

Summary of Results for the year ended March, 2024



TOKYU CORPORATION

May 13, 2024

| 9005 | <https://www.tokyu.co.jp/>

FY2023 Main Points in the Results (1)

Comparison with the previous fiscal year

- Operating revenue and operating profit both increased mainly due to fare revisions in Tokyu Railways and increase in condominium sales in the Real estate business, in addition to recovery of demand in Railway and Hotel business.
- Profit attributable to owners of parent rose chiefly due to an increase in share of profit of entities accounted for using equity method in addition to increased operating profit.

(Unit : Billion yen)	FY2022 Results	FY2023 Results	YoY Comparison	FY2023 Feb. Forecast	Comparison with Feb. Forecast
Operating Revenue	931.2	1,037.8	+106.5 (+11.4%)	1,041.4	-3.5 (-0.3%)
Operating Profit	44.6	94.9	+50.3 (+112.8%)	90.0	+4.9 (+5.5%)
Real Estate Sales Operating Profit	6.6	17.6	+10.9 (+165.7%)	17.8	-0.2 (-1.5%)
Operating Profit excluding Real Estate Sales	37.9	77.2	+39.3 (+103.5%)	72.1	+5.1 (+7.2%)
Business Profit	45.2	95.5	+50.3 (+111.3%)	90.3	+5.2 (+5.7%)
Recurring Profit	47.3	99.2	+51.9 (+109.6%)	93.8	+5.4 (+5.9%)
Profit attributable to owners of parent	25.9	63.7	+37.7 (+145.3%)	60.0	+3.7 (+6.3%)

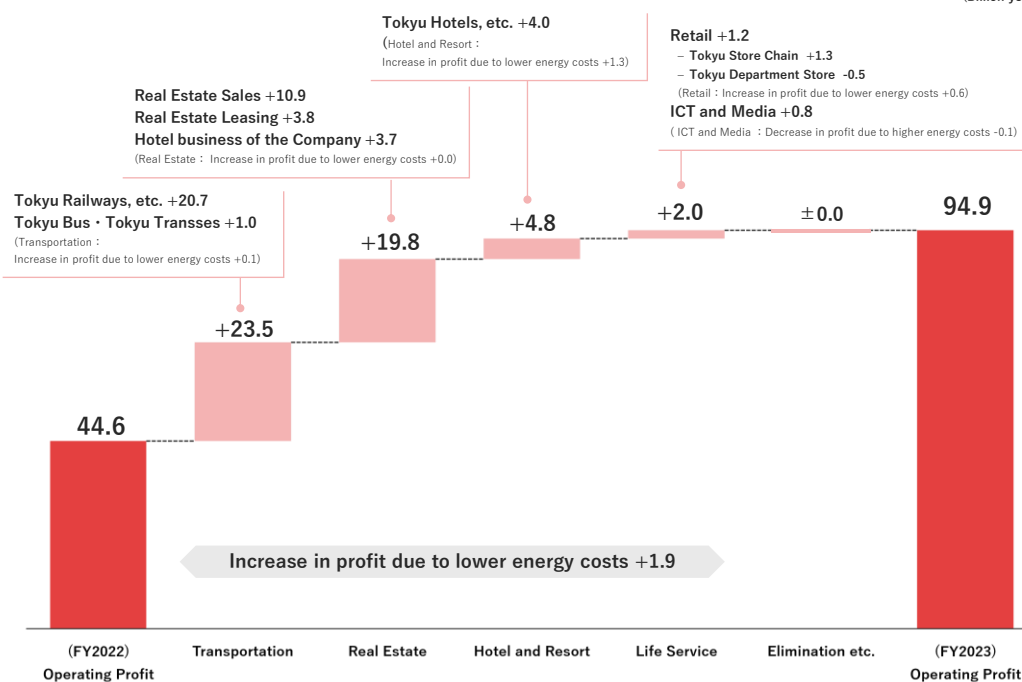
* Business Profit = Operating Profit + Investment gains (loss) from equity method (excl. listed companies) + Dividend Income related to Real Estate Business, etc.

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- This slide shows key points in the results for FY2023. Operating revenue stood at 1,037.8 billion yen, and operating profit was 94.9 billion yen. Operating revenue and operating profit both increased 106.5 billion yen and 50.3 billion yen year on year, respectively, mainly due to fare revisions in Tokyu Railways and an increase in condominium sales, in addition to recovery of demand in each business, particularly in the Transportation Business and Hotel and Resort Business.
- Profit attributable to owners of parent stood at 63.7 billion yen, up 37.7 billion yen, chiefly due to an increase in share of profit of entities accounted for using equity method in addition to increased operating profit.
- Compared to forecasts in February, results exceeded the expectations in all segments, mainly because the commission rents remained strong in real estate leasing. Operating profit exceeded the forecast by 4.9 billion yen, and profit attributable to owners of parent was 3.7 billion yen above the forecast value.

FY2023 Operating Profit by Segment: Financial Results Key Points

(Billion yen)



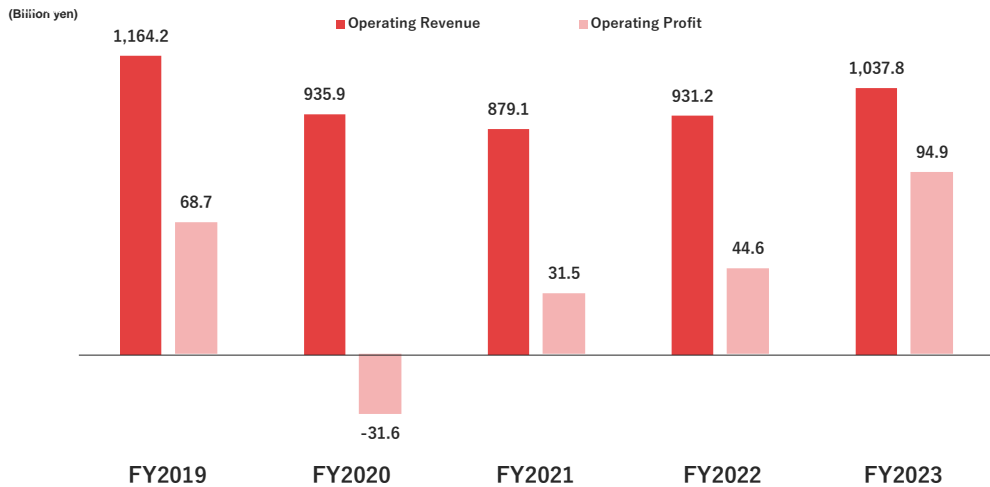
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- A year-on-year comparison of operating profit by segment reveals a 23.5 billion yen increase in the Transportation Business, reflecting the recovery of human mobility. In the Real Estate Business, operating profit increased 19.8 billion yen in total due to the strong performance in the Hotel business of the Company, in addition to an increase in condominium sales in real estate sales. In the Hotel and Resort Business, the average daily rate (ADR) of hotels remained strong, resulting in a 4.8 billion yen increase in profit. Thus operating profit increased in all businesses.
- Note that electricity rates and other energy costs amounted to 27.3 billion yen for the year, down 1.9 billion yen from the previous year.

Consolidated Financial Results for FY2023

- Operating profit continued to exceed pre-COVID levels as a result of the progress of structural reforms in each business in addition to the gradual recovery of the business environment from the COVID crisis.

Consolidated Operating Revenue and Operating Profit Trends



- The graph shows trends in operating revenue and operating profit from FY2019.
- The operating profit of 94.9 billion yen for FY2023 is above the pre-COVID-19 level and is a record-high for Tokyu Corporation, exceeding the 86.7 billion yen posted in FY2007.

(Unit: Billion yen)	FY2022 Results	FY2023 Results	Change	Remarks	Forecast as of Feb.	Change
Operating Revenue	184.0	213.6	+ 29.6 (+16.1%)	Passengers Carried: +6.4% (Non-commuter: +6.4%; Commuter: +6.4%) + Passenger Revenue: +20.5% (Non-commuter: +22.0%; Commuter: +18.2%)	214.1	- 0.4 (-0.2%)
Tokyu Railways	134.8	159.3	+ 24.4 (+18.1%)	Passenger Revenue: 144.9 (+24.6)	158.5	+ 0.7 (+0.5%)
Tokyu Bus · Tokyu Transses	25.4	27.2	+ 1.8 (+ 7.2%)	Passenger Revenue: +6.9%	27.2	+ 0.0 (+0.1%)
Others	23.7	27.1	+ 3.3 (+14.1%)		28.3	- 1.1 (-4.2%)
Operating Profit	8.5	32.0	+ 23.5 (+ 275.5%)		31.5	+ 0.5 (+1.8%)
Tokyu Railways	7.6	28.4	+ 20.7 (+ 270.1%)		27.6	+ 0.8 (+2.9%)
Tokyu Bus · Tokyu Transses	0.8	1.8	+ 1.0 (+ 118.5%)		2.2	- 0.3 (-15.5%)
Others	- 0.0	1.7	+ 1.7 (-)		1.6	+ 0.1 (+6.6%)

Tokyu Railways: Breakdown of operating expense

(Unit : Billion yen)	FY2022 Results	FY2023 Results	2023-2022 Change
Total operating expense	127.5	131.1	+3.5
Labor cost	32.5	33.5	+1.0
Power Costs	8.6	8.4	-0.2
Repair Costs	10.1	10.6	+0.5
Expenses	35.2	36.8	+1.4
Various taxes	6.7	6.9	+0.2
Depreciation and amortization	34.3	34.6	+0.3

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- Operating revenue was 213.6 billion yen, with operating profit of 32.0 billion. This represents a 29.6 billion yen increase in operating revenue and 23.5 billion yen rise in operating profit year on year.
- In the railway business, Tokyu Railways generated 159.3 billion yen in operating revenue and 28.4 billion yen in operating profit, recording year-on-year increases in operating revenue and operating profit of 24.4 billion and 20.7 billion yen, respectively.
The number of passengers carried increased 6.4%. Revenue from fares rose 20.5%, partly due to the fare revision, driving a 24.6 billion yen increase in operating revenue.
- Compared with FY2019 levels, the number of passengers carried was down 11.4% while passenger revenue increased 3.0%.
- Expenses increased 3.5 billion yen in total due in part to higher labor costs.
- Tokyu Bus posted operating revenue of 27.2 billion yen and an operating profit of 1.8 billion yen, with operating revenue and operating profit recording year-on-year increases of 1.8 billion and 1.0 billion yen, respectively.

- The Other segment, including the airport operation, regional transportation, and other operations, generated an operating profit of 1.7 billion yen, resulting in year-on-year profit growth of 1.7 billion yen.
- Profit was 0.5 billion yen above the forecast in November, as passenger revenue remained strong in January and February.

Railway Operations Business (1)

**Conditions in 4Q
(Jan. – Mar.)**

The number of passengers carried gradually recovered with an increase in opportunities to go out as a result of the downgrading of COVID-19 to a Class 5 infectious disease.

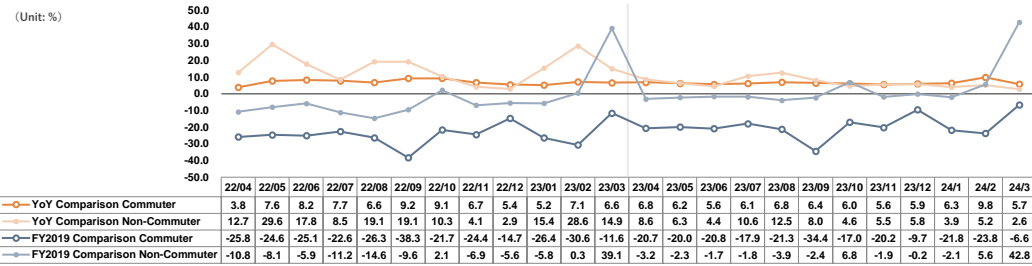
Conditions in April

The number of passengers carried is about +3% in comparison with FY2023 levels.

▶ Tokyu Railways: Passengers Carried and Passenger Revenue

	(Thousand people, Million yen)	FY2022	FY2023	VS		FY2024	VS	
		Results	Results	FY2022	FY2019	Full Year Forecast	FY2023	FY2019
Number of	Total	988,883	1,052,143	+6.4%	-11.4%	1,064,206	+1.1%	-10.4%
Passengers Carried	Non-commuter	445,985	474,541	+6.4%	+2.1%	480,365	+1.2%	+3.3%
	Commuter	542,898	577,602	+6.4%	-20.0%	583,841	+1.1%	-19.2%
Passenger Revenue	Total	120,341	144,986	+20.5%	+3.0%	147,227	+1.5%	+4.6%
	Non-commuter	73,422	89,548	+22.0%	+18.0%	90,685	+1.3%	+19.5%
	Commuter	46,919	55,438	+18.2%	-14.6%	56,542	+2.0%	-12.9%

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



(Unit: Billion yen)	FY2022 Results	FY2023 Results	Change	Remarks	Forecast as of Feb.	Change
Operating Revenue	220.4	286.5	+ 66.1 (+ 30.0%)		290.7	- 4.1 (- 1.4%)
Real Estate Sales	41.1	85.6	+ 44.5 (+ 108.2%)		88.5	- 2.8 (- 3.2%)
Real Estate Sales of the Company	34.5	79.9	+ 45.4 (+ 131.5%)	Increase in number of properties sold	82.4	- 2.5 (- 3.1%)
Real Estate Leasing	117.3	127.1	+ 9.7 (+ 8.3%)		127.2	- 0.0 (- 0.1%)
Real Estate Leasing of the Company	100.6	109.8	+ 9.1 (+ 9.1%)		109.2	+ 0.5 (+ 0.5%)
Real estate Management	29.8	32.0	+ 2.2 (+ 7.4%)		32.1	- 0.0 (- 0.2%)
Others	32.0	41.7	+ 9.6 (+ 30.2%)	Hotel business of the Company: 23.4 (+10.3)	42.8	- 1.1 (- 2.6%)
Operating Profit	28.8	48.7	+ 19.8 (+ 68.9%)		46.0	+ 2.7 (+ 5.9%)
Real Estate Sales	6.6	17.6	+ 10.9 (+ 165.7%)		17.8	- 0.2 (- 1.5%)
Real Estate Sales of the Company	5.4	17.4	+ 12.0 (+ 220.6%)	Increase in number of properties sold	17.6	- 0.1 (- 1.0%)
Real Estate Leasing	19.4	23.2	+ 3.8 (+ 19.7%)		20.8	+ 2.4 (+ 11.5%)
Real Estate Leasing of the Company	15.8	19.1	+ 3.2 (+ 20.4%)		16.8	+ 2.2 (+ 13.3%)
Real Estate Management	3.5	4.7	+ 1.1 (+ 33.7%)		4.4	+ 0.2 (+ 6.3%)
Others	- 0.7	3.0	+ 3.8 (-)	Hotel business of the Company: 3.7 (+3.7)	2.7	+ 0.2 (+ 10.5%)

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- The Real Estate Business posted operating revenue of 286.5 billion yen and operating profit of 48.7 billion yen. This represents a 66.1 billion yen increase in operating revenue and 19.8 billion yen rise in operating profit year on year.
- In Real Estate Sales, operating revenue was 85.6 billion yen with operating profit of 17.6 billion yen, year-on-year increase of 44.5 billion yen and 10.9 billion yen respectively, mainly due to an increase in the number of condominiums delivered. 。
- The Real Estate Leasing Business posted operating revenue of 127.1 billion yen and operating profit of 23.2 billion yen. Operating revenue increased 9.7 billion yen and operating profit rose 3.8 billion yen year on year, reflecting the opening of Tokyu Kabukicho Tower and a business recovery especially in commercial facilities.
- Other of the Real Estate Business posted operating revenue up 9.6 billion yen and operating profit increasing 3.8 billion yen year on year. In the Hotel business of the Company, where earnings from the hotels in the complexes owned by the Company were posted, operating revenue rose 10.3 billion yen from previous year to

23.4 billion yen, and operating profit increased 3.7 billion yen to 3.7 billion yen, attributable to a significant rise in average daily rate (ADR) which mainly reflects inbound tourism demand.

- Operating profit exceeded the forecast as of February by 2.7 billion yen thanks to the strong performance of real estate leasing and hotels.

(Unit: Billion yen)	FY2022 Results	FY2023 Results	Change	Remarks	Forecast as of Feb.	Change
Operating Revenue	332.8	331.9	- 0.8 (- 0.3%)		330.0	+ 1.9 (+ 0.6%)
Tokyu Department Store	66.9	58.8	- 8.0 (- 12.0%)	Rate of Change in Sales: All Stores: -23.0% Existing Stores -6.7%	58.4	+ 0.4 (+ 1.3%)
Tokyu Store Chain	209.9	214.6	+ 4.7 (+ 2.3%)	Rate of Change in Total sales (including leasing) : Existing Stores: +6.5%	214.4	+ 0.2 (+ 0.1%)
Others	56.0	58.4	+ 2.3 (+ 4.3%)	Rate of Change in Sales: All Stores: +1.8% Existing Stores: +2.0%	57.1	+ 1.2 (+ 2.3%)
Operating Profit	4.3	5.5	+ 1.2 (+ 27.9%)		4.6	+ 0.9 (+ 21.3%)
Tokyu Department Store	0.3	- 0.2	- 0.5 (-)		0	- 0.3 (-)
Tokyu Store Chain	3.8	5.1	+ 1.3 (+ 36.1%)		4.1	+ 1.0 (+ 24.0%)
Others	0.2	0.6	+ 0.4 (+ 208.7%)		0.3	+ 0.2 (+ 77.6%)

- In the Life Service Business, operating revenue was 518.8 billion yen with operating profit of 13.1 billion yen, corresponding to year-on-year increases of 1.5 billion yen and 2.0 billion yen, respectively.
- In the Retail Business, operating revenue was 331.9 billion yen with operating profit of 5.5 billion yen, corresponding to a year-on-year decrease of 0.8 billion and an increase of 1.2 billion yen, respectively.
- Tokyu Department Store posted operating revenue of 58.8 billion yen and an operating loss of 0.2 billion yen. Operating revenue declined due to the closure of the flagship store in Shibuya and the remodeling floors from own sales to rental sales in Tama Plaza store, Kichijoji store, etc.. Despite ongoing improvements in operational efficiency, operating profit decreased 0.5 billion yen year on year. Sales at all existing stores including tenants, excluding the effect of the closure of the flagship store, rose from a year ago.
- Tokyu Store Chain posted operating revenue of 214.6 billion yen and operating profit of 5.1 billion yen. Operating revenue and operating profit rose 4.7 billion yen and 1.3 billion yen, respectively, mainly due to the rise of product prices.

(Unit: Billion yen)	FY2022 Results	FY2023 Results	Change	Remarks	Forecast as of Feb.	Change
Operating Revenue	184.3	186.8	+ 2.4 (+ 1.3%)		185.9	+ 0.9 (+ 0.5%)
Tokyu Recreation	27.8	31.1	+ 3.3 (+ 12.1%)		31.4	- 0.3 (- 1.4%)
its communications	26.4	26.3	- 0.0 (- 0.3%)		26.0	+ 0.2 (+ 1.0%)
Tokyu Agency	44.1	43.3	- 0.7 (- 1.7%)		43.5	- 0.2 (- 0.5%)
Others	85.9	85.9	- 0.0 (- 0.1%)	Tokyu Power Supply: 36.8 (-4.9)	84.7	+ 1.1 (+ 1.4%)
Operating Profit	6.7	7.5	+ 0.8 (+ 12.1%)		7.0	+ 0.5 (+ 7.6%)
Tokyu Recreation	0.8	0.7	- 0.0 (- 10.0%)		0.7	+ 0.0 (+ 3.7%)
its communications	3.2	3.0	- 0.1 (- 5.8%)		3.0	+ 0.0 (+ 0.9%)
Tokyu Agency	1.5	1.1	- 0.3 (- 22.7%)		1.0	+ 0.1 (+ 20.0%)
Others	1.0	2.5	+ 1.4 (+ 134.2%)	Tokyu Power Supply: 0.8 (+0.7)	2.2	+ 0.2 (+ 12.5%)

- In the ICT and Media business, operating revenue was 186.8 billion yen with operating profit of 7.5 billion yen, year-on-year increases of 2.4 billion yen and 0.8 billion yen, respectively.
- Tokyu Recreation posted operating revenue of 31.1 billion yen and an operating profit of 0.7 billion yen. Operating revenue increased by 3.3 billion yen, reflecting a rebound from the previous year.
- its communications Inc. posted operating profit roughly equal to the previous year at 3.0 billion yen, while Tokyu Agency Inc. posted operating profit of 1.1 billion yen, a decrease of 0.3 billion yen.
- In Others, operating revenue was on par with the previous year and operating profit increased 1.4 billion yen year on year. At Tokyu Power Supply, operating revenue decreased 4.9 billion yen year on year due to a decline in the amount of electricity sold, but operating profit increased 0.7 billion yen because of an improvement in the procurement environment.
- Operating profit in the overall Life Service Business exceeded the forecast as of February by 1.5 billion yen due to profit increases at Tokyu Store Chain in the Retail Business and Tokyu Power Supply in the ICT and Media business.

(Unit: Billion yen)	FY2022 Results	FY2023 Results	Change	Remarks	Forecast as of Feb.	Change
Operating Revenue	70.8	89.8	+ 19.0 (+ 26.9%)	(reference) Total hotel business Income and expenditures	89.3	+ 0.5 (+ 0.6%)
Tokyu Hotels, etc. (※)	56.5	75.1	+ 18.6 (+ 33.0%)		FY2023 Results: 74.7	+ 0.3 (+ 0.5%)
Others	14.2	14.6	+ 0.3 (+ 2.8%)	Hotel and Resort (Tokyu Hotels, etc.)	14.5	+ 0.1 (+ 1.0%)
Operating Profit	- 4.1	0.7	+ 4.8 (-)	Operating Revenue		
Tokyu Hotels, etc. (※)	- 3.2	0.7	+ 4.0 (-)	Operating Profit	0.7	+ 4.0
Others	- 0.8	- 0.0	+ 0.8 (-)	Excluding impact of hotel openings, hotel closings, etc.	67.4	+ 10.9
				Operating Revenue	3.9	+ 7.2
				Operating Profit	23.4	+ 10.3
				Real Estate (Hotel business of the Company)	3.7	+ 3.7
				Operating Revenue	98.6	+ 28.9
				Operating Profit	4.5	+ 7.8
				Total Hotel Business	- 0.1	+ 0.1 (-)

(※) "Tokyu Hotels, etc." includes Tokyu Hotels co., Ltd. but also Tokyu Hotels & Resorts co., Ltd. and THM Corporation, as well as the Company, New Perspective One, LLC and T.H. Properties, Inc.

Key Indicators

	● Occupancy Rates (%)			● ADR (including service charge) (Yen)			● RevPAR (Yen)		
	FY2023 Results	VS FY2022	VS FY2019	FY2023 Results	VS FY2022	VS FY2019	FY2023 Results	VS FY2022	VS FY2019
Overall hotel business	75.7	+5.8p	-0.9p	21,181	+5,750	+4,496	16,030	+5,247	+3,257
Shibuya Area Hotels(※) + The Capitol Hotel Tokyu	80.0	+6.9p	+1.4p	43,993	+15,869	+12,362	35,203	+14,639	+10,341

(※) Shibuya Area Hotels : Cerulean Tower Tokyu Hotel, SHIBUYA STREAM HOTEL, Shibuya EXCEL HOTEL TOKYU, Shibuya Tokyu REI Hotel

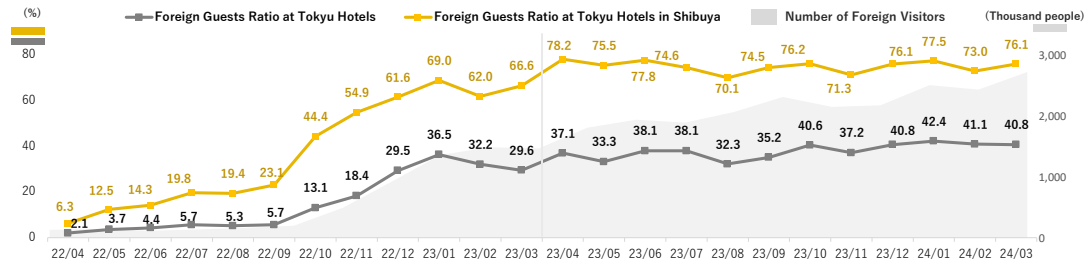
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- In the Hotel and Resort Business, operating revenue was 89.8 billion yen with operating profit of 0.7 billion yen, corresponding to year-on-year increases of 19.0 billion yen and 4.8 billion yen, respectively.
- Tokyu Hotels posted operating revenue of 75.1 billion yen, up 18.6 billion yen year on year, and an operating profit of 0.7 billion yen, a year-on-year increase of 4.0 billion yen, due mainly to the downgrading of COVID-19 to a Class 5 infectious disease.
- Performance at hotels recovered significantly from the previous year. The occupancy rate at all hotels was 75.7%, and the average daily rate (ADR) was 21,181 yen. The four hotels in Shibuya and The Capitol Hotel Tokyu in Nagatacho recovered significantly from the previous year with the occupancy rate at 80.0% and ADR 43,993 yen. RevPAR also exceeded the pre-COVID levels.
- Both occupancy rate and ADR exceeded the forecast as of February, resulting in a rise in operating profit of 0.3 billion yen.
- Regarding inbound demand, foreign guests ratio is at a level of around 40% overall and at mid-70s for the hotels in Shibuya.

Inbound business updates

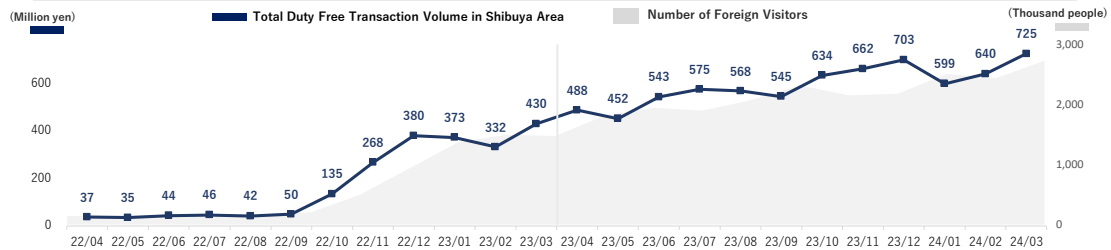
● Steadily capturing inbound demand at commercial facilities and hotels in Shibuya and other central Tokyo areas.

Foreign Guests Ratio in Hotel Business



*Tokyu Hotels in Shibuya: Cerulean Tower Tokyu Hotel, SHIBUYA STREAM HOTEL, Shibuya EXCEL HOTEL TOKYU, Shibuya Tokyu REI Hotel
 *The number of foreign visitors to Japan is based on statistical data from the Japan National Tourism Organization (JNTO)

Total Duty Free Transaction Volume in Shibuya Area



*Facilities to be included: Shibuya Scramble Square, ShinQs, SHIBUYA109, MAGNET by SHIBUYA109, Shibuya Tokyu Foodshow, and THE WINE by TOKYU DEPARTMENT STORE

* The above figures are for duty-free transactions at commercial facilities in the Shibuya area and differ from the sales figures in the financial statements. © 2024 TOKYU CORPORATION All Rights Reserved. /

(Unit: Billion yen)	FY2022 Results	FY2023 Results	Change	Remarks	Forecast as of Feb.	Change
Operating Profit	44.6	94.9	+ 50.3 (+ 112.8%)		90.0	+ 4.9 (+ 5.5%)
Non-operating Revenue	17.1	18.8	+ 1.7 (+ 10.0%)		18.3	+ 0.5 (+ 3.1%)
Interest and Dividend Income	1.4	1.6	+ 0.2		2.2	- 0.5
Investment Gain from Equity Method	9.3	12.3	+ 2.9	Tokyu Fudosan Holdings: 11.0 (+2.7) ; Tokyu Construction: 0.9 (+0.1)	11.5	+ 0.8
Others	6.2	4.8	- 1.4	Subsidies for employment adjustment, COVID19 subsidies except employment adjustment (-1.2)	4.6	+ 0.2
Non-operating Expenses	14.3	14.4	+ 0.0 (+ 0.6%)		14.5	- 0.0 (- 0.1%)
Interest	8.4	8.4	- 0.0		8.5	- 0.0
Others	5.8	6.0	+ 0.1		6.0	+ 0.0
Recurring Profit	47.3	99.2	+ 51.9 (+ 109.6%)		93.8	+ 5.4 (+ 5.9%)
Extraordinary Gains	10.7	13.5	+ 2.8 (+ 26.5%)		13.0	+ 0.5 (+ 4.3%)
Gain on Sale of Fixed Assets	0.3	5.8	+ 5.4		5.0	+ 0.8
Gain on Subsidies Received for Construction	5.6	3.2	- 2.3		3.3	- 0.0
Gain on Reversal of Urban Railways Improvement Reserve	2.5	2.5	-		2.5	+ 0.0
Others	2.1	1.9	- 0.1		2.2	- 0.2
Extraordinary Losses	16.7	18.4	+ 1.7 (+ 10.7%)		16.3	+ 2.1 (+ 13.4%)
Loss on Reduction of Subsidies Received for Construction	4.3	2.6	- 1.6		2.8	- 0.1
Others	12.4	15.8	+ 3.4		13.5	+ 2.3
Income before Income Taxes and Minority Interests	41.3	94.3	+ 52.9 (+ 128.0%)		90.5	+ 3.8 (+ 4.3%)

- Non-operating revenue increased 1.7 billion yen year-on-year to 18.8 billion yen, and investment gains from equity method increased 2.9 billion yen year on year to 12.3 billion yen. However, employment adjustment subsidies and COVID-19-related subsidies declined from the previous year.
- Extraordinary gains increased 2.8 billion yen year on year to 13.5 billion yen.
A gain on sale of fixed assets of 5.8 billion yen was posted.
- As a result, profit attributable to owners of parent stood at 63.7 billion yen, an increase of 37.7 billion year on year.

Assumptions for FY2024 Forecasts

Forecast of the Business Environment

- Continued recovery of the business environment is expected, including a recovery in demand for transportation and an increase in inbound demand
- Rise in labor costs due to base salary increases and hiring increases, etc., has been factored in for each business.
- Promote business while taking into account the impact of changes in the external environment, such as soaring construction costs and interest rate trends

Forecast for Each Business

- | | |
|------------------|---|
| Transportation | <p>▶ Tokyu Railways</p> <ul style="list-style-type: none"> Number of passengers carried: <u>1,064,206 thousand people / YoY +1.1%</u> Passenger Revenue: <u>147.2 Billion yen / YoY +1.5%</u> |
| Real Estate | <p>▶ Real Estate Sales</p> <p>The number of units delivered for sale is expected to decrease from the previous year, mainly due to a rebound from the high supply of domestic housing sales in the previous year.</p> <ul style="list-style-type: none"> Number of units sold : <u>478units YoY -196units</u> <p>▶ Real Estate Leasing</p> <p>Vacancy rates are expected to remain low. (Reference March 2024 actual: Vacancy rate 1.2%)</p> |
| Life Services | <p>▶ Tokyu Department Store</p> <ul style="list-style-type: none"> YoY Changes in Store Sales: All Stores -1.1%, Existing Stores +2.3% / YoY Changes in Sales (Incl. rent): Existing Stores +2.0% <p>▶ Tokyu Store Chain</p> <ul style="list-style-type: none"> YoY Changes in Store Sales: All Stores +0.4%, Existing Stores(*Supermarket business only) +1.4% |
| Hotel and Resort | <p>▶ Hotel Business</p> <p>Both occupancy rate and average daily rate (ADR) are expected to increase from the previous year due to gradual increase in domestic travel and inbound demand, etc.</p> <ul style="list-style-type: none"> Full-year occupancy rate: <u>78.5% YoY +2.8P</u> Average daily rate (ADR): <u>21,897 yen YoY +716 yen</u> |

Other Topics

- Labor costs are expected to increase approximately +8.9 billion yen YoY.

↓

The forecast for FY2024 has been revised upward from the Three-year Medium-term Management Plan announced in March 2024.

- This slide shows assumptions for FY2024 forecasts. The business environment is expected to remain favorable, mainly reflecting a recovery in demand for transportation and an increase in demand from inbound tourists.
- KPIs for each business are as shown in the slide. In Real Estate Sales, the number of units delivered for sale is expected to decrease from the previous year. In other areas, however, modest improvements are expected.
- Costs are expected to increase 8.9 billion yen in total on a consolidated basis, mainly due to compensation improvements including wage increases and base salary increases, as well as increased hiring in response to the recovery in demand.
- Given the above, we revised the forecast figures for the first year of the Three-year Medium-term Management Plan, announced in March, as financial forecasts as of May.

FY2024 Main Points in the Results (1)

Comparison with the previous fiscal year

- Operating revenues and operating profit are expected to increase and decrease, respectively, due to a decrease in the number of condominiums delivered in the Real Estate business and an increase in labor costs accompanying improvements in employee compensation and an increase in the number of employees hired, despite an expected recovery in the number of users mainly in the Hotel business and Life Service business.

Comparison with the Three-year Medium-term Management Plan

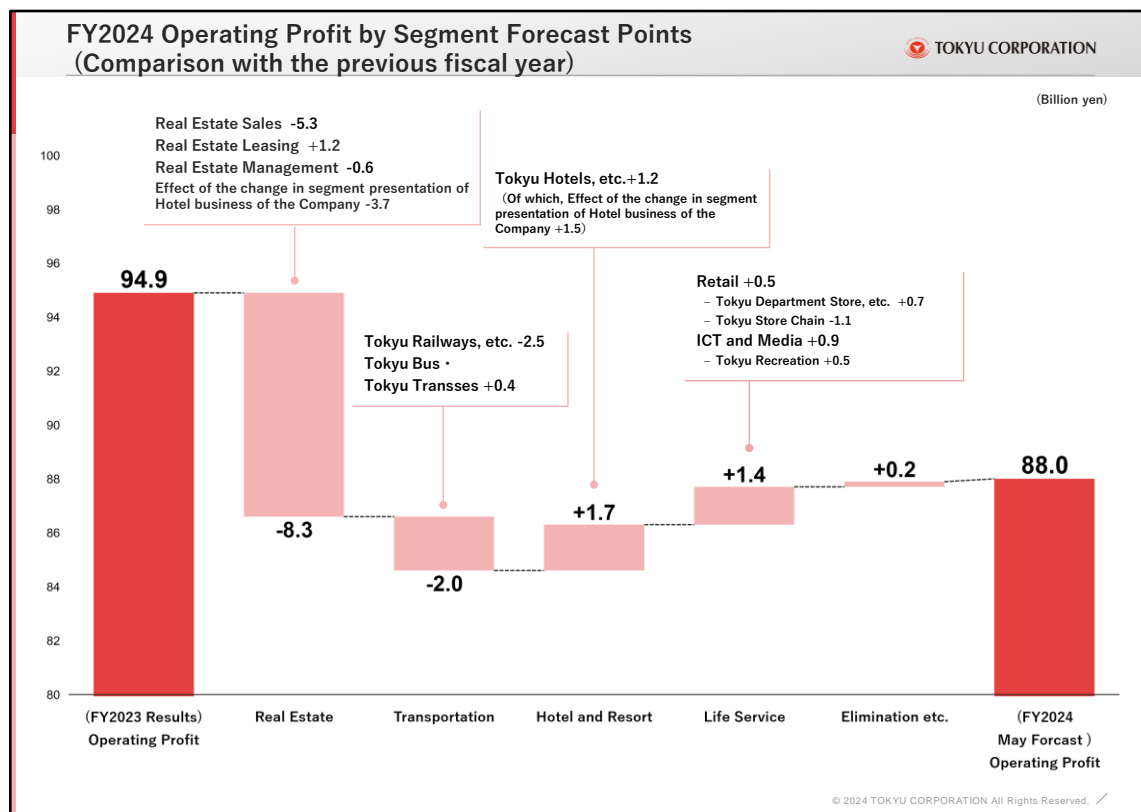
- Upward revision from the Three-year Medium-term Management Plan announced in March 2024, based on the upward revision of consolidated results in the previous fiscal year

(Unit : Billion yen)	FY2023 Results	FY2024 Forecast	YoY Comparison	FY2024 Management Plan	Comparison with Management Plan
Operating Revenue	1,037.8	1,055.0	+17.1 (+1.7%)	1,050.0	+5.0 (+0.5%)
Operating Profit	94.9	88.0	-6.9 (-7.3%)	84.0	+4.0 (+4.8%)
Real Estate Sales Operating Profit	17.6	12.3	-5.3 (-30.2%)	12.3	-
Operating Profit excluding Real Estate Sales	77.2	75.6	-1.5 (-2.1%)	71.7	+4.0 (+5.6%)
Business Profit	95.5	89.0	-6.5 (-6.8%)	85.0	+4.0 (+4.7%)
Recurring Profit	99.2	90.0	-9.2 (-9.4%)	86.0	+4.0 (+4.7%)
Profit attributable to owners of parent	63.7	60.0	-3.7 (-5.9%)	57.0	+3.0 (+5.3%)

* Business Profit = Operating Profit + Investment gains (loss) from equity method (excl. listed companies) + Dividend Income related to Real Estate Business, etc.

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- As for the forecasts for FY2024, we revised the forecast figures for the first year of the medium-term management plan that we announced in March, reflecting the FY2023 profit which exceeded our forecast. The revised forecasts are operating revenue of 1,055.0 billion yen, operating profit of 88.0 billion yen, and profit attributable to owners of parent of 60.0 billion yen.



- In the Real Estate Business, operating profit is expected to decrease 8.3 billion yen due to a rebound from the intensive condominium sales in FY2023.
- In the Transportation Business, we expect profit to decrease 2.0 billion yen in total for the segment, reflecting an increase in labor and other costs, while an increase in operating revenue is anticipated on the strong recovery in demand, including an increase in passenger revenue at Tokyu Railways.
- In the Hotel and Resort Business, earnings from the four hotels in the complexes owned by the Group including Cerulean Tower Tokyu Hotel and The Capitol Hotel Tokyu, which had been posted in the Real Estate Business until FY2023, were transferred to the Hotel and Resort Business in FY2024.

While a rise in labor costs reflecting hiring increases, etc. are anticipated in hotel business, operating profit is nonetheless expected to increase 1.7 billion yen in total for the segment, mainly due to the absence of the impact of opening expenses for the new facilities posted in FY2023, in addition to the effect of the segment transfer.

- In the Life Service Business, operating profit is expected to increase 1.4 billion yen, mainly reflecting the absence of the impact of opening expenses of the Tokyu Kabukicho Tower at Tokyu Recreation, as well as an improvement in power procurement costs and revenue improvement, etc. at Tokyu Power Supply in the ICT and Media business, in addition to an anticipated increase in operating profit at Tokyu Department Store in the Retail Business.
- The annual dividend for FY2024 is planned to be 22 yen per share.

The related documents are also available at the following URL.

<https://ir.tokyu.co.jp/en/ir.html>

Forward-looking statements

All statements contained in this document other than historical facts are forward-looking statements that reflect the judgments of the management of Tokyu Corporation based on information currently available. Actual results may differ materially from the statements.

Tokyu Corporation
Finance & Accounting Strategy Headquarters
Accounting & IR Group