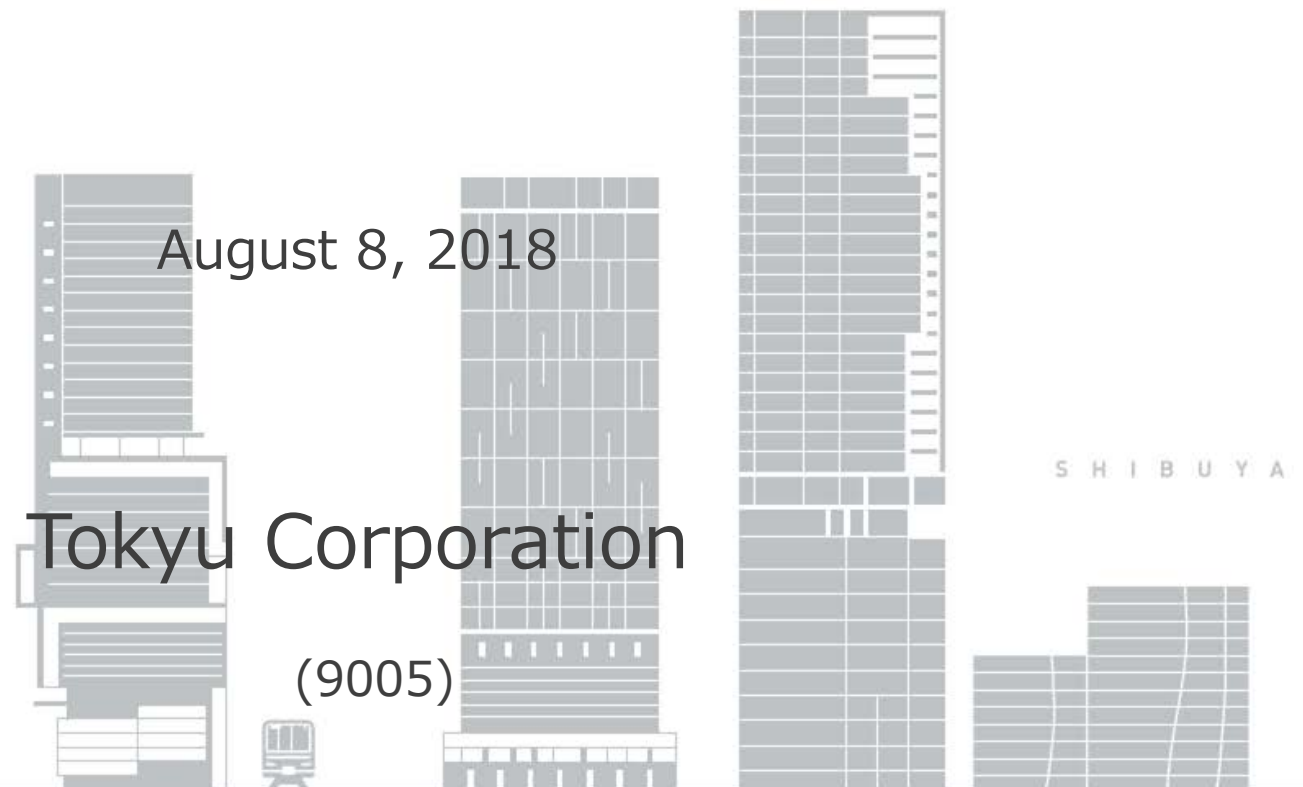


# Summary of Results for the First Quarter of FY2018



August 8, 2018

Tokyu Corporation

(9005)

S H I B U Y A

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

# Contents

I . Executive Summary	2
II . Conditions in Each Business	5
III . Details of Financial Results for the First Quarter of FY2018	9
IV . Details of Financial Forecasts for FY2018	21

## Forward-looking statements

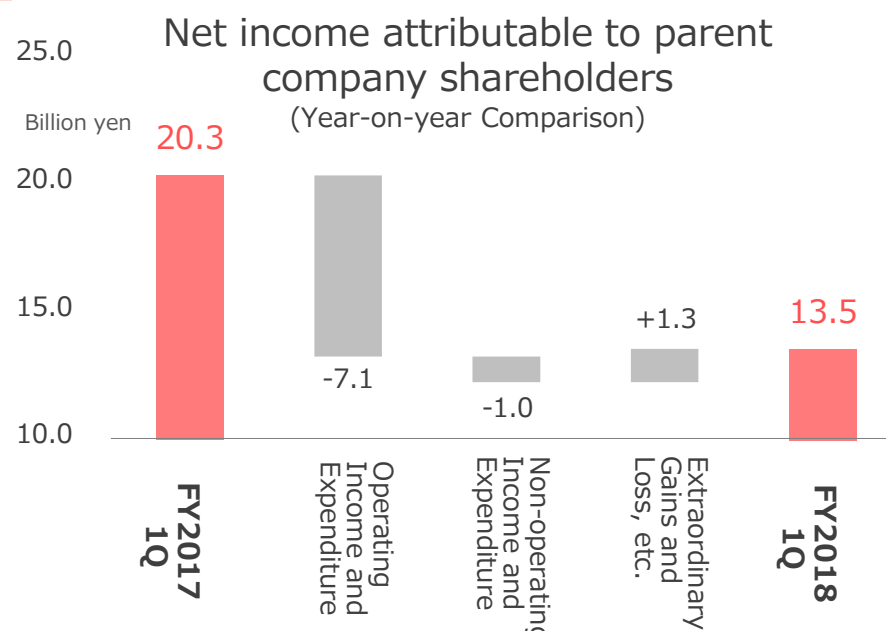
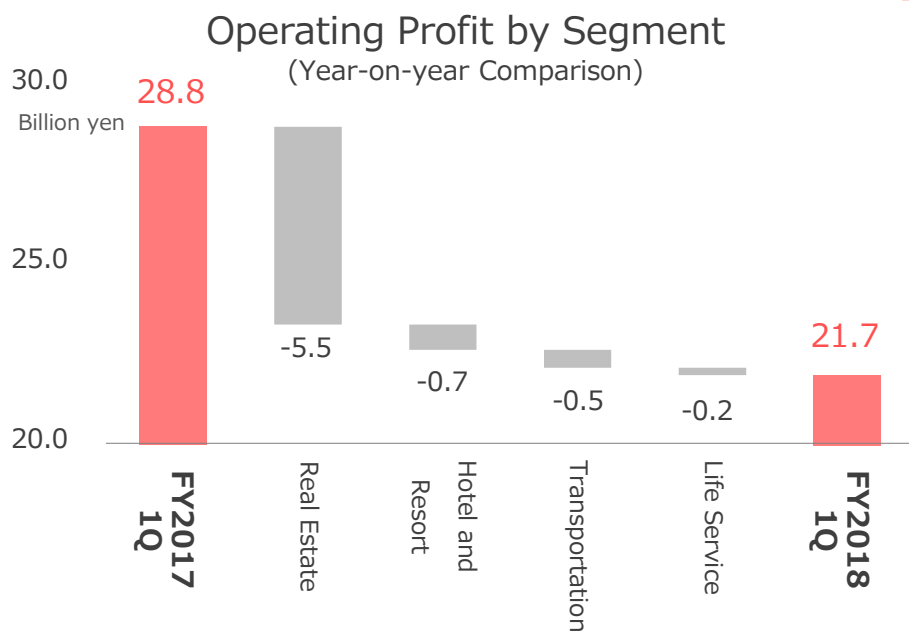
All statements contained in this document other than historical facts are forward-looking statements that reflect the judgments of the management of Tokyu Corporation based on information currently available. Actual results may differ materially from the statements.

# I . Executive Summary

# Main Points in the Results for 1 Q FY2018

**[Year-on-year comparison]** Despite the increased revenue from the Company's Railway Operations Business, both revenue and profits decreased partly due to the sales of funds turnover-type properties in the Real Estate Business in the previous fiscal year. Quarterly net profit attributable to owners of parent declined, partly due to a decrease in operating profit.

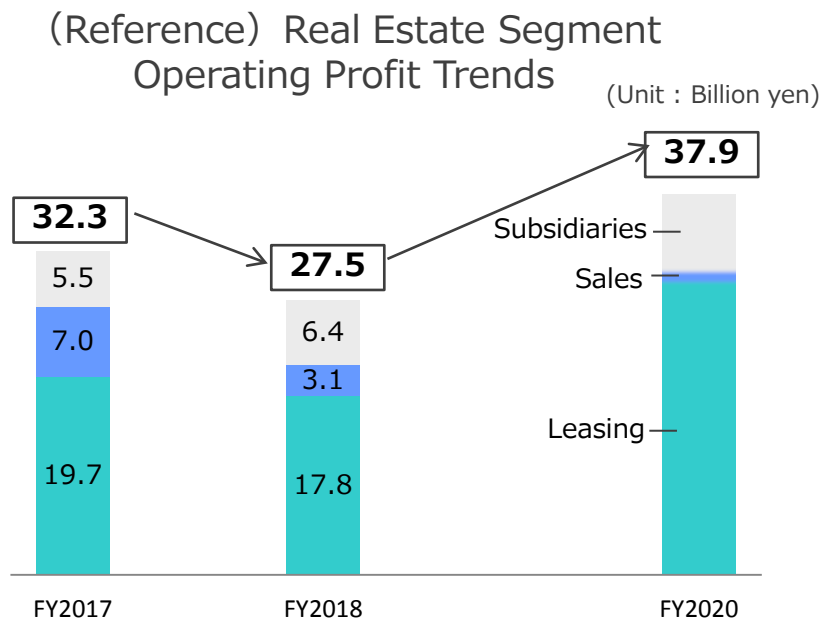
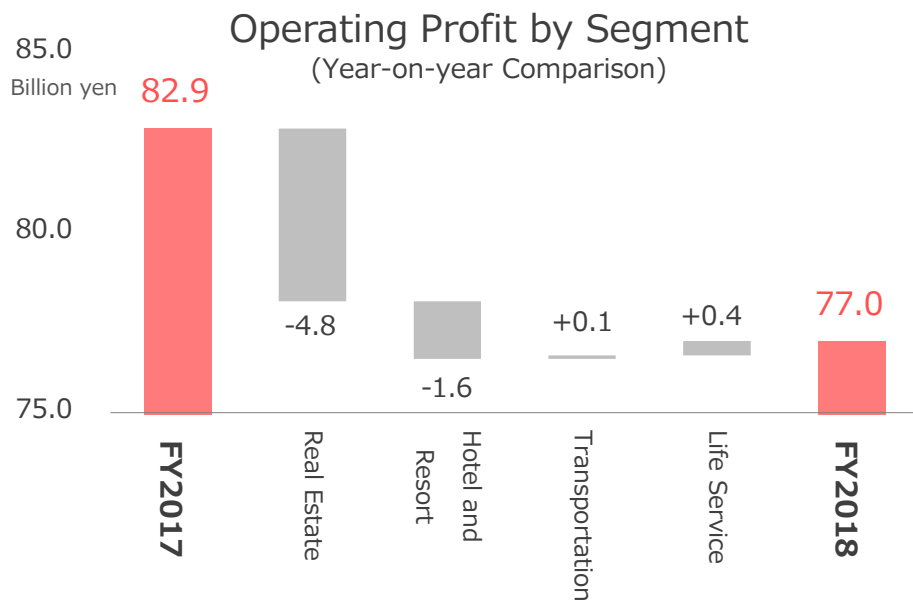
	1Q Results	YoY Comparison	(Billion yen)
Operating Revenue	273.6	- 9.9	(- 3.5%)
Operating Profit	21.7	- 7.1	(- 24.6%)
Recurring Profit	21.0	- 8.1	(- 27.9%)
Profit attributable to owners of parent	13.5	- 6.7	(- 33.4%)



# Main Points in Forecasts for FY2018

**[Year-on-year comparison]** While revenue increased mainly in the Real Estate Business, operating profit declined mainly due to the posting of sales of highly profitable properties in the previous fiscal year in Real Estate Sales of the Company. Profit attributable to owners of parent declined primarily due to the absence of the gain on sales of fixed assets posted in the previous fiscal year, in addition to the factor above.

	Full Year Forecast	YoY Comparison	(Billion yen)
Operating Revenue	1,152.3	+ 13.6 (+ 1.2%)	
Operating Profit	77.0	- 5.9 (- 7.1%)	
Recurring Profit	75.5	- 8.2 (- 9.8%)	
Profit attributable to owners of parent	51.0	- 19.0 (- 27.2%)	



- With respect to the forecast for FY2018, the performance forecast in the summary of financial statements for FY2017 (announced on May 11, 2018) is reposted here because no change has been made from the forecast announced on that day.



## II . Conditions in Each Business

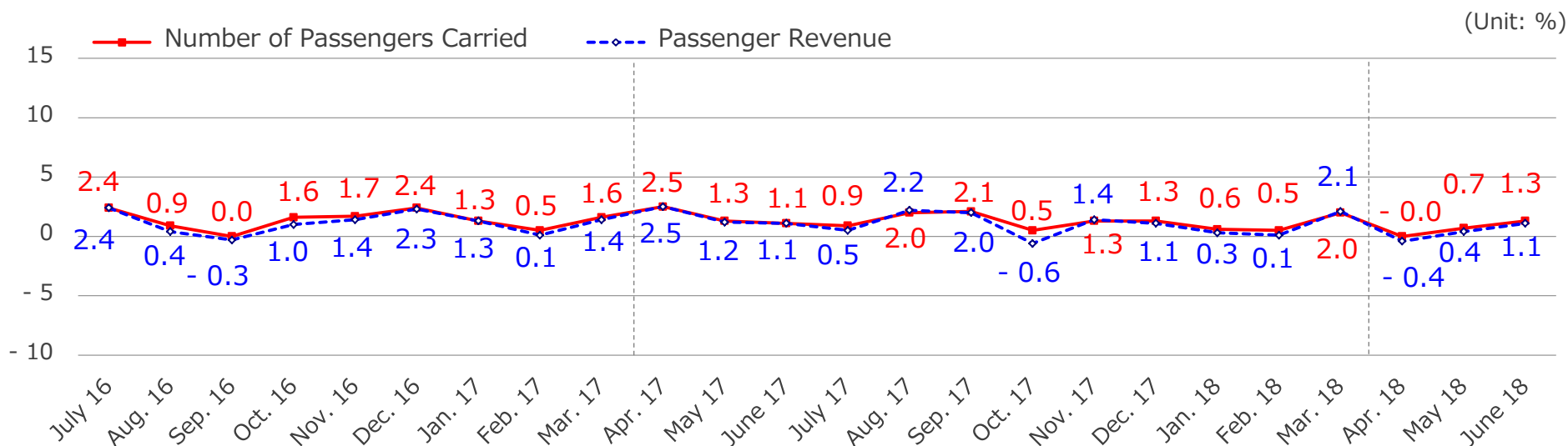
# Railway Operations Business

## Passengers Carried and Passenger Revenue (Results and Forecast)

(Thousand people, Million yen)

		FY2018 1Q Results	FY2017 1Q Results	Change	FY2018 Forecast	FY2017 Results	Change
Number of Passengers Carried	Total	303,759	301,778	+ 0.7%	1,194,816	1,178,659	+ 1.4%
	Non-commuter	117,845	118,013	- 0.1%	473,531	468,163	+ 1.1%
	Commuter	185,914	183,765	+ 1.2%	721,285	710,496	+ 1.5%
Passenger Revenue	Total	35,750	35,626	+ 0.3%	142,104	140,239	+ 1.3%
	Non-commuter	19,261	19,312	- 0.3%	77,232	76,383	+ 1.1%
	Commuter	16,489	16,314	+ 1.1%	64,872	63,856	+ 1.6%

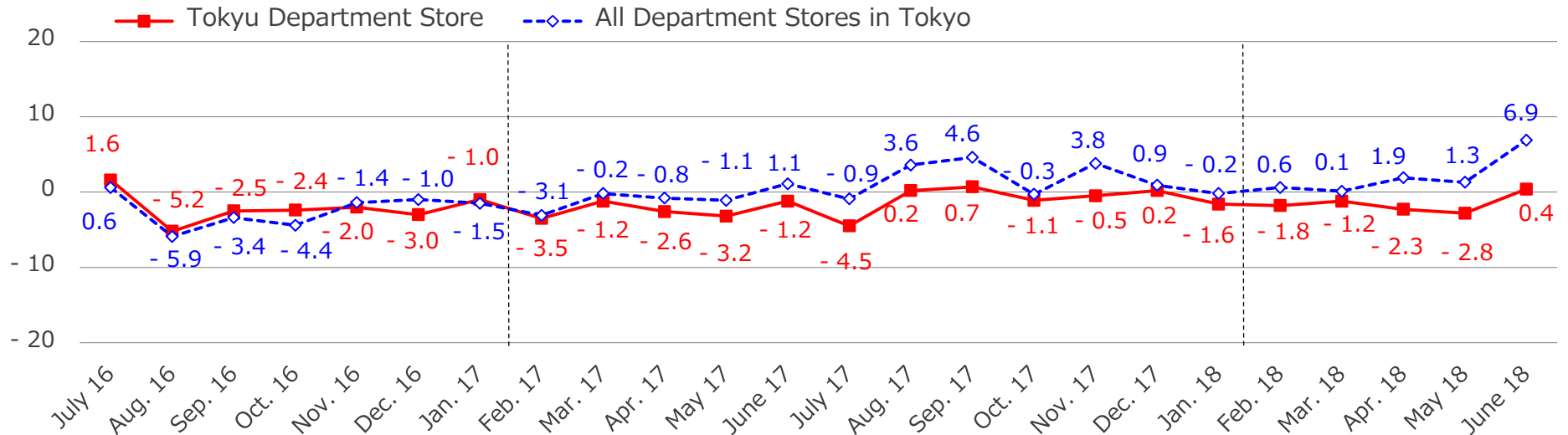
## Passengers Carried and Passenger Revenue (Year-on-year Comparison)



# Retail Business

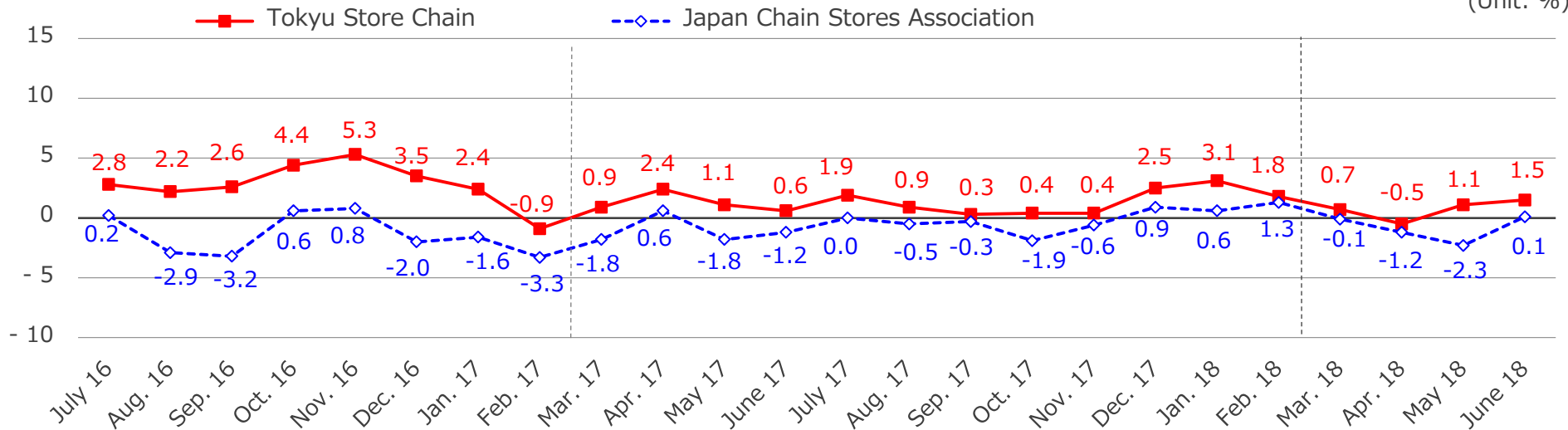
## Tokyu Department Store: Sales (Year-on-year Comparison)

(Unit: %)



## Tokyu Store Chain: Sales (Year-on-year Comparison)

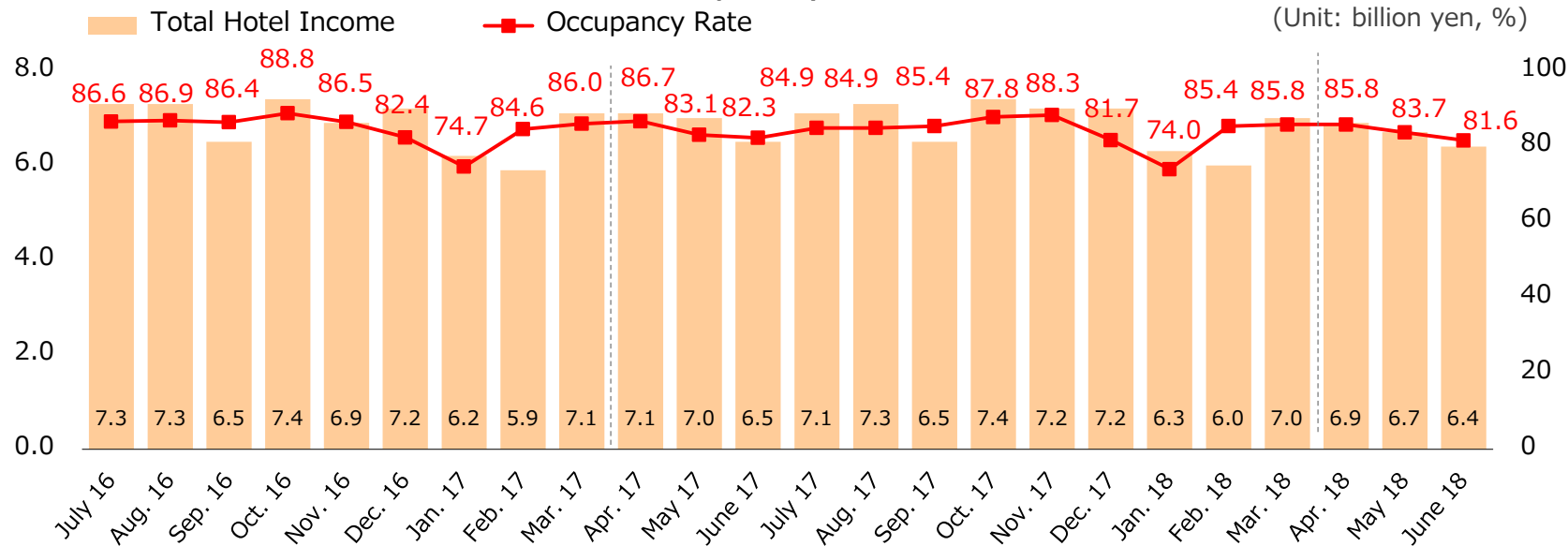
(Unit: %)



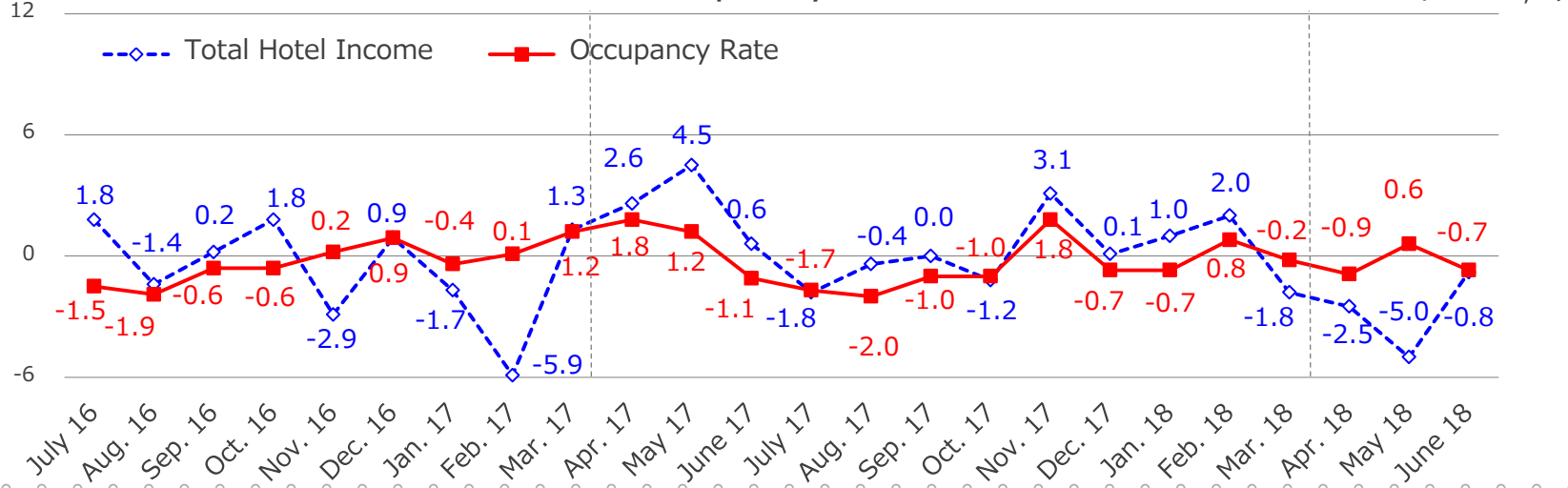


# Hotel Business

Tokyu Hotels: Total Hotel Income and Occupancy Rates (Results)



Tokyu Hotels: Total Hotel Income and Occupancy Rates (Year-on-year Comparison)



### III. Details of Financial Results for the First Quarter of FY2018

# Summary of Consolidated Financial Statements

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Operating Revenue	273.6	283.5	- 9.9 (- 3.5%)	Real Estate: -6.6; Hotel and Resort: -2.5; Life Service: -1.0; Transportation: +0.5
Operating Profit	21.7	28.8	- 7.1 (- 24.6%)	Real Estate: -5.5; Hotel and Resort: -0.7; Transportation: -0.5; Life Service: -0.2
Non-operating Revenue	3.0	3.7	- 0.7 (- 19.4%)	Investment Gains from Equity Method 1.0 (-0.7); Interest and Dividend Income 0.5 (+0.0)
Non-operating Expenses	3.7	3.4	+ 0.2 (+ 8.6%)	Interest Paid 2.3 (-0.0)□
Recurring Profit	21.0	29.1	- 8.1 (- 27.9%)	
Extraordinary Gains	0.9	0.9	+ 0.0 (+ 3.0%)	
Extraordinary Losses	1.3	0.7	+ 0.5 (+ 74.5%)	
Income before Income Taxes and Minority Interests	20.6	29.2	- 8.6 (- 29.7%)	
Corporate Income Taxes	6.7	8.6	- 1.9 (- 22.4%)	Income Taxes: 4.8 (-1.9); Tax Adjustment: 1.8 (+0.0)
Net Income	13.9	20.6	- 6.7 (- 32.7%)	
Profit attributable to non-controlling interests	0.3	0.3	+ 0.0 (+ 12.5%)	
Profit attributable to owners of parent	13.5	20.3	- 6.7 (- 33.4%)	
Other Comprehensive Income	- 1.9	- 0.2	- 1.7 -	
Total Comprehensive Income	11.9	20.4	- 8.4 (- 41.5%)	
TOKYU EBITDA	42.5	49.8	- 7.3 (- 14.7%)	Real Estate -5.4; Hotel and Resort -0.7; Headquarters -0.6; Transportation -0.3; Life Service -0.1

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method

# Consolidated Operating Revenue and Profit

(Billion yen)

		FY2018 1Q Results	FY2017 1Q Results	Change	Remarks	
Total Operating Revenue		273.6	283.5	- 9.9 (- 3.5%)		
Total Operating Profit		21.7	28.8	- 7.1 (- 24.6%)		
Transportation	Operating Revenue	52.1	51.5	+ 0.5 (+ 1.1%)	Tokyu Corp. Railway Operations: +0.2	
	Operating Profit	8.9	9.5	- 0.5 (- 6.3%)	Tokyu Corp. Railway Operations: -0.5	
Real Estate	Operating Revenue	43.6	50.2	- 6.6 (- 13.2%)	Tokyu Corp. Sales: -9.8; Tokyu Corp. Leasing: +1.1	
	Operating Profit	7.8	13.3	- 5.5 (- 41.4%)	Tokyu Corp. Sales: -6.0; Tokyu Corp. Leasing: +0.3	
Life Service	Total Life Service	167.9	168.9	- 1.0 (- 0.6%)		
	Operating Revenue	Retail	117.3	118.1	- 0.7 (- 0.6%)	Tokyu Department Store: -0.7; Tokyu Store Chain: -0.1
		ICT and Media	50.5	50.8	- 0.2 (- 0.6%)	Tokyu Recreation: -1.0; its communications: +0.2; Tokyu Agency: -0.1
	Total Life Service	3.6	3.8	- 0.2 (- 6.5%)		
	Operating Profit	Retail	1.3	1.4	- 0.0 (- 5.5%)	Tokyu Department Store: +0.0; Tokyu Store Chain: +0.0
		ICT and Media	2.2	2.4	- 0.1 (- 7.1%)	Tokyu Recreation: -0.1; its communications: -0.4; Tokyu Agency: +0.0
Hotel and Resort	Operating Revenue	24.4	27.0	- 2.5 (- 9.6%)	Tokyu Hotels, etc: -0.7	
	Operating Profit	1.2	2.0	- 0.7 (- 36.5%)	Tokyu Hotels, etc: -0.2	
Elimination etc.	Operating Revenue	- 14.5	- 14.2	- 0.2		
	Operating Profit	0.0	0.0	+ 0.0		

# Non-Operating and Extraordinary Gain/Loss

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Operating Profit	21.7	28.8	- 7.1 (- 24.6%)	
Non-operating Revenue	3.0	3.7	- 0.7 (- 19.4%)	
Interest and Dividend Income	0.5	0.4	+ 0.0	
Investment Gain from Equity Method	1.0	1.8	- 0.7	Tokyu Fudosan Holdings : 0.8 (-0.4) ;Tokyu Construction: 0.3 (+0.0)
Others	1.3	1.4	- 0.0	
Non-operating Expenses	3.7	3.4	+ 0.2 (+ 8.6%)	
Interest	2.3	2.4	- 0.0	
Others	1.3	1.0	+ 0.3	
Recurring Profit	21.0	29.1	- 8.1 (- 27.9%)	
Extraordinary Gains	0.9	0.9	+ 0.0 (+ 3.0%)	
Gain on Subsidies Received for Construction	0.1	0.1	+ 0.0	
Gain on Reversal of Urban Railways Improvement Reserve	0.6	0.6	-	
Others	0.1	0.1	+ 0.0	
Extraordinary Losses	1.3	0.7	+ 0.5 (+ 74.5%)	
Loss on Reduction of Subsidies Received for Construction	0.1	0.1	+ 0.0	
Others	1.2	0.6	+ 0.5	
Income before Income Taxes and Minority Interests	20.6	29.2	- 8.6 (- 29.7%)	

# Consolidated TOKYU EBITDA

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Transportation	18.9	19.3	- 0.3 (- 2.0%)	
Railway Operations of the Company	17.3	17.6	- 0.2	
Tokyu Bus · Tokyu Transses	1.0	1.1	- 0.0	
Others	0.5	0.5	+ 0.0	
Real Estate	11.9	17.3	- 5.4 (- 31.2%)	
Real Estate Sales of the Company	0.2	6.3	- 6.0	
Real Estate Leasing of the Company	9.1	8.8	+ 0.2	
Others	2.5	2.1	+ 0.4	
Life Service	7.6	7.7	- 0.1 (- 1.4%)	
Retail	3.4	3.5	- 0.1	
Tokyu Department Store	1.2	1.2	- 0.0	
Tokyu Store Chain	1.1	1.1	+ 0.0	
Others	1.0	1.1	- 0.1	
ICT and Media	4.1	4.1	+ 0.0	
Tokyu Recreation	0.6	0.8	- 0.1	
its communications	1.4	1.7	- 0.3	
Tokyu Agency	0.1	0.0	+ 0.1	
Others	1.9	1.4	+ 0.4	
Hotel and Resort	2.2	3.0	- 0.7 (- 25.0%)	
Tokyu Hotels, etc.	2.0	2.1	- 0.0	
Others	0.2	0.8	- 0.6	
Headquarters	1.6	2.2	- 0.6 (- 28.7%)	
Interest and dividend income	0.5	0.4	+ 0.0	
Investment (gain) loss from the equity method	1.0	1.8	- 0.7	
Elimination, etc.	0.0	0.0	+ 0.0	
Total	42.5	49.8	- 7.3 (- 14.7%)	

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method

# Segment Information (1) Transportation

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Operating Revenue	52.1	51.5	+ 0.5 (+ 1.1%)	Passengers Carried: +0.7% (Non-commuter: -0.1%; Commuter: +1.2%) □ Passenger Revenue: +0.3% (Non-commuter: -0.3%; Commuter: +1.1%)
Railway Operations of the Company	39.2	38.9	+ 0.2 (+ 0.7%)	Passenger Revenue: 35.7 (+0.1)
Tokyu Bus · Tokyu Transses	7.3	7.3	+ 0.0 (+ 0.9%)	Passenger Revenue: +0.9%
Others	5.4	5.2	+ 0.2 (+ 4.7%)	
Operating Profit	8.9	9.5	- 0.5 (- 6.3%)	
Railway Operations of the Company	8.5	9.0	- 0.5 (- 5.7%)	[Operating Expense] Repair Costs: 1.6 (+0.2) ; Expenses: 5.6 (+0.2) ; Depreciation and amortization: 8.1 (+0.1) ; Power Costs: 1.5 (+0.0)
Tokyu Bus · Tokyu Transses	0.5	0.5	- 0.0 (- 10.5%)	
Others	- 0.0	- 0.0	- 0.0 (-)	

# Segment Information (2) Real Estate

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Operating Revenue	43.6	50.2	- 6.6 (- 13.2%)	
Real Estate Sales of the Company	1.4	11.3	- 9.8 (- 87.1%)	[Sales] Company-owned Land: 1.0 (-1.6) ; Funds Turnover-type: 0.4 (-8.1)
Real Estate Leasing of the Company	18.4	17.3	+ 1.1 (+ 6.4%)	
Others	23.7	21.6	+ 2.1 (+ 9.9%)	
Operating Profit	7.8	13.3	- 5.5 (- 41.4%)	
Real Estate Sales of the Company	0.1	6.2	- 6.0 (- 96.9%)	[Sales Margin] Company-owned Land: 0.5 (-1.7) ; Funds Turnover-type: 0.0 (-4.6)
Real Estate Leasing of the Company	5.8	5.5	+ 0.3 (+ 6.4%)	
Others	1.7	1.5	+ 0.2 (+ 13.7%)	



# Segment Information (3) Life Service

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Operating Revenue	167.9	168.9	- 1.0 (- 0.6%)	
Total Retail	117.3	118.1	- 0.7 (- 0.6%)	
Tokyu Department Store	51.2	52.0	- 0.7 (- 1.5%)	Rate of Change in Sales: -1.7%
Tokyu Store Chain	52.9	53.0	- 0.1 (- 0.3%)	Rate of Change in Sales: All Stores: -0.3%; Existing Stores: +0.5%
Others	13.2	13.0	+ 0.1 (+ 1.4%)	
Total ICT and Media	50.5	50.8	- 0.2 (- 0.6%)	
Tokyu Recreation	7.2	8.2	- 1.0 (- 12.7%)	
its communications	6.9	6.7	+ 0.2 (+ 3.0%)	
Tokyu Agency	21.7	21.9	- 0.1 (- 0.6%)	
Others	14.6	13.9	+ 0.6 (+ 4.9%)	
Operating Profit	3.6	3.8	- 0.2 (- 6.5%)	
Total Retail	1.3	1.4	- 0.0 (- 5.5%)	
Tokyu Department Store	- 0.0	- 0.0	+ 0.0 (-)	
Tokyu Store Chain	0.7	0.6	+ 0.0 (+ 6.1%)	
Others	0.6	0.8	- 0.1 (- 19.2%)	
Total ICT and Media	2.2	2.4	- 0.1 (- 7.1%)	
Tokyu Recreation	0.2	0.4	- 0.1 (- 42.4%)	
its communications	0.5	0.9	- 0.4 (- 49.2%)	
Tokyu Agency	0.0	- 0.0	+ 0.0 (-)	
Others	1.4	1.0	+ 0.4 (+ 46.2%)	

## Segment Information (4) Hotel and Resort

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Operating Revenue	24.4	27.0	- 2.5 (- 9.6%)	
Tokyu Hotels, etc. (※)	20.8	21.5	- 0.7 (- 3.3%)	Occupancy Rates: 83.7% (year on year -0.3 points)
Others	3.5	5.4	- 1.8 (- 34.4%)	
Operating Profit	1.2	2.0	- 0.7 (- 36.5%)	
Tokyu Hotels, etc. (※)	1.2	1.4	- 0.2 (- 14.7%)	
Others	0.0	0.5	- 0.5 (- 89.6%)	

(※) "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.

# Balance Sheets

(Billion yen)

	FY2018 1Q Results	FY2017 Results	Change	Remarks
Total Assets	2,306.6	2,266.9	+ 39.6 (+ 1.7%)	
Current Assets	302.3	312.3	- 10.0 (- 3.2%)	
Fixed Assets	2,004.2	1,954.6	+ 49.6 (+ 2.5%)	
Total Liabilities	1,546.7	1,512.8	+ 33.8 (+ 2.2%)	
Current Liabilities	609.1	617.8	- 8.7 (- 1.4%)	Interest-bearing Debt: +25.1
Fixed Liabilities	920.6	877.4	+ 43.2 (+ 4.9%)	Interest-bearing Debt: +39.1
Reserves under Special Law	16.9	17.5	- 0.6 (- 3.6%)	
Total Net Assets	759.9	754.1	+ 5.7 (+ 0.8%)	Equity Capital: +7.6; non-controlling shareholders Interest: -0.7; Other Cumulative Comprehensive Income: -1.0
Equity	710.1	703.6	+ 6.5 (+ 0.9%)	Profit attributable to owners of parent: +13.5; Dividends: -6.0
Interest-bearing Debt at End of Period	1,034.0	969.7	+ 64.2 (+ 6.6%)	
Equity Ratio	30.8%	31.0%	- 0.2P	
D/E Ratio (Times)	1.5	1.4	+ 0.1	

\*Amended accounting policies associated with revisions to the accounting standards were applied retroactively to the FY2017 results expressed in the Balance Sheet.

# Capital Expenditure / Depreciation

(Billion yen)

	FY2018 1Q Results	FY2017 1Q Results	Change	Remarks
Total Capital Expenditure	75.3	41.7	+ 33.5 (+ 80.3%)	
Transportation	6.2	6.3	- 0.1 (- 1.9%)	Tokyu Corp. Railway Operations: -0.3
Real Estate	50.2	29.1	+ 21.0 (+ 72.2%)	Tokyu Corp. Leasing: +25.0
Total Life Service	6.0	4.4	+ 1.5 (+ 34.5%)	
Retail	3.1	2.1	+ 1.0 (+ 48.0%)	
ICT and Media	2.8	2.3	+ 0.5 (+ 22.4%)	its communications: +0.5
Hotel and Resort	12.2	1.3	+ 10.8 (+ 787.3%)	Tokyu Hotels, etc.: +9.6
Headquarters	0.6	0.4	+ 0.2	
Elimination	- 0.0	- 0.0	- 0.0	
Tokyu Corp. and Becamex Tokyu Expenses on Sale of Houses and Lots	2.8	2.9	- 0.0 (- 2.7%)	
Total Depreciation and Amortization	18.3	17.9	+ 0.4 (+ 2.2%)	Real Estate: 4.0 (+0.1); Life Service: 4.0 (+0.1); Transportation: 9.3 (+0.1); Hotel and Resort: 1.0 (-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.



# Memo



## IV. Details of Financial Forecasts for FY2018

\* With respect to the forecast for FY2018, the performance forecast in the summary of financial statements for FY2017 (announced on May 11, 2018) is reposted here because no change has been made from the forecast announced on that day.

## Summary of Consolidated Financial Statements

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Operating Revenue	1,152.3	1,138.6	+ 13.6 (+ 1.2%)	Real Estate: +14.9、 Life Service: +2.1、 Transportation: +1.7、 Hotel and Resort: -2.4
Operating Profit	77.0	82.9	- 5.9 (- 7.1%)	Real Estate: -4.8、 Hotel and Resort: -1.6、 Transportation: +0.1、 Life Service: +0.4
Non-operating Revenue	12.8	14.9	- 2.1 (- 14.5%)	Investment Gains from Equity Method 7.7 (-0.6)
Non-operating Expenses	14.3	14.1	+ 0.1 (+ 1.1%)	
Recurring Profit	75.5	83.7	- 8.2 (- 9.8%)	
Extraordinary Gains	8.8	23.7	- 14.9 (- 63.0%)	Gain on Sale of Fixed Assets 0.1 (-14.2)
Extraordinary Losses	9.3	11.4	- 2.1 (- 18.9%)	
Income before Income Taxes and Minority Interests	75.0	96.0	- 21.0 (- 21.9%)	
Corporate Income Taxes	22.9	24.3	- 1.4 (- 6.1%)	Income Taxes: 24.0 (-2.4); Tax Adjustment: -1.1 (+0.9)
Net Income	52.1	71.6	- 19.5 (- 27.3%)	
Profit attributable to non-controlling intereests	1.1	1.5	- 0.4 (- 30.7%)	
Profit attributable to owners of parent	51.0	70.0	- 19.0 (- 27.2%)	
Tokyu EBITDA	175.0	174.9	+ 0.0 (+ 0.0%)	Transportation +1.8; Life Service +1.7; Headquarters -0.7; Hotel and Resort -1.0; Real Estate -1.7

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method

# Consolidated Operating Revenue and Profit

(Billion yen)

		FY2018 Forecast	FY2017 Results	Change	Remarks	
Total Operating Revenue		1,152.3	1,138.6	+ 13.6 (+ 1.2%)		
Total Operating Profit		77.0	82.9	- 5.9 (- 7.1%)		
Transportation	Operating Revenue	213.3	211.5	+ 1.7 (+ 0.8%)	Tokyu Corp. Railway Operations: +2.2; Tokyu Bus·Tokyu Transses: +0.2	
	Operating Profit	29.2	29.0	+ 0.1 (+ 0.7%)	Tokyu Corp. Railway Operations: +0.4; Tokyu Bus·Tokyu Transses: -0.3	
Real Estate	Operating Revenue	197.5	182.5	+ 14.9 (+ 8.2%)	Tokyu Corp. Sales: +5.3; Tokyu Corp. Leasing: +6.2	
	Operating Profit	27.5	32.3	- 4.8 (- 15.0%)	Tokyu Corp. Sales: -3.9; Tokyu Corp. Leasing: -1.9	
		Total Life Service	702.5	700.3	+ 2.1 (+ 0.3%)	
Life Service	Operating Revenue	Retail	483.9	484.4	- 0.5 (- 0.1%)	Tokyu Department Store: -4.8; Tokyu Store Chain: +2.6
		ICT and Media	218.6	215.9	+ 2.6 (+ 1.2%)	Tokyu Recreation: +0.6; its communications: +1.5; Tokyu Agency: +0.1
	Total Life Service		16.4	15.9	+ 0.4 (+ 2.5%)	
	Operating Profit	Retail	6.2	6.1	+ 0.0 (+ 0.7%)	Tokyu Department Store: +0.1; Tokyu Store Chain: +0.0
		ICT and Media	10.2	9.8	+ 0.3 (+ 3.7%)	Tokyu Recreation: -0.2; its communications: +0.0; Tokyu Agency: +0.2
Hotel and Resort	Operating Revenue	101.7	104.1	- 2.4 (- 2.3%)	Tokyu Hotels, etc: +1.1	
	Operating Profit	3.5	5.1	- 1.6 (- 31.4%)	Tokyu Hotels, etc: -0.6	
Elimination etc.	Operating Revenue	- 62.7	- 59.9	- 2.7		
	Operating Profit	0.4	0.4	- 0.0		



## Non-Operating and Extraordinary Gain/Loss

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Operating Profit	77.0	82.9	- 5.9 (- 7.1%)	
Non-operating Revenue	12.8	14.9	- 2.1 (- 14.5%)	
Interest and Dividend Income	1.2	1.2	- 0.0	
Investment Gain from Equity Method	7.7	8.3	- 0.6	
Others	3.9	5.3	- 1.4	
Non-operating Expenses	14.3	14.1	+ 0.1 (+ 1.1%)	
Interest	9.5	9.4	+ 0.0	
Others	4.8	4.7	+ 0.0	
Recurring Profit	75.5	83.7	- 8.2 (- 9.8%)	
Extraordinary Gains	8.8	23.7	- 14.9 (- 63.0%)	
Gain on Sale of Fixed Assets	0.1	14.3	- 14.2	
Gain on Subsidies Received for Construction	3.4	3.1	+ 0.2	
Gain on Reversal of Urban Railways Improvement Reserve	2.5	2.5	- 0.0	
Others	2.8	3.7	- 0.9	
Extraordinary Losses	9.3	11.4	- 2.1 (- 18.9%)	
Loss on Reduction of Subsidies Received for Construction	2.9	2.7	+ 0.1	
Others	6.4	8.7	- 2.3	
Income before Income Taxes and Minority Interests	75.0	96.0	- 21.0 (- 21.9%)	

# Consolidated TOKYU EBITDA

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
<b>Transportation</b>	<b>75.2</b>	<b>73.3</b>	<b>+ 1.8</b> (+ 2.6%)	
Railway Operations of the Company	66.0	64.1	+ 1.8	
Tokyu Bus · Tokyu Transses	3.9	4.2	- 0.2	
Others	5.2	4.9	+ 0.2	
<b>Real Estate</b>	<b>48.0</b>	<b>49.7</b>	<b>- 1.7</b> (- 3.5%)	
Real Estate Sales of the Company	3.4	7.2	- 3.8	
Real Estate Leasing of the Company	34.7	33.9	+ 0.7	
Others	9.8	8.5	+ 1.3	
<b>Life Service</b>	<b>34.3</b>	<b>32.5</b>	<b>+ 1.7</b> (+ 5.3%)	
Retail	15.1	14.8	+ 0.2	
Tokyu Department Store	6.3	6.1	+ 0.1	
Tokyu Store Chain	5.0	5.1	- 0.0	
Others	3.6	3.5	+ 0.0	
ICT and Media	19.2	17.7	+ 1.4	
Tokyu Recreation	3.1	3.3	- 0.1	
its communications	7.0	6.1	+ 0.9	
Tokyu Agency	1.7	1.3	+ 0.3	
Others	7.1	6.8	+ 0.3	
<b>Hotel and Resort</b>	<b>8.2</b>	<b>9.2</b>	<b>- 1.0</b> (- 11.5%)	
Tokyu Hotels, etc.	7.2	7.3	- 0.0	
Others	0.9	1.9	- 1.0	
<b>Headquarters</b>	<b>8.9</b>	<b>9.6</b>	<b>- 0.7</b> (- 7.7%)	
Interest and dividend income	1.2	1.2	- 0.0	
Investment (gain) loss from the equity method	7.7	8.3	- 0.6	
Elimination, etc.	0.4	0.3	+ 0.0	
<b>Total</b>	<b>175.0</b>	<b>174.9</b>	<b>+ 0.0</b> (+ 0.0%)	

\*TOKYU EBITDA = Operating profit + Depreciation + Amortization of goodwill + Disposal cost of fixed assets + Interest and dividend income + Investment gains (loss) from equity method

# Segment Information (1) Transportation

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Operating Revenue	213.3	211.5	+ 1.7 (+ 0.8%)	Passengers Carried: +1.4% (Non-commuter: +1.1%; Commuter: +1.5%) □ Passenger Revenue: +1.3% (Non-commuter: +1.1%; Commuter: +1.6%)
Railway Operations of the Company	156.8	154.5	+ 2.2 (+ 1.5%)	Passenger Revenue: 142.1 (+1.8)
Tokyu Bus · Tokyu Transses	29.3	29.1	+ 0.2 (+ 0.7%)	
Others	27.0	27.8	- 0.7 (- 2.7%)	
Operating Profit	29.2	29.0	+ 0.1 (+ 0.7%)	
Railway Operations of the Company	25.2	24.7	+ 0.4 (+ 1.9%)	[Operating Expense] Depreciation and amortization: 34.4 (+1.4)
Tokyu Bus · Tokyu Transses	1.4	1.8	- 0.3 (- 18.1%)	
Others	2.4	2.3	+ 0.0 (+ 1.9%)	

# Segment Information (2) Real Estate

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Operating Revenue	197.5	182.5	+ 14.9 (+ 8.2%)	
Real Estate Sales of the Company	25.6	20.2	+ 5.3 (+ 26.3%)	[Sales] Company-owned Land: 2.2 (-1.5); Funds Turnover-type: 23.2 (+8.9)
Real Estate Leasing of the Company	78.3	72.0	+ 6.2 (+ 8.7%)	
Others	93.5	90.2	+ 3.3 (+ 3.7%)	
Operating Profit	27.5	32.3	- 4.8 (- 15.0%)	
Real Estate Sales of the Company	3.1	7.0	- 3.9 (- 55.5%)	[Sales Margin] Company-owned Land: 1.5 (-1.2); Funds Turnover-type: 5.8 (-0.0)
Real Estate Leasing of the Company	17.8	19.7	- 1.9 (- 9.7%)	
Others	6.4	5.5	+ 0.9 (+ 17.4%)	

# Segment Information (3) Life Service

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Operating Revenue	702.5	700.3	+ 2.1 (+ 0.3%)	
Total Retail	483.9	484.4	- 0.5 (- 0.1%)	
Tokyu Department Store	213.1	218.0	- 4.8 (- 2.2%)	Rate of Change in Sales: -2.2%
Tokyu Store Chain	217.3	214.6	+ 2.6 (+ 1.2%)	Rate of Change in Sales All Stores: +1.1%; Existing Stores: +1.7%
Others	53.3	51.7	+ 1.6 (+ 3.3%)	
Total ICT and Media	218.6	215.9	+ 2.6 (+ 1.2%)	
Tokyu Recreation	33.4	32.8	+ 0.6 (+ 2.0%)	
its communications	28.7	27.2	+ 1.5 (+ 5.5%)	
Tokyu Agency	92.4	92.3	+ 0.1 (+ 0.2%)	
Others	63.9	63.5	+ 0.3 (+ 0.6%)	
Operating Profit	16.4	15.9	+ 0.4 (+ 2.5%)	
Total Retail	6.2	6.1	+ 0.0 (+ 0.7%)	
Tokyu Department Store	0.8	0.7	+ 0.1 (+ 15.9%)	
Tokyu Store Chain	3.2	3.2	+ 0.0 (+ 0.2%)	
Others	2.1	2.1	- 0.0 (- 3.9%)	
Total ICT and Media	10.2	9.8	+ 0.3 (+ 3.7%)	
Tokyu Recreation	1.4	1.6	- 0.2 (- 13.1%)	
its communications	2.7	2.6	+ 0.0 (+ 3.7%)	
Tokyu Agency	1.0	0.7	+ 0.2 (+ 26.8%)	
Others	4.9	4.7	+ 0.2 (+ 5.8%)	

## Segment Information (4) Hotel and Resort

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Operating Revenue	101.7	104.1	- 2.4 (- 2.3%)	
Tokyu Hotels, etc. (※)	86.8	85.7	+ 1.1 (+ 1.3%)	Occupancy Rates: 86.0% (year on year +1.9 points)
Others	14.8	18.3	- 3.5 (- 19.1%)	
Operating Profit	3.5	5.1	- 1.6 (- 31.4%)	
Tokyu Hotels, etc. (※)	3.5	4.1	- 0.6 (- 15.0%)	
Others	- 0.0	0.9	- 0.9 (-)	

(※) "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.

# Statements of Cash Flow

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
CF from Operating Activities	122.8	152.5	- 29.7	
CF from Investing Activities	- 228.3	- 145.3	- 82.9	
Capital Expenditure	- 235.8	- 176.9	- 58.8	
Subsidies Received for Construction	9.5	12.7	- 3.2	
CF from Financing Activities	105.4	- 7.8	+ 113.3	
Interest-bearing Debt Net Increase/Decrease	121.8	5.4	+ 116.4	
Dividend Payment, etc.	- 12.5	- 11.5	- 0.9	
Free Cash Flow	- 105.4	7.1	- 112.6	
Interest-bearing Debt at End of Period	1,091.7	969.7	+ 121.9	Interest-bearing Debt / TOKYU EBITDA Multiple: 6.2times (+0.7 points)

## Capital Expenditure / Depreciation

(Billion yen)

	FY2018 Forecast	FY2017 Results	Change	Remarks
Total Capital Expenditure	241.9	181.2	+ 60.6 (+ 33.5%)	
Transportation	76.3	71.4	+ 4.8 (+ 6.8%)	Railway Operations of the Company: +2.6
Real Estate	121.2	77.2	+ 43.9 (+ 56.9%)	Tokyu Corp. Leasing: +51.0
Total Life Service	18.4	20.1	- 1.7 (- 8.8%)	
Retail	8.7	8.1	+ 0.5 (+ 6.5%)	
ICT and Media	9.7	12.0	- 2.3 (- 19.2%)	
Hotel and Resort	21.7	9.3	+ 12.3 (+ 131.3%)	Tokyu Hotels, etc: +10.9
Headquarters	5.8	3.3	+ 2.4	
Elimination	- 1.5	- 0.3	- 1.1	
Tokyu Corp. and Becamex Tokyu Expenses on Sale of Houses and Lots	26.0	11.0	+ 14.9 (+ 134.3%)	
Total Depreciation and Amortization	81.5	74.9	+ 6.5 (+ 8.8%)	Real Estate: 19.5 (+3.0)、Transportation: 39.7 (+1.7)、 Life Service: 17.8 (+1.2)、Hotel and Resort: 4.5 (+0.4)

\* 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.