

# Reference Data

July 2000

Explanatory Meeting for Investors



Tokyu Corporation

---

# Contents

---



Outline of Areas along the Tokyu Railroad	1
Transition of Land Prices in Tama Garden City ( Tama Den-en Toshi )	2
Leased Premises of Tokyu Group	3
Commercial Facilities of Tokyu Group	4
Tokyu Group Hotels	5
Leisure Facilities of Tokyu Group	6
Transition of Passenger Revenues	7
Transition of Passenger Volume	8
Comparisons of 3 Sub-Centers in Tokyo	9
Outline of Employees	10
Comparisons of Shareholders' Distributions	11
Business Performance of Tokyu Cable Television Co.,Ltd.	12

# Outline of Areas along the Tokyu Railroad



## 【 Population 】

Name of Area	Entire Population 99 (persons) As of March 31/99	Entire Population 95 (persons) As of March 31/95	Entire Population 99-95 (persons)	Entire Population 99: 95 (%)	0-4 years of age 99 (persons) As of March 31/99	Distribution Ratio (%)	0-4 years of age 95 (persons) As of March 31/95	Distribution Ratio (%)	0-4 years of age 99-95 (persons)	0-4 years of age 99:95 (%)
Whole Country	125,860,006	124,655,498	1,204,508	101.0	5,955,010	4.7	5,990,695	4.8	(35,685)	99.4
Tokyo	11,680,490	11,549,145	131,345	101.1	477,285	4.1	469,740	4.1	7,545	101.6
Kanagawa	8,324,355	8,143,569	180,786	102.2	401,637	4.8	389,878	4.8	11,759	103.0
Chiba	5,863,182	5,751,764	111,418	101.9	274,549	4.7	272,214	4.7	2,335	100.9
Saitama	6,838,164	6,673,760	164,404	102.5	338,194	4.9	337,152	5.1	1,042	100.3
Total	32,706,191	32,118,238	587,953	101.8	1,491,665	4.6	1,468,984	4.6	22,681	101.5
Along the Tokyu Railroad										
Tokyo	2,516,145	2,483,859	32,286	101.3	92,392	3.7	89,793	3.6	2,599	102.9
Kanagawa	2,005,258	1,901,354	103,904	105.5	106,388	5.3	97,266	5.1	9,122	109.4
Total	4,521,403	4,385,213	136,190	*1 <b>103.1</b>	198,780	4.4	187,059	4.3	11,721	*2 <b>106.3</b>

\* 1 The population in areas along the Tokyu Railroad is on the rise.

\* 2 The areas along the Tokyu Railroad show no apparent declining birthrate.

## 【 Consumption Expenditures 】

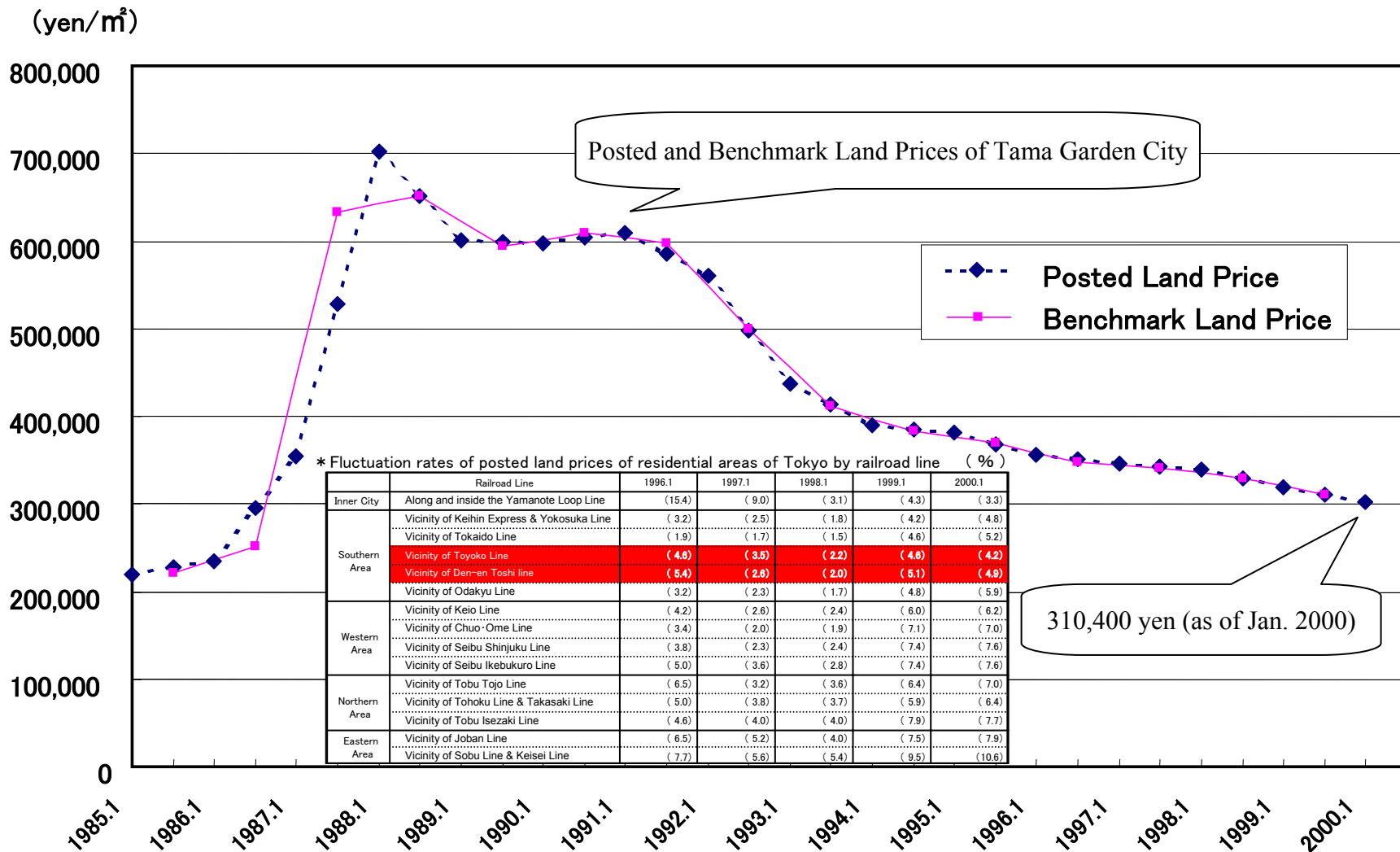
Name of Area	Population (persons) As of March 31/99	Number of Households (households) As of March 31/99	Area (square kilometers) As of Oct. 1/96	Consumption Expenditure (workers' households)			Number of High Income Taxpayer		
				Household Average 1998 (yen/year)	Total (¥million/year)	Index Number	Number of Persons '97 (persons)	Per 10,000 Persons (persons)	Index Number
Whole Country	125,860,006	46,811,712	377,776	3,938,235		100	93,858	7.5	100
Tokyo	11,680,490	5,331,097	2,187				23,611	20.2	270
Kanagawa	8,324,355	3,315,579	2,414				8,332	10.0	133
Chiba	5,863,182	2,164,530	5,156				3,888	6.6	88
Saitama	6,838,164	2,452,520	3,797				4,515	6.6	88
Total	32,706,191	13,263,726	13,554				40,346	12.3	164
Along the Tokyu Railroad									
Tokyo	2,516,145	1,204,113	242		5,470,859		8,082	32.1	428
Kanagawa	2,005,258	853,193	247		4,131,810		2,877	14.3	191
Total	4,521,403	2,057,306	489	4,667,594	*1 <b>9,602,669</b>	*2 <b>119</b>	*3 <b>10,959</b>	24.2	323

\* 1 Tokyu Group accounts for 7—8% of personal consumer expenditures.

\* 2 Consumer expenditures per household along the Tokyu Railroad is 1.2 times the national average.

\* 3 One out of nine high income taxpayers lives in the areas along the Tokyu Railroad.

# Transition of Land Prices in Tama Garden City ( Tama Den-en Toshi )



\* The rate of decrease of land prices along the Tokyu Railroad is decreasing.

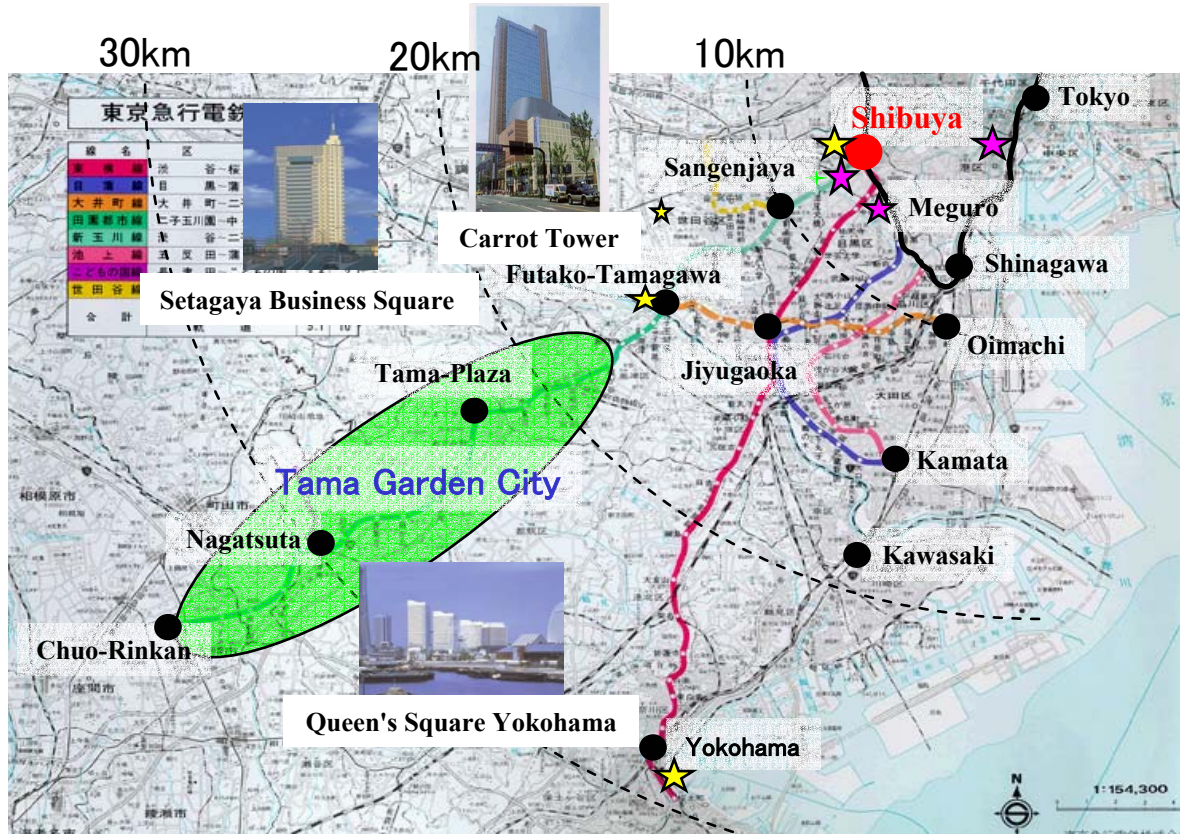
# Leased Premises of Tokyu Group



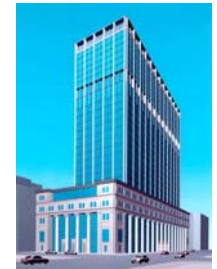
**Shibuya Mark City**  
(Opened April, 2000)



**Cerulean Tower**  
(Completion Planned April, 2001)



**Meguro Station Building**  
(Completion Planned Spring, 2002)



**Nihonbashi 1-Chome Project**  
(Completion Planned Spring, 2004)

New Project	Business Owner	Site Location	Opening Date	Total Floor Space	Structure Scale
Queen's Square Yokohama (Joint Project)	Yokohama City Management (Composed of Tokyu YMM Properties and 8 other parties)	Nishi-ku, Yokohama	July, 1997	500,000m <sup>2</sup>	Tower A: 5 basement floors and 36 floors; Tower B: 5 basement floors and 28 floors; Tower C: 5 basement floors and 21 floors; Commercial Section: 3 basement floors and 4 floors; Hotel Section: 3 basement floors and 21 floors
Setagaya Business Square (Joint Project)	Tokyu Corp., Tokyu Land Corp.	Setagaya-ku, Tokyo	Nov., 1993	96,000m <sup>2</sup>	2 basement floors and 29 floors, etc.
Carrot Tower (Redevelopment Project)	Tokyu Corp. and others	Setagaya-ku, Tokyo	Nov., 1996	77,000m <sup>2</sup>	5 basement floors and 27 floors
Shibuya Mark City (Joint Project)	TEITO Rapid Transit Authority, Tokyu Corp, Keio	Shibuya-ku, Tokyo	April, 2000	140,000m <sup>2</sup>	East: 2 basement floors and 25 floors; West: 1 basement floor and 23 floors
Cerulean Tower	Tokyu Corp.	Shibuya-ku, Tokyo	April, 2001(plan)	106,000m <sup>2</sup>	6 basement floors and 41 floors
Meguro Station Building (Joint Project)	Tokyu Corp., East JR Co.	Shinagawa-ku, Tokyo	Spring, 2002 (plan)	55,000m <sup>2</sup>	4 basement floors and 17 floors
Nihonbashi 1-Chome Project (Joint Project)	Tokyu Corp., Tokyu Land Corp., Mitsui Fudosan Co., Ltd.	Chuo-ku, Tokyo	Spring, 2004 (plan)	97,000m <sup>2</sup>	3 basement floors and 26 floors (plan)

# Commercial Facilities of Tokyu Group

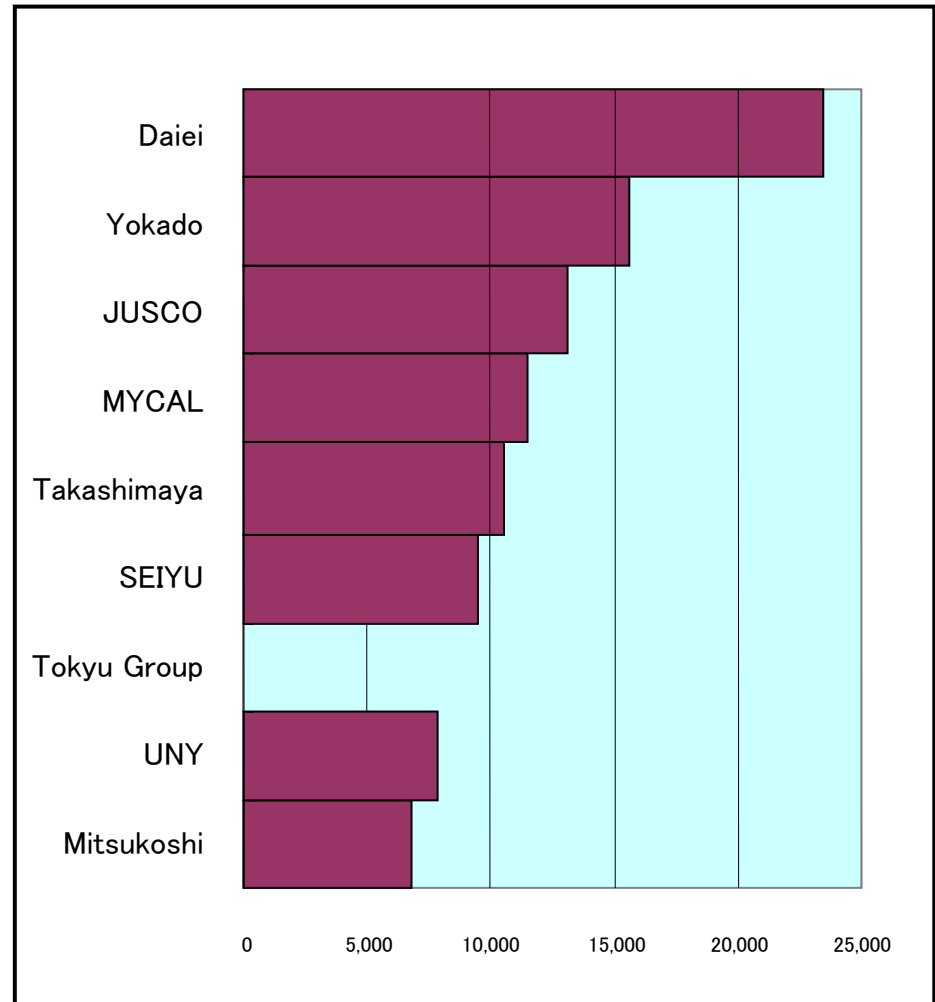


【Scale of Tokyu Group Commercial Facilities】

	Number of Facilities	Gross Floor Space
Shopping Centers	28 centers	Approx. 230,000m <sup>2</sup>
Department Stores	13 stores	Approx. 280,000m <sup>2</sup>
Supermarkets	118 stores	Approx. 310,000m <sup>2</sup>
Convenience Stores	16 stores	Approx. 3,000m <sup>2</sup>
DIY (Tokyu Hands)	14 stores	Approx. 70,000m <sup>2</sup>
<b>Total</b>		<b>Approx. 893,000m<sup>2</sup></b>

【Ranking of Retail Sales】

annual sales (hundred millions yen)



# Tokyu Group Hotels



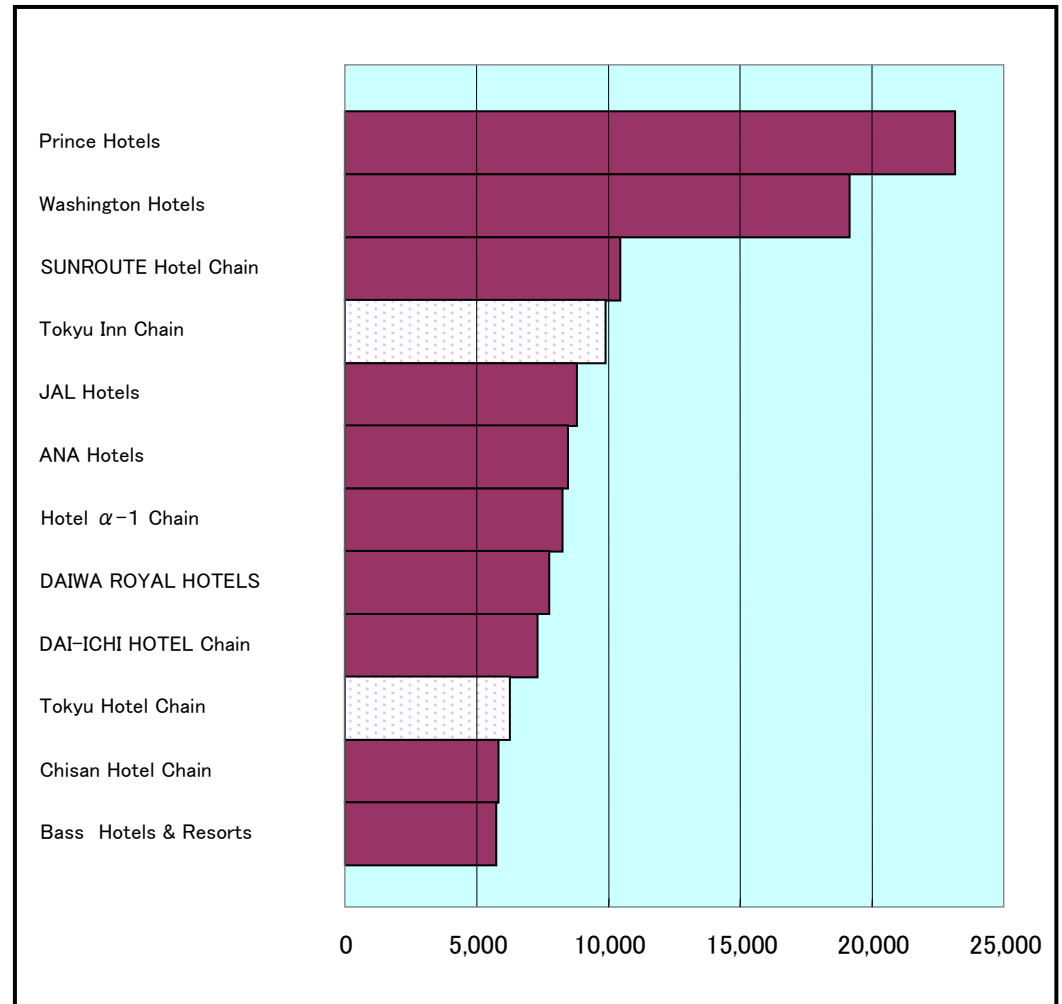
## 【Scale of Tokyu Group Hotels】

(as of June 2000)

		No. of Facilities	No. of Rooms
Tokyu Inn Chain	Inn	34 locations	7,889
	Excel	4 locations	1,314
	Resort	6 locations	692
	Total	44 locations	9,895
Tokyu Hotel Chain		20 locations	6,260
Pan Pacific Hotels and Resorts		17 locations	6,285
Tokyu Harvest (Members' Resort Hotel)		16 locations	1,563
Tokyu Stay (Business hotel for long-term stay)		7 locations	623
Big Week Station (Time Share Resort Hotel)		2 locations	51
Total		106 locations	24,677

## 【Ranking of Hotel Capacity (Domestic)】

No. of Rooms (room)



# Leisure Facilities of Tokyu Group



## 【 Golf Courses 】

Management Body	No. of Facilities
Tokyu Land Corp.	14
Tokyu Corp.	8
Tokyu Construction Co., Ltd.	2
Others: 7 Companies	7
<b>Total</b>	<b>31</b>

## 【 Movie Theaters 】

Management Body	No. of Facilities
Tokyu Recreation Co., Ltd.	14
Tokyu Department Store Co., Ltd.	※ 1
Tokyu Bunkamura	1
<b>Total</b>	<b>15</b>

※ Joint management with Tokyu Recreation

## 【 Sports Facilities 】

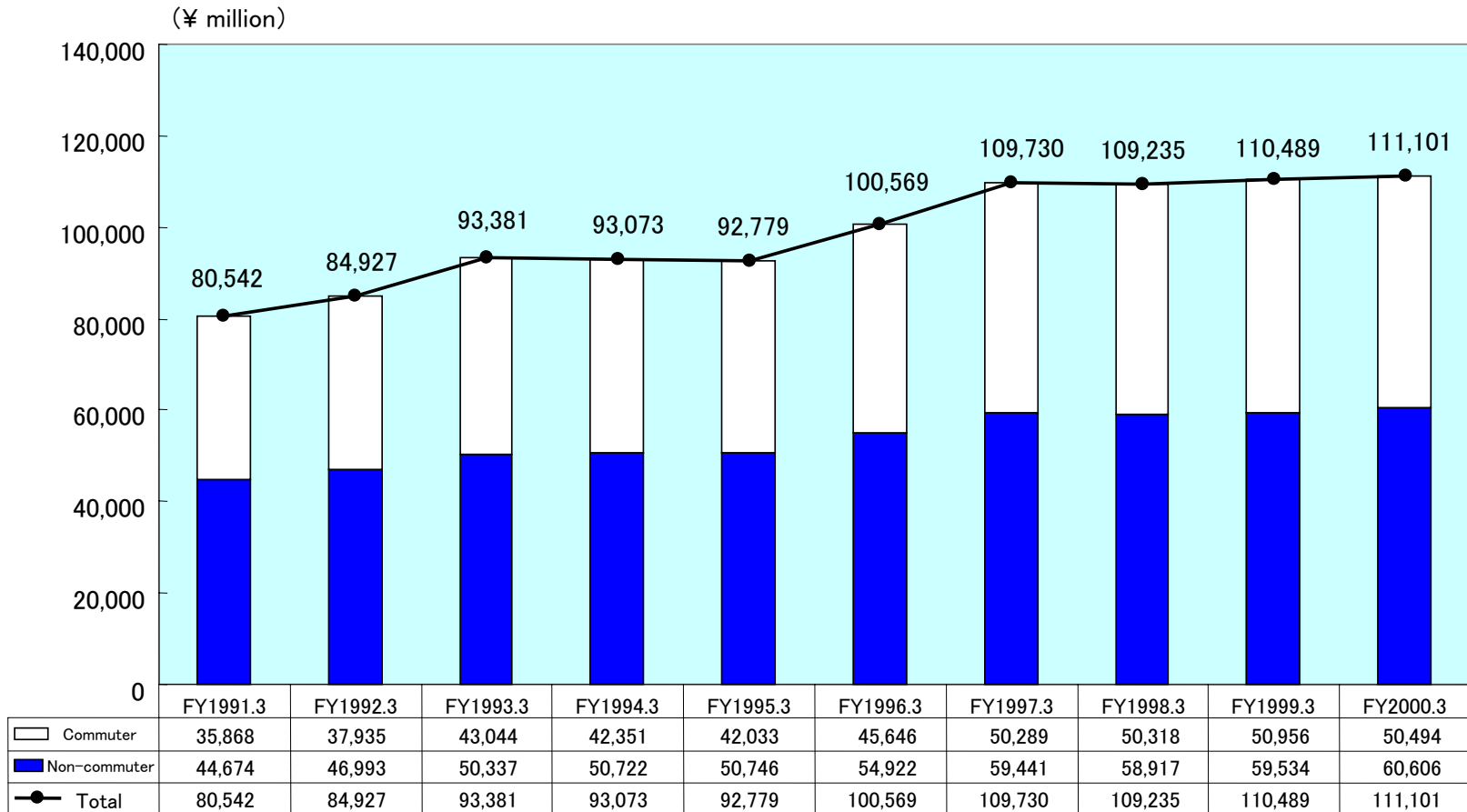
Management Body	No. of Facilities
Tokyu Land Corp.	17
Tokyu Corp.	12
Tokyu Recreation Co., Ltd.	8
Others: 3 Companies	5
<b>Total</b>	<b>42</b>

## 【 Ski Sites 】

Management Body	No. of Facilities
Tokyu Land Corp.	5
Tokyu Corp.	1
Others: 2 Companies	4
<b>Total</b>	<b>10</b>

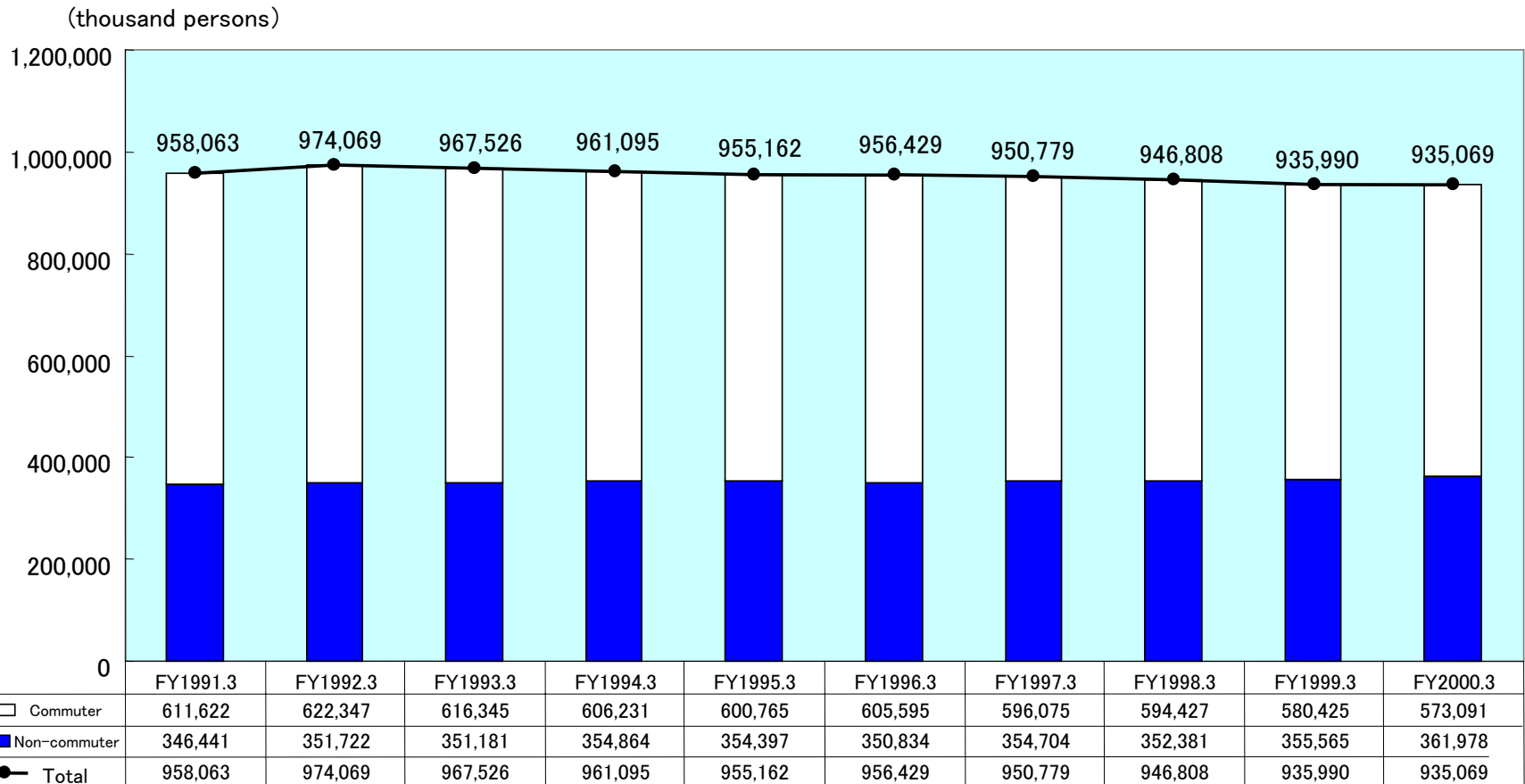


# Transition of Passenger Revenues



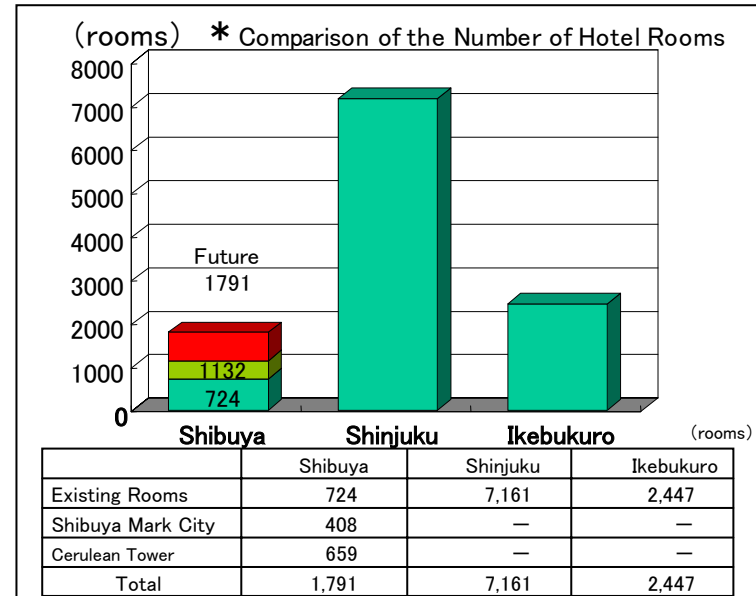
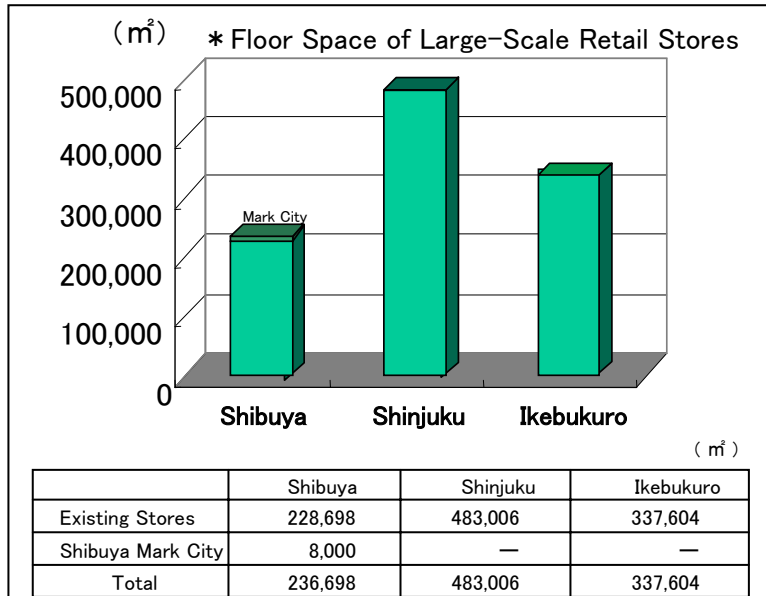
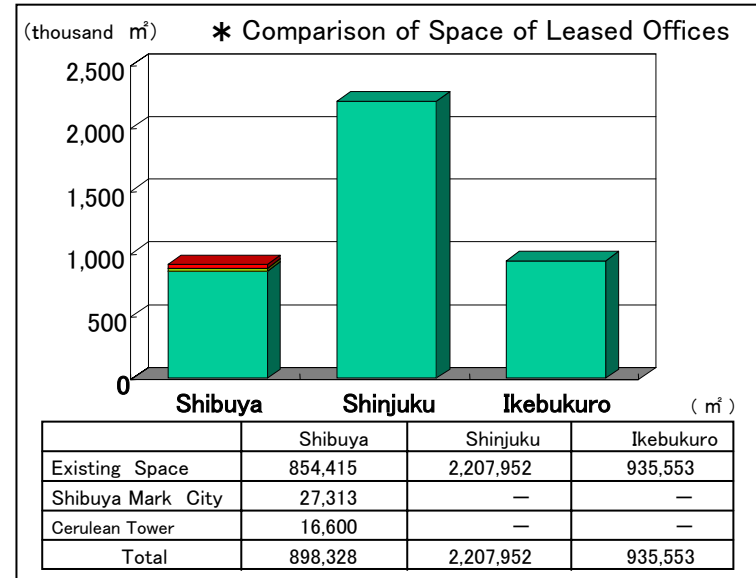
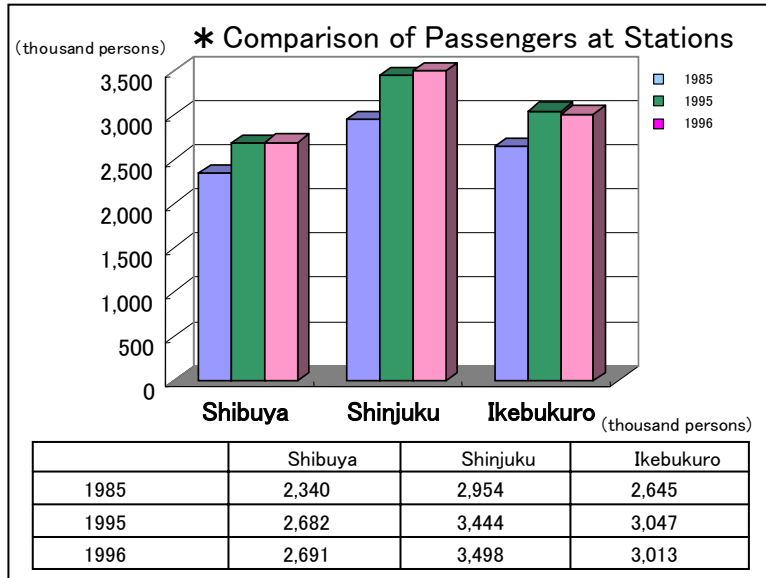
\* Tokyu Corp.

# Transition of Passenger Volume



\* Tokyu Corp.

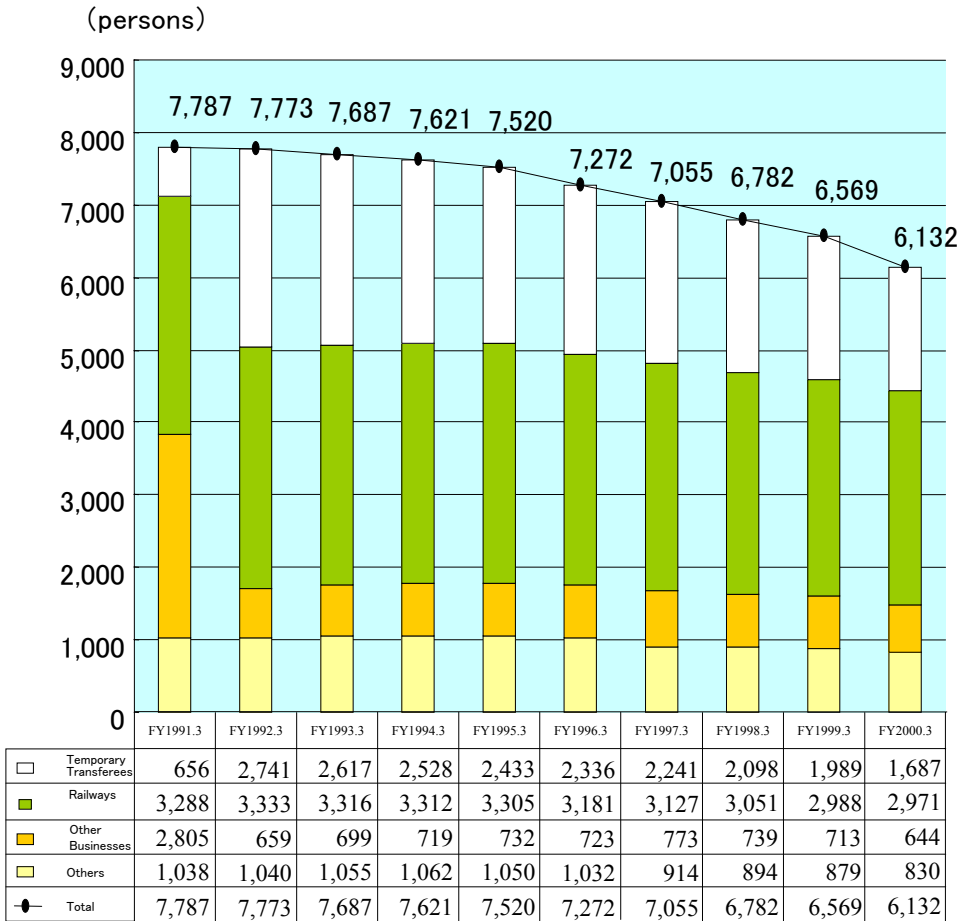
# Comparisons of 3 Sub-Centers in Tokyo



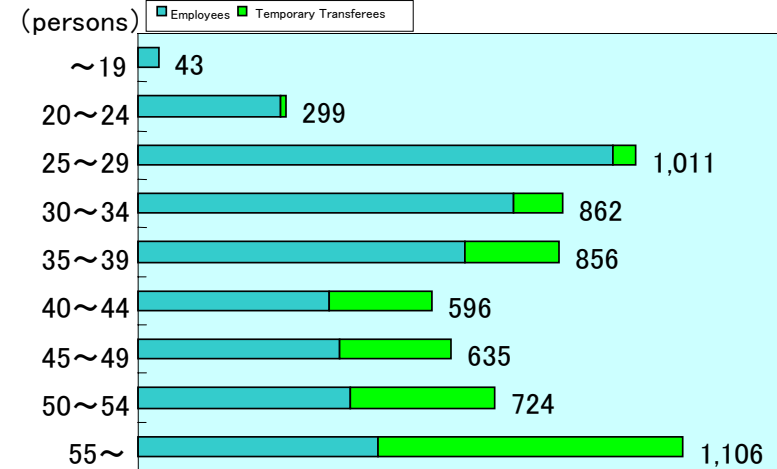
# Outlines of Employees



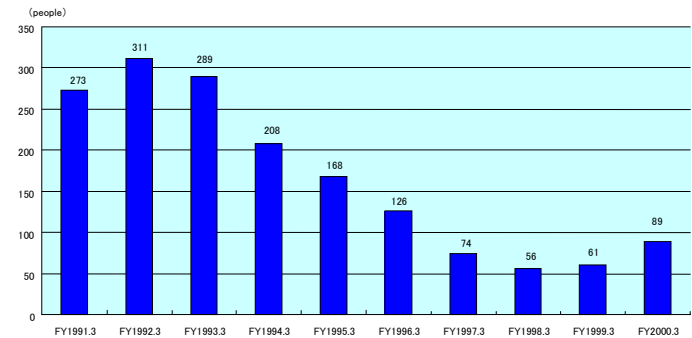
## \* Number of Employees



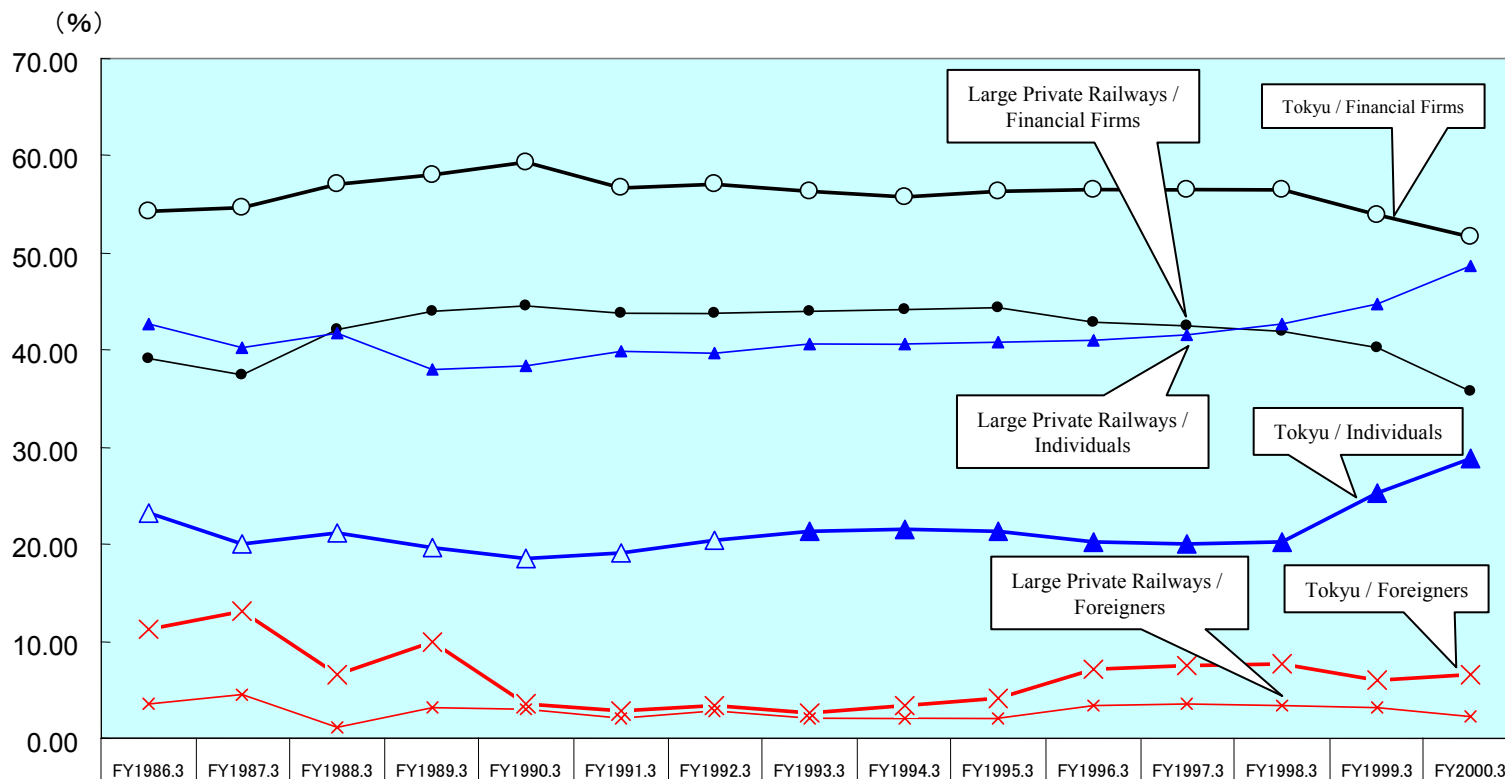
## \* Age Distribution of Employees



## \* New Recruits



# Comparisons of shareholders' Distributions



	FY1986.3	FY1987.3	FY1988.3	FY1989.3	FY1990.3	FY1991.3	FY1992.3	FY1993.3	FY1994.3	FY1995.3	FY1996.3	FY1997.3	FY1998.3	FY1999.3	FY2000.3
● Tokyu Corp./ Financial Firms	54.27	54.58	57.13	58.08	59.39	56.64	57.09	56.30	55.78	56.36	56.55	56.60	56.61	53.99	51.74
✕ Tokyu Corp./ Foreigners	11.22	13.04	6.49	10.01	3.64	2.81	3.35	2.65	3.42	4.16	7.19	7.42	7.65	5.96	6.57
▲ Tokyu Corp./ Individuals	23.16	19.99	21.21	19.56	18.52	19.15	20.45	21.41	21.54	21.26	20.28	19.97	20.26	25.23	28.89
● Large Private Railways/Financial Firms	39.11	37.42	42.20	43.94	44.50	43.73	43.82	43.95	44.10	44.28	42.82	42.41	41.91	40.18	35.66
✕ Large Private Railways/Foreigners	3.60	4.45	1.21	3.17	3.05	2.14	2.88	2.02	2.01	2.08	3.29	3.61	3.41	3.13	2.18
▲ Large Private Railways/Individuals	42.76	40.27	41.68	38.04	38.31	39.94	39.65	40.68	40.68	40.82	41.07	41.59	42.70	44.81	48.65

\* There are 14 "Large Private Railways" in addition to Tokyu.

( ¥ thousand )

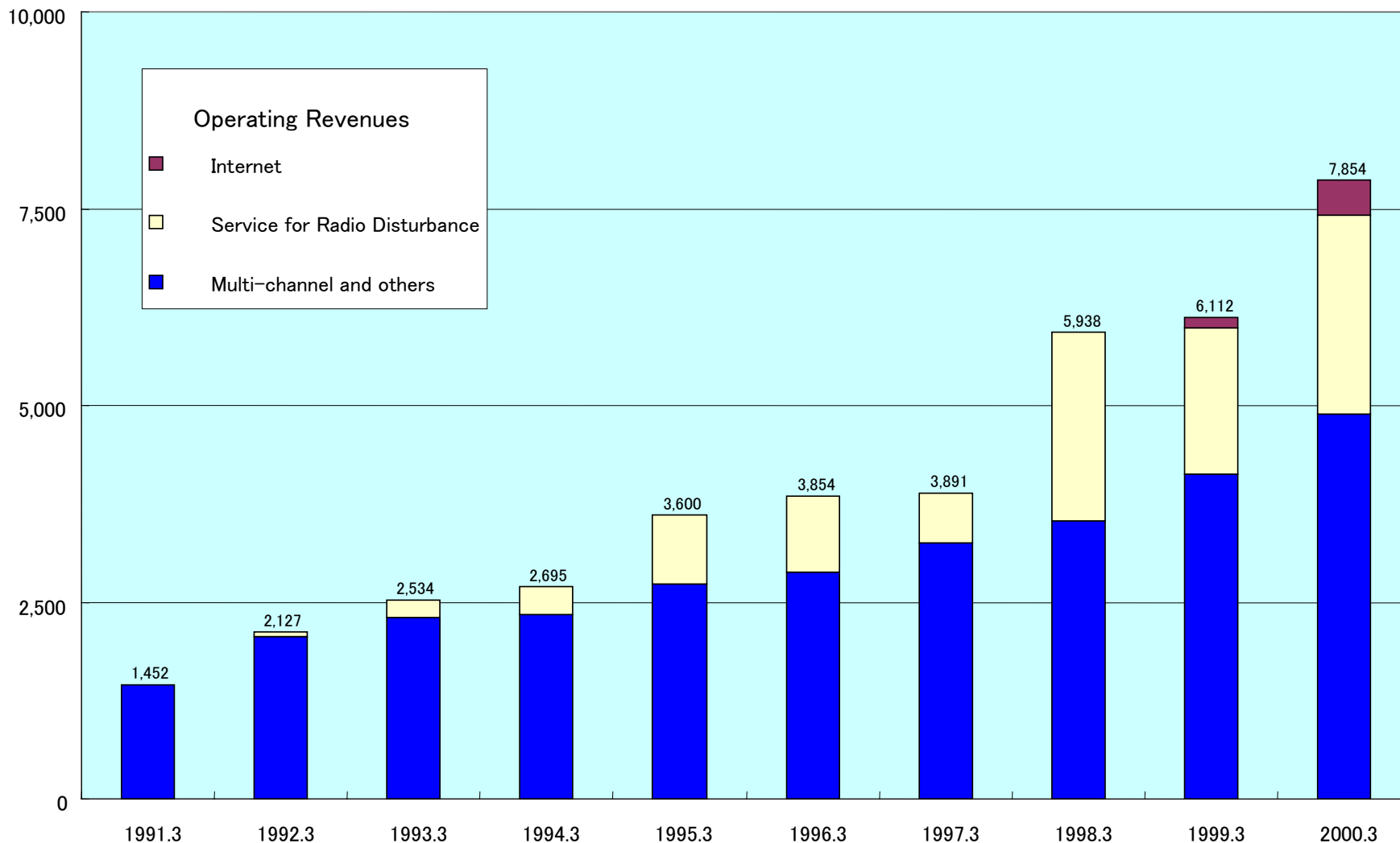
FYs	1991.3	1992.3	1993.3	1994.3	1995.3	1996.3	1997.3	1998.3	1999.3	2000.3
Operating Revenues	1,452,471	2,127,227	2,533,614	2,695,175	3,600,438	3,853,649	3,890,511	5,938,003	6,112,269	7,853,756
Internet Business Revenues	—	—	—	—	—	—	—	—	118,752	442,375
Cable TV Business Revenues	1,452,471	2,127,227	2,533,614	2,695,175	3,600,438	3,853,649	3,890,511	5,938,003	5,993,517	7,411,381
Multi-channel Fee and Others	1,446,768	2,059,527	2,305,372	2,339,820	2,731,676	2,876,438	3,247,073	3,531,215	4,123,799	4,896,983
Service for Radio Disturbance	5,703	67,700	228,242	355,355	868,762	977,211	643,439	2,406,788	1,869,717	2,514,398
Operating Income	( 11,108)	23,593	41,704	85,034	( 534,033)	169,272	167,942	( 7,000)	64,068	817,838
Recurring Income	( 29,208)	70,609	24,410	71,531	( 339,269)	209,854	185,634	( 44,199)	17,732	776,075
Net Income	( 29,958)	69,858	23,660	70,781	( 340,089)	209,034	137,020	( 47,390)	83,136	392,128

Depreciation and Amortization	160	165	609	609	97,728	99,445	113,455	1,251,192	1,490,616	1,669,214
-------------------------------	-----	-----	-----	-----	--------	--------	---------	-----------	-----------	-----------

# Operating Revenues



(¥million)



# Number of Subscribers



( Households )

FYs	1991.3	1992.3	1993.3	1994.3	1995.3	1996.3	1997.3	1998.3	1999.3	2000.3
<b>Broadcasting (Cable TV) Service</b> (a)+(b)										
Increased Subscribers vs L.Y.	7,414	17,373	28,405	15,106	20,043	23,121	11,781	39,398	42,515	35,230
Accumulated Subscribers	14,240	31,613	60,018	75,124	95,167	118,288	130,069	169,467	211,982	247,212
<b>Multi-channel</b> (a)										
Increased Subscribers vs L.Y.	4,763	6,353	5,990	3,921	5,050	5,822	5,731	6,699	8,321	7,896
Accumulated Subscribers	11,589	17,942	23,932	27,853	32,903	38,725	44,456	51,155	59,476	67,372
<b>Retransmitting</b> (b)										
Increased Subscribers vs L.Y.	2,651	11,020	22,415	11,185	14,993	17,299	6,050	32,699	34,194	27,334
Accumulated Subscribers	2,651	13,671	36,086	47,271	62,264	79,563	85,613	118,312	152,506	179,840
<b>Internet Service</b> (c)+(d)										
Increased Subscribers vs L.Y.	—	—	—	—	—	—	—	—	5,359	11,585
Accumulated Subscribers	—	—	—	—	—	—	—	—	5,359	16,944
<b>Broadcasting and Internet</b> (c)										
Increased Subscribers vs L.Y.	—	—	—	—	—	—	—	—	4,754	9,537
Accumulated Subscribers	—	—	—	—	—	—	—	—	4,754	14,291
<b>Internet only</b> (d)										
Increased Subscribers vs L.Y.	—	—	—	—	—	—	—	—	605	2,048
Accumulated Subscribers	—	—	—	—	—	—	—	—	605	2,653
<b>Total Number of Subscribers</b> (a)+(b)+(d)	14,240	31,613	60,018	75,124	95,167	118,288	130,069	169,467	212,587	249,865



# Number of Subscribers



( Households)

