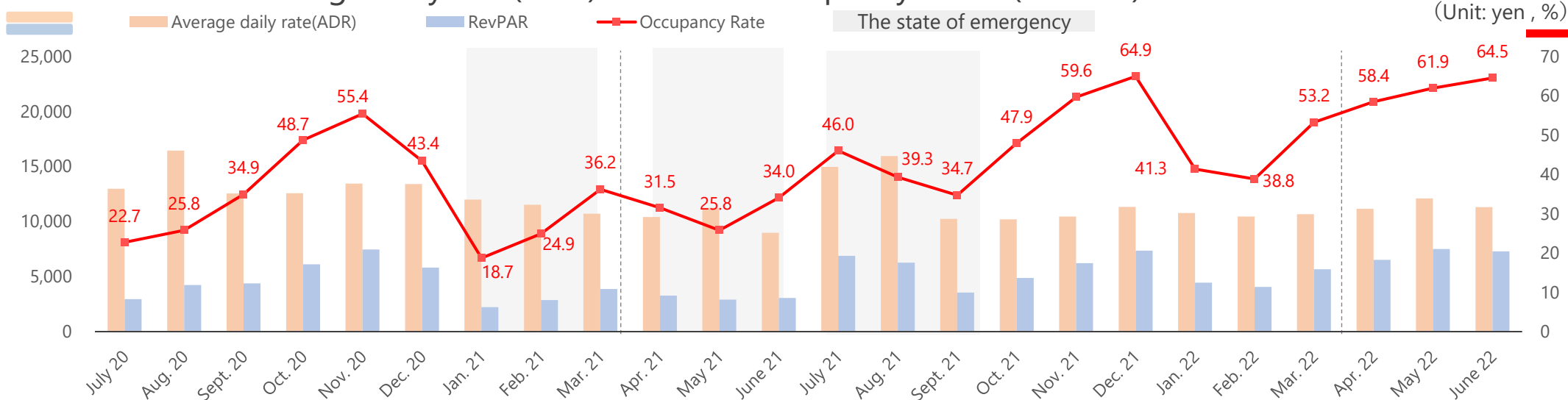


Hotel Business

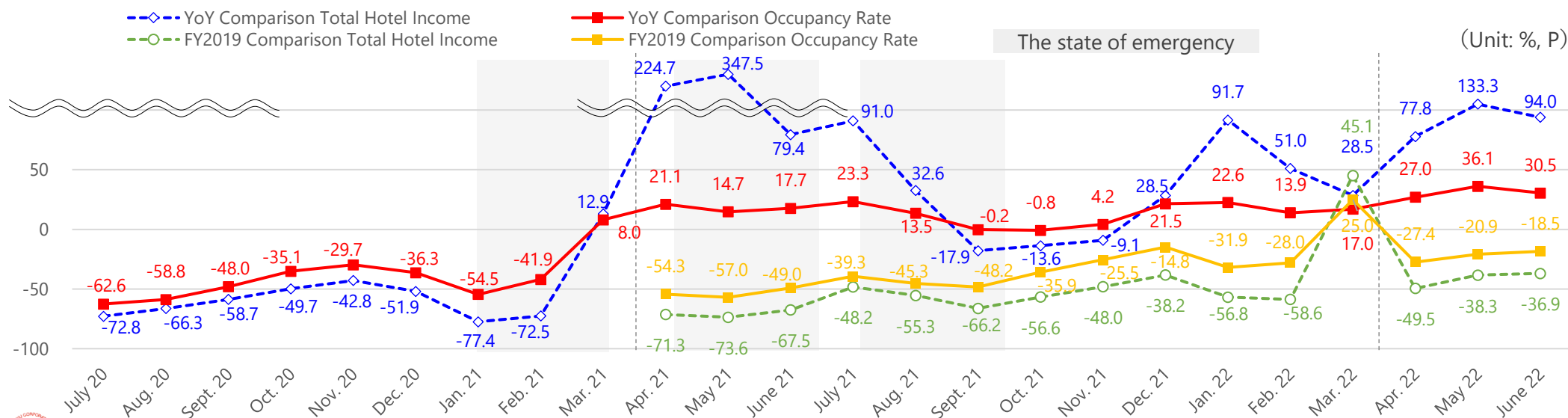
[Conditions in 1Q (April - June)] The occupancy rate was trending toward recovery mainly due to subsiding COVID-19.

[Conditions in July] The occupancy rate is approximately 66%.

Hotel Business: Average daily rate(ADR)・RevPAR・Occupancy Rates (Results)



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



III. Details of Financial Results for the First Quarter of FY2022

Summary of Consolidated Financial Statements

| (Unit:Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|--|----------------------|----------------------|---------------------|--|
| Operating Revenue | 209.1 | 199.1 | + 10.0 (+ 5.0%) | Transportation: +4.6; Real Estate: -1.5; Life Service: +2.7; Hotel and Resort: +5.6 |
| Operating Profit | 8.7 | 1.1 | + 7.6 (+ 677.0%) | Transportation: +2.7; Real Estate: +0.2; Life Service: +1.2; Hotel and Resort: +3.5 |
| Non-operating Revenue | 5.3 | 3.8 | + 1.4 (+ 37.2%) | Investment Gains from Equity Method: 2.3 (+2.3) ; Interest and Dividend Income: 0.5 (+0.1) |
| Non-operating Expenses | 3.8 | 3.3 | + 0.5 (+ 16.1%) | Interest Paid: 2.1 (-0.0) |
| Recurring Profit | 10.2 | 1.7 | + 8.5 (+ 499.1%) | |
| Extraordinary Gains | 1.6 | 15.3 | - 13.6 (- 89.2%) | [FY2021]Gain on Sale of Fixed Assets: 14.3 |
| Extraordinary Losses | 0.8 | 0.7 | + 0.0 (+ 8.9%) | |
| Income before Income Taxes and Minority Interests | 11.0 | 16.2 | - 5.2 (- 32.0%) | |
| Corporate Income Taxes | 3.5 | 7.2 | - 3.7 (- 51.2%) | Income Taxes: 2.0 (-2.2) ; Tax Adjustment: 1.5 (-1.4) |
| Net Income | 7.5 | 9.0 | - 1.4 (- 16.6%) | |
| Profit attributable to non-controlling interests | 0.2 | - 0.2 | + 0.5 (-) | |
| Profit attributable to owners of parent | 7.2 | 9.3 | - 2.0 (- 21.8%) | |
| Other Comprehensive Income | 6.0 | 5.2 | + 0.8 (+ 16.2%) | |
| Total Comprehensive Income | 13.6 | 14.2 | - 0.6 (- 4.6%) | |
| TOKYU EBITDA | 33.1 | 22.8 | + 10.3 (+ 45.2%) | Transportation: +3.1; Real Estate: +0.1; Life Service: +1.1; Hotel and Resort: +3.4; Headquarters: +2.4 |

*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) | | | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|-------------------------|--------------------|--------------------|----------------------|----------------------|--|--|
| Total Operating Revenue | | | 209.1 | 199.1 | + 10.0 (+ 5.0%) | |
| Total Operating Profit | | | 8.7 | 1.1 | + 7.6 (+ 677.0%) | |
| Transportation | Operating Revenue | | 44.1 | 39.5 | + 4.6 (+ 11.7%) | Tokyu Railways: +3.5 |
| | Operating Profit | | 3.0 | 0.2 | + 2.7 (-) | Tokyu Railways: +1.5 |
| Real Estate | Operating Revenue | | 44.5 | 46.1 | - 1.5 (- 3.4%) | Tokyu Corp. Sales: -5.9; Tokyu Corp. Leasing: +1.2 |
| | Operating Profit | | 6.1 | 5.9 | + 0.2 (+ 3.8%) | Tokyu Corp. Sales: -1.0; Tokyu Corp. Leasing: +0.3 |
| | | Total Life Service | 120.3 | 117.6 | + 2.7 (+ 2.3%) | |
| Life Service | Operating Revenue | Retail | 80.0 | 80.3 | - 0.3 (- 0.4%) | Tokyu Department Store, etc.: +0.5; Tokyu Store Chain: +1.0 |
| | | ICT and Media | 40.3 | 37.2 | + 3.0 (+ 8.2%) | Tokyu Recreation: +0.7 its communications: -0.0; Tokyu Agency: -1.2 |
| | Total Life Service | | 1.3 | 0.1 | + 1.2 (+ 872.4%) | |
| | Operating Profit | Retail | 0.6 | - 0.3 | + 0.9 (-) | Tokyu Department Store, etc.: +0.5; Tokyu Store Chain: -0.3 |
| ICT and Media | | 0.7 | 0.4 | + 0.2 (+ 48.1%) | Tokyu Recreation: +0.3 its communications: +0.0; Tokyu Agency: +0.2 | |
| Hotel and Resort | Operating Revenue | | 14.4 | 8.7 | + 5.6 (+ 64.4%) | Tokyu Hotels, etc: +4.9 |
| | Operating Profit | | - 1.7 | - 5.3 | + 3.5 (-) | Tokyu Hotels, etc: +2.9 |
| Elimination etc. | Operating Revenue | | - 14.2 | - 12.8 | - 1.4 | |
| | Operating Profit | | 0.0 | 0.1 | - 0.0 | |

Non-Operating and Extraordinary Gain/Loss

| (Unit: Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|--|----------------------|----------------------|---------------------|--|
| Operating Profit | 8.7 | 1.1 | + 7.6 (+ 677.0%) | |
| Non-operating Revenue | 5.3 | 3.8 | + 1.4 (+ 37.2%) | |
| Interest and Dividend Income | 0.5 | 0.4 | + 0.1 | |
| Investment Gain from Equity Method | 2.3 | 0.0 | + 2.3 | Tokyu Fudosan Holdings: 2.4 (+2.4) ; Tokyu Construction: -0.0 (-0.0) |
| Others | 2.4 | 3.4 | - 1.0 | |
| Non-operating Expenses | 3.8 | 3.3 | + 0.5 (+ 16.1%) | |
| Interest | 2.1 | 2.1 | - 0.0 | |
| Others | 1.7 | 1.1 | + 0.5 | |
| Recurring Profit | 10.2 | 1.7 | + 8.5 (+ 499.1%) | |
| Extraordinary Gains | 1.6 | 15.3 | - 13.6 (- 89.2%) | |
| Gain on Sale of Fixed Assets | 0.2 | 14.3 | - 14.0 | |
| Gain on Subsidies Received for Construction | 0.2 | 0.1 | + 0.1 | |
| Gain on Reversal of Urban Railways Improvement Reserve | 0.6 | 0.6 | - | |
| Others | 0.4 | 0.2 | + 0.2 | |
| Extraordinary Losses | 0.8 | 0.7 | + 0.0 (+ 8.9%) | |
| Loss on Reduction of Subsidies Received for Construction | 0.2 | 0.1 | + 0.0 | |
| Others | 0.6 | 0.6 | - 0.0 | |
| Income before Income Taxes and Minority Interests | 11.0 | 16.2 | - 5.2 (- 32.0%) | |

Consolidated TOKYU EBITDA

| (Unit: Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|---|----------------------|----------------------|-----------------------------------|---------|
| Transportation | 13.7 | 10.6 | + 3.1 (+ 29.0%) | |
| Tokyu Railways | 13.3 | 11.3 | + 2.0 | |
| Tokyu Bus - Tokyu Transses | 0.6 | - 0.0 | + 0.6 | |
| Others | - 0.1 | - 0.5 | + 0.4 | |
| Real Estate | 12.2 | 12.0 | + 0.1 (+ 1.5%) | |
| Real Estate Sales of the Company | 0.1 | 1.2 | - 1.0 | |
| Real Estate Leasing of the Company | 9.6 | 9.4 | + 0.2 | |
| Others | 2.4 | 1.4 | + 0.9 | |
| Life Service | 5.1 | 3.9 | + 1.1 (+ 30.2%) | |
| Retail | 2.3 | 1.3 | + 1.0 | |
| Tokyu Department Store, etc. | 0.2 | - 0.2 | + 0.5 | |
| Tokyu Store Chain | 1.3 | 1.6 | - 0.3 | |
| Others | 0.7 | - 0.0 | + 0.8 | |
| ICT and Media | 2.8 | 2.6 | + 0.1 | |
| Tokyu Recreation | 0.3 | - 0.0 | + 0.3 | |
| its communications | 1.9 | 1.8 | + 0.0 | |
| Tokyu Agency | 0.2 | 0.0 | + 0.1 | |
| Others | 0.2 | 0.6 | - 0.4 | |
| Hotel and Resort | - 1.0 | - 4.4 | + 3.4 (-) | |
| Tokyu Hotels, etc. | - 1.2 | - 4.1 | + 2.8 | |
| Others | 0.2 | - 0.3 | + 0.5 | |
| Headquarters | 2.9 | 0.4 | + 2.4 (+ 561.2%) | |
| Interest and dividend income | 0.5 | 0.4 | + 0.1 | |
| Investment (gain) loss from the equity method | 2.3 | 0.0 | + 2.3 | |
| Elimination, etc. | 0.0 | 0.0 | - 0.0 | |
| Total | 33.1 | 22.8 | + 10.3 (+ 45.2%) | |

*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) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|--------------------------|----------------------|----------------------|--------------------|--|
| Operating Revenue | 44.1 | 39.5 | + 4.6 (+ 11.7%) | Passengers Carried: +12.0% (Non-commuter: +19.6%; Commuter: +6.6%) □ Passenger Revenue: +13.7% (Non-commuter: +20.6%; Commuter: +4.6%) |
| Tokyu Railways | 33.3 | 29.7 | + 3.5 (+ 11.9%) | Passenger Revenue: 29.9 (+3.6) |
| Tokyu Bus・Tokyu Transses | 6.2 | 5.6 | + 0.6 (+ 11.3%) | Passenger Revenue: +11.6% |
| Others | 4.5 | 4.1 | + 0.4 (+ 10.4%) | |
| Operating Profit | 3.0 | 0.2 | + 2.7 (-) | |
| Tokyu Railways | 3.4 | 1.9 | + 1.5 (+ 78.5%) | [Operating Expense] Depreciation and amortization: 8.4 (+0.2) ; Repair Costs: 1.5 (+0.1) ; Power Costs: 1.7 (+0.5) ; Expenses: 5.0 (+0.2) |
| Tokyu Bus・Tokyu Transses | 0.2 | - 0.4 | + 0.7 (-) | |
| Others | - 0.7 | - 1.2 | + 0.4 (-) | |

Segment Information (2) Real Estate

| (Unit:Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|------------------------------------|----------------------|----------------------|---------------------|-------------------------------------|
| Operating Revenue | 44.5 | 46.1 | - 1.5 (- 3.4%) | |
| Real Estate Sales of the Company | 1.6 | 7.6 | - 5.9 (- 77.9%) | |
| Real Estate Leasing of the Company | 24.3 | 23.1 | + 1.2 (+ 5.3%) | |
| Others | 18.4 | 15.3 | + 3.1 (+ 20.2%) | Hotel business of the Company: +0.9 |
| Operating Profit | 6.1 | 5.9 | + 0.2 (+ 3.8%) | |
| Real Estate Sales of the Company | - 0.0 | 0.9 | - 1.0 (-) | |
| Real Estate Leasing of the Company | 4.7 | 4.4 | + 0.3 (+ 7.9%) | |
| Others | 1.4 | 0.5 | + 0.9 (+ 175.2%) | Hotel business of the Company: +0.5 |

Segment Information (3) Retail

| (Unit:Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|----------------------------------|----------------------|----------------------|--------------------|--|
| Operating Revenue | 80.0 | 80.3 | - 0.3 (- 0.4%) | |
| Tokyu Department Store, etc. (※) | 17.9 | 17.4 | + 0.5 (+ 3.1%) | Rate of Change in Sales: All Stores: +3.9% |
| Tokyu Store Chain | 52.1 | 51.1 | + 1.0 (+ 2.0%) | Rate of Change in Sales: All Stores: -3.2% Existing Stores: -4.0% Effect of merger with Tokyu Station Retail Service Co., Ltd. +2.5 |
| Others | 9.9 | 11.7 | - 1.8 (- 16.0%) | |
| Operating Profit | 0.6 | - 0.3 | + 0.9 (-) | |
| Tokyu Department Store, etc. (※) | - 0.6 | - 1.1 | + 0.5 (-) | |
| Tokyu Store Chain | 0.8 | 1.1 | - 0.3 (- 28.7%) | |
| Others | 0.4 | - 0.3 | + 0.7 (-) | |

(※) "Tokyu Department Store, etc." includes not only Tokyu Department Store Co., Ltd. but also NAGANO Tokyu Department Store Co., Ltd. And KITANAGANO Shopping Center Co., Ltd.

Segment Information (4) ICT and Media

| (Unit:Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|--------------------|----------------------|----------------------|--------------------|----------------------------------|
| Operating Revenue | 40.3 | 37.2 | + 3.0 (+ 8.2%) | |
| Tokyu Recreation | 6.0 | 5.2 | + 0.7 (+ 15.4%) | |
| its communications | 6.6 | 6.6 | - 0.0 (- 0.3%) | |
| Tokyu Agency | 9.6 | 10.8 | - 1.2 (- 11.3%) | |
| Others | 18.0 | 14.5 | + 3.4 (+ 24.0%) | Tokyu Power Supply Co, Ltd. +2.9 |
| Operating Profit | 0.7 | 0.4 | + 0.2 (+ 48.1%) | |
| Tokyu Recreation | - 0.0 | - 0.3 | + 0.3 (-) | |
| its communications | 0.8 | 0.7 | + 0.0 (+ 9.7%) | |
| Tokyu Agency | 0.2 | 0.0 | + 0.2 (-) | |
| Others | - 0.2 | 0.0 | - 0.3 (-) | |

Segment Information (5) Hotel and Resort

| (Unit: Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|------------------------|----------------------|----------------------|--------------------|---------|
| Operating Revenue | 14.4 | 8.7 | + 5.6 (+ 64.4%) | |
| Tokyu Hotels, etc. (※) | 11.0 | 6.1 | + 4.9 (+ 79.5%) | |
| Others | 3.3 | 2.6 | + 0.7 (+ 28.8%) | |
| Operating Profit | - 1.7 | - 5.3 | + 3.5 (-) | |
| Tokyu Hotels, etc. (※) | - 1.9 | - 4.8 | + 2.9 (-) | |
| Others | 0.1 | - 0.4 | + 0.5 (-) | |

(※) "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.

Key Indicators

| | FY2022 1Q Results | FY2021 1Q Results | Change |
|---------------------|----------------------|----------------------|--------|
| Occupancy Rates (%) | 63.1% | 31.2% | +31.9P |
| ADR (Yen) | 10,770 | 9,325 | +1,445 |
| RevPAR (Yen) | 6,794 | 2,907 | +3,887 |

Balance Sheets

| (Unit: Billion yen) | FY2022 1Q Results | FY2021 Results | Change | Remarks |
|--|----------------------|-------------------|--------------------|--|
| Total Assets | 2,499.9 | 2,479.1 | + 20.7 (+ 0.8%) | |
| Current Assets | 357.1 | 353.0 | + 4.1 (+ 1.2%) | |
| Fixed Assets | 2,142.8 | 2,126.1 | + 16.6 (+ 0.8%) | |
| Total Liabilities | 1,737.8 | 1,726.2 | + 11.5 (+ 0.7%) | |
| Current Liabilities | 683.9 | 668.3 | + 15.5 (+ 2.3%) | Interest-bearing Debt: +43.9 |
| Fixed Liabilities | 1,047.0 | 1,050.3 | - 3.3 (- 0.3%) | Interest-bearing Debt: -2.0 |
| Reserves under Special Law | 6.9 | 7.5 | - 0.6 (- 8.3%) | |
| Total Net Assets | 762.1 | 752.9 | + 9.1 (+ 1.2%) | Equity Capital: +2.9; Other Cumulative Comprehensive Income: +4.7; non-controlling shareholders equity: +1.4 |
| Equity | 710.6 | 702.9 | + 7.7 (+ 1.1%) | Profit attributable to owners of parent: +7.2; Dividends: -4.5; Foreign currency translation adjustment: +4.3 |
| Interest-bearing Debt at End of Period | 1,237.7 | 1,195.7 | + 41.9 (+ 3.5%) | |
| Equity Ratio | 28.4% | 28.4% | - | |
| D/E Ratio (Times) | 1.7 | 1.7 | - | |

Capital Expenditure / Depreciation

| (Unit: Billion yen) | FY2022 1Q Results | FY2021 1Q Results | Change | Remarks |
|-------------------------------------|----------------------|----------------------|---------------------|--|
| Total Capital Expenditure | 37.3 | 34.5 | + 2.7 (+ 8.1%) | |
| Transportation | 4.6 | 13.2 | - 8.6 (- 65.1%) | Tokyu Railways: -8.9 |
| Real Estate | 26.0 | 14.9 | + 11.0 (+ 73.8%) | Tokyu Corp. Leasing: +10.9 |
| Total Life Service | 2.9 | 7.8 | - 4.9 (- 63.1%) | |
| Retail | 1.0 | 6.3 | - 5.2 (- 83.1%) | |
| ICT and Media | 1.8 | 1.5 | + 0.3 (+ 21.1%) | |
| Hotel and Resort | 3.1 | 0.2 | + 2.8 (-) | |
| Headquarters | 0.7 | 0.4 | + 0.3 | |
| Elimination | - 0.0 | - 2.1 | + 2.1 | |
| Expenses on Sale of Houses and Lots | 6.3 | 11.6 | - 5.3 (- 45.8%) | |
| Total Depreciation and Amortization | 20.2 | 20.1 | + 0.1 (+ 0.5%) | Transportation: 9.6 (+0.0)、Real Estate: 6.1 (+0.1)、 Life Service: 3.8 (+0.0)、Hotel and Resort: 0.7 (-0.1) |

* 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.

IV. Details of Financial Forecasts for FY2022

* Financial forecasts for FY2022 remain unchanged from the forecasts announced in May.

Summary of Consolidated Financial Statements

| (Unit:Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|--|--------------------|-------------------|----------------------|--|
| Operating Revenue | 937.0 | 879.1 | + 57.8 (+ 6.6%) | Transportation: +10.2; Real Estate: +4.4; Life Service: +26.2; Hotel and Resort: +21.5 |
| Operating Profit | 40.0 | 31.5 | + 8.4 (+ 26.8%) | Transportation: +5.0; Real Estate: -12.9; Life Service: +5.4; Hotel and Resort: +10.7 |
| Non-operating Revenue | 9.7 | 17.2 | - 7.5 (- 43.9%) | Investment Gains from Equity Method: 5.8 (+0.7) |
| Non-operating Expenses | 14.2 | 13.8 | + 0.3 (+ 2.6%) | Interest Paid: 8.5 (+0.1) |
| Recurring Profit | 35.5 | 34.9 | + 0.5 (+ 1.4%) | |
| Extraordinary Gains | 10.3 | 23.4 | - 13.1 (- 56.2%) | [FY2021]Gain on Sale of Fixed Assets: 14.4 |
| Extraordinary Losses | 9.9 | 31.4 | - 21.5 (- 68.5%) | [FY2021]Impairment Loss: 25.1 |
| Income before Income Taxes and Minority Interests | 35.9 | 27.0 | + 8.8 (+ 32.8%) | |
| Corporate Income Taxes | 12.9 | 16.8 | - 3.9 (- 23.3%) | Income Taxes: 11.7 (-4.9) ; Tax Adjustment: 1.2 (+0.9) |
| Net Income | 23.0 | 10.2 | + 12.7 (+ 125.4%) | |
| Profit attributable to non-controlling interests | 1.0 | 1.4 | - 0.4 (- 29.6%) | |
| Profit attributable to owners of parent | 22.0 | 8.7 | + 13.2 (+ 150.5%) | |
| TOKYU EBITDA | 140.9 | 128.3 | + 12.5 (+ 9.8%) | Transportation: +6.3; Real Estate: -12.0; Life Service: +6.3; Hotel and Resort: +10.9; Headquarters: +0.9 |

*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) | | FY2022 Forecast | FY2021 Results | Change | Remarks | |
|-------------------------|--------------------|--------------------|-------------------|---------------------|--|--|
| Total Operating Revenue | | 937.0 | 879.1 | + 57.8 (+ 6.6%) | | |
| Total Operating Profit | | 40.0 | 31.5 | + 8.4 (+ 26.8%) | | |
| Transportation | Operating Revenue | 176.8 | 166.5 | + 10.2 (+ 6.1%) | Tokyu Railways: +6.4 | |
| | Operating Profit | 1.1 | - 3.9 | + 5.0 (-) | Tokyu Railways: +1.5 | |
| Real Estate | Operating Revenue | 227.7 | 223.2 | + 4.4 (+ 2.0%) | Tokyu Corp. Sales: -3.5; Tokyu Corp. Leasing: +2.1 | |
| | Operating Profit | 32.3 | 45.2 | - 12.9 (- 28.6%) | Tokyu Corp. Sales: -10.9; Tokyu Corp. Leasing: -0.5 | |
| Life Service | Total Life Service | | 529.0 | 502.7 | + 26.2 (+ 5.2%) | |
| | Operating Revenue | Retail | 345.1 | 330.8 | + 14.2 (+ 4.3%) | Tokyu Department Store, etc.: +8.1; Tokyu Store Chain: +14.9 |
| | | ICT and Media | 183.9 | 171.9 | + 11.9 (+ 7.0%) | Tokyu Recreation: +5.2 its communications: -0.0; Tokyu Agency: -3.1 |
| | Total Life Service | | 12.1 | 6.6 | + 5.4 (+ 83.3%) | |
| | Operating Profit | Retail | 5.4 | 1.2 | + 4.1 (+ 339.1%) | Tokyu Department Store, etc.: +3.2; Tokyu Store Chain: +0.0 |
| ICT and Media | | 6.7 | 5.3 | + 1.3 (+ 24.7%) | Tokyu Recreation: +1.4 its communications: +0.0; Tokyu Agency: -0.1 | |
| Hotel and Resort | Operating Revenue | 65.1 | 43.5 | + 21.5 (+ 49.6%) | Tokyu Hotels, etc: +18.4 | |
| | Operating Profit | - 6.0 | - 16.7 | + 10.7 (-) | Tokyu Hotels, etc: +9.4 | |
| Elimination etc. | Operating Revenue | - 61.6 | - 56.9 | - 4.6 | | |
| | Operating Profit | 0.5 | 0.3 | + 0.1 | | |

Non-Operating and Extraordinary Gain/Loss

| (Unit: Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|--|--------------------|-------------------|---------------------|---|
| Operating Profit | 40.0 | 31.5 | + 8.4 (+ 26.8%) | |
| Non-operating Revenue | 9.7 | 17.2 | - 7.5 (- 43.9%) | |
| Interest and Dividend Income | 1.3 | 1.2 | + 0.0 | |
| Investment Gain from Equity Method | 5.8 | 5.0 | + 0.7 | |
| Others | 2.6 | 10.9 | - 8.3 | |
| Non-operating Expenses | 14.2 | 13.8 | + 0.3 (+ 2.6%) | |
| Interest | 8.5 | 8.3 | + 0.1 | |
| Others | 5.7 | 5.4 | + 0.2 | |
| Recurring Profit | 35.5 | 34.9 | + 0.5 (+ 1.4%) | |
| Extraordinary Gains | 10.3 | 23.4 | - 13.1 (- 56.2%) | |
| Gain on Subsidies Received for Construction | 5.5 | 1.3 | + 4.1 | |
| Gain on Reversal of Urban Railways Improvement Reserve | 2.5 | 2.5 | - 0.0 | |
| Others | 2.3 | 19.6 | - 17.3 | [FY2021]Gain on Sale of Fixed Assets: 14.4 |
| Extraordinary Losses | 9.9 | 31.4 | - 21.5 (- 68.5%) | |
| Loss on Reduction of Subsidies Received for Construction | 3.1 | 1.1 | + 1.9 | |
| Others | 6.8 | 30.2 | - 23.4 | [FY2021]Impairment Loss: 25.1; Loss on COVID19: 0.4 |
| Income before Income Taxes and Minority Interests | 35.9 | 27.0 | + 8.8 (+ 32.8%) | |

Consolidated TOKYU EBITDA

| (Unit: Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|---|--------------------|-------------------|---------------------|---------|
| Transportation | 47.8 | 41.4 | + 6.3 (+ 15.2%) | |
| Tokyu Railways | 43.4 | 40.2 | + 3.1 | |
| Tokyu Bus - Tokyu Transses | 1.0 | 0.6 | + 0.3 | |
| Others | 3.3 | 0.5 | + 2.7 | |
| Real Estate | 58.9 | 70.9 | - 12.0 (- 17.0%) | |
| Real Estate Sales of the Company | 9.5 | 20.2 | - 10.7 | |
| Real Estate Leasing of the Company | 38.8 | 39.1 | - 0.3 | |
| Others | 10.5 | 11.4 | - 0.9 | |
| Life Service | 29.0 | 22.6 | + 6.3 (+ 28.0%) | |
| Retail | 12.9 | 8.4 | + 4.4 | |
| Tokyu Department Store, etc. | 4.2 | 0.7 | + 3.4 | |
| Tokyu Store Chain | 6.4 | 6.4 | + 0.0 | |
| Others | 2.1 | 1.2 | + 0.9 | |
| ICT and Media | 16.1 | 14.2 | + 1.8 | |
| Tokyu Recreation | 2.5 | 0.8 | + 1.7 | |
| its communications | 8.1 | 7.8 | + 0.2 | |
| Tokyu Agency | 1.4 | 1.6 | - 0.2 | |
| Others | 4.0 | 3.8 | + 0.1 | |
| Hotel and Resort | - 2.4 | - 13.3 | + 10.9 (-) | |
| Tokyu Hotels, etc. | - 2.8 | - 12.5 | + 9.7 | |
| Others | 0.4 | - 0.7 | + 1.2 | |
| Headquarters | 7.1 | 6.3 | + 0.7 (+ 11.7%) | |
| Interest and dividend income | 1.3 | 1.2 | + 0.0 | |
| Investment (gain) loss from the equity method | 5.8 | 5.0 | + 0.7 | |
| Elimination, etc. | 0.5 | 0.2 | + 0.2 | |
| Total | 140.9 | 128.3 | + 12.5 (+ 9.8%) | |

*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) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|--------------------------|--------------------|-------------------|--------------------|---|
| Operating Revenue | 176.8 | 166.5 | + 10.2 (+ 6.1%) | Passengers Carried: +4.5% (Non-commuter: +8.6%; Commuter: +1.3%) □ Passenger Revenue: +5.5% (Non-commuter: +8.6%; Commuter: +1.2%) |
| Tokyu Railways | 128.2 | 121.7 | + 6.4 (+ 5.3%) | Passenger Revenue: 113.7 (+5.9) |
| Tokyu Bus・Tokyu Transses | 24.0 | 23.2 | + 0.7 (+ 3.4%) | |
| Others | 24.5 | 21.5 | + 2.9 (+ 13.8%) | |
| Operating Profit | 1.1 | - 3.9 | + 5.0 (-) | |
| Tokyu Railways | 0.7 | - 0.8 | + 1.5 (-) | [Operating Expense] Depreciation and amortization: 34.0 (-0.3) ; Repair Costs: 10.5 (+0.4) ; Power Costs: 7.0 (+1.5) ; Expenses: 23.7 (+2.5) |
| Tokyu Bus・Tokyu Transses | - 0.4 | - 1.1 | + 0.6 (-) | |
| Others | 0.8 | - 2.0 | + 2.8 (-) | |

Segment Information (2) Real Estate

| (Unit: Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|------------------------------------|--------------------|-------------------|---------------------|---|
| Operating Revenue | 227.7 | 223.2 | + 4.4 (+ 2.0%) | |
| Real Estate Sales of the Company | 45.7 | 49.2 | - 3.5 (- 7.2%) | |
| Real Estate Leasing of the Company | 98.8 | 96.7 | + 2.1 (+ 2.2%) | |
| Others | 83.1 | 77.2 | + 5.8 (+ 7.6%) | Hotel business of the Company: +3.6 |
| Operating Profit | 32.3 | 45.2 | - 12.9 (- 28.6%) | |
| Real Estate Sales of the Company | 8.5 | 19.5 | - 10.9 (- 56.2%) | Decrease in reaction to large scale properties sales in the previous year |
| Real Estate Leasing of the Company | 17.8 | 18.4 | - 0.5 (- 3.1%) | Asset recycling building business : Transferred some properties to the Real Estate Sales of the Company -0.5 |
| Others | 5.9 | 7.2 | - 1.3 (- 18.8%) | Hotel business of the Company: +0.8 , Tokyu Asset Management: -1.6 |

Segment Information (3) Retail

| (Unit:Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|----------------------------------|--------------------|-------------------|---------------------|---|
| Operating Revenue | 345.1 | 330.8 | + 14.2 (+ 4.3%) | |
| Tokyu Department Store, etc. (※) | 87.3 | 79.2 | + 8.1 (+ 10.2%) | Rate of Change in Sales: All Stores: +3.5% |
| Tokyu Store Chain | 219.1 | 204.1 | + 14.9 (+ 7.3%) | Rate of Change in Sales: All Stores: +2.2% Existing Stores -0.1% Effect of merger with Tokyu Station Retail Service Co., Ltd. +9.7 |
| Others | 38.5 | 47.3 | - 8.7 (- 18.6%) | |
| Operating Profit | 5.4 | 1.2 | + 4.1 (+ 339.1%) | |
| Tokyu Department Store, etc. (※) | 0.2 | - 2.9 | + 3.2 (-) | |
| Tokyu Store Chain | 4.3 | 4.2 | + 0.0 (+ 2.3%) | |
| Others | 0.8 | - 0.0 | + 0.8 (-) | |

(※) "Tokyu Department Store, etc." includes not only Tokyu Department Store Co., Ltd. but also NAGANO Tokyu Department Store Co., Ltd. And KITANAGANO Shopping Center Co., Ltd.

Segment Information (4) ICT and Media

| (Unit: Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|---------------------|--------------------|-------------------|--------------------|---------|
| Operating Revenue | 183.9 | 171.9 | + 11.9 (+ 7.0%) | |
| Tokyu Recreation | 27.5 | 22.3 | + 5.2 (+ 23.5%) | |
| its communications | 26.7 | 26.7 | - 0.0 (- 0.2%) | |
| Tokyu Agency | 49.8 | 52.9 | - 3.1 (- 5.9%) | |
| Others | 79.7 | 69.8 | + 9.9 (+ 14.2%) | |
| Operating Profit | 6.7 | 5.3 | + 1.3 (+ 24.7%) | |
| Tokyu Recreation | 0.8 | - 0.6 | + 1.4 (-) | |
| its communications | 3.3 | 3.2 | + 0.0 (+ 2.0%) | |
| Tokyu Agency | 1.2 | 1.3 | - 0.1 (- 13.5%) | |
| Others | 1.3 | 1.4 | - 0.0 (- 2.2%) | |

Segment Information (5) Hotel and Resort

| (Unit: Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|------------------------|--------------------|-------------------|---------------------|---------|
| Operating Revenue | 65.1 | 43.5 | + 21.5 (+ 49.6%) | |
| Tokyu Hotels, etc. (※) | 50.8 | 32.3 | + 18.4 (+ 57.0%) | |
| Others | 14.2 | 11.1 | + 3.1 (+ 28.0%) | |
| Operating Profit | - 6.0 | - 16.7 | + 10.7 (-) | |
| Tokyu Hotels, etc. (※) | - 5.9 | - 15.4 | + 9.4 (-) | |
| Others | - 0.0 | - 1.2 | + 1.2 (-) | |

(※) "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.

Key Indicators

| | FY2022 Full Year Forecast | FY2021 Results | Change |
|---------------------|------------------------------|-------------------|--------|
| Occupancy Rates (%) | 69.4% | 44.1% | +25.3P |
| ADR (Yen) | 11,819 | 10,441 | +1,378 |
| RevPAR (Yen) | 8,200 | 4,606 | +3,594 |

Statements of Cash Flow

| (Unit: Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|---|--------------------|-------------------|--------|--|
| CF from Operating Activities | 89.5 | 85.5 | + 3.9 | |
| CF from Investing Activities | - 156.3 | - 78.8 | - 77.4 | |
| Capital Expenditure | - 156.0 | - 110.3 | - 45.6 | |
| Subsidies Received for Construction | 5.0 | 5.4 | - 0.4 | |
| Gain on Sale of Assets | 2.2 | 34.0 | - 31.8 | |
| CF from Financing Activities | 66.8 | - 1.3 | + 68.1 | |
| Interest-bearing Debt Net Increase/Decrease | 79.2 | 12.6 | + 66.5 | |
| Dividend Payment, etc. | - 9.4 | - 12.0 | + 2.6 | |
| Free Cash Flow | - 66.8 | 6.7 | - 73.5 | |
| Interest-bearing Debt at End of Period | 1,275.0 | 1,195.7 | + 79.2 | Interest-bearing Debt / TOKYU EBITDA Multiple: 9.0times (-0.3) |

Capital Expenditure / Depreciation

| (Unit:Billion yen) | FY2022 Forecast | FY2021 Results | Change | Remarks |
|-------------------------------------|--------------------|-------------------|---------------------|---|
| Total Capital Expenditure | 158.8 | 117.4 | + 41.3 (+ 35.2%) | |
| Transportation | 49.1 | 49.2 | - 0.1 (- 0.3%) | Tokyu Railways: -1.9 |
| Real Estate | 69.9 | 35.0 | + 34.8 (+ 99.5%) | Tokyu Corp. Leasing: +24.2 |
| Total Life Service | 29.1 | 32.5 | - 3.4 (- 10.6%) | |
| Retail | 10.1 | 17.1 | - 7.0 (- 41.1%) | |
| ICT and Media | 19.0 | 15.4 | + 3.5 (+ 23.2%) | |
| Hotel and Resort | 8.6 | 2.0 | + 6.5 (+ 323.7%) | |
| Headquarters | 3.6 | 2.3 | + 1.2 | |
| Elimination | - 1.5 | - 3.7 | + 2.2 | |
| Expenses on Sale of Houses and Lots | 45.2 | 27.2 | + 17.9 (+ 65.6%) | |
| Total Depreciation and Amortization | 85.2 | 83.9 | + 1.2 (+ 1.5%) | Transportation: 39.4 (Δ 0.6) ; Real Estate: 25.5 (+0.6) ; Life Service: 16.8 (+0.9) ; Hotel and Resort: 3.5 (+0.2) |

* 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/>

Investor → IR Library → Latest Materials(Quarterly)

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