

# Results in the First Half of FY2012

## Presentation for Investments

November 13, 2012



Tokyu Corporation

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(9005)

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

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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.

# I. Executive Summary

# Main Points in the Results for the First Half of the Term Ending March 2013

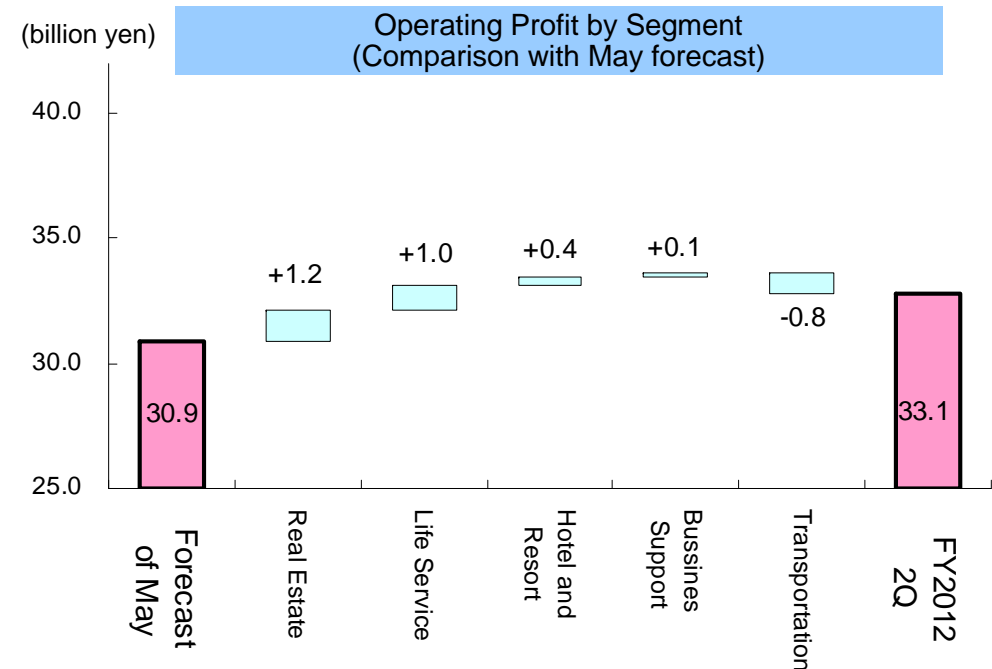
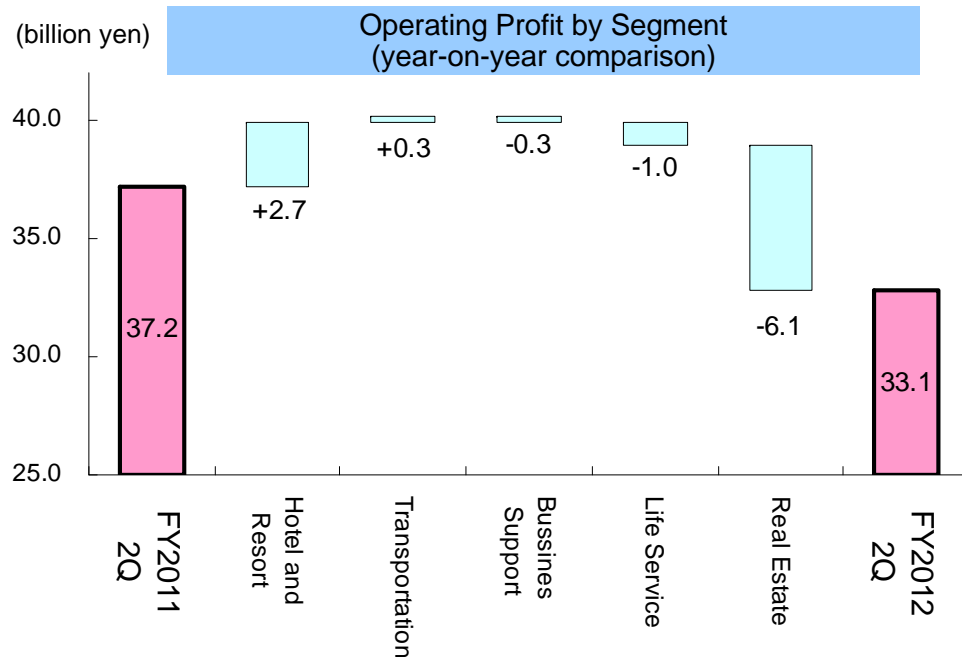


- Operating profit declined from the previous year due in part to a decrease in Company-owned land sales, but increased compared with the forecast thanks to strong results of the Company's real estate leasing.

	First half results	Year-on-year comparison		Comparison with forecasts in May	
Operating revenue	519.3 billion	-10.2 billion	(-1.9%)	+4.2 billion	(+0.8%)
Operating profit	33.1 billion	-4.1 billion	(-11.1%)	+2.2 billion	(+7.2%)
Recurring profit	32.7 billion	-5.1 billion	(-13.6%)	+3.9 billion	(+13.8%)
Net income	18.4 billion	-3.4 billion	(-15.8%)	+1.4 billion	(+8.8%)

(yen)

- Operating revenue:** [Year-on-year comparison: -1%] Revenue decreased due in part to the transfer of Tokyu Car Corporation, but the decline in revenue narrowed due in part to a recovery from the impact of the earthquake and opening of Shibuya Hikarie and ShinQs. [Comparison with plan: +0.8%] The overall revenue increased due in part to a increase in orders in business support, despite declines in revenues in the life support and hotel and resort businesses.
- Operating profit:** [Year-on-year comparison: -11%] The decline in profit narrowed due in part to a recovery in the hotel and resort business, etc. from the impact of the earthquake, despite a decrease in Company-owned land sales, a reactionary fall to land sales in Western Australia, and other factors. [Comparison with plan: +7%] Profit increased thanks to the strong results of the Company's real estate leasing business, mainly Shibuya Hikarie, although it was pushed down by the shift in timing for posting expenses in the railway operations of the Company.
- Net income:** [Year-on-year comparison: -15%] Net income fell by 3.4 billion yen due in part to a decrease in investment gains from equity method accounting in addition to a decline in operating profit, despite a decrease in the provision for allowance for loss on transfer of Tokyu Car Corporation. [Comparison with plan: +8%] Net income increased 1.4 billion yen due to a decrease in interest payments in addition to an increase in operating profit, despite the posting of extraordinary losses including the provision for the allowance for the loss on transfer of Tokyu Hakuba Corporation.



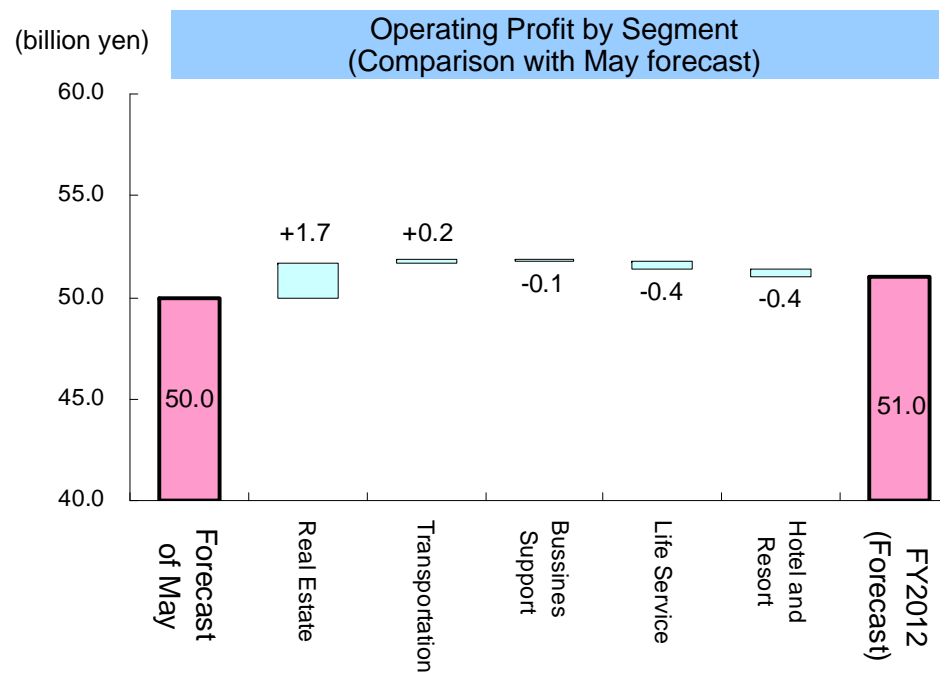
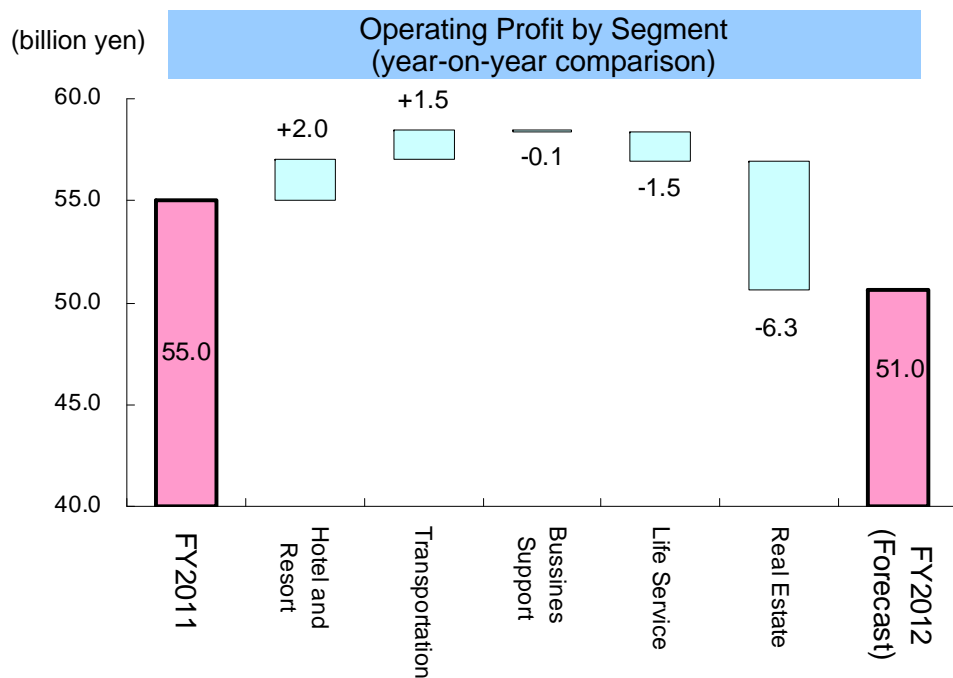
# Main Points in Plan for the Term Ending March 2013



- Operating profit will decline from the previous year due to a decrease in Company-owned land sales but will increase compared with the forecast, given strong results in the first half.

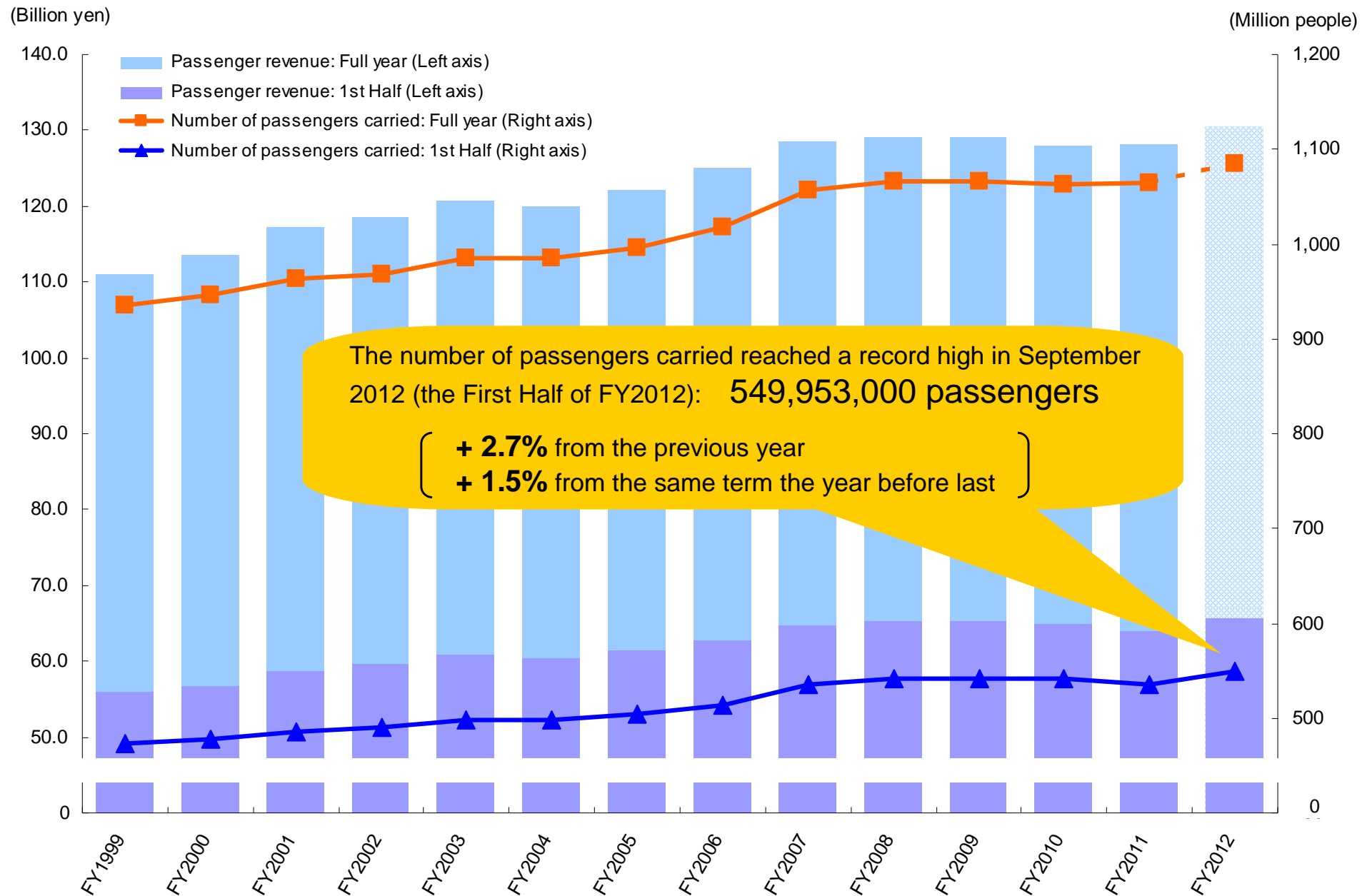
	Full year forecast	Year-on-year comparison		Comparison with forecasts in May		(yen)
Operating revenue	1,063.8 billion	-30.4 billio	(-2.8%)	-1.0 billio	(-0.1%)	
Operating profit	51.0 billion	-4.0 billio	(-7.3%)	+1.0 billio	(+2.0%)	
Recurring profit	45.0 billion	-9.0 billio	(-16.8%)	+3.0 billio	(+7.1%)	
Net income	28.0 billion	-7.9 billio	(-22.1%)	+2.0 billio	(+7.7%)	

- Operating revenue:** [Year-on-year comparison: -2%] There will be a drop in revenue due in part to the transfer of Tokyu Car Corporation, but the revenue decline will narrow partly because of the opening of Shibuya Hikarie and a recovery from the impact of the earthquake.  
 [Comparison with plan: -0.1%] Where there will be a drop in revenue in the life support and hotel and resort businesses, the revenue decline will narrow due in part to an increase in orders in the business support business.
- Operating profit:** [Year-on-year comparison: -7%] The decline in profit will narrow due in part to a recovery from the impact of the earthquake, despite a decrease in Company-owned land sales, a reactionary fall to land sales in Western Australia, the burden of opening Shibuya Hikarie, and other factors.  
 [Comparison with plan: +2%] An increase in profit in the Company's real estate leasing business will offset the decrease in revenue in the life service and hotel and resort businesses. This will result in an increase in overall operating profit.
- Net income:** [Year-on-year comparison: -22%] Net income will fall by 7.9 billion yen due in part to a decrease in the investment gain from equity method accounting in addition to a decline in operating profit.  
 [Comparison with plan: +7%] Net income will increase due in part to an improvement in non-operating revenue and expenses in addition to an increase in operating profit.



## II. Recent Progress and Future Initiatives

# Trends in Number of Passengers Carried

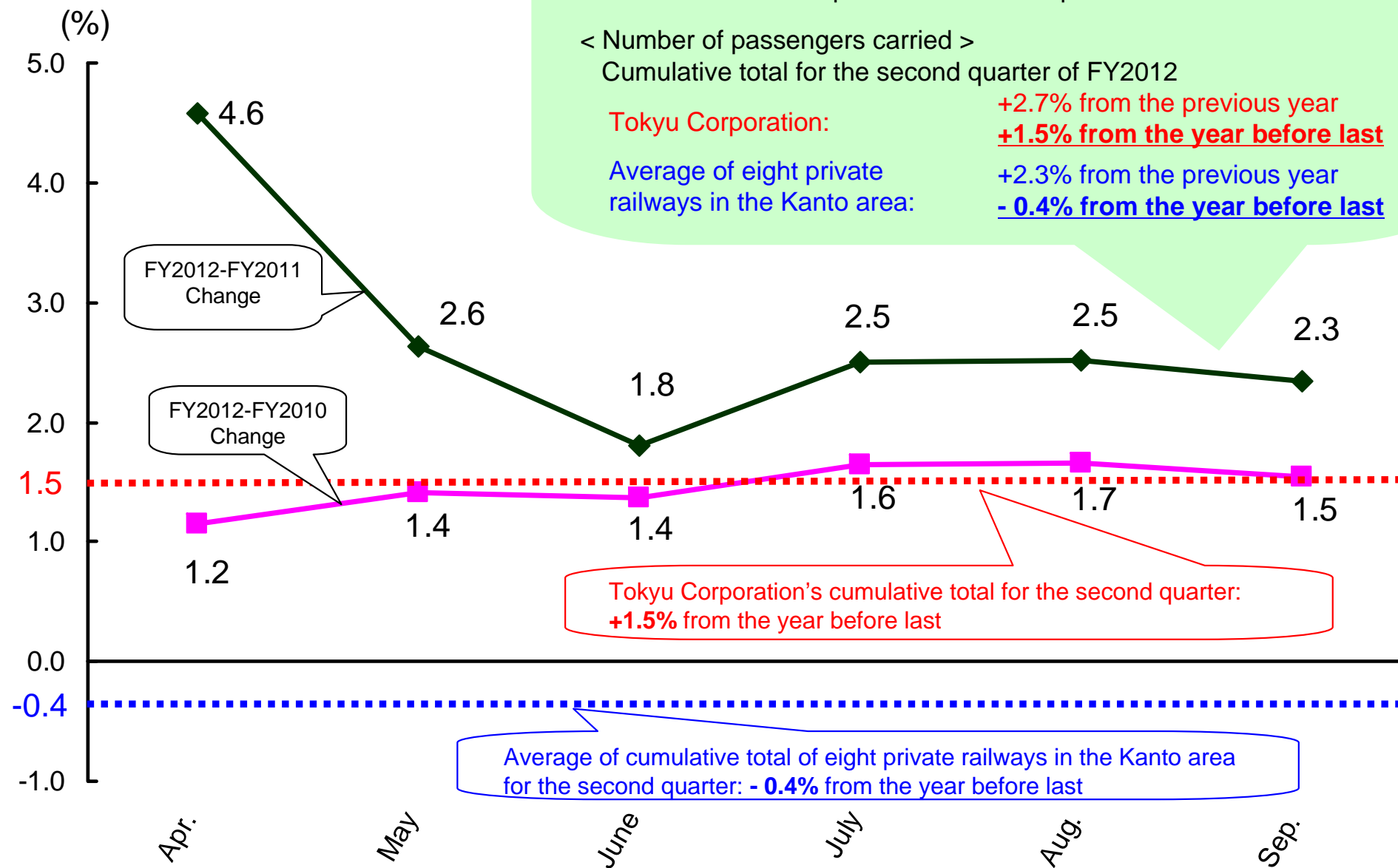


\*The value for FY2012 is a forecast.

# Growth Trend of the Number of Passengers Carried

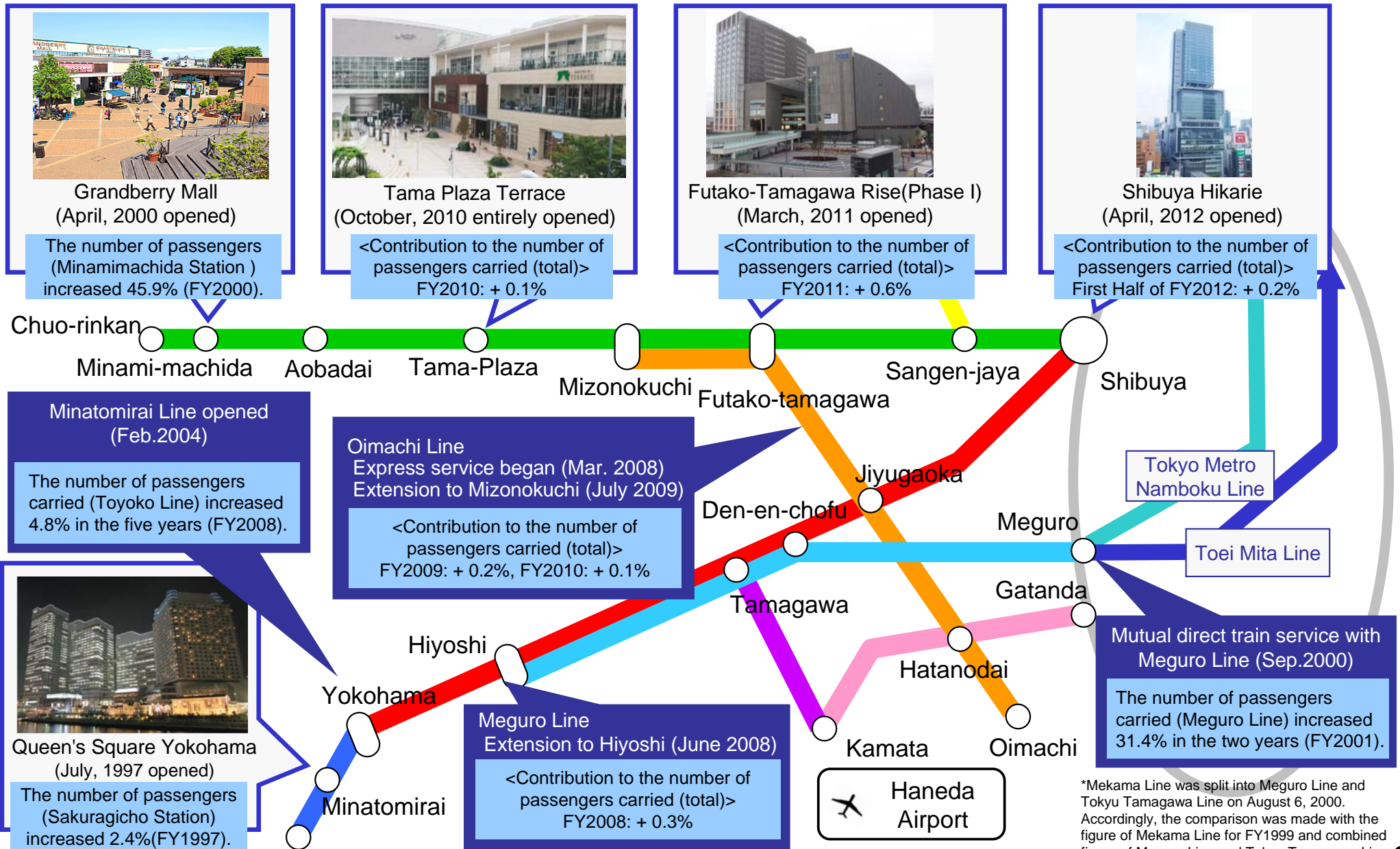


Trends in growth in the number of passengers carried (monthly)





# Effects of the Development of Railway Networks and Bases of Areas Served by Tokyu's Railway Lines



\*Sakuragicho Station was abolished on January 30, 2004.

\*Mekama Line was split into Meguro Line and Tokyu Tamagawa Line on August 6, 2000. Accordingly, the comparison was made with the figure of Mekama Line for FY1999 and combined figure of Meguro Line and Tokyu Tamagawa Line for FY2001.

# Basic Strategy for Improving Corporate Value

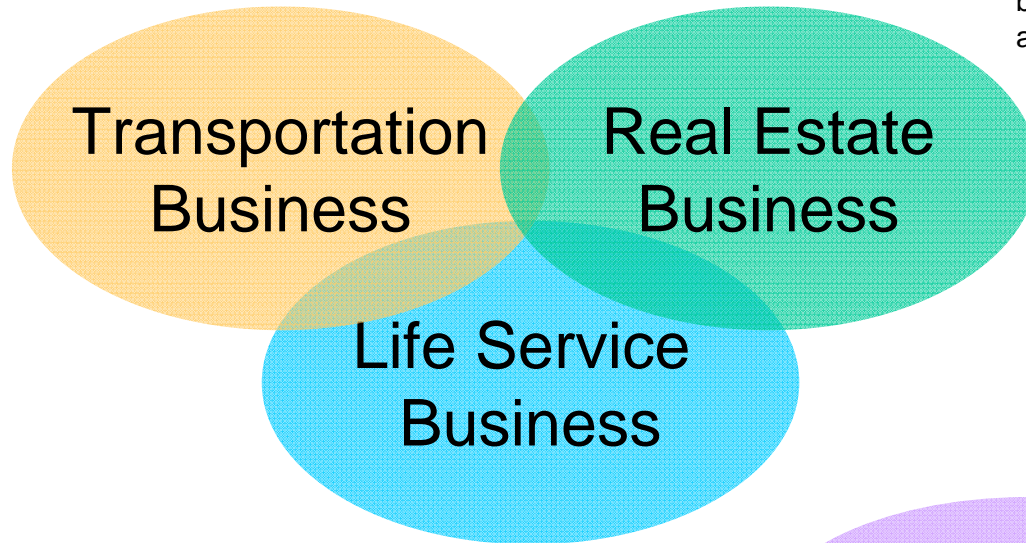


## Overall Strategy

Business development that keeps creating life value in the areas we serve

### Key Initiatives 1

Development of railway networks and the continuation of safety measures



### Key Initiatives 2

Continued development of areas served by Tokyu's railway lines, such as Shibuya and Futako-Tamagawa



### Key Initiatives 3

Strengthening the life service business and increasing cooperation in areas served by Tokyu's railway lines



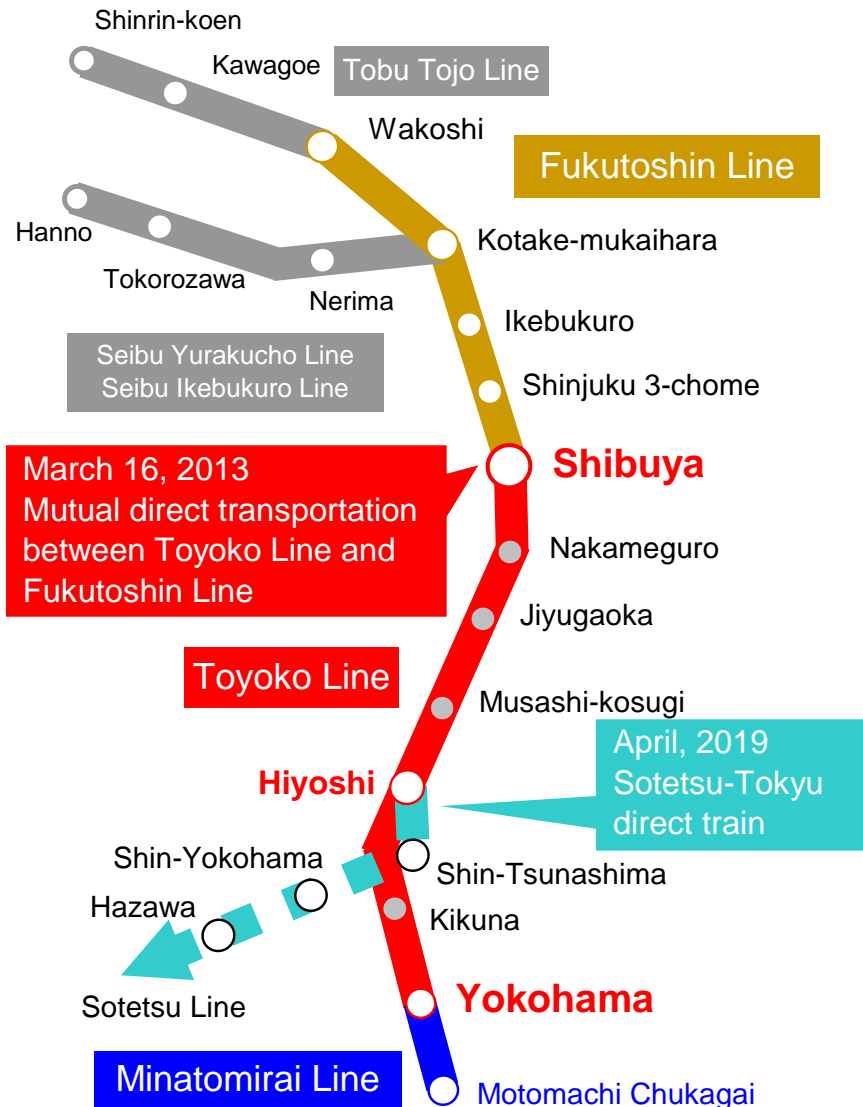
### Key Initiatives 4

Pursuit of urban development projects overseas by leveraging our expertise in the development of rail service areas

# Development of Railway Networks



It was decided that the mutual direct train service operation of Toyoko Line and Fukutoshin Line will begin on March 16, 2013.



- Mutual direct train service operation will begin for the section of Yokohama – Shibuya – Shinjuku 3-chome – Tobu Line and Seibu Line.
- Limited express, limited commuter express, and express services with 10-car trains (currently 8-car trains) will begin to be provided.
- Effects of the mutual direct train service operation
  - Forming a part of the axes connecting Yokohama and the subcenter in Tokyo, the Toyoko Line will play a more important role in the wide-area railroad network in Tokyo.
  - Practical use of the track space on the ground after the completion of the underground Toyoko Line
- Events to promote the bustle of Shibuya
  - A website for publicizing the mutual direct train service operation is publicized.
  - Diverse events are planned to be held in the area around Shibuya Station.
  - Measures for encouraging passengers to visit Shibuya will be taken using IC cards and point programs.

## Sotetsu-Tokyu Direct Train Service

Approval of the construction given by the Ministry of Land, Infrastructure and Transport on October 5, 2012

[Section] From an area near Hazawa Station to Hiyoshi Station of Tokyu Line

[Length of the line] Approx. 10km

[Cost] Approx. ¥195.7 billion

[Constructed by] Japan Railway Construction, Transport and Technology Agency

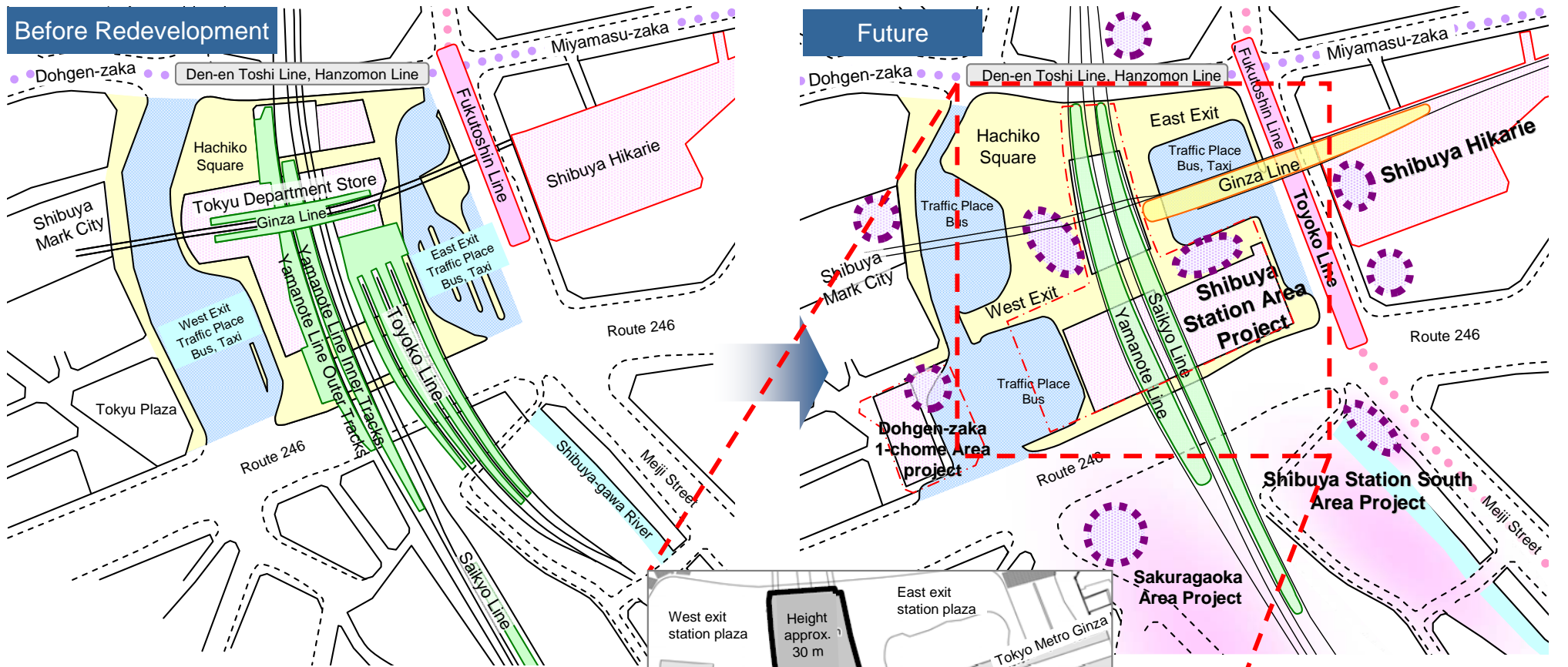
[Operated by] SAGAMI RAILWAY Co., Ltd., Tokyu Corporation

**(A scheme of separating infrastructure and operation)**

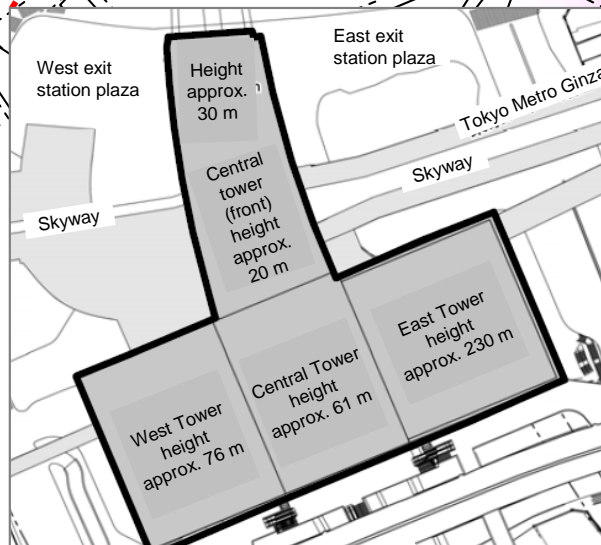
[Stations to be set up] (tentative name) Hazawa Station, Shin-yokohama Station, Shin-tsunashima Station, Hiyoshi Station

[Period of construction] April 2007-March 2019

# Progress in the Redevelopment of the Area Around Shibuya Station (1)



\* Shibuya Station Area Infrastructure Development Policy, October 2012 (Shibuya ward)



Facility layout plan for the Shibuya Station Area

Urban Core

# Progress in the Redevelopment of the Area Around Shibuya Station (2)



## Shibuya Station Area Development Project

August 2012: Procedures for environmental impact assessment started.

### [Overview]

Site area: Approx. 1.53 hectares

Floor area: 262,000m<sup>2</sup>

Office: 107,000m<sup>2</sup>  
Commercial facilities: 155,000m<sup>2</sup>

### Building height:

East Building: Approx. 230m  
(43 floors above ground and 6 basement floors)

West Building: Approx. 76m  
(12 floors above ground and 6 basement floors)

Central Building: Approx. 61m  
(10 floors above ground and 2 basement floors)

Term: FY2013 - FY2027 (plan)

### Completion:

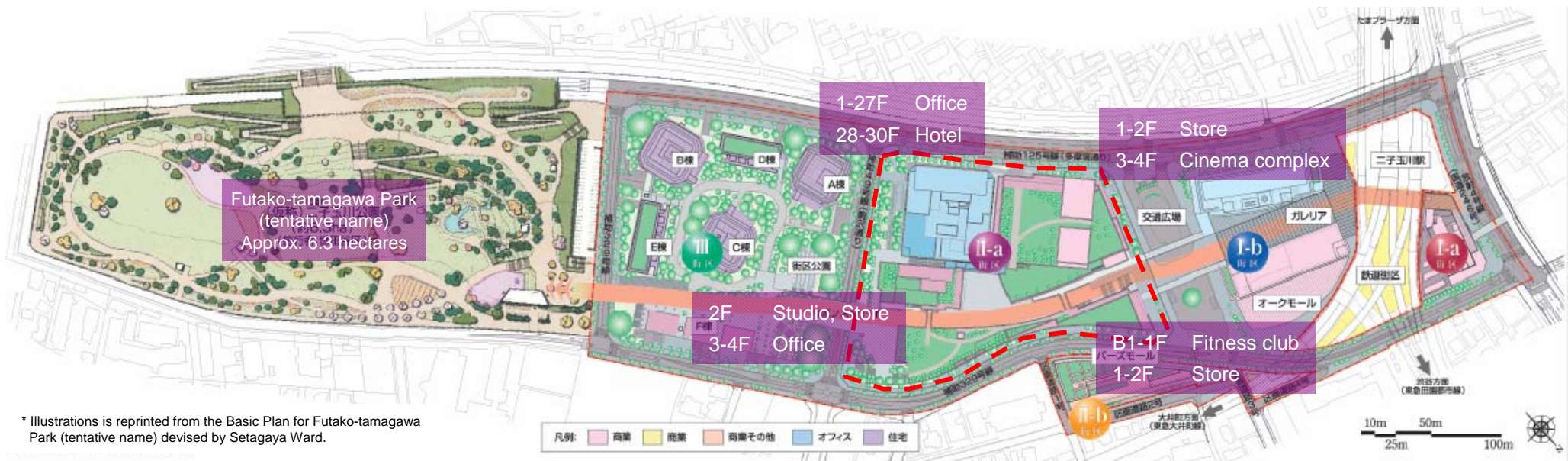
2020 (East Building)

2027 (West and Central Buildings)



\* This rendering was used for the procedures of environmental impact assessment of the Shibuya Station Area Development Project. The project plan may be changed.

# Progress in the Futako-Tamagawa Redevelopment (Phase II)



\* Illustrations is reprinted from the Basic Plan for Futako-tamagawa Park (tentative name) devised by Setagaya Ward.

## [Overview of the plan for the Area II-a]

Site area: 28,083m<sup>2</sup>

Floor area: Approx. 156,400m<sup>2</sup>

Building height: Approx. 137m (30 floors above the ground and 2 basement floors)

Term: January 2012 to June 2015 (plan)

Use (plan): Fitness club Tokyu Sports System  
Hotel Tokyu Hotels  
Cinema complex Tokyu Recreation

Office leasing status: Block rental of all 26 floors has been informally decided.

## [Reference] Number of people working in the Futako-Tamagawa East Region (Futako-Tamagawa Rise)

Phase I Office (19,600m<sup>2</sup>)  
Approx. 2,500 people

Phase II Office (63,000m<sup>2</sup>)  
Approx. 8,000 people



# Update Status of the Home Convenience Service Business

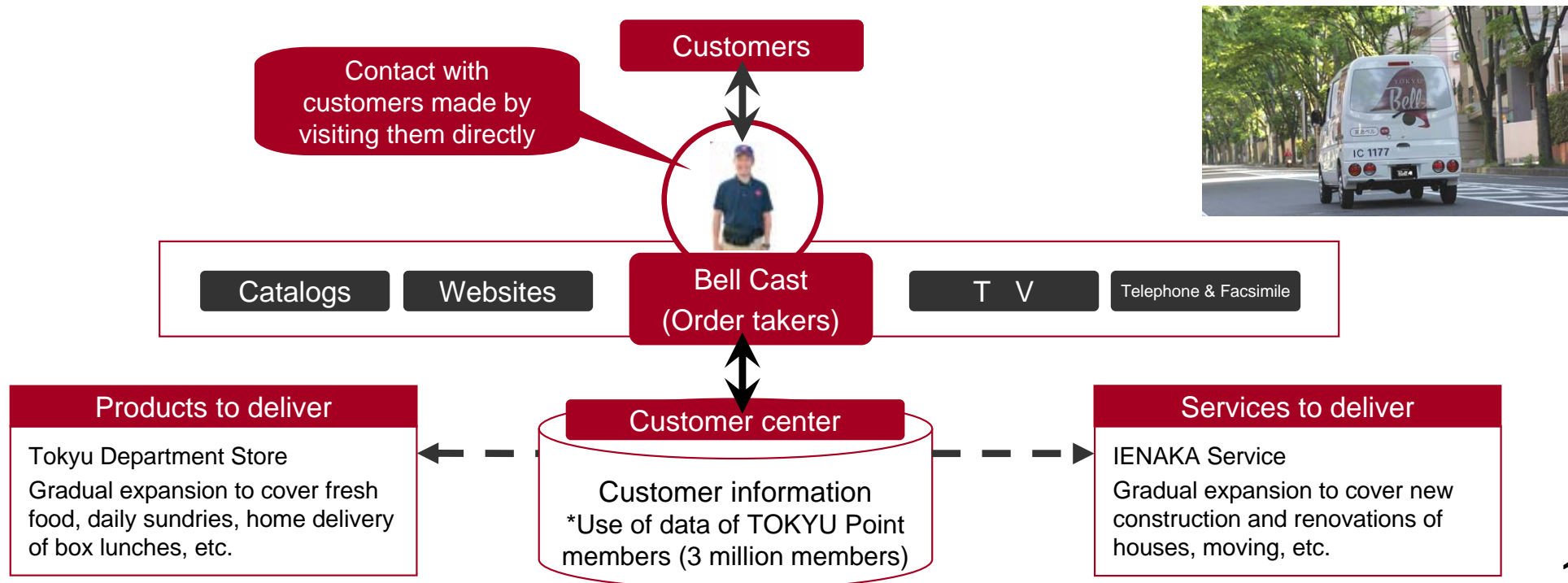


## Commencement of provision of the Tokyu Bell original services

- Oct. 25: “Tokyu Department Store Food Direct” and “Tokyu Department Store Liquor Direct” started Home deliveries of food and drinks from established and renowned shops of Tokyu Food Show and Toyoko Noren-gai, and others.
- Nov. 1: Inauguration of IENAKA Service  
The dedicated staff of Tokyu Bell called “Bell Cast” help customers solve problems that occur in their homes.
- Dec. 1 (plan): Inauguration of Senior Regular Visit Service  
To be provided to users of “Senior Security,” security services for senior citizens provided by Tokyu Security



■ We will expand the range of products and services. In FY2013, we will provide the services in 17 cities and wards in the area served by Tokyu’s Railway Lines.



# Urban development in Vietnam, Binh Duong Province (1)

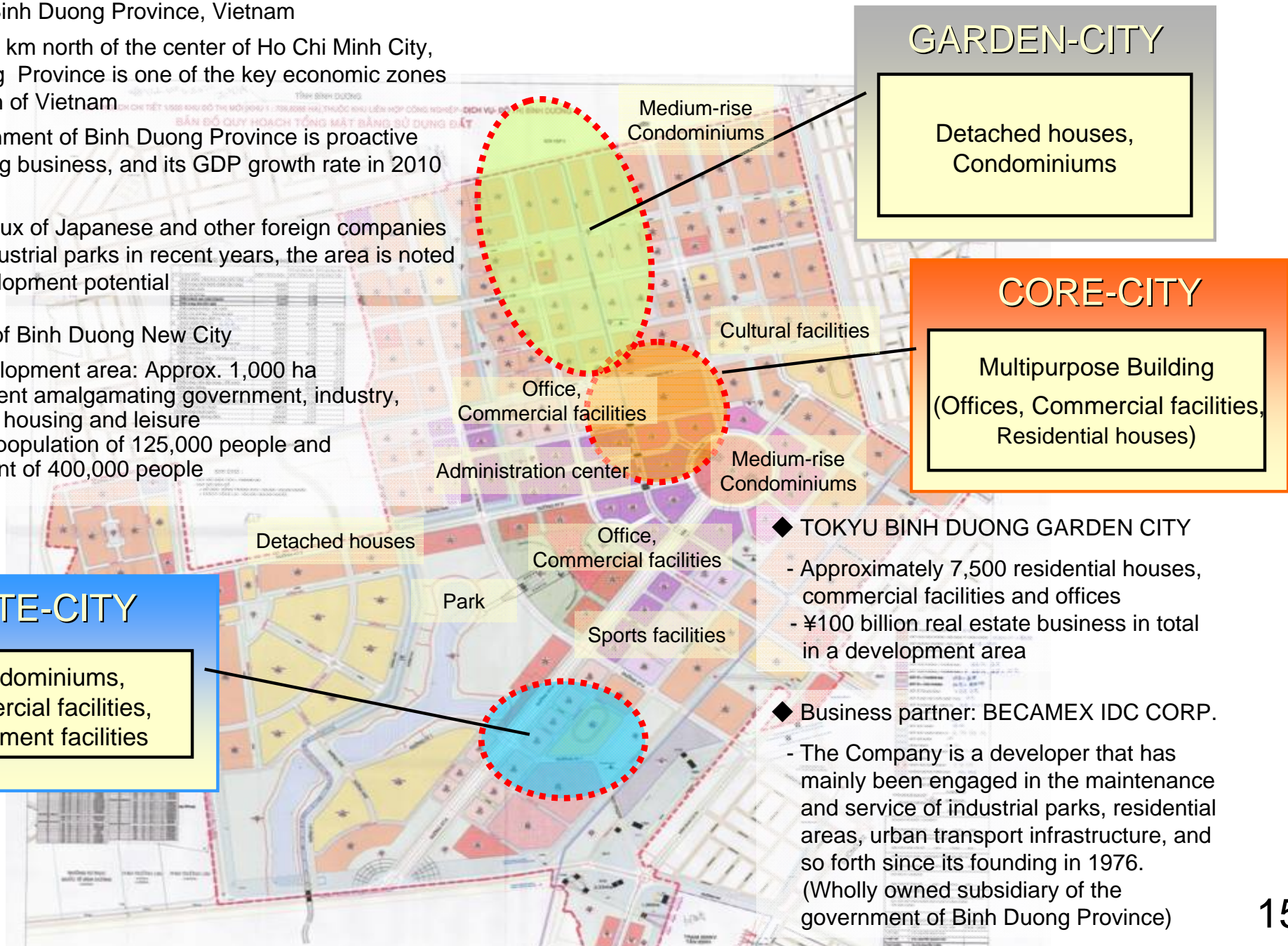


## ◆ Profile of Binh Duong Province, Vietnam

- Located 17 km north of the center of Ho Chi Minh City, Binh Duong Province is one of the key economic zones in the south of Vietnam
- The government of Binh Duong Province is proactive in promoting business, and its GDP growth rate in 2010 was 14.5%
- With an influx of Japanese and other foreign companies into the industrial parks in recent years, the area is noted for its development potential

## ◆ Overview of Binh Duong New City

- Total development area: Approx. 1,000 ha
- Development amalgamating government, industry, academia, housing and leisure
- Aiming at population of 125,000 people and employment of 400,000 people



**GARDEN-CITY**

Detached houses, Condominiums

**CORE-CITY**

Multipurpose Building (Offices, Commercial facilities, Residential houses)

**GATE-CITY**

Condominiums, Commercial facilities, Amusement facilities

## ◆ TOKYU BINH DUONG GARDEN CITY

- Approximately 7,500 residential houses, commercial facilities and offices
- ¥100 billion real estate business in total in a development area

## ◆ Business partner: BECAMEX IDC CORP.

- The Company is a developer that has mainly been engaged in the maintenance and service of industrial parks, residential areas, urban transport infrastructure, and so forth since its founding in 1976. (Wholly owned subsidiary of the government of Binh Duong Province)



# Urban development in Vietnam, Binh Duong Province (2)



Perspective drawing of the GATE-CITY condominium



The administration center under construction (Relocation planned to take place in FY2013)



Development of infrastructure including roads and parks

## ■ Progress and future plans

2012: Became the executing entity

March: Established Becamex Tokyu Co., Ltd.  
(Tokyu Corporation 65%, Becamex 35%)

June: Signed a memorandum of understanding concerning a survey on the development of a public transport system focused on the operation of bus services

FY2013: Relocation of the People's Committee  
(to become the capital of Binh Duong Province)

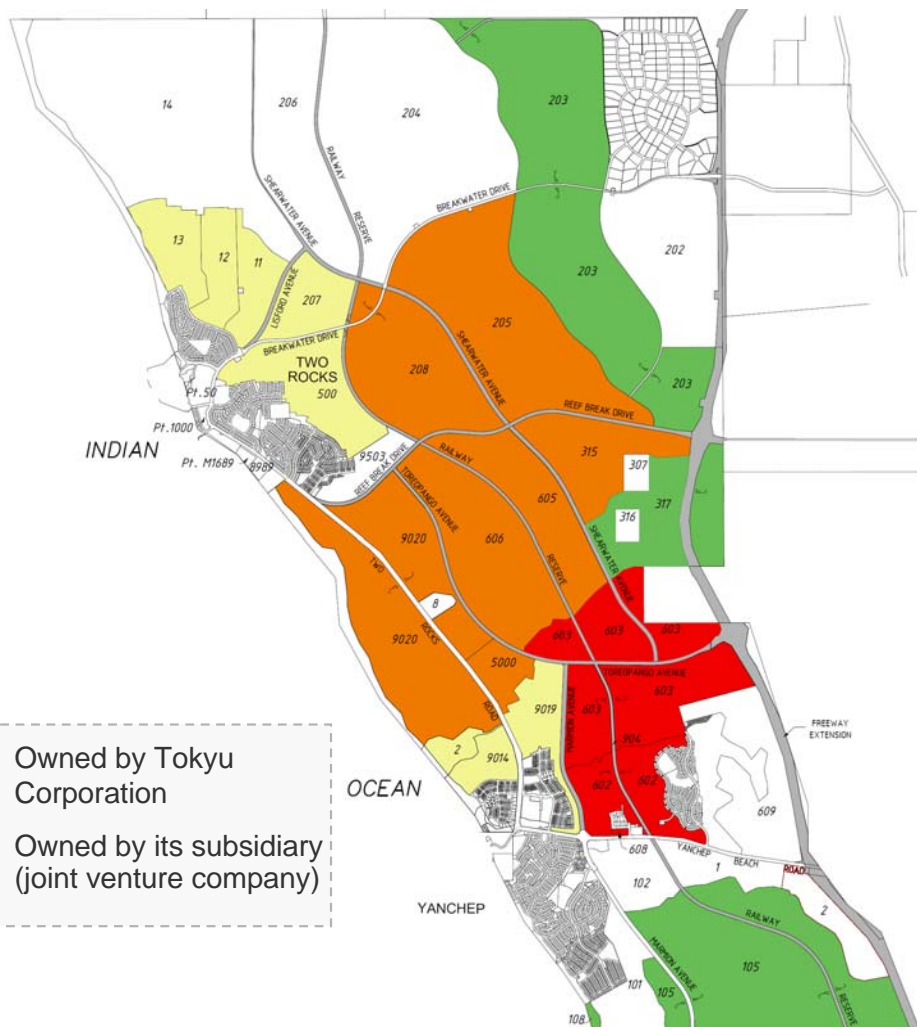
2020: Shift to a government-ruled municipality  
(plan)

# Yanchep District Land Development in Western Australia (1)



## <Western Australia, Yanchep Area>

Commence an employment promotion project (enticement of companies and education facilities, etc. and leasing and sale of plots), in addition to the ongoing development and sales business of residential land, in Yanchep located in the suburbs of Perth, the fourth largest city in Australia where population is growing.



### ■ Location

Approx. 50km from the center of Perth  
Opening of a railway station planned in 2020

### ■ Area being developed

Approx. 7,000 hectares (including sold plots)  
Of which, approx. 2,100 hectares are owned by Tokyu Corporation and its subsidiary

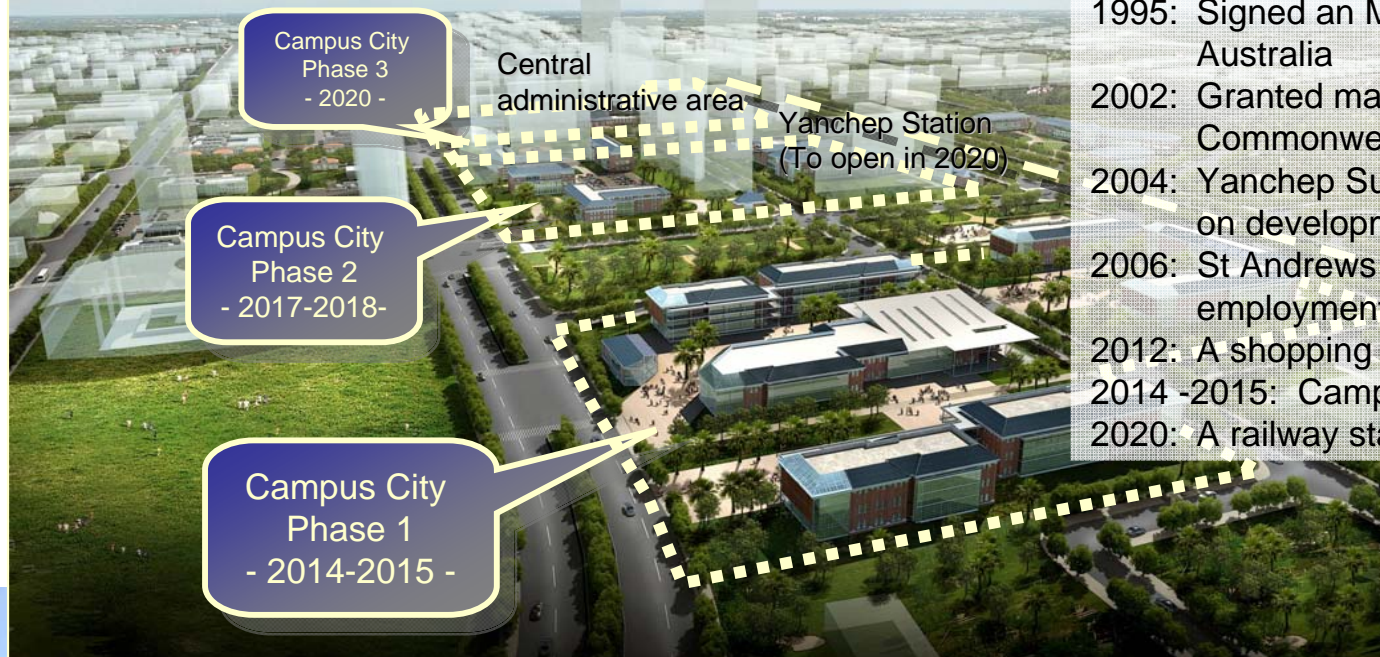
### ■ Future population planned

Settlement: 150,000 people, Employed: 55,000 people

# Yanchep District Land Development in Western Australia (2)



## ◆ International Campus City Initiative “Satellite campus of universities from around the world will gather here”



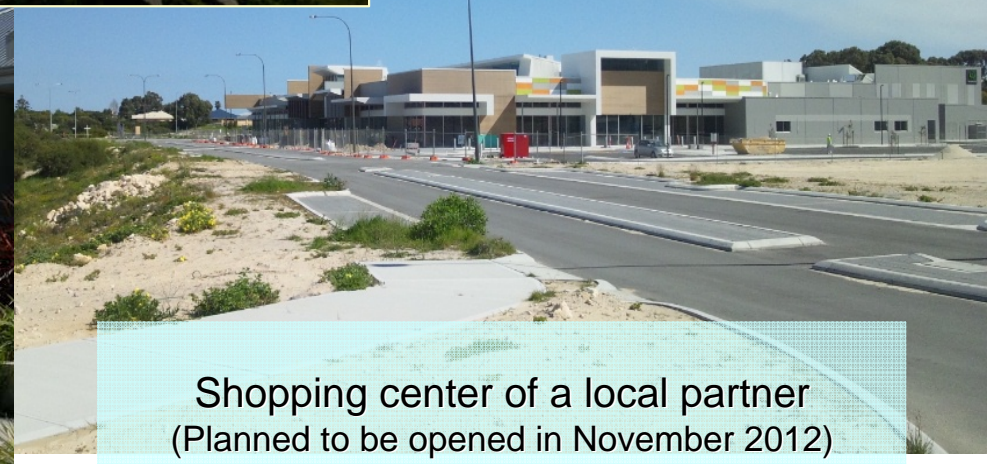
## ■ Progress and future plans

- 1974: Participated in the project
- 1995: Signed an MOU with the government of Western Australia
- 2002: Granted major project facilitation status by the Commonwealth Government
- 2004: Yanchep Sun City Pty. Ltd. entered a joint venture on development of residential lots
- 2006: St Andrews Private Estate Pty. Ltd. started a joint employment promotion project.
- 2012: A shopping center to be opened by a local partner.
- 2014 -2015: Campus City Phase I to be completed
- 2020: A railway station to be opened



### Joint venture to develop residential lots

Yanchep Sun City Pty. Ltd., a wholly owned subsidiary of Tokyu Corporation, implements the project in a joint venture with a local company.



Shopping center of a local partner  
(Planned to be opened in November 2012)

# Future Development Plans of Large Scale Project



	FY2012	FY2013	FY2014	FY2015 and after
Transportation	- Mutual direct transportation between Toyoko Line and Fukutoshin Line to begin operating	- Barrier-free to be completed - Installing platform Doors on Nakameguro station to be completed	- Aseismic reinforcing work on elevated bridges to be completed	FY2019 - Sotetsu-Tokyu direct train service to begin operating
Real Estate	- Shibuya Hikarie opened - Tokyu Welina Hatanodai opened - Dresser Tama-Plaza Terrace to be completed	Musashi-kosugi Tokyu Square		Futako-Tamagawa Redevelopment (Phase II) Shibuya Miyashitacho Project Entirely open in FY2027
Life Service	- Tokyu Department Store ShinQs opened - Tokyu Bell to be operated in earnest	- East Building of Tokyu Department Store's Toyoko Store to be closed		
Overseas business				Entirely open in FY2021

(FY2014)  
TOKYU BINH DUONG  
GARDEN CITY (Vietnam)  
condominiums to be  
completed



(September, 2015)  
Shibuya Miyashitacho  
Apartment Vacant Lot  
Project to be completed



(FY2013)  
Musashi-kosugi Tokyu  
Square to be opened



(June, 2015)  
Futako-Tamagawa  
Redevelopment (Phase II)  
Office and Hotel to be  
opened



Shibuya Station Area  
Development Project  
to be opened  
(FY2020) East Building  
(FY2027) Others



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## III. Conditions in Each Business

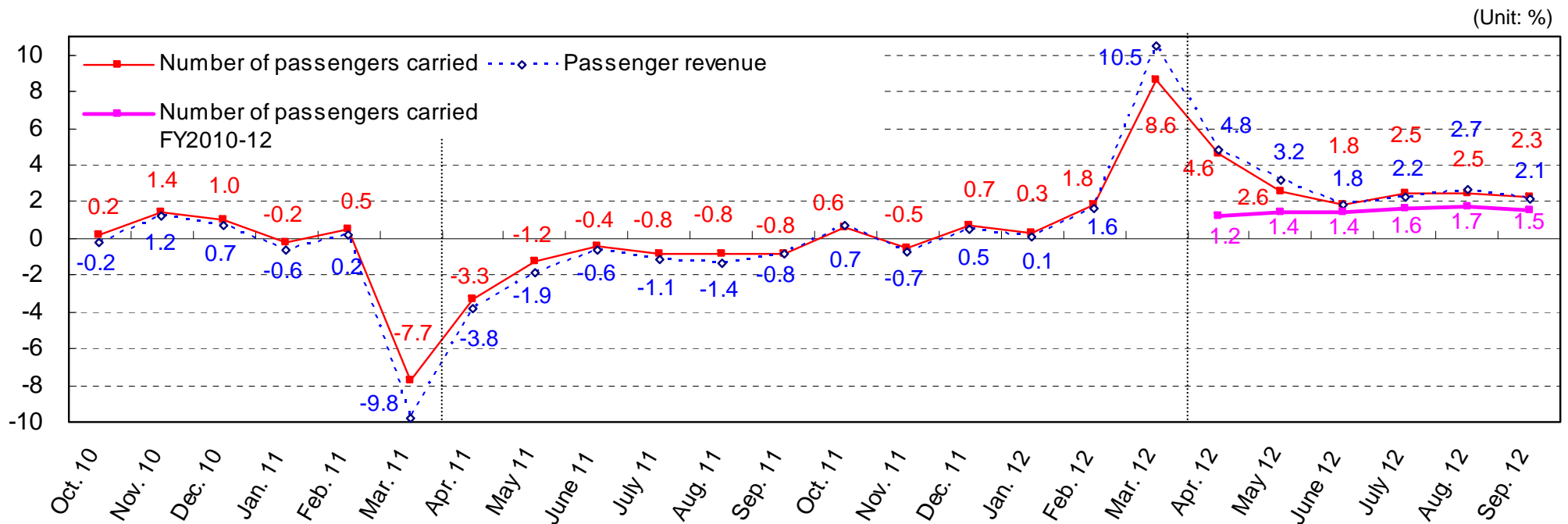


The Company's Railway operation business: Results and forecasts for passengers carried and passenger revenue

(Thousand people, Million yen)

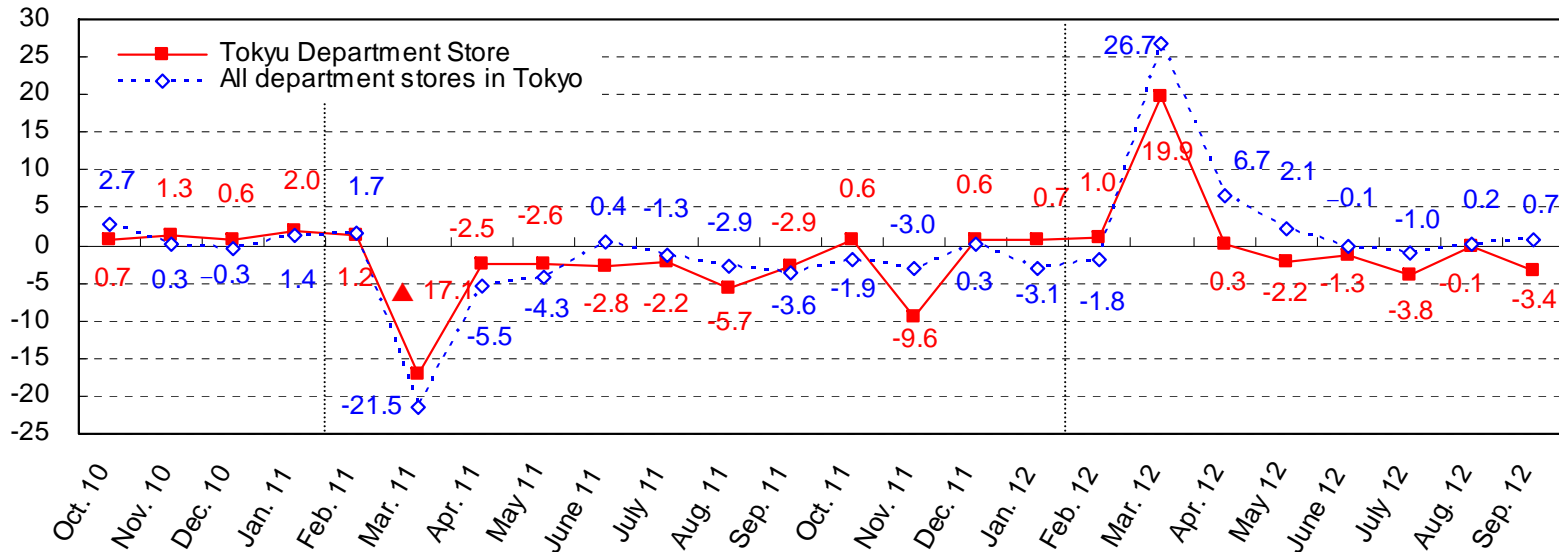
		FY2010		FY2011		FY2012		FY2011-12 Change		FY2010-12 Change	
		1st Half	Full year	1st Half	Full year	1st Half	Full year (Forecast)	1st Half	Full year (Forecast)	1st Half	Full year (Forecast)
Number of passengers carried	Total	542,032	1,062,590	535,365	1,065,364	549,953	1,084,476	+ 2.7%	+ 1.8%	+ 1.5%	+ 2.1%
	Non-commuter	220,097	433,891	215,032	435,972	222,304	444,137	+ 3.4%	+ 1.9%	+ 1.0%	+ 2.4%
	Commuter	321,935	628,699	320,333	629,392	327,649	640,339	+ 2.3%	+ 1.7%	+ 1.8%	+ 1.9%
Passenger revenue	Total	64,941	127,875	63,902	128,118	65,697	130,409	+ 2.8%	+ 1.8%	+ 1.2%	+ 2.0%
	Non-commuter	35,874	70,736	34,993	70,990	36,211	72,355	+ 3.5%	+ 1.9%	+ 0.9%	+ 2.3%
	Commuter	29,067	57,139	28,909	57,128	29,486	58,054	+ 2.0%	+ 1.6%	+ 1.4%	+ 1.6%

Railway operation business: Passengers carried and passenger revenue (year-on-year comparison)





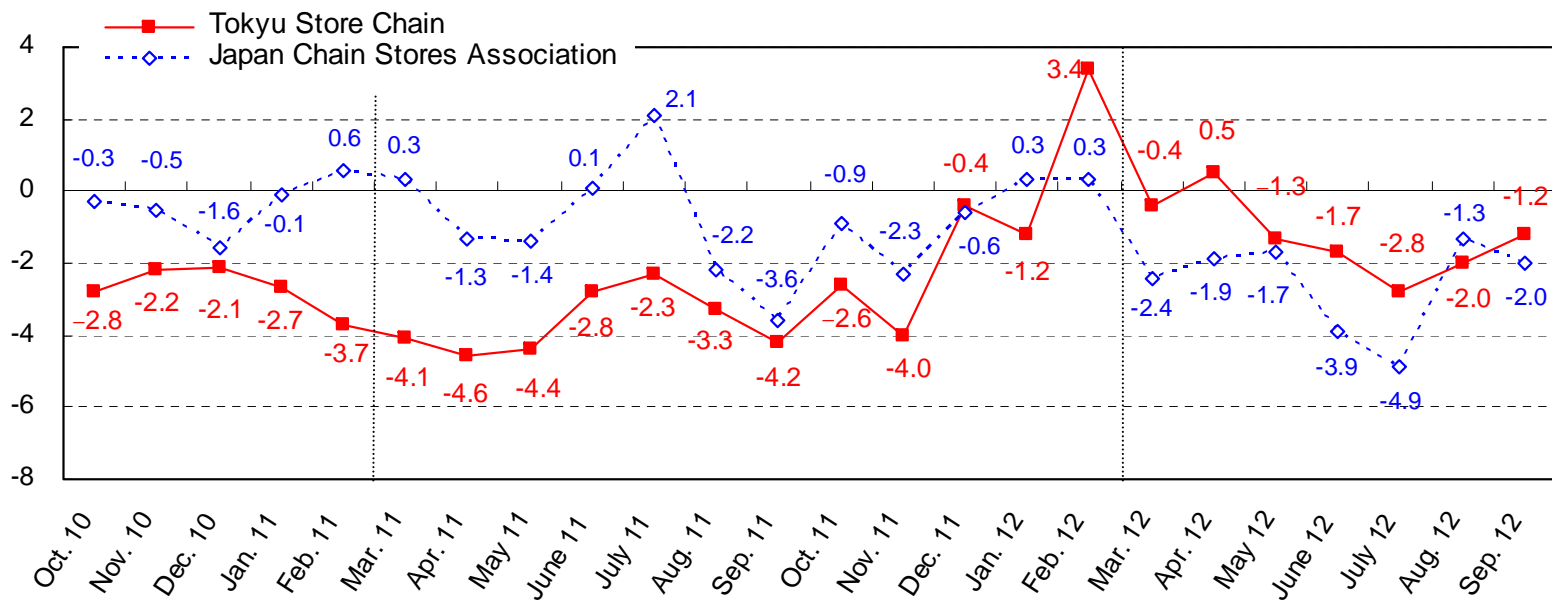
Tokyu Department Store sales (compared with same month of previous year) [ Leasing revision, Store Total ]



Sales by category at Tokyu Department Stores

	FY2012 1st Half	
	Rate of YoY change	Share
Menswear/furnishings	2.6	4.1%
Womenswear/furnishings	6.5	20.8%
Other clothing items	0.2	5.2%
Personal items	16.3	8.5%
Miscellaneous goods	7.9	12.7%
Household articles	-5.6	3.8%
Food	6.6	41.3%
Others	4.2	3.5%
Total	6.4	100.0%
Leasing revision	1.9	

Tokyu Store Chain: Sales of existing stores (compared with same month of previous year)



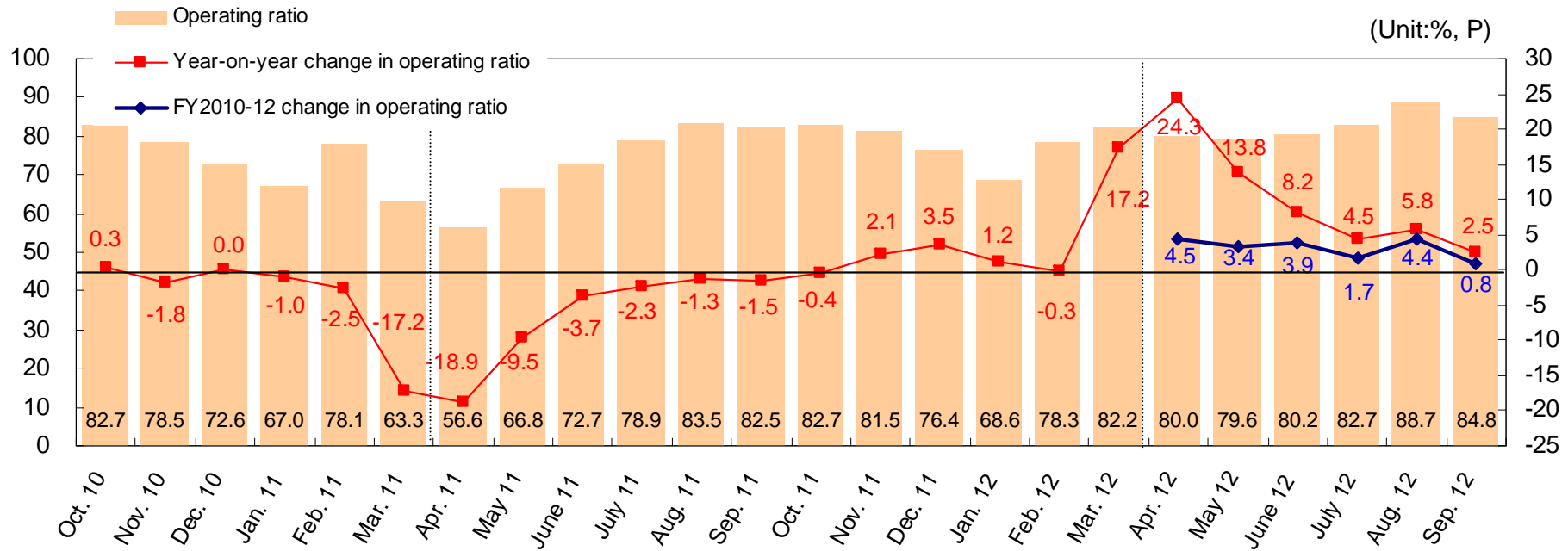
Sales by category at Tokyu Store Chain

	FY2012 1st Half	
	Rate of YoY change	Share
Food	-1.2	82.2%
Clothing	2.0	2.7%
Livingware	-4.7	6.3%
Others	-4.6	8.7%
Total	-1.3	100.0%

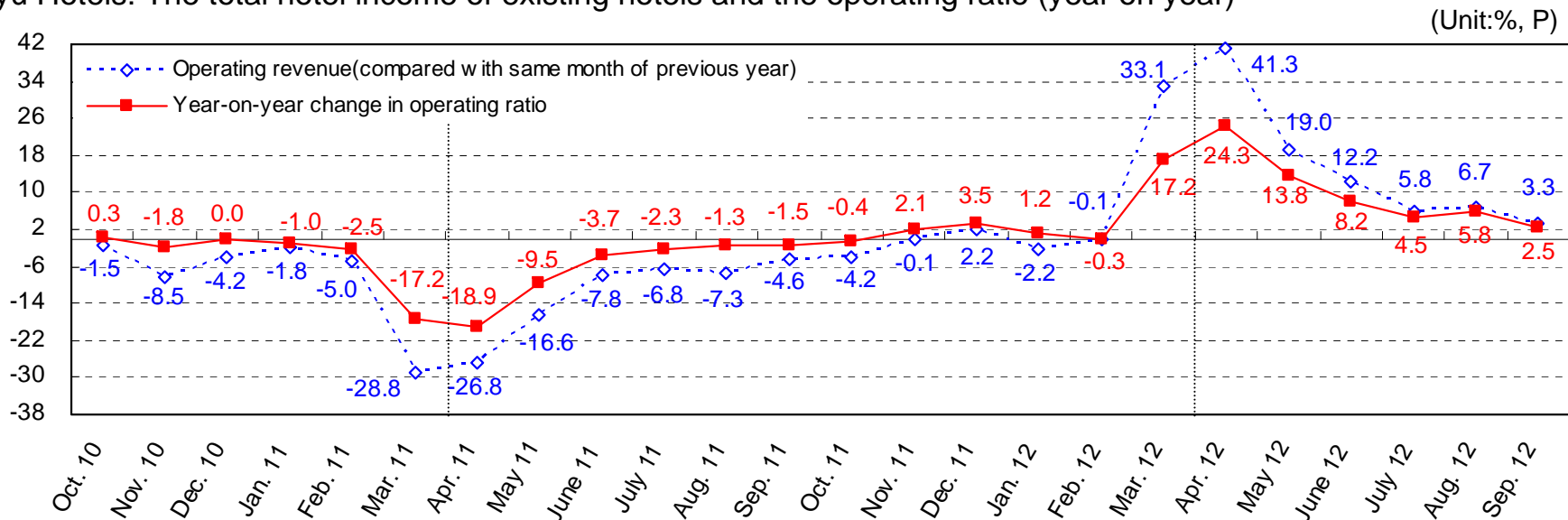
# Hotel Business



Tokyu Hotels: The actual operating ratio of existing hotels and the operating ratio (year on year)



Tokyu Hotels: The total hotel income of existing hotels and the operating ratio (year on year)





# Update Status of Shibuya Hikarie ShinQs



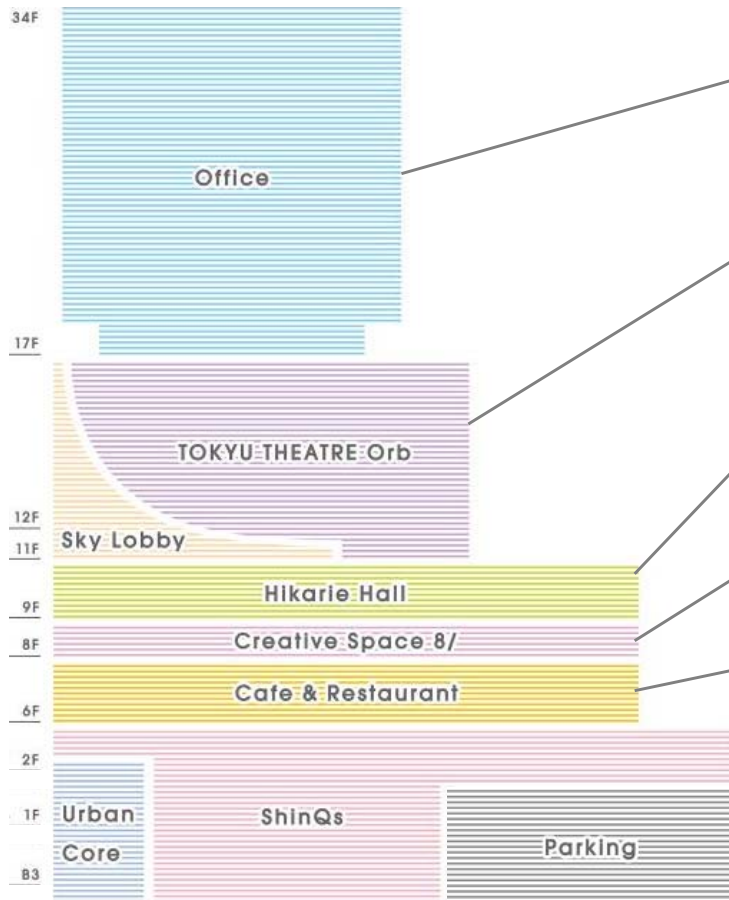
## Topics since the opening:

- Apr. 26: Number of visitors on the day of the opening: 200,000
- Jun. 1: TABLE7 started to stay open until late in the evening on days before holidays.
- Jul. 18: Tokyu Theatre Orb opened.
- Sep. 13: The total number of visitors exceeded 10 million on the 141st day after the opening.

## Number of passengers who use Shibuya Station after the opening of Hikarie (cumulative total for the first half)

- Compared with 2011: + 6.7%\*1
- Compared with 2010: + 2.6%\*2 [Period before the Earthquake]
- Impact on the overall number of passengers carried: + 0.2%\*3

\*Shibuya Station: The total of Shibuya Station of Toyoko Line and Den-en-toshi Line  
\*1 and \*2: Number of passengers who passed through ticket gates (excluding passengers with commuter passes), \*3: Number of passengers who got on/off the train at the station



### Floors 17 – 34: Offices

Main tenants: DeNA, NHN Japan / 17 of 18 floors are operating.

### Floors: 11 – 16: Tokyu Theatre Orb (operated by Tokyu Bunkamura)

“West Side Story” and “Million Dollar Quartet” are performed. Maintains high occupancy rates, contributing to the increase in the number of visitors to the building itself.

### Floor 9: Hikarie Hall

Many high-profile events such as rollouts of products and fashion shows are held here. Bookings for the second half of the fiscal year have been steady.

### Floor 8: Creative Space 8/

High-profile events including exhibitions of renowned artists are given constantly here. This floor attracts particular visitors, mainly people in their 30s.

### Floors 6 – 7: Café & Restaurant

Both the number of customers and sales have been steady thanks mainly to their popularity as lunch places. After Tokyu Theatre Orb opened, the number of customers and sales grow larger than usual on performance days. TABLE7 opens until 28:00 on Friday, Saturday and the day before holiday.

### Floors B3 – 5: ShinQs (operated by Tokyu Department Store)

The cumulative total of the sales for the first half of the fiscal year also exceeded the plan. These floors attract new sets of customers for Shibuya, mainly women in their late 20s to 40s. Merchandising which focuses on sundries has interested many people, contributing to the increase in the number of visitors.

## IV. Details of Financial Results for the First Half of FY2012

# Summary of Consolidated Financial Statements (First Half)



(Billion yen)

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	529.6	519.3	- 10.2 (- 1.9%)	Bussines Support: -20.0; Real Estate: -1.5; Hotel and Resort: +4.5; Life Service: +2.8; Transportation: +2.4	515.1	+ 4.2 (+ 0.8%)
Operating profit	37.2	33.1	- 4.1 (- 11.1%)	Real Estate: -6.1; Life Service: -1.0; Bussines Support: -0.3; Hotel and Resort: +2.7; Transportation: +0.3	30.9	+ 2.2 (+ 7.2%)
Non-operating revenue	9.9	8.2	- 1.6 (- 16.4%)	Investment gains from equity method: 2.7 (-1.6) Amortization of negative goodwill: 1.7 (-0.0)	7.1	+ 1.1 (+ 16.7%)
Non-operating expenses	9.2	8.6	- 0.5 (- 6.4%)	Interest paid: 7.1 (-0.5)	9.2	- 0.5 (- 6.2%)
Recurring profit	37.9	32.7	- 5.1 (- 13.6%)		28.8	+ 3.9 (+ 13.8%)
Extraordinary gains	3.9	2.9	- 0.9 (- 24.9%)	Gain on subsidies for construction: 1.1 (-0.4)	2.0	+ 0.9 (+ 49.3%)
Extraordinary losses	7.7	5.6	- 2.1 (- 27.4%)	Provision for allowance for loss on transfer of business: 1.9 (-2.0); Loss on reduction of subsidies received for construction: 0.9 (+0.1)	2.4	+ 3.2 (+ 134.7%)
Income before Income Taxes and Minority Interests	34.1	30.1	- 4.0 (- 11.8%)		28.4	+ 1.7 (+ 6.1%)
Corporate income taxes	11.5	11.1	- 0.4 (- 3.8%)	Income taxes: 4.2 (+1.0); Tax adjustment: 6.8 (-1.4)	11.2	- 0.0 (- 0.4%)
Income before minority interests	22.5	18.9	- 3.5 (- 15.9%)		17.2	+ 1.7 (+ 10.4%)
Minority interest in earnings of consolidated subsidiaries	0.6	0.4	- 0.1 (- 22.0%)		0.2	+ 0.2 (+ 146.4%)
Net income	21.9	18.4	- 3.4 (- 15.8%)		17.0	+ 1.4 (+ 8.8%)
Other comprehensive income	- 0.8	- 2.4	- 1.6 (-)		-	-
Total comprehensive income	21.7	16.5	- 5.2 (- 24.2%)		-	-
Depreciation	35.4	36.6	+ 1.1 (+ 3.3%)	Real Estate: +1.4; Transportation: +0.4; Life Service: +0.4; Bussines Support: -0.8; Hotel and Resort: -0.2	35.5	+ 1.1 (+ 3.3%)
Disposal cost of fixed assets	1.6	1.3	- 0.3 (- 21.8%)	Real Estate: -0.2; Transportation: -0.1	0.9	+ 0.3 (+ 35.0%)
Amortization of goodwill	0.1	0.3	+ 0.1 (+ 121.1%)	Life Service: +0.2	0.3	+ 0.0 (+ 10.8%)
Tokyu EBITDA	74.6	71.4	- 3.1 (- 4.2%)	Real Estate: -5.0; Bussines Support: -1.2; Life Service: -0.4; Hotel and Resort: +2.4; Transportation: +0.7	67.7	+ 3.7 (+ 5.6%)

Tokyu EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets

# Consolidated Operating Revenue and Profit by Segment (First Half)



**[Year-on-year comparison]** The decline in profit narrowed due in part to a recovery in the hotel and resort business, etc. from the impact of the earthquake, despite a decrease in Company-owned land sales, a reactionary fall to land sales in Western Australia, the burden associated with the opening of Shibuya Hikarie, and other factors.

**[Comparison with May forecast]** Profit was pushed down by the accelerated expenses of the railway operations of the Company. However, profit increased thanks to the strong results of the real estate leasing of the Company, mainly Shibuya Hikarie.

(Billion yen)

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Total operating revenue	529.6	519.3	- 10.2 (- 1.9%)		515.1	+ 4.2 (+ 0.8%)
Total operating profit	37.2	33.1	- 4.1 (- 11.1%)		30.9	+ 2.2 (+ 7.2%)
Transportation	Operating revenue	91.0	93.5 + 2.4 (+ 2.7%)	Tokyu Corp. railway operations: +1.6; Izukyu: +0.3	92.7	+ 0.8 (+ 0.9%)
	Operating profit	18.9	19.3 + 0.3 (+ 2.0%)	Tokyu Corp. railway operations: -0.0; Izukyu: +0.3	20.2	- 0.8 (- 4.3%)
Real Estate	Operating revenue	72.2	70.7 - 1.5 (- 2.1%)	Tokyu Corp. sales: -5.2; Tokyu Corp. leasing: +4.6; Western Australian land sales: -2.5	70.0	+ 0.7 (+ 1.1%)
	Operating profit	14.8	8.7 - 6.1 (- 41.5%)	Tokyu Corp. sales: -4.6; Tokyu Corp. leasing: +0.0; Western Australian land sales: -2.1	7.5	+ 1.2 (+ 16.1%)
Life Service	Operating revenue	256.1	258.9 + 2.8 (+ 1.1%)	Tokyu Department Store: +6.0; Tokyu Store Chain: -4.1; its communications: +0.2	263.6	- 4.6 (- 1.8%)
	Operating profit	4.4	3.3 - 1.0 (- 24.4%)	Tokyu Department Store: -0.0; Tokyu Store Chain: -1.6; its communications: +0.7	2.3	+ 1.0 (+ 46.1%)
Hotel and Resort	Operating revenue	39.9	44.4 + 4.5 (+ 11.3%)	Tokyu Hotels, etc.: +3.7	45.6	- 1.1 (- 2.6%)
	Operating profit	- 2.1	0.5 + 2.7 (-)	Tokyu Hotels, etc.: +2.2	0.1	+ 0.4 (+ 441.9%)
Business Support	Operating revenue	106.7	86.7 - 20.0 (- 18.7%)	Tokyu Car Corp.: -25.3; Tokyu Geox: +4.5; Tokyu Agency: +3.0	79.1	+ 7.6 (+ 9.7%)
	Operating profit	1.2	0.8 - 0.3 (- 28.5%)	Tokyu Car Corp.: -0.3; Tokyu Agency: -0.1	0.8	+ 0.0 (+ 8.5%)
Elimination etc.	Operating revenue	- 36.5	- 35.0 + 1.4		- 35.9	+ 0.8
	Operating profit	- 0.0	0.3 0.3		0.0	+ 0.3

# Non-Operating and Extraordinary Gain/Loss (First Half)



**[Non-operating profit/expenses]** Declined from the previous year, mainly because of a decrease in the investment gain from equity method, despite a decrease in the Company's interest payments and other factors.

**[Extraordinary gain/loss]** Improved over the previous year, primarily in reaction to the loss from the transfer of Tokyu Car Corporation, which was posted in the previous year.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating profit	37.2	33.1	- 4.1 (- 11.1%)		30.9	+ 2.2 (+ 7.2%)
Non-operating revenue	9.9	8.2	- 1.6 (- 16.4%)		7.1	+ 1.1 (+ 16.7%)
Interest and dividend income	1.0	0.8	- 0.1		1.1	- 0.2
Investment gain from equity method	4.4	2.7	- 1.6	Tokyu Land Corporation: 2.4 (-1.7)	2.1	+ 0.6
Amortization of negative goodwill	1.7	1.7	+ 0.0		1.7	+ 0.0
Others	2.7	2.9	+ 0.2		2.2	+ 0.7
Non-operating expenses	9.2	8.6	- 0.5 (- 6.4%)		9.2	- 0.5 (- 6.2%)
Interest	7.6	7.1	- 0.5		7.6	- 0.5
Others	1.5	1.5	+ 0.0		1.5	+ 0.0
Recurring profit	37.9	32.7	- 5.1 (- 13.6%)		28.8	+ 3.9 (+ 13.8%)
Extraordinary Gains	3.9	2.9	- 0.9 (- 24.9%)		2.0	+ 0.9 (+ 49.3%)
Subsidies received for construction	1.5	1.1	- 0.4		0.0	+ 1.1
Gain on reversal of Urban Railways Improvement Reserve	0.9	0.9	+ 0.0		0.9	+ 0.0
Others	1.4	0.8	- 0.5		1.1	- 0.2
Extraordinary Losses	7.7	5.6	- 2.1 (- 27.4%)		2.4	+ 3.2 (+ 134.7%)
Loss on disposal of fixed assets	0.2	0.3	+ 0.0		0.5	- 0.1
Impairment loss	0.2	0.1	- 0.0		0.0	+ 0.1
Loss on reduction of subsidies received for construction	0.8	0.9	+ 0.1		0.1	+ 0.8
Transfer to Urban Railways improvement reserve	1.2	1.2	+ 0.0		1.3	+ 0.0
Others	5.1	2.8	- 2.3	[FY2012] Provision for allowance for loss on transfer of business: 1.9 (Tokyu Hakuba Corporation) [FY2011] Provision for allowance for loss on transfer of business: (-3.9) (Tokyu Car Corporation)	0.5	+ 2.3
Income before Income Taxes and Minority Interests	34.1	30.1	- 4.0 (- 11.8%)		28.4	+ 1.7 (+ 6.1%)

# Consolidated Tokyu EBITDA by Segment (First Half)



**[Year-on-year comparison]** Decreased 3.1 billion yen due in part to a decrease in Company-owned land sales, a reactionary fall to land sales in Western Australia, and other factors.

**[Comparison with May forecast]** Increased 3.7 billion yen partly reflecting the increase in profit from the Company's real estate leasing business and in increase of profit of its communications Inc.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
						(Billion yen)
Transportation	37.4	38.1	+ 0.7 (+ 1.9%)		38.1	- 0.0 (- 0.1%)
Railway operations of the Company	34.5	35.0	+ 0.4		35.5	- 0.4
Tokyu Bus	1.9	1.8	- 0.1		1.6	+ 0.2
Others	0.8	1.1	+ 0.3		1.0	+ 0.1
Real Estate	23.9	18.9	- 5.0 (- 20.9%)		17.7	+ 1.2 (+ 6.8%)
Real estate sales of the Company	5.8	1.2	- 4.6	A decrease in Company-owned land sales	1.5	- 0.3
Real estate leasing of the Company	12.4	13.8	+ 1.4		12.3	+ 1.5
Others	5.7	3.9	- 1.8	A reactionary fall from land sales in Western Australia	3.8	+ 0.0
Life Service	10.8	10.4	- 0.4 (- 3.8%)		8.6	+ 1.8 (+ 20.9%)
Tokyu Department Store	3.4	3.8	+ 0.3		3.6	+ 0.1
Tokyu Store Chain	3.0	1.4	- 1.5		1.8	- 0.3
its communications	2.4	3.1	+ 0.7		2.0	+ 1.0
Others	1.9	1.9	+ 0.0		1.1	+ 0.8
Hotel and Resort	0.0	2.4	+ 2.4 (—)		1.8	+ 0.5 (+ 28.9%)
Tokyu Hotels, etc.	0.0	2.1	+ 2.1	A recovery from the impact of the earthquake	1.5	+ 0.6
Others	- 0.0	0.2	+ 0.3		0.3	- 0.1
Bussines Support	2.4	1.2	- 1.2 (- 48.8%)		1.2	+ 0.0 (+ 0.8%)
Tokyu Agency	0.4	0.2	- 0.1		0.0	+ 0.2
Others	2.0	1.0	- 1.0		1.2	- 0.2
Elimination, etc.	- 0.1	0.2	+ 0.3		0.0	+ 0.2
Total	74.6	71.4	- 3.1 (- 4.2%)		67.7	+ 3.7 (+ 5.6%)

Tokyu EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets



**[Year-on-year comparison]** Revenue increased given the effect of opening Shibuya Hikarie, in addition to the reactionary rise to the impact of the earthquake. Profit increased slightly despite an increase of power costs.

**[Comparison with May forecast]** Revenue increased in the railway operations of the Company, but profit decreased 0.8 billion yen due to an increase of costs, partly reflecting the shift in timing for taxes and expenses.

	(Billion yen)					
	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	91.0	93.5	+ 2.4 (+ 2.7%)	Passengers carried: +2.7% (Non-commuter: +3.4%; Commuter: +2.3%) □ Revenue from fares: +2.8% (Non-commuter: +3.5%; Commuter: +2.0%)	92.7	+ 0.8 (+ 0.9%)
Railway operations of the Company	72.2	73.9	+ 1.6 (+ 2.3%)	Revenue from fares: 65.6 (+1.7)	73.3	+ 0.6 (+ 0.9%)
Tokyu Bus	13.3	13.5	+ 0.1 (+ 1.2%)	Passengers carried: +1.2% Revenue from fares: +1.2%	13.5	- 0.0 (- 0.3%)
Others	5.4	6.0	+ 0.6 (+ 11.9%)	Izukyuu: +0.3	5.8	+ 0.2 (+ 3.7%)
Operating profit	18.9	19.3	+ 0.3 (+ 2.0%)		20.2	- 0.8 (- 4.3%)
Railway operations of the Company	17.7	17.7	- 0.0 (- 0.0%)	[Operating expense] Depreciation and amortization: 16.1 (+0.5); Power costs: 3.2 (+0.8)	19.0	- 1.3 (- 7.0%)
Tokyu Bus	1.0	1.1	+ 0.0 (+ 0.9%)		0.8	+ 0.2 (+ 31.2%)
Others	0.1	0.4	+ 0.3 (+ 320.5%)	Izukyuu: +0.3	0.2	+ 0.2 (+ 73.6%)
Amortization of goodwill	0.0	0.0	+ 0.0		- 0.0	+ 0.0
Depreciation	17.1	17.6	+ 0.4 (+ 2.6%)		17.3	+ 0.3 (+ 1.7%)
Disposal cost of fixed assets	1.2	1.1	- 0.1 (- 8.9%)		0.6	+ 0.5 (+ 84.5%)
Tokyu EBITDA	37.4	38.1	+ 0.7 (+ 1.9%)		38.1	- 0.0 (- 0.1%)
Capital expenditures	16.3	13.1	- 3.2 (- 19.6%)		20.3	- 7.1 (- 35.3%)

**[Year-on-year comparison]** Both revenue and profit decreased, despite an increase in revenue attributable to the effect of opening Shibuya Hikarie and other factors, mainly reflecting a decrease in Company-owned land sales in the Company's real estate sales and a reactionary fall to land sales in Western Australia.

**[Comparison with May forecast]** Revenue increased 0.7 billion yen and profit increased 1.2 billion yen due to strong results from properties in the Company's real estate leasing business.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	72.2	70.7	- 1.5 (- 2.1%)		70.0	+ 0.7 (+ 1.1%)
Real estate sales of the Company	16.4	11.2	- 5.2 (- 32.0%)	[Sales] Company-owned land: 8.1 (-6.9); Funds turnover-type: 2.8 (+2.4)	11.6	- 0.4 (- 3.7%)
Real estate leasing of the Company	24.7	29.3	+ 4.6 (+ 18.9%)	An increase in revenue due to opening Shibuya Hikarie, etc.	27.8	+ 1.5 (+ 5.5%)
Others	31.0	30.1	- 0.9 (- 3.1%)	Western Australian land sales: -2.5	30.4	- 0.3 (- 1.1%)
Operating profit	14.8	8.7	- 6.1 (- 41.5%)		7.5	+ 1.2 (+ 16.1%)
Real estate sales of the Company	5.6	1.0	- 4.6 (- 81.5%)	[Sales margin] Company-owned land: 3.8 (-4.1); Funds turnover-type: -0.3 (-0.4)	1.4	- 0.3 (- 27.0%)
Real estate leasing of the Company	5.1	5.2	+ 0.0 (+ 1.7%)	An increase in burden of opening Shibuya Hikarie, etc.	3.6	+ 1.5 (+ 41.6%)
Others	4.1	2.4	- 1.6 (- 40.4%)	Western Australian land sales: -2.1; Jotetsu: +0.1; Tokyu Facility Service: +0.1	2.3	+ 0.0 (+ 2.3%)
Amortization of goodwill	0.0	0.0	+ 0.0		0.0	+ 0.0
Depreciation	8.7	10.1	+ 1.4 (+ 16.2%)		9.9	+ 0.2 (+ 2.1%)
Disposal cost of fixed assets	0.4	0.1	- 0.2 (- 64.3%)		0.3	- 0.1 (- 57.7%)
Tokyu EBITDA	23.9	18.9	- 5.0 (- 20.9%)		17.7	+ 1.2 (+ 6.8%)
Capital expenditures	35.1	35.3	+ 0.1 (+ 0.5%)		31.0	+ 4.3 (+ 14.0%)





**[Year-on-year comparison]** Overall revenue increased, despite a decrease in revenue in the Tokyu Store Chain, partly reflecting the depressed consumer spending and closing of stores, thanks in part to a recovery from the impact of the earthquake and the opening of ShinQs. Operating profit declined due mainly to a decrease in revenue in the Tokyu Store Chain.

**[Comparison with May forecast]** Although both revenue and profit declined for the Tokyu Store Chain, overall profit increased 1.0 billion yen due in part to the shift in the timing for posting expenses at its communications Inc.

	FY2011	FY2012	Change	Remarks	FY2012	Change
	1st Half	1st Half	(Rate of change)		Forecast as of May	(Rate of change)
Operating revenue	256.1	258.9	+ 2.8 (+ 1.1%)		263.6	- 4.6 (- 1.8%)
Tokyu Department Store	112.8	118.9	+ 6.0 (+ 5.3%)	Rate of change in revenue: +1.9%	122.0	- 3.1 (- 2.6%)
Tokyu Store Chain	106.6	102.5	- 4.1 (- 3.9%)	Rate of change in revenue: All stores: -3.9%; Existing stores: -1.3%	104.0	- 1.4 (- 1.4%)
its communications	9.8	10.0	+ 0.2 (+ 2.4%)		10.0	- 0.0 (- 0.5%)
Others	26.7	27.4	+ 0.6 (+ 2.5%)		27.4	+ 0.0 (+ 0.1%)
Operating profit	4.4	3.3	- 1.0 (- 24.4%)		2.3	+ 1.0 (+ 46.1%)
Tokyu Department Store	0.6	0.6	- 0.0 (- 4.2%)		0.6	+ 0.0 (+ 3.5%)
Tokyu Store Chain	1.9	0.2	- 1.6 (- 88.5%)		0.7	- 0.5 (- 70.0%)
its communications	0.6	1.3	+ 0.7 (+ 108.9%)		0.7	+ 0.6 (+ 85.5%)
Others	1.3	1.4	+ 0.1 (+ 9.3%)		0.5	+ 0.9 (+ 187.0%)
Amortization of goodwill	- 0.1	- 0.3	- 0.2		- 0.2	- 0.0
Depreciation	6.3	6.7	+ 0.4 (+ 7.4%)		6.0	+ 0.7 (+ 11.8%)
Disposal cost of fixed assets	0.0	0.0	+ 0.0 (+ 46.7%)		0.0	- 0.0 (- 82.9%)
Tokyu EBITDA	10.8	10.4	- 0.4 (- 3.8%)		8.6	+ 1.8 (+ 20.9%)
Capital expenditures	7.8	9.2	+ 1.3 (+ 17.3%)		13.6	- 4.4 (- 32.4%)



**[Year-on-year comparison]** Both revenue and profit increased, not only because of the rise in reaction to the impact of the earthquake but also because of an improvement in the occupancy ratio over the year before last.

**[Comparison with May forecast]** Although revenue declined with the decrease in wedding banquets, profit increased 0.4 billion yen due in part to a decrease in costs related to fixed assets.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	39.9	44.4	+ 4.5 (+ 11.3%)		45.6	- 1.1 (- 2.6%)
Tokyu Hotels, etc. (*)	31.7	35.4	+ 3.7 (+ 11.8%)	Occupancy ratio: 82.7% (year on year: +9.8 points; Comparison with the fiscal year before last: +3.0 points)	36.6	- 1.1 (- 3.1%)
Others	8.1	8.9	+ 0.7 (+ 9.5%)		8.9	+ 0.0 (- 0.6%)
Operating profit	- 2.1	0.5	+ 2.7 (-)		0.1	+ 0.4 (+ 441.9%)
Tokyu Hotels, etc. (*)	- 1.3	0.8	+ 2.2 (-)	A recovery from the impact of the earthquake	0.4	+ 0.4 (+ 100.2%)
Others	- 0.7	- 0.2	+ 0.4 (-)	Tokyu Linen Supply: +0.2	- 0.2	+ 0.0 (-)
Amortization of goodwill	0.0	0.0	+ 0.0		0.0	- 0.0
Depreciation	2.1	1.8	- 0.2 (- 11.0%)		1.7	+ 0.0 (+ 5.0%)
Disposal cost of fixed assets	0.0	0.0	+ 0.0 (+ 83.7%)		0.0	+ 0.0 (+ 1,015.0%)
Tokyu EBITDA	- 0.0	2.4	+ 2.4 (-)		1.8	+ 0.5 (+ 28.9%)
Capital expenditures	0.6	2.1	+ 1.4 (+ 211.0%)		3.5	- 1.4 (- 39.8%)

\* "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.



**[Year-on-year comparison]** Revenue decreased 20.0 billion yen and profit declined 0.3 billion yen as a result of the transfer of Tokyu Car Corporation.

**[Comparison with May forecast]** Revenue increased significantly thanks to the increase in orders received at Tokyu Geox. Operating profit was almost in line with the level in the May forecast.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	106.7	86.7	- 20.0 (- 18.7%)		79.1	+ 7.6 (+ 9.7%)
Tokyu Agency	44.3	47.4	+ 3.0 (+ 6.9%)	Sales promotion: +1.1; Mass media: +1.0; Traffic advertisement: +0.9	50.1	- 2.7 (- 5.5%)
Others	62.3	39.3	- 23.0 (- 37.0%)	Tokyu Car Corporation: -25.3; Tokyu Geox: +4.5	28.9	+ 10.4 (+ 36.9%)
Operating profit	1.2	0.8	- 0.3 (- 28.5%)		0.8	+ 0.0 (+ 8.5%)
Tokyu Agency	0.3	0.2	- 0.1 (- 36.2%)		0.0	+ 0.2 (-)
Others	0.8	0.6	- 0.2 (- 24.1%)	Tokyu Car Corporation: -0.3	0.8	- 0.1 (- 25.7%)
Amortization of goodwill	- 0.0	- 0.0	+ 0.0		- 0.0	+ 0.0
Depreciation	1.2	0.3	- 0.8 (- 70.4%)		0.4	- 0.0 (- 14.0%)
Disposal cost of fixed assets	0.0	0.0	+ 0.0 (-)		0.0	+ 0.0 (-)
Tokyu EBITDA	2.4	1.2	- 1.2 (- 48.8%)		1.2	+ 0.0 (+ 0.8%)
Capital expenditures	1.2	1.2	- 0.0 (- 2.0%)		0.6	+ 0.6 (+ 101.0%)

# Balance Sheets (First Half)



**[Total assets]** Total assets decreased despite an increase resulting from the acquisition of land in Vietnam, as a result of the transfer of Tokyu Car Corporation.

**[Net assets]** Net assets increased 5.4%, to 465.9 billion yen, owing to an increase in retained earnings after dividend payments.

**[Financial soundness]** The equity ratio was 22.8% and the D/E ratio was 2.3, improving financial conditions steadily from the end of the previous fiscal year.

(Billion yen)

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks
Total assets	1,984.5	1,947.3	- 37.2 (- 1.9%)	
Current assets	292.8	257.6	- 35.1 (- 12.0%)	Trade notes & accounts receivable: -19.1; Work in progress: -11.8
Fixed assets	1,691.7	1,689.6	- 2.1 (- 0.1%)	Investments & others: -10.0; Tangible fixed assets: -8.9
Total liabilities	1,542.6	1,481.3	- 61.3 (- 4.0%)	
Current liabilities	559.5	505.7	- 53.7 (- 9.6%)	Interest-bearing debt: -21.4; Trade notes & accounts payable: -13.7
Fixed liabilities	959.8	951.9	- 7.9 (- 0.8%)	Interest-bearing debt: -3.7; Reserve for employees' retirement benefits: -2.7; Negative goodwill: -1.3
Reserves under special law	23.2	23.6	+ 0.3 (+ 1.5%)	
Total net assets	441.9	465.9	+ 24.0 (+ 5.4%)	Equity capital: +14.6; Other cumulative comprehensive income: -2.0; Minority interest: +11.5
Equity	431.0	443.6	+ 12.5 (+ 2.9%)	Net income: +18.4; Dividends: -4.3
Interest-bearing debt at end of period	1,036.0	1,010.8	- 25.1 (- 2.4%)	
Equity ratio	21.7%	22.8%	+ 1.1P	
D/E ratio (times)	2.4	2.3	- 0.1	



**[Year-on-year comparison]** In terms of operating activities, the amount of gains decreased significantly because of the outlay for land and buildings for sales in Vietnam.

In terms of investing activities, the amount of expenses declined due in part to the recovery of funds associated with the transfer of Tokyu Car Corporation.

Free cash flow decreased 14.7 billion yen, but interest-bearing debt declined 25.1 billion yen.

**[Comparison with May forecast]** Free cash flow increased 16.0 billion yen, while interest-bearing debt decreased 15.8 billion yen.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
CF from operating activities	78.5	42.2	- 36.3	A increase in expenses on sale of houses and lots in Vietnam	37.8	+ 4.4
CF from investing activities	- 55.9	- 34.3	+ 21.5		- 45.9	+ 11.6
Capital expenditure	- 64.9	- 62.8	+ 2.1		- 69.5	+ 6.6
Acquisition of securities	- 2.2	- 0.1	+ 2.1		- 0.1	+ 0.0
Subsidies received for construction	5.1	3.2	- 1.8		3.7	- 0.4
Gain on sale of assets	7.2	2.9	- 4.2	Sale of SHIROKI Corporation: -3.0; Transfer of Tokyu Car Corporation: +1.5	19.9	+ 3.4
Collection of funds	0.0	20.3	+ 20.3	Collection of funds associated with the transfer of Tokyu Car Corporation: +19.0		
CF from financial activities	- 22.9	- 19.4	+ 3.5		- 3.8	- 15.5
Interest-bearing debt Net increase/decrease	- 17.1	- 25.3	- 8.1		- 9.3	- 15.9
Dividend payment	- 4.3	- 4.3	- 0.0		- 4.3	+ 0.0
Free cash flow	22.6	7.8	- 14.7		- 8.1	+ 16.0
Interest-bearing debt at end of period	—	1,010.8	—	[End of FY2011] 1,036.0 (-25.1)	1,026.7	- 15.8



**[Year-on-year comparison]** Although large-scale development in the Company's real estate leasing business has been completed, capital expenditures remained almost unchanged from the previous year due to the acquisition of land in Vietnam. Expenses associated with the sale of houses and lots rose 25.0 billion yen due to the acquisition of land in Vietnam.

**[Comparison with May forecast]** Capital expenditures fell 6.8 billion yen, partly reflecting the shift in timing for capital expenditure in the railway operations of the Company.

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Total capital expenditure	62.3	62.7	+ 0.3 (+ 0.6%)		69.5	- 6.8 (- 9.8%)
Transportation	16.3	13.1	- 3.2 (- 19.6%)	Tokyu Corp. railway operations: -3.5	20.3	- 7.1 (- 35.3%)
Real Estate	35.1	35.3	+ 0.1 (+ 0.5%)	Becamex Tokyu: +13.3; Tokyu Corp. leasing: -12.0	31.0	+ 4.3 (+ 14.0%)
Life Service	7.8	9.2	+ 1.3 (+ 17.3%)	Tokyu Department Store: +4.5; Tokyu Store Chain: -1.4; its communications: -1.4	13.6	- 4.4 (- 32.4%)
Hotel and Resort	0.6	2.1	+ 1.4 (+ 211.0%)	Tokyu Hotels, etc.: +1.3	3.5	- 1.4 (- 39.8%)
Bussines Support	1.2	1.2	- 0.0 (- 2.0%)		0.6	+ 0.6 (+ 101.0%)
Headquarters	1.8	1.7	- 0.0		1.2	+ 0.4
Elimination	- 0.8	- 0.1	+ 0.7		- 0.9	+ 0.7
Tokyu Corp. and Becamex Tokyu Expenses on sale of houses and lots	6.0	31.1	+ 25.0 (+ 412.3%)	Becamex Tokyu: +20.1	32.3	- 1.1 (- 3.6%)

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.

# Depreciation by Segment (First Half)



**[Year-on-year comparison]** Overall depreciation increased 1.1 billion yen due in part to the opening of Shibuya Hikarie.

**[Comparison with May forecast]** Overall depreciation increased 1.1 billion yen due in part to depreciation at Tokyu Department Store and its communications Inc.

(Billion yen)

	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Total depreciation and amortization	35.4	36.6	+ 1.1 (+ 3.3%)		35.5	+ 1.1 (+ 3.3%)
Transportation	17.1	17.6	+ 0.4 (+ 2.6%)	Tokyu Corp. railway operations: +0.5; Tokyu Bus: -0.1	17.3	+ 0.3 (+ 1.7%)
Real Estate	8.7	10.1	+ 1.4 (+ 16.2%)	Tokyu Corp. leasing: +1.5	9.9	+ 0.2 (+ 2.1%)
Life Service	6.3	6.7	+ 0.4 (+ 7.4%)	Tokyu Department Store: +0.3; Tokyu Store Chain: +0.1	6.0	+ 0.7 (+ 11.8%)
Hotel and Resort	2.1	1.8	- 0.2 (- 11.0%)	Tokyu Hotels, etc.: -0.1	1.7	+ 0.0 (+ 5.0%)
Bussines Support	1.2	0.3	- 0.8 (- 70.4%)	Tokyu Car Corp.: -0.8	0.4	- 0.0 (- 14.0%)

## V. Details of Financial Forecasts for FY2012

Note to the results by segment for the fiscal year ended March 31, 2012

The results by segment for the fiscal year ended March 31, 2012 are calculated for a year-on-year comparison. They are not audited by the corporate auditors and accounting auditor. Please note that they may be changed.



# (Plan) Summary of Financial Statements for FY2012



(Billion yen)

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	1,094.2	1,063.8	- 30.4 (- 2.8%)	Bussines Support: -53.0; Real Estate: +9.2; Life Service: +7.9; Hotel and Resort: +2.3; Transportation: +0.9	1,064.8	- 1.0 (- 0.1%)
Operating profit	55.0	51.0	- 4.0 (- 7.3%)	Real Estate: -6.3; Life Service: -1.5; Bussines Support: -0.1; Hotel and Resort: +2.0; Transportation: +1.5	50.0	+ 1.0 (+ 2.0%)
Non-operating revenue	17.0	12.5	- 4.5 (- 26.7%)	Investment gains from equity method: 4.1 (-2.0) Amortization of negative goodwill: 3.4 (-0.0)	10.9	+ 1.6 (+ 14.7%)
Non-operating expenses	18.0	18.5	+ 0.4 (+ 2.7%)	Interest paid: 14.3 (-0.6)	18.9	- 0.4 (- 2.1%)
Recurring profit	54.0	45.0	- 9.0 (- 16.8%)		42.0	+ 3.0 (+ 7.1%)
Extraordinary gains	15.6	12.6	- 3.0 (- 19.2%)	Gain on subsidies for construction: 8.3 (-0.5); Gain on sale of fixed assets: 0.6 (-2.1)	10.2	+ 2.4 (+ 23.5%)
Extraordinary losses	21.3	15.3	- 6.0 (- 28.4%)	Loss on reduction of subsidies received for construction: 7.9 (+4.2); Impairment loss: 0.1 (-2.6) Provision for allowance for loss on transfer of business: 0.0 (-4.8);	13.1	+ 2.2 (+ 16.8%)
Income before Income Taxes and Minority Interests	48.2	42.3	- 5.9 (- 12.4%)		39.1	+ 3.2 (+ 8.2%)
Corporate income taxes	11.1	13.5	+ 2.3 (+ 20.6%)	Income taxes: 6.8 (+0.4); Tax adjustment: 6.7 (+1.8)	12.3	+ 1.2 (+ 9.8%)
Income before minority interests	37.0	28.8	- 8.3 (- 22.4%)		26.8	+ 2.0 (+ 7.5%)
Minority interest in earnings of consolidated subsidiaries	1.1	0.8	- 0.3 (- 32.0%)		0.8	+ 0.0 (+ 0.0%)
Net income	35.9	28.0	- 7.9 (- 22.1%)		26.0	+ 2.0 (+ 7.7%)
Depreciation	72.7	75.3	+ 2.5 (+ 3.5%)	Real Estate: +2.7; Transportation: +1.2; Bussines Support: -1.6	74.4	+ 0.9 (+ 1.2%)
Disposal cost of fixed assets	19.3	15.7	- 3.6 (- 18.8%)	Transportation: -3.5	15.8	- 0.1 (- 0.6%)
Amortization of goodwill	0.4	0.7	+ 0.2 (+ 60.7%)	Life Service: +0.2	0.7	+ 0.0 (+ 0.0%)
Tokyu EBITDA	147.6	142.7	- 4.9 (- 3.3%)	Real Estate: -3.5; Bussines Support: -1.7; Hotel and Resort: +1.7	140.9	+ 1.8 (+ 1.3%)

Tokyu EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets



**[Year-on-year comparison]** The decline in profit will narrow due in part to a recovery in the hotel business, etc. from the impact of the earthquake, despite a decrease in Company-owned land sales and a reactionary fall to land sales in Western Australia.

**[Comparison with May forecast]** Although profit will decrease in life service and hotel and resorts, etc., overall profit will increase 1.0 billion yen, pushed up by an increase in profit in the real estate business, mainly real estate leasing.

(Billion yen)

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Total operating revenue	1,094.2	1,063.8	- 30.4 (- 2.8%)		1,064.8	- 1.0 (- 0.1%)
Total operating profit	55.0	51.0	- 4.0 (- 7.3%)		50.0	+ 1.0 (+ 2.0%)
Transportation	Operating revenue	185.7	186.7 + 0.9 (+ 0.5%)	Tokyu Corp. railway operations: +0.5; Izukyu: +0.4	185.4	+ 1.3 (+ 0.7%)
	Operating profit	18.1	19.7 + 1.5 (+ 8.6%)	Tokyu Corp. railway operations: +1.6; Izukyu: +0.2; Tokyu Bus: -0.2	19.5	+ 0.2 (+ 1.0%)
Real Estate	Operating revenue	154.4	163.7 + 9.2 (+ 6.0%)	Tokyu Corp. sales: +0.1; Tokyu Corp. leasing: +11.8; Western Australian land sales: -3.5	164.1	- 0.4 (- 0.2%)
	Operating profit	28.1	21.8 - 6.3 (- 22.6%)	Tokyu Corp. sales: -2.7; Tokyu Corp. leasing: -1.2; Western Australian land sales: -2.9	20.1	+ 1.7 (+ 8.5%)
Life Service	Operating revenue	519.3	527.3 + 7.9 (+ 1.5%)	Tokyu Department Store: +13.0; Tokyu Store Chain: -5.5; its communications: +0.9	532.0	- 4.7 (- 0.9%)
	Operating profit	6.6	5.1 - 1.5 (- 22.9%)	Tokyu Department Store: -0.2; Tokyu Store Chain: -1.1	5.5	- 0.4 (- 7.3%)
Hotel and Resort	Operating revenue	86.3	88.7 + 2.3 (+ 2.7%)	Tokyu Hotels, etc.: +3.0; Tokyu Linen Supply: +0.4 Tokyu Hakuba Corporation: -1.4	90.9	- 2.2 (- 2.4%)
	Operating profit	- 1.0	1.0 + 2.0 (-)	Tokyu Hotels, etc.: +1.5; Tokyu Linen Supply: +0.4 Tokyu Hakuba Corporation: -0.3	1.4	- 0.4 (- 28.6%)
Business Support	Operating revenue	227.9	174.9 - 53.0 (- 23.3%)	Tokyu Car Corp.: -55.1; Tokyu Agency: +6.8	169.9	+ 5.0 (+ 2.9%)
	Operating profit	3.5	3.4 - 0.1 (- 3.7%)		3.5	- 0.1 (- 2.9%)
Elimination etc.	Operating revenue	- 79.5	- 77.5 + 2.0		- 77.5	+ 0.0
	Operating profit	- 0.3	0.0 + 0.3		0.0	+ 0.0

# (Plan) Non-Operating and Extraordinary Gain/Loss for FY2012



**[Non-operating profit/expenses]** Non-operating profit/expenses will decrease due to a decline in investment gains from the equity method and a decline in other non-operating revenues.

**[Extraordinary gain/loss]** An improvement is expected, given the reduced loss from the transfer of Tokyu Car Corporation and a decrease in impairment loss, despite a decline in the gain on the sale of fixed assets.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating profit	55.0	51.0	- 4.0 (- 7.3%)		50.0	+ 1.0 (+ 2.0%)
Non-operating revenue	17.0	12.5	- 4.5 (- 26.7%)		10.9	+ 1.6 (+ 14.7%)
Interest and dividend income	1.7	1.7	+ 0.0		1.7	+ 0.0
Investment gain from equity method	6.1	4.1	- 2.0	Tokyu Land Corporation: 3.3 (-2.4)	3.4	+ 0.7
Amortization of negative goodwill	3.4	3.4	+ 0.0		3.4	+ 0.0
Others	5.6	3.3	- 2.3		2.4	+ 0.9
Non-operating expenses	18.0	18.5	+ 0.4 (+ 2.7%)		18.9	- 0.4 (- 2.1%)
Interest	14.9	14.3	- 0.6		15.2	- 0.9
Others	3.0	4.2	+ 1.1		3.7	+ 0.5
Recurring profit	54.0	45.0	- 9.0 (- 16.8%)		42.0	+ 3.0 (+ 7.1%)
Extraordinary Gains	15.6	12.6	- 3.0 (- 19.2%)		10.2	+ 2.4 (+ 23.5%)
Gain on sale of fixed assets	2.7	0.6	- 2.1		0.6	+ 0.0
Gain on sale of investment	0.2	0.0	- 0.2		0.0	+ 0.0
Subsidies received for construction	8.8	8.3	- 0.5		7.0	+ 1.3
Gain on reversal of Urban Railways Improvement Reserve	1.8	1.9	+ 0.0		1.9	+ 0.0
Others	1.7	1.7	+ 0.0		0.7	+ 1.0
Extraordinary Losses	21.3	15.3	- 6.0 (- 28.4%)		13.1	+ 2.2 (+ 16.8%)
Loss on sale of fixed assets	0.0	0.1	+ 0.0		0.1	+ 0.0
Loss on disposal of fixed assets	0.8	0.8	+ 0.0		0.8	+ 0.0
Impairment loss	2.8	0.1	- 2.6		0.0	+ 0.1
Loss on reduction of subsidies	3.6	7.9	+ 4.2		6.5	+ 1.4
Transfer to Urban Railways improvement reserve	2.5	2.6	+ 0.0		2.6	+ 0.0
Others	11.4	3.7	- 7.7	[FY2012] Sale of Tokyu Hakuba Corporation: 1.9 [FY2011] Provision for allowance for loss on transfer of business: (-4.8) (Tokyu Car Corporation)	3.1	+ 0.6
Income before Income Taxes and Minority Interests	48.2	42.3	- 5.9 (- 12.4%)		39.1	+ 3.2 (+ 8.2%)

## (Plan) Tokyu EBITDA by Segment



**[Year-on-year comparison]** An overall drop of 4.9 billion yen is expected mainly due to a decrease in Company-owned land sales, despite a recovery in the hotel business, etc. from the impact of the earthquake.

**[Comparison with May forecast]** An increase of 1.8 billion yen is expected, mainly reflecting an increase in profit from real estate leasing of the Company, including Shibuya Hikarie.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Transportation	72.0	71.3	- 0.7 (- 1.2%)		71.1	+ 0.1 (+ 0.1%)
Railway operations of the Company	66.5	66.0	- 0.4		65.9	+ 0.0
Tokyu Bus	3.3	2.9	- 0.4		2.9	+ 0.0
Others	2.2	2.3	+ 0.1		2.2	+ 0.0
Real Estate	46.5	42.8	- 3.7 (- 7.7%)		41.1	+ 1.7 (+ 4.4%)
Real estate sales of the Company	11.8	9.3	- 2.4		8.8	+ 0.5
Real estate leasing of the Company	24.6	26.2	+ 1.6		25.0	+ 1.1
Others	10.1	7.2	- 2.8	A reactionary fall from land sales in Western Australia	7.2	+ 0.0
Life Service	20.2	19.3	- 0.9 (- 4.9%)		19.1	+ 0.1 (+ 0.5%)
Tokyu Department Store	7.7	7.9	+ 0.2		8.1	- 0.1
Tokyu Store Chain	4.3	3.2	- 1.1		3.6	- 0.4
its communications	5.3	5.3	+ 0.0		4.6	+ 0.6
Others	2.8	2.7	- 0.1		2.6	+ 0.2
Hotel and Resort	3.1	4.9	+ 1.7 (+ 58.0%)		5.0	- 0.1 (- 2.0%)
Tokyu Hotels, etc.	2.6	4.1	+ 1.5		3.6	+ 0.4
Others	0.4	0.7	+ 0.2		1.3	- 0.6
Bussines Support	6.0	4.3	- 1.7 (- 29.4%)		4.3	- 0.1 (- 2.3%)
Tokyu Agency	0.8	1.1	+ 0.3		1.1	+ 0.0
Others	5.2	3.1	- 2.1	Tokyu Car Corporation: -1.5	3.2	- 0.0
Elimination, etc.	- 0.5	0.0	+ 0.5		0.0	+ 0.0
<b>Total</b>	<b>147.6</b>	<b>142.7</b>	<b>- 4.9 (- 3.3%)</b>		<b>140.8</b>	<b>+ 1.8 (+ 1.3%)</b>

Tokyu EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets



**[Year-on-year comparison]** Revenue will increase due in part to rise in reaction to the impact of the earthquake and the effect of opening Shibuya Hikarie. Profit will also increase given a decline in disposal cost of fixed assets, despite an increase in power costs.

**[Comparison with May forecast]** Although an increase in revenue is expected in railway operations of the Company, profit will almost be in line with the level in the May forecast due in part to an increase in the costs of enhancing safety measures.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
(Billion yen)						
Operating revenue	185.7	186.7	+ 0.9 (+ 0.5%)	Passengers carried: +1.8% (Non-commuter: +1.9%; Commuter: +1.7%) Revenue from fares: +1.7% (Non-commuter: +1.9%; Commuter: +1.6%)	185.4	+ 1.3 (+ 0.7%)
Railway operations of the Company	147.0	147.6	+ 0.5 (+ 0.4%)	Revenue from fares: 130.3 (+2.2)	146.6	+ 0.9 (+ 0.6%)
Tokyu Bus	26.4	26.4	+ 0.0 (+ 0.0%)		26.5	- 0.0 (- 0.3%)
Others	12.2	12.6	+ 0.3 (+ 3.2%)	Izukyū: +0.4	12.1	+ 0.4 (+ 3.6%)
Operating profit	18.1	19.7	+ 1.5 (+ 8.6%)		19.5	+ 0.2 (+ 1.0%)
Railway operations of the Company	16.0	17.7	+ 1.6 (+ 10.2%)	[Operating expense] Depreciation and amortization: 14.7 (-3.3); Power costs: 6.1 (+1.2)	17.7	+ 0.0 (+ 0.1%)
Tokyu Bus	1.3	1.1	- 0.2 (- 18.9%)		1.1	+ 0.0 (+ 2.7%)
Others	0.6	0.8	+ 0.1 (+ 28.1%)	Izukyū: +0.2	0.6	+ 0.1 (+ 22.6%)
Amortization of goodwill	0.0	0.0	+ 0.0		0.0	+ 0.0
Depreciation	35.4	36.6	+ 1.1 (+ 3.3%)		36.8	- 0.2 (- 0.5%)
Disposal cost of fixed assets	18.4	14.9	- 3.5 (- 19.3%)		14.8	+ 0.1 (+ 0.7%)
Tokyu EBITDA	72.0	71.2	- 0.8 (- 1.2%)		71.1	+ 0.1 (+ 0.1%)
Capital expenditures	49.8	54.8	+ 4.9 (+ 10.0%)		54.8	+ 0.0 (+ 0.0%)



**[Year-on-year comparison]** Although revenue will increase due in part to the opening of Shibuya Hikarie, profit will decline, partly reflecting the burden of opening Shibuya Hikarie, a decrease in Company-owned land sales, and a reactionary fall to land sales in Western Australia.

**[Comparison with May forecast]** Profit from the Company's real estate leasing business will increase 1.2 billion yen due to strong results from properties. Overall profit is also expected to increase 1.7 billion yen.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
						(Billion yen)
Operating revenue	154.4	163.7	+ 9.2 (+ 6.0%)		164.1	- 0.4 (- 0.2%)
Real estate sales of the Company	39.6	39.7	+ 0.1 (+ 0.3%)	[Sales] Company-owned land: 21.0 (-5.7); Funds turnover-type: 17.9 (+7.0)	41.1	- 1.3 (- 3.3%)
Real estate leasing of the Company	50.3	62.1	+ 11.8 (+ 23.5%)	An increase in revenue due to opening Shibuya Hikarie, etc.	60.6	+ 1.4 (+ 2.3%)
Others	64.4	61.8	- 2.6 (- 4.1%)	Western Australian land sales: -3.5; Tokyu Facility Service: +0.5; Tokyu Wellness: +0.5	62.2	- 0.4 (- 0.7%)
Operating profit	28.1	21.8	- 6.3 (- 22.6%)		20.1	+ 1.7 (+ 8.5%)
Real estate sales of the Company	11.3	8.6	- 2.7 (- 23.7%)	[Sales margin] Company-owned land: 11.3 (-2.8); Funds turnover-type: 4.2 (+0.9)	8.3	+ 0.3 (+ 3.9%)
Real estate leasing of the Company	9.9	8.7	- 1.2 (- 12.3%)	An increase in burden of opening Shibuya Hikarie, etc.	7.5	+ 1.2 (+ 15.9%)
Others	6.8	4.3	- 2.4 (- 35.9%)	Western Australian land sales: -2.9	4.2	+ 0.1 (+ 4.1%)
Amortization of goodwill	0.0	0.0	+ 0.0		0.0	+ 0.0
Depreciation	17.6	20.4	+ 2.7 (+ 15.8%)		20.2	+ 0.2 (+ 1.0%)
Disposal cost of fixed assets	0.7	0.8	+ 0.0 (+ 0.1%)		0.9	- 0.1 (- 11.1%)
Tokyu EBITDA	46.5	43.0	- 3.5 (- 7.7%)		41.2	+ 1.8 (+ 4.4%)
Capital expenditures	53.7	64.5	+ 10.7 (+ 20.1%)		65.3	- 0.8 (- 1.2%)



**[Year-on-year comparison]** Operating revenue is expected to rise, mainly because of a recovery from the impact of the earthquake and the opening of ShinQs, although Tokyu Store Chain's revenue will decline due in part to store closures. Operating profit will decrease due in part to an increase in utility costs for the Tokyu Store Chain.

**[Comparison with May forecast]** Although a decline in revenue is expected in Tokyu Department Store, etc., each company will review costs and make other efforts to limit the decline in overall profit to 0.4 billion yen.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	519.3	527.3	+ 7.9 (+ 1.5%)		532.0	- 4.7 (- 0.9%)
Tokyu Department Store	235.1	248.1	+ 13.0 (+ 5.5%)	Rate of change in revenue: +6.4%	254.2	- 6.1 (- 2.4%)
Tokyu Store Chain	212.6	207.0	- 5.5 (- 2.6%)	Rate of change in revenue: All stores: -2.9%; Existing stores: -0.4%	205.8	+ 1.1 (+ 0.6%)
its communications	19.6	20.6	+ 0.9 (+ 5.1%)		20.5	+ 0.0 (+ 0.4%)
Others	51.9	51.4	- 0.4 (- 0.8%)		51.3	+ 0.1 (+ 0.4%)
Operating profit	6.6	5.1	- 1.5 (- 22.9%)		5.5	- 0.4 (- 7.3%)
Tokyu Department Store	1.9	1.6	- 0.2 (- 15.5%)		1.7	- 0.1 (- 8.6%)
Tokyu Store Chain	1.9	0.7	- 1.1 (- 60.2%)		1.2	- 0.5 (- 39.4%)
its communications	1.4	1.6	+ 0.1 (+ 7.9%)		1.5	+ 0.1 (+ 6.7%)
Others	1.5	1.7	+ 0.1 (+ 7.5%)		1.5	+ 0.1 (+ 10.5%)
Amortization of goodwill	- 0.3	- 0.6	- 0.2		- 0.6	+ 0.0
Depreciation	13.2	13.6	+ 0.3 (+ 2.4%)		13.0	+ 0.6 (+ 4.6%)
Disposal cost of fixed assets	0.0	0.0	- 0.0 (-)		0.1	- 0.1 (-)
Tokyu EBITDA	20.2	19.3	- 0.9 (- 4.9%)		19.2	+ 0.1 (+ 0.5%)
Capital expenditures	18.3	18.4	+ 0.0 (+ 0.1%)		18.4	+ 0.0 (+ 0.0%)

**[Year-on-year comparison]** Operating profit will be posted given a recovery from the impact of the earthquake, which is mainly seen among Tokyu Hotels, and continuous cost-cutting efforts.

**[Comparison with May forecast]** Both revenue and profit will decrease given the transfer of Tokyu Hakuba Corporation.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	86.3	88.7	+ 2.3 (+ 2.7%)		90.9	- 2.2 (- 2.4%)
Tokyu Hotels, etc. (*)	69.1	72.2	+ 3.0 (+ 4.4%)	Occupancy ratio: 81.3% (year on year: +5.7points)	72.3	- 0.1 (- 0.2%)
Others	17.2	16.4	- 0.7 (- 4.1%)	Tokyu Hakuba Corporation: -1.4; Tokyu Linen Supply: +0.4	18.5	- 2.0 (- 11.0%)
Operating profit	- 1.0	1.0	+ 2.0 (-)		1.4	- 0.4 (- 28.6%)
Tokyu Hotels, etc. (*)	- 0.0	1.4	+ 1.5 (-)		1.4	- 0.0 (- 1.7%)
Others	- 0.9	- 0.4	+ 0.4 (-)	Tokyu Linen Supply: +0.4; Tokyu Hakuba Corporation: -0.3	- 0.0	- 0.3 (-)
Amortization of goodwill	- 0.0	0.0	+ 0.0		0.0	+ 0.0
Depreciation	4.1	3.9	- 0.2 (- 5.4%)		3.6	+ 0.3 (+ 8.3%)
Disposal cost of fixed assets	0.0	0.0	- 0.0 (-)		0.0	+ 0.0 (-)
Tokyu EBITDA	3.1	4.9	+ 1.7 (+ 58.0%)		5.0	- 0.1 (- 2.0%)
Capital expenditures	2.2	4.8	+ 2.5 (+ 110.7%)		4.8	+ 0.0 (+ 0.0%)

\* "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.





**[Year-on-year comparison]** Operating revenue will decrease significantly with the transfer of Tokyu Car Corporation. However, we will secure almost the same level of overall operating profit as the previous year given an increase in both profit and revenue at Tokyu Agency.

**[Comparison with May forecast]** Despite an unplanned increase in orders at Tokyu Geox, operating profit will be almost in line with the level in the May forecast.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	227.9	174.9	- 53.0 (- 23.3%)		169.9	+ 5.0 (+ 2.9%)
Tokyu Agency	93.4	100.2	+ 6.8 (+ 7.3%)		102.1	- 1.9 (- 1.9%)
Others	134.5	74.6	- 59.8 (- 44.5%)	Tokyu Car Corporation: -55.1	67.7	+ 6.9 (+ 10.2%)
Operating profit	3.5	3.4	- 0.1 (- 3.7%)		3.5	- 0.1 (- 2.9%)
Tokyu Agency	0.7	1.1	+ 0.3 (+ 51.4%)		1.1	+ 0.0 (+ 1.0%)
Others	2.8	2.3	- 0.5 (- 16.9%)		2.4	- 0.1 (- 4.5%)
Amortization of goodwill	- 0.0	- 0.0	+ 0.0		- 0.0	+ 0.0
Depreciation	2.4	0.8	- 1.6 (- 67.7%)		0.8	+ 0.0 (+ 0.0%)
Disposal cost of fixed assets	0.0	0.0	+ 0.0 (-)		0.0	+ 0.0 (-)
Tokyu EBITDA	6.0	4.3	- 1.7 (- 29.4%)		4.4	- 0.1 (- 2.3%)
Capital expenditures	4.9	1.6	- 3.3 (- 67.6%)		0.8	+ 0.8 (+ 100.0%)



**[Year-on-year comparison]** Cash flows from operating activities will decline significantly due to expenses on the sale of houses and lots in Vietnam.

In terms of investing activities, capital expenditures will exceed the previous year's level but expenses will decrease due to a decline in securities acquisition and the gain on sales of assets.

Interest-bearing debt is expected to decline 15.5 billion yen.

**[Comparison with May forecast]** Free cash flow has been revised up by 2.0 billion yen given an increase in operating cash flow associated with an increase in operating profit.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
CF from operating activities	144.5	107.6	- 36.9	A increase in expenses on sale of houses and lots in Vietnam	105.6	+ 2.0
CF from investing activities	- 125.9	- 104.8	+ 21.1		- 104.8	+ 0.0
Capital expenditure	- 133.3	- 145.0	- 11.6		- 145.0	+ 0.0
Acquisition of securities	- 11.4	- 0.2	+ 11.2	[FY2011] Acquisition of Yokohama Cable Vision, etc.	- 0.2	+ 0.0
Gain on sale of assets	11.1	30.0	+ 18.8	Transfer of Tokyu Car Corporation	30.0	+ 0.0
Subsidies received for construction	7.1	10.4	+ 3.2		10.4	+ 0.0
CF from financial activities	- 16.4	- 14.8	+ 1.5		- 12.8	- 2.0
Interest-bearing debt Net increase/decrease	- 5.3	- 15.5	- 10.1		- 13.5	- 2.0
Dividend payment	- 8.1	- 8.8	- 0.6		- 8.8	+ 0.0
Free cash flow	18.5	2.8	- 15.7		0.8	+ 2.0
Interest-bearing debt at end of period	1,036.0	1,020.5	- 15.5		1,022.5	- 2.0

## (Plan) Capital Expenditure by Segment



**[Year-on-year comparison]** An overall increase of 12.9 billion yen is expected given the acquisition of commercial land in Vietnam and progress in the construction project for mutual direct train service operation with Fukutoshin Line.

**[Comparison with May forecast]** With respect to total capital expenditure, the May forecast remains unchanged.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Total capital expenditure	132.0	145.0	+ 12.9 (+ 9.8%)		145.0	+ 0.0 (+ 0.0%)
Transportation	49.8	54.8	+ 4.9 (+ 10.0%)	Tokyu Corp. railway operations: +3.9	54.8	+ 0.0 (+ 0.0%)
Real Estate	53.7	64.5	+ 10.7 (+ 20.1%)	Becamex Tokyu: +13.3	65.3	- 0.8 (- 1.2%)
Life Service	18.3	18.4	+ 0.0 (+ 0.1%)	Tokyu Department Store: +3.2; Tokyu Store Chain: -2.0; its communications: -1.7	18.4	+ 0.0 (+ 0.0%)
Hotel and Resort	2.2	4.8	+ 2.5 (+ 110.7%)	Tokyu Hotels, etc.: +1.2; Mauna Lani Resort: +1.2	4.8	+ 0.0 (+ 0.0%)
Bussines Support	4.9	1.6	- 3.3 (- 67.6%)	Tokyu Techno System: -1.9; Tokyu Car Corporation: -1.7	0.8	+ 0.8 (+ 100.0%)
Headquarters	4.6	2.4	- 2.2		2.4	+ 0.0
Elimination	- 1.7	- 1.5	+ 0.2		- 1.5	+ 0.0
Tokyu Corp. and Becamex Tokyu Expenses on sale of houses and lots	15.8	50.1	+ 34.2 (+ 215.7%)	Becamex Tokyu: +20.1	50.1	+ 0.0 (+ 0.0%)

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.

## (Plan) Depreciation by Segment



**[Year-on-year comparison]** Total depreciation and amortization will increase by 2.5 billion yen due in part to the opening of Shibuya Hikarie, offsetting a decrease with the transfer of Tokyu Car Corporation.

**[Comparison with May forecast]** An overall increase of 0.9 billion yen is expected, given an increase at its communications Inc and Tokyu Hotels.

	FY2011 Results	FY2012 Forecast	Change (Rate of change)	Remarks	FY2012 Forecast as of May	Change (Rate of change)
Total depreciation and amortization	72.7	75.3	+ 2.5 (+ 3.5%)		74.4	+ 0.9 (+ 1.2%)
Transportation	35.4	36.6	+ 1.2 (+ 3.3%)	Tokyu Corp. railway operations: +1.4	36.8	- 0.2 (- 0.5%)
Real Estate	17.6	20.4	+ 2.7 (+ 15.8%)	Tokyu Corp. leasing: +3.0	20.2	+ 0.2 (+ 1.0%)
Life Service	13.2	13.6	+ 0.3 (+ 2.4%)	Tokyu Department Store: +0.5; its communications: -0.1	13.0	+ 0.6 (+ 4.6%)
Hotel and Resort	4.1	3.9	- 0.2 (- 5.4%)		3.6	+ 0.3 (+ 8.3%)
Bussines Support	2.4	0.8	- 1.6 (- 67.7%)	Tokyu Car Corp.: -1.6	0.8	+ 0.0 (+ 0.0%)

(Reference)

# (Non-Consolidated) Summary of Operating Results



(Billion yen)

	First Half					Full year				
	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	FY2012 Forecast as of May	Change (Rate of change)	FY2011 Results	FY2012 Forecast	Change (Rate of change)	FY2012 Forecast as of May	Change (Rate of change)
Operating revenue	118.5	119.6	+ 1.1 (+ 0.9%)	118.3	+ 1.3 (+ 1.1%)	247.3	258.2	+ 10.8 (+ 4.4%)	257.2	+ 1.0 (+ 0.4%)
Railway operations	72.3	74.0	+ 1.6 (+ 2.3%)	73.3	+ 0.6 (+ 0.9%)	147.1	147.8	+ 0.6 (+ 0.4%)	146.8	+ 1.0 (+ 0.7%)
Real estate business	46.2	45.6	- 0.5 (- 1.2%)	44.9	+ 0.7 (+ 1.6%)	100.1	110.4	+ 10.2 (+ 10.2%)	110.4	+ 0.0 (+ 0.0%)
Real estate sales	16.7	11.4	- 5.2 (- 31.6%)	11.8	- 0.4 (- 3.7%)	40.4	40.5	+ 0.0 (+ 0.2%)	41.9	- 1.4 (- 3.3%)
Real estate leasing	29.5	34.2	+ 4.7 (+ 16.0%)	33.1	+ 1.1 (+ 3.4%)	59.7	69.9	+ 10.1 (+ 17.0%)	68.5	+ 1.4 (+ 2.0%)
Operating expenses	89.9	95.0	+ 5.0 (+ 5.6%)	93.6	+ 1.4 (+ 1.5%)	209.2	221.6	+ 12.3 (+ 5.9%)	222.6	- 1.0 (- 0.4%)
Railway operations	54.7	56.2	+ 1.4 (+ 2.7%)	54.3	+ 1.9 (+ 3.6%)	131.0	130.1	- 0.9 (- 0.8%)	129.1	+ 1.0 (+ 0.8%)
Real estate business	35.1	38.7	+ 3.5 (+ 10.2%)	39.2	- 0.5 (- 1.4%)	78.1	91.5	+ 13.3 (+ 17.0%)	93.5	- 2.0 (- 2.1%)
Real estate sales	11.4	10.5	- 0.9 (- 8.4%)	10.5	- 0.0 (- 0.0%)	29.4	31.8	+ 2.3 (+ 7.9%)	33.5	- 1.7 (- 5.1%)
Real estate leasing	23.6	28.2	+ 4.5 (+ 19.2%)	28.7	- 0.5 (- 1.8%)	48.7	59.7	+ 10.9 (+ 22.6%)	60.0	- 0.3 (- 0.5%)
Operating profit	28.6	24.6	- 3.9 (- 13.9%)	24.7	- 0.1 (- 0.4%)	38.0	36.6	- 1.4 (- 3.8%)	34.6	+ 2.0 (+ 5.8%)
Railway operations	17.5	17.7	+ 0.1 (+ 1.0%)	19.0	- 1.3 (- 7.0%)	16.0	17.7	+ 1.6 (+ 10.1%)	17.7	+ 0.0 (+ 0.0%)
Real estate business	11.0	6.9	- 4.1 (- 37.5%)	5.6	+ 1.2 (+ 21.7%)	21.9	18.9	- 3.0 (- 14.0%)	16.9	+ 2.0 (+ 11.8%)
Real estate sales	5.2	0.9	- 4.3 (- 82.7%)	1.3	- 0.4 (- 32.7%)	10.9	8.7	- 2.2 (- 20.5%)	8.4	+ 0.3 (+ 3.6%)
Real estate leasing	5.8	6.0	+ 0.1 (+ 3.0%)	4.3	+ 1.6 (+ 38.5%)	11.0	10.2	- 0.8 (- 7.6%)	8.5	+ 1.7 (+ 20.0%)
Recurring profit	25.6	22.1	- 3.5 (- 13.7%)	21.5	+ 0.5 (+ 2.7%)	31.0	29.8	- 1.2 (- 4.2%)	26.8	+ 3.0 (+ 11.2%)
Net income	18.8	14.5	- 4.2 (- 22.5%)	14.1	+ 0.4 (+ 2.8%)	26.9	22.1	- 4.8 (- 18.1%)	22.1	+ 0.0 (+ 0.0%)

# (Non-Consolidated) Itemized Expenses in Railway Operations



(Billion yen)

	First Half					Full year				
	FY2011 1st Half	FY2012 1st Half	Change (Rate of change)	FY2012 Forecast as of May	Change (Rate of change)	FY2011 Results	FY2012 Forecast	Change (Rate of change)	FY2012 Forecast as of May	Change (Rate of change)
Operating expenses	54.7	56.2	+ 1.4 (+ 2.7%)	54.3	+ 1.9 (+ 3.6%)	131.0	130.1	- 0.9 (- 0.8%)	129.1	+ 1.0 (+ 0.8%)
Personnel expenses	10.8	10.7	- 0.1 (- 1.5%)	10.5	+ 0.1 (+ 1.4%)	21.5	21.7	+ 0.2 (+ 1.0%)	21.1	+ 0.6 (+ 3.0%)
Retirement benefit expenses	1.3	1.3	- 0.0 (- 1.0%)	1.4	- 0.0 (- 4.1%)	2.7	2.7	- 0.0 (- 1.4%)	2.8	- 0.1 (- 4.4%)
Power costs	2.3	3.2	+ 0.8 (+ 34.6%)	3.1	+ 0.0 (+ 0.5%)	4.8	6.1	+ 1.2 (+ 25.9%)	6.1	- 0.0 (- 0.4%)
Repair costs	2.7	2.8	+ 0.1 (+ 5.2%)	2.8	- 0.0 (- 0.5%)	7.8	7.7	- 0.1 (- 1.9%)	7.7	- 0.0 (- 0.1%)
Expenses	10.5	10.6	+ 0.0 (+ 0.3%)	9.9	+ 0.6 (+ 7.0%)	37.1	34.2	- 2.8 (- 7.8%)	34.4	- 0.1 (- 0.3%)
Of which, disposal cost of fixed assets	1.4	1.1	- 0.3 (- 21.6%)	0.5	+ 0.6 (+ 122.1%)	18.1	14.7	- 3.3 (- 18.4%)	14.6	+ 0.1 (+ 1.1%)
Of which, outsourcing fees	3.6	3.7	+ 0.0 (+ 1.2%)	3.7	+ 0.0 (+ 0.0%)	7.5	7.0	- 0.4 (- 6.3%)	7.4	- 0.3 (- 4.8%)
Taxes	2.9	2.9	- 0.0 (- 1.2%)	2.0	+ 0.8 (+ 41.9%)	5.7	5.5	- 0.1 (- 3.3%)	5.5	+ 0.0 (+ 0.6%)
Depreciation	15.5	16.1	+ 0.5 (+ 3.7%)	15.8	+ 0.2 (+ 1.8%)	31.9	33.4	+ 1.4 (+ 4.5%)	33.4	- 0.0 (- 0.2%)
Administrative cost	6.2	6.4	+ 0.1 (+ 2.0%)	6.5	- 0.1 (- 2.5%)	14.8	14.1	- 0.6 (- 4.2%)	13.9	+ 0.2 (+ 1.9%)
Others	2.0	2.0	+ 0.0 (+ 0.7%)	1.8	+ 0.2 (+ 10.8%)	4.2	4.2	- 0.0 (- 0.4%)	3.8	+ 0.3 (+ 9.9%)