# Summary of Results for the First Quarters of FY2010

August 10, 2010



**Tokyu Corporation** 

#### (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.



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## I. Executive Summary

## **Executive Summary**



#### Main points in the results for the first quarters ended June 2010

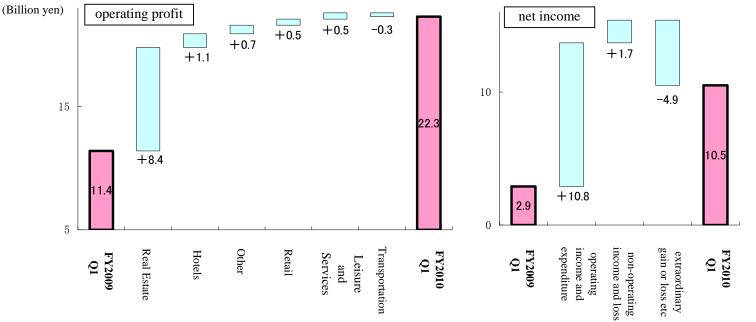
Despite the loss on the application of asset retirement obligations under extraordinary losses, an increase in
the year-on-year profit of 7.5 billion yen resulted from increased revenues from sale of condominiums.

	First quarter results	Year-on-year comparison		
Operating revenue	290.4 billion	- 7.5 billion (- 2.5%)		
Operating profit	22.3 billion	+ 10.8 billion (+ 94.3%)		
Recurring profit	21.2 billion	+ 12.5 billion (+ 143.5%)		
Net income	10.5 billion	+ 7.5 billion (+ 253.6%)		

Operating revenue : While the sale of Futako-Tamagawa Rise and other properties boosted the revenues in the Company's real estate sales business, a loss on the transfer of Sapporo Tokyu Store in the retail business and a decrease in orders for railway vehicles in other business caused an overall loss of 2% from the previous year.

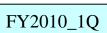
Operating profit: : Although the transportation business resulted in a slight loss, increased profits in each business and, in particular, the sale of Futako-Tamagawa Rise in the real estate sales business contributed to a 94% year-on-year increase in profit.

Net income: : Despite the loss on the application of asset retirement obligations under extraordinary losses, an increase in operating profit contributed to a substantial profit growth of 253% from the previous year.





## I . Reference for Financial Results for the First Quarters of the Term Ending March 2011

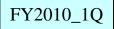


### Summary of Consolidated Financial Statements (First Quarters)



				(Billion yen)
	FY2009	FY2010	Change	Remarks
		1st Quarter		Retail: -16.8; Other business: -8.5; Leisure and Services: -3.0
Operating revenue	298.0	290.4	(- 2.5%)	Transportation: -2.1; Hotels: -0.4; Real Estate: +21.0
Operating profit	11.4	22.3	+10.8 (+ 94.3%)	Real Estate: +8.3; Hotels: +1.0; Other business: +0.7 Leisure and Services: +0.4; Retail: +0.4; Transportation: -0.3
Non-operating profit	2.6	4.0	+1.3 (+ 49.0%)	Investment gains from equity method: $0.8(+0.8)$
Non-operating expenses	5.4	5.0	- 0.3 (- 7.0%)	Interest paid: 4.1(-0.2)
Recurring profit	8.7	21.2	+12.5 (+ 143.5%)	
Extraordinary gains	2.6	1.7	- 0.9 (- 34.5%)	Compensation income: 0 (-1.5); Gain on subsidies for construction: $0.8(+0.7)$
Extraordinary losses	1.5	5.8	+4.3 (+ 276.0%)	Loss on the application of asset retirement obligations $3.2(+3.2)$ ; Impairment loss: $0.6(+0.5)$ ; Reduction in subsidies: $0.5(+0.3)$
Net income	2.9	10.5	+7.5 (+ 253.6%)	
Depreciation	16.2	16.3	+ 0.1 (+ 1.0%)	
Disposal cost of fixed assets	0.4	1.5	+1.0 (+ 246.9%)	
Amortization of goodwill	1.7	0.4	- 1.2	Retail: -1.2
Tokyu EBITDA	29.8	40.7	10.0	Real Estate: +8.4; Hotels: +1.0
EPS (yen) Earnings per share	2.38	8.48	+ 6.10	
ROE (%) Return of equity	3.2%	11.2%	+ 8.0 P	
Asset efficiency (%) (Tokyu EBITDA/total assets)	6.0%	8.4%	+ 2.4 P	
Equity at end of period	—	378.6	_	[End of FY2009] 373.0 (+5.6)
Interest-bearing debt at end of period		1,069.6	-	[End of FY2009] 1,042.6 (+26.9)
Equity ratio (%)	_	19.4%		[End of FY2009] 19.0%(+0.4P)
D/E ratio (times)	—	2.8	-	[End of FY2009] 2.8 (±0)

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



### **Consolidated Tokyu EBITDA by segment (First Quarters)**



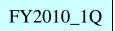
(Billion yen)

In addition to higher sales from Futako-Tamagawa Rise in the Company's real estate sales business, cost cutting was undertaken in each business, such as hotel and other businesses, which resulted in an increase.

The retail business produced a loss, due to the net loss caused by a decline in sales at Tokyu Store.

FY2009 FY2010 Change Remarks 1st Quarter 1st Quarter (Rate of change) +0.4Transportation 19.0 19.5 (+2.3%)Railway operations of the Company 17.218.0+ 0.7Tokyu Bus - 0.0 1.1 1.1 0.2 Others 0.6 - 0.3 + 8.4Real Estate 3.9 12.4 Increase in sales of Futagotamagawa Rise (condominium) + 212.5%)Real estate sales of the Company - 0.5 7.9 + 8.5Real estate leasing of the Company 3.3 3.4 - 0.1 + 0.0Others 1.01.1 - 0.4 Retail 5.6 5.2 (-7.1%)+ 0.0Tokyu Department Store 1.4 1.4 Tokyu Store Chain 1.2 - 0.5 1.7 2.3 + 0.0Shopping center operations 2.2 Others 0.1 0.1 + 0.0+0.5eisure and Services 2.0 1.5 + 33.4%)Tokvu Agency - 0.0 0.2 + 0.2its communications 1.0 1.1 + 0.1Others 0.5 0.7 + 0.1+ 1.0- 0.6 0.4Hotels (-)Tokyu Hotels, etc. 0.3 - 0.4 + 0.8Others - 0.1 0.0+ 0.2+ 0.70.9 Other 0.1 +401.1%Tokyu Car Corporation 0.0 0.8 + 0.7Others 0.0 0.1 + 0.0+ 0.00.00.0Elimination, etc. + 10.840.7 29.8 Total +36.3%)

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





The overall operating result was a loss, partly because of the transfer of Sapporo Tokyu Store in the retail business, offsetting increased revenue in the real estate sales business.

Total operating profit increased with the contribution of the sale of Futako-Tamagawa Rise in the real estate sales business in addition to increased profit in each business.

		FY2009 1st Quarter	FY2010 1st Quarter	Change (Rate of change)	Remarks
Total operating	revenue	298.0	290.4	- 7.5 (- 2.5%)	
Total operating	profit	11.4	22.3	+10.8 (+ 94.3%)	
Transmontation	Operating revenue	49.2	47.0	- 2.1 (- 4.4%)	Tokyu Corp. railway operations: -0.1; Transfer of local bus operations: -1.9
Transportation	Operating profit	9.8	9.5	- 0.3 (- 3.4%)	Tokyu Corp. railway operations: -0.2; Transfer of local bus operations: -0.1 Tokyu Bus: +0.1
Real Estate	Operating revenue	28.3	49.4	+21.0 (+ 74.3%)	Tokyu Corp. sales: +22.2; Tokyu Corp. leasing: -0.2
Real Estate	Operating profit	1.7	10.1	+8.3 (+ 477.4%)	Tokyu Corp. sales: +8.7; Tokyu Corp. leasing: -0.4
Retail	Operating revenue	142.0	125.1	- 16.8 (- 11.9%)	Tokyu Store Chain: -15.9; Tokyu Department Store: -0.9
Ketan	Operating profit	1.2	1.7	+0.4 (+ 36.6%)	Amotization of goodwill: +1.2; Shopping center operations: -0.4 Tokyu Store Chain: -0.4
Leisure and	Operating revenue	40.3	37.2	- 3.0 (- 7.6%)	Tokyu Agency: -2.9; its communications: +0.4
Services	Operating profit	0.3	0.8	+ 0.4 (+ 122.1%)	Tokyu Agency: +0.2
Hotels	Operating revenue	20.7	20.2	- 0.4 (- 2.3%)	Tokyu Hotels, etc.: -0.3
Hotels	Operating profit	- 1.4	- 0.3	+1.0 (-)	Tokyu Hotels, etc.: +0.8
Other	Operating revenue	36.3	27.8	- 8.5 (- 23.4%)	Tokyu Geox: -4.2; Tokyu Car Corp.: -4.0
Other	Operating profit	- 0.4	0.2	+ 0.7 (-)	Tokyu Car Corp.: +0.7
Elimination,	Operating revenue	- 18.9	- 16.5	+ 2.4	
etc.	Operating profit	0.0	0.0	+ 0.0	

### **FY2010\_1Q** Segment Information (1) Transportation



(Billion ven)

Operating revenue declined 4.4%, to ¥47.0 billion. Operating profit was down 3.4%, to ¥9.5 billion.

Passenger revenue in the Company's railway operations business remained mostly equivalent to that in the previous year. While the transfer of local bus operations in the previous year caused an overall loss, operating profit remained mostly on a par with the results of the previous year.

		FY2009	FY2010	Change	Remarks
		1st Quarter	1st Quarter		
Op	erating revenue	49.2	47.0	- 2.1 (- 4.4%)	Passengers carried: +0.1% (Commuter: -0.1%; Non-commuter: +0.3%) ¬Revenue from fares: -0.1% (Commuter: -0.4%; Non-commuter: +0.1%)
	Railway operations of the Company	37.2	37.1	- 0.1 (- 0.4%)	Revenue from fares: 32.8(-0.0); Advertising Revenue: 1.3(-0.2)
	Tokyu Bus	6.8	6.7	- 0.0 (- 0.4%)	Passengers carried: -0.2% Revenue from fares: -0.3%
	Others	5.1	3.1	- 1.9 (- 38.2%)	Transfer of local bus operations: -1.9
Op	erating profit	9.8	9.5	- 0.3 (- 3.4%)	
	Railway operations of the Company	9.3	9.0	- 0.2 (- 3.1%)	[Expenses]Disposal cost of fixed assets: $0.9(+0.8)$ ; Rental revenue: $0.2(-0.3)$
	Tokyu Bus	0.5	0.6	+ 0.1 (+ 22.2%)	
	Others	0.0	- 0.1	- 0.2 (-)	Transfer of local bus operations: -0.1
	Amortization of goodwill	- 0.1	- 0.0	+ 0.1	
	Depreciation	8.8	8.9	+0.0 (+0.9%)	
	Disposal cost of fixed assets	0.1	0.9	+0.8 (+ 508.4%)	
То	kyu EBITDA	19.0	19.5	+0.4 (+ 2.3%)	
Ca	pital expenditures	16.2	10.0	- 6.1 (- 37.9%)	



Operating revenue rose 74.3%, to ¥49.4 billion. Operating profit increased 477.4%, to ¥10.1 billion.

Despite an increase in expenses to prepare for opening in development projects in the Company's lease business, a significant increase in sales from Futako-Tamagawa Rise in the Company's sales business contributed to the overall rise in revenue and profit.

		FY2009	FY2010	Change	Remarks
		1st Quarter	1st Quarter		
Opera	ting revenue	28.3	49.4	+21.0 (+74.3%)	
Re	eal estate sales of the Company	8.1	30.4	+22.2 (+271.5%)	[Sales] Company-owned land: 25.5 (+22.2); Funds turnover-type: 4.5 (+0.0)
Re	eal estate leasing of the Company	9.0	8.8	- 0.2 (- 3.1%)	
Ot	hers	11.0	10.1	(- 0.0707	Jotetsu: -0.6
Opera	ating profit	1.7	10.1	+8.3 (+ 477.4%)	
Re	eal estate sales of the Company	- 0.9	7.8	+8.7 (-)	[Sales margin] Company-owned land: $9.1(+7.5)$ ; Funds turnover-type $1.0(+1.3)$
Re	eal estate leasing of the Company	2.1	1.6	- 0.4 (- 21.3%)	Increased cost and expenses associated with the commencement of development projects
Ot	hers	0.5	0.6	+ 0.0 (+ 14.1%)	
An	nortization of goodwill	0.0	- 0.0	- 0.0	
De	epreciation	1.9	2.0	+0.0 (+ 2.8%)	
Dis	sposal cost of fixed assets	0.2	0.2	+ 0.0 (+ 4.2%)	
Tokyı	u EBITDA	3.9	12.4	+8.4 (+ 212.5%)	
Capita	al expenditures	6.3	17.2	+10.9 (+ 173.3%)	





(Billion ven)

Operating revenue fell 11.9%, to ¥125.1 billion. Operating profit increased 36.6%, to ¥1.7 billion.

The Tokyu Store operation resulted in an overall net profit due to completed amortization of the goodwill of Tokyu Department Stores, despite lower retail sales that resulted in a loss in revenue and profit in addition to the transfer of Sapporo Tokyu Store.

FY2009 FY2010 Change Remarks 1st Quarter 1st Quarter (Rate of change) - 16.8 Operating revenue 142.0125.1 (-11.9%) - 0.9 Tokyu Department Store 57.856.8Rate of change in revenue: -2.0%(Leasing revision) (-1.6%)- 15.9 Rate of change in revenue: All stores: -6.1%; Existing stores: -6.9% Tokyu Store Chain 73.7 57.7 (-21.7%) A fall in sales associated with the transfer of Sapporo Tokyu Store Chain Co., Ltd.: -11.9 + 0.05.5 5.5 Shopping center operations (+1.0%)- 0.0 4.9 Others 4.9 (-0.2%)+ 0.4Operating profit 1.2 1.7 (+36.6%)+ 0.1Tokyu Department Store 0.2 0.3 (+71.6%)-04 1.0 0.5 Tokyu Store Chain (-45.4%) - 0.4 Shopping center operations 1.5 1.0 Increase in the opening expense of Tamaplaza Terrace, etc (-31.5%) + 0.00.0 Others 0.0(+565.7%)- 1.5 + 1.2 Completion of goodwill amortization of Tokyu Department Stores Amortization of goodwill - 0.3 + 0.02.82.9 Depreciation +1.5%)+ 0.20.2 Disposal cost of fixed assets 0.0(-)- 0.4 Tokyu EBITDA 5.6 5.2 (- 7.1%) + 3.32.3 5.6 Capital expenditures + 143.9%)

### **FY2010\_1Q** Segment Information (4) Leisure and Services

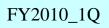
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(Billion yen)

Operating revenue slipped 7.6%, to ¥37.2 billion. Operating profit rose 122.1%, to ¥0.8 billion.

In the advertising business, although a loss was incurred largely in the mass media segment, cost cutting resulted in an increased operating profit.

FY2010 FY2009 Change Remarks 1st Quarter 1st Quarter (Rate of change) - 3.0 Operating revenue 40.3 37.2 (-7.6%) - 2.9 Mass media: -1.4; Sales promotion: -0.5; Traffic advertisement: -0.4; Others: -0.7 Tokyu Agency 25.022.0 (-11.8%)+ 0.44.4 3.9 its communications (+12.4%)- 0.5 Others 11.2 10.6Other advertising business: -0.2 (-5.3%)+ 0.40.3 **Operating profit** 0.8 (+ 122.1%)+ 0.2Tokyu Agency - 0.0 0.1 (-)+0.00.4 0.3 its communications (+22.6%)+ 0.20.3 0.1 Others (+122.3%)Amortization of goodwill - 0.0 - 0.1 - 0.0 + 0.0Depreciation 1.0 1.0 (+0.5%)- 0.0 0.0 Disposal cost of fixed assets 0.0 (- 99.4%) +0.5Tokyu EBITDA 1.5 2.0 + 33.4%+ 0.3Capital expenditures 1.4 1.1 (+32.3%)





(Billion ven)

Operating revenues were down 2.3%, to 20.2 billion yen, and operating profit improved 1 billion yen, to become an operating loss of 0.3 billion yen.

Overall sales fell, reflecting the effects of lower unit prices, despite a recovery in the operating rate. The operating profit improved, given efforts to lower expenses.

-					(Billion yei)
		FY2009	FY2010	Change	Remarks
		1st Quarter	1st Quarter	(Rate of change)	
Op	erating revenue	20.7	20.2	- 0.4 (- 2.3%)	
	Tokyu Hotels, etc. (*)	17.7	17.4	- 0.3 (- 1.9%)	Occupancy ratio: 74.9% (+4.6 points)
	Others	2.9	2.7	- 0.1 (- 4.7%)	
Op	erating profit	- 1.4	- 0.3	+ 1.0 (-)	
	Tokyu Hotels, etc. (*)	- 1.0	- 0.2		A decrease in the cost of labor, expenses, etc.
	Others	- 0.3	- 0.1	+ 0.2 (-)	
	Amortization of goodwill	- 0.0	- 0.0	- 0.0	
	Depreciation	0.7	0.7	- 0.0 (- 0.1%)	
	Disposal cost of fixed assets	0.0	0.0	+0.0 (+ 67.6%)	
To	kyu EBITDA	- 0.6	0.4	+ 1.0 (-)	
Ca	pital expenditures	1.0	1.8	+ 0.8 (+ 78.4%)	

\* "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.



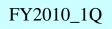


(Billion ven)

Operating revenue decreased 23.4%, to ¥27.8 billion. Operating profit increased ¥0.7billion, to ¥0.2 billion.

Although Tokyu Car Corporation posted lower sales, primarily in the railway vehicles segment, operating profit increased because of an improved gross profit margin.

	-				(Dimon yen)
		FY2009	FY2010	Change	Remarks
	1	1st Quarter	1st Quarter		
Operating revenue		36.3	27.8	- 8.5 (- 23.4%)	
Tokyu Car Corporation		16.4	12.4	(- 24.6%)	Railway cars: -3.4; Specialty vehicles: +0.3 Parking equipment: -0.9
Others		19.9	15.4	- 4.4 (- 22.5%)	Tokyu Geox: -4.2; Tokyu Kidoh Kogyo: -0.6 Tokyu Green System: +0.2
Operating profit		- 0.4	0.2	+ 0.7 (-)	
Tokyu Car Corporation		- 0.3	0.3	(-)	Railway cars: +0.3; Specialty vehicles: +0.4 Parking equipment: -0.0
Others		- 0.0	0.0	$+ 0.0 \\ (-)$	
Amortization of goodwill		- 0.0	- 0.0	+ 0.0	
Depreciation		0.6	0.6	- 0.0 (- 3.4%)	
Disposal cost of fixed ass	ets	0.0	0.0	- 0.0 (-)	
Tokyu EBITDA		0.1	0.9	+ 0.7 (+ 401.1%)	
Capital expenditures		0.9	0.2	- 0.6 (- 72.2%)	





(Billion yen)

[Total assets] Despite a decrease in cash and deposits, fixed assets increased as a result of capital expenditure, and total assets remained mostly at the same level as the previous year.

[Net assets] An increase in earned surplus after dividend payment resulted in 391.6 billion yen, up 1.4%.

[Financial soundness] The equity ratio and debt-equity ratio improved slightly from the end of the previous fiscal year to 19.4% and 2.8 times, respectively.

	FY2009 Results	FY2010 1st Quarter	Change (Rate of change)	Remarks
Total assets	1,965.7		00	
Current assets	309.0	289.4	- 19.5 (- 6.3%)	Cash and deposits: -13.3; Trade notes & accounts receivable: -4.3
Fixed assets	1,656.7	1,667.4	+10.6 (+ 0.6%)	Tangible fixed assets: +14.2; Investments and other fixed assets: -3.2
Total liabilities	1,579.4	1,565.2	- 14.2 (- 0.9%)	
Current liabilities	606.3	587.0	- 19.3 (- 3.2%)	Trade notes & accounts payable: -22.8 Interest-bearing debt: +21.5; Asset retirement obligations +1.6
Fixed liabilities	951.0	956.0	+4.9 (+ 0.5%)	Interest-bearing debt: +5.4; Asset retirement obligations+3.1
Reserves under special law	22.0	22.2	+ 0.1 (+ 0.8%)	
Total net assets	386.3	391.6	+ 5.3 (+ 1.4%)	Equity capital: +0.4; valuation/exchange difference: -0.8; Millionly interest: -0.3
Equity	373.0	378.6	+ 5.6 (+ 1.5%)	Net income: +10.5; Dividends: -3.7
Interest-bearing debt at end of period	1,042.6	1,069.6	$^{+\ 26.9}_{(+\ 2.6\%)}$	
Equity ratio (%)	19.0%	19.4%	+ 0.4 P	
D/E ratio (times)	2.8	2.8	+ 0.0	

### **FY2010\_1Q** Consolidated Statements of Cash Flow

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[Year-on-year change] A decrease in corporate income taxes and other payments contributed to an increase in cash flow from operating activities. In investment activities, spending increased with the development of the area around Shibuya Station, resulting in a decrease of 9.3 billion yen in free cash flow.

[Interest-bearing debts] Part of free cash flow and dividend payment was borrowed, resulting in an increase of 26.9 billion yen.

	FY2009 1st Quarter	FY2010 1st Quarter	Change (Rate of change)	Remarks
CF from operating activities	1.4	3.9	+ 2.4	
CF from investing activities	- 27.9	- 39.8	- 11.8	
Capital expenditure	- 30.8	- 41.2	- 10.4	An increase in expenditure related to the development of the area around Shibuya Station
Acquisition of securities	- 8.5	- 1.3	+ 7.1	
Gain on sale of assets	8.1	1.1	- 7.0	
CF from financial activities	16.3	22.4	+ 6.1	
Interest-bearing debt Net increase/decrease	20.6	26.7	+ 6.0	
Dividend payment	- 3.7	- 3.7	+ 0.0	
Cash and cash equivalents Net increase/decrease	- 10.0	- 13.2	- 3.2	
Cash and cash equivalents at end of period	—	26.4	_	[End of FY2009] 39.7(-13.2)
Free cash flow	- 26.4	- 35.8	- 9.3	
Interest-bearing debt at end of period	_	1,069.6	_	[End of FY2009] 1,042.6(+26.9)





Despite a decline in the number of new railway vehicles in the Company's railway operations, expenditure increased for the development of the area around Shibuya Station in the Company's real estate lease business, which resulted in an overall increase of 32.8%, to 37.2 billion yen.

				(Billion Jen)
	FY2009	FY2010	Change	Remarks
	1st Quarter	1st Quarter		
Total capital expenditure	28.0	37.2	+9.2 (+ 32.8%)	
Transportation	16.2	10.0	- 6.1 (- 37.9%)	Tokyu Corp. railway operations: -6.3
Of which, contract construction	0.7	1.1	+ 0.4 (+ 53.4%)	
Real Estate	6.3	17.2	$(\pm 175.5\%)$	Tokyu Corp. leasing. $\pm 11.0$
Retail	2.3	5.6	(+ 143.9%)	Tokyu Department Store: +1.7; Shopping center operations: +1.2 Tokyu Store Chain: +0.4
Leisure and Services	1.1	1.4	+ 0.3 (+ 32.3%)	
Hotels	1.0	1.8	+ 0.8 (+ 78.4%)	
Other	0.9	0.2	- 0.6 (- 72.2%)	
Headquarters	0.1	0.9	+ 0.8	
Elimination	- 0.0	- 0.3	- 0.2	
Tokyu Corp.expenses on sale of houses and lots	7.3	22.5	+ 15.2 (+ 206.8%)	Company-owned land: +17.4; Funds turnover-type: -1.1

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.



#### Mostly on a par with the previous year in each business.

		FY2009 1st Quarter	FY2010 1st Quarter	Change (Rate of change)	Remarks
Tot	al depreciation and amortization	16.2	16.3	$(\pm 1.0\%)$	
	Transportation	8.8	8.9	+ 0.0 (+ 0.9%)	Tokyu Corp. railway operations: +0.2; Tokyu Bus: -0.1
	Real Estate	1.9	2.0	+ 0.0 (+ 2.8%)	
	Retail	2.8	2.9	+ 0.0 (+ 1.5%)	
	Leisure and Services	1.0	1.0	+ 0.0 + 0.5%)	
	Hotels	0.7	0.7	- 0.0 (- 0.1%)	
	Other	0.6	0.6	- 0.0 (- 3.4%)	