# Summary of Results for the First Three Quarters of FY2010

February 10, 2011



**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.



# **I. Executive Summary**

## **Executive Summary**



#### Main points in the results for the first three quarters ended December 2010

• Net income increased ¥13.3 billion year on year, primarily due to higher operating profit, for example a rise in real estate sales and a fall in costs in railway operations.

	First three quarters	Year-on-year comparison
Operating revenue	861.6 billion	- 43.9 billion (- 4.9%)
Operating profit	54.7 billion	+ 19.5 billion (+ 55.3%)
Recurring profit	51.8 billion	+ 21.7 billion (+ 71.9%)
Net income	23.0 billion	+ 13.3 billion (+ 136.9%)

■ Operating revenue : [Year-on-year comparison: down 4%] While the sale of condominiums and other properties boosted revenue in the Company's real estate business, the impact of the transfer of Sapporo Tokyu Store Chain and local bus operations last year, a decrease in orders for rolling stock and other factors caused an overall decline.

■ Operating profit: : [Year-on-year comparison: up 55%] Railway operations saw a fall in costs on the disposal of fixed assets, which were high the previous year, real estate sales were solid, and the effect of cost reductions across all businesses also contributed to increased profit in all segments.

Net income: : [Year-on-year comparison: up 136%] Increased operating profit, decreased interest expenses and other positive factors offset the reduction in gain on the transfer of Sapporo Tokyu Store last year under extraordinary gains, and net income rose sharply.

#### Main points in full year forecast for the term ending March 2011

Net income:

• We expect net income to increase by ¥2.1 billion to ¥17.0 billion, given factors such as an anticipated fall in costs in railways operations, which will offset the increase in costs associated with large-scale project development.

	Full year forecast	Year-on-year con	nparison	Comparison with forecasts in Nov.		
Operating revenue	1,159.4 billion	- 70.7 billion	(- 5.8%)	+ 2.2 billion	(+ 0.2%)	
Operating profit	55.0 billion	+ 2.2 billion	(+ 4.3%)	+ 4.5 billion	(+ 8.9%)	
Recurring profit	50.0 billion	+ 3.8 billion	(+ 8.4%)	+ 3.5 billion	(+7.5%)	
Net income	17.0 billion	+ 2.1 billion	(+ 14.1%)	+ 2.0 billion	(+ 13.3%)	

Operating revenue : [Year-on-year comparison: down 5%] Revenue is expected to decline in all segments, reflecting the transfer of Sapporo Tokyu Store Chain last year and a fall in orders for railway vehicles in the other business.

[Comparison with May forecasts: up 0.2%] Revenue is expected to increase slightly overall, mainly due to an increase in the number of passengers carried in the Company's railway operations and growth in trading company orders in other business.

■ Operating profit: (Year-on-year comparison: up 4%) Operating profit is expected to expand overall, primarily due to a fall in costs on the disposal of fixed assets in transportation business, which will offset an increase in large-scale project development costs.

[Comparison with May forecasts: up 8%] Growth in operating profit is expected to exceed growth in operating revenue, boosted by further reductions in large-scale project development costs and other expenses in addition to increased operating revenue.

[Year-on-year comparison: up 14%] Net income is expected to climb ¥ 2.1 billion, on anticipation of an increase in investment gains from equity method and a decrease in interest expenses, in addition to increased operating profit.

[Comparison with May forecasts: up 13%] Net income is set to rise ¥ 2.0 billion, mainly due to the contribution of growth in operating profit.

FY2010\_3Q

### **Summary of Consolidated Financial Statements**

#### (First Three Quarters)



				(Billion yen)
	FY2009	FY2010	Change	
	First Three	First Three	(Rate of change)	Remarks
	Quarters	Quarters	(Rate of change)	
Operating revenue	905.6	861.6	(- 4.9%)	Retail: -39.8; Other business: -12.6; Transportation: -5.5 Hotels: -2.1; Leisure and Services: -2.0; Real Estate: +15.2
Operating profit	35.2	54.7	(+ 55.3%)	Transportation: +8.1; Real Estate: +4.8; Retail: +3.1 Leisure and Services: +1.6; Other business: +1.1; Hotels: +0.5
Non-operating profit	10.1	10.7	(+ 5.9%)	Investment gains from equity method: 3.2(+0.4) Amortization of negative goodwill: 2.5 (-0.2)
Non-operating expenses	15.2	13.6	(-10.5%)	Interest paid: 12.1(-0.8)
Recurring profit	30.1	51.8	+21.7 (+71.9%)	
Extraordinary gains	10.3	5.5	(- 46.9%)	Gain on sale of securities: 0.1(-2.6); Compensation income of Tokyu Bus: -(-1.5) Gain on sale of assets: 2.0(-1.0); Gain on subsidies for construction: 0.9(+0.5)
Extraordinary losses	16.3	15.8	(- 3.4%)	Loss on sale of securities: $0.0(-8.8)$ ; loss on valuation of securities: $3.9(+3.5)$ Loss on the application of asset retirement obligations $3.2(+3.2)$ ; Store closing-related losses: $4.2(+2.7)$
Net income	9.7	23.0	+ 13.3 (+ 136.9%)	
Depreciation	51.3	52.2		Real Estate: +1.9; Transportation: -1.0
Disposal cost of fixed assets	10.2	3.0	- 7.1 (- 69.9%)	Transportation: -7.1
Amortization of goodwill	5.1	1.2	- 3.8 (- 75.7%)	Retail: -3.6
Tokyu EBITDA	102.0	111.3	+9.3 (+9.1%)	Real Estate: +6.6; Leisure and Services: +1.6; Other business: +1.0
EPS (yen) Earnings per share	7.75	18.46	+ 10.71	
ROE (%) Return of equity	3.5%	8.1%	+ 4.7 P	
Asset efficiency (%) (Tokyu EBITDA/total assets)	6.8%	7.6%	$+0.8\mathrm{P}$	
Equity at end of period	_	387.4	-	[End of FY2009] 373.0 (+14.4)
Interest-bearing debt at end of period	_	1,053.7	-	[End of FY2009] 1,042.6 (+11.0)
Equity ratio (%)	_	19.7%	-	[End of FY2009] 19.0%(+0.7P)
D/E ratio (times)	_	2.7	-	[End of FY2009] 2.8 (-0.1P)

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

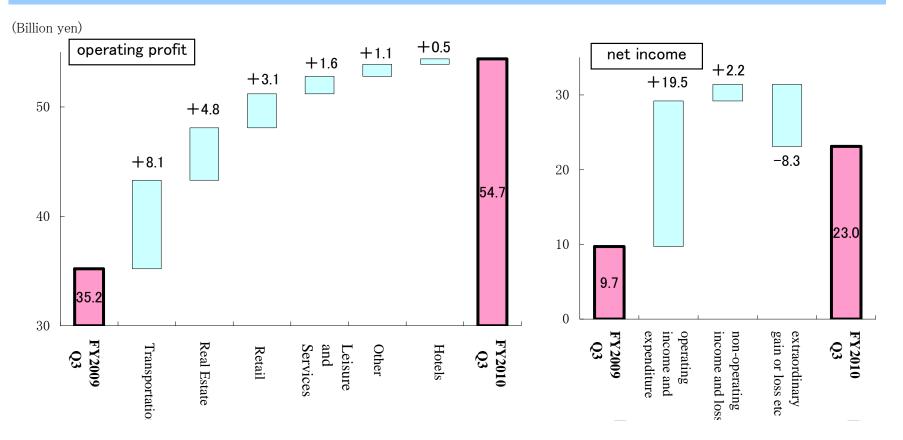
#### FY2010\_3Q

### Factor Analysis of Financial Results for the First Three Quarters(Year on Year)



**Operating profit**: Operating profit increased in all businesses as a result of cost cutting, in addition to a decline in the loss on disposal of fixed assets in railway operations and an increase in condominium sales in the real estate sales business.

**Net income:** Net income rose ¥13.3 billion due to the increase in operating profit and other positive factors, including a decrease in interest expenses under non-operating profit and expenses, which offset the negative impact of reduction in the gain on the sale of Sapporo Tokyu Store Chain in the previous year under extraordinary gains and losses.



## **FY2010** (Plan) Summary of financial statements for FY2010



						(Billion yen)
	FY2009	FY2010	Change		FY2010	Change
	Result	Forecast	(Rate of change)	Remarks	Forecast as	(Rate of change)
	Result	rorecust			of Nov.	
Operating revenue	1,230.1	1,159.4	(- 5.8%)	Retail: -40.3; Other business: -24.6; Transportation: -5.9 Real Estate: -5.4; Hotels: -2.5; Leisure and Services: -0.7	1,157.2	+2.2 (+ 0.2%)
Operating profit	52.7	55.0	(+4.3%)	Transportation: +5.5; Retail: +2.7; Leisure and Services: +1.1 Hotels: +0.4; Real Estate: -7.1; Other business: -0.3	50.5	+4.5 (+ 8.9%)
Non-operating profit	13.9	14.7	(+5.5%)	Investment gains from equity method: 4.5(+0.9) Amortization of negative goodwill: 3.5 (-0.3)	15.4	- 0.7 (- 4.5%)
Non-operating expenses	20.5	19.7	- 0.8 (- 4.1%)	Interest paid: 16.3(-0.9)	19.4	+0.3 (+1.5%)
Recurring profit	46.1	50.0	+3.8 (+8.4%)		46.5	+ 3.5 (+ 7.5%)
Extraordinary gains	24.0	13.0	(- 46.0%)	Gain on sale of securities: 0.3(-3.4); Gain on sale of assets: 7.4(-1.4) Gain on subsidies for construction: 1.7(+0.9); Other extraordinary gains: 1.3(-6.9)	6.5	+ 6.5 (+ 100.0%)
Extraordinary losses	27.4	28.0		Loss on disposal of fixed assets 1.6(+0.6); Loss on sale of securities: 3.9(-5.5); Impairment loss: 2.4(-4.3); Other extraordinary losses: 15.6(+8.8)	23.0	+ 5.0 (+ 21.7%)
Net income	14.8	17.0	+2.1 (+ 14.1%)		15.0	+2.0 (+13.3%)
Depreciation	69.3	71.9	+2.5 (+3.6%)	Real Estate: +3.6; Retail: +0.2; Hotels: +0.1; Transportation: -1.5	71.4	+0.5 (+ 0.7%)
Disposal cost of fixed assets	13.2	8.9	4.2	Transportation: -4.6; Retail: +0.2; Leisure and Services: +0.2	8.4	+ 0.5 (+ 6.0%)
Amortization of goodwill	6.7	1.6		Retail: -4.8; Transportation: -0.2	1.6	+ 0.0 + 0.0%
Tokyu EBITDA	142.1	137.4		Real Estate: -3.5; Retail: -1.6; Transportation: -0.9 Other business: -0.3; Leisure and Services: +1.3; Hotels: +0.5	131.9	+ 5.5 (+ 4.2%)
EPS (yen) Earnings per share	11.88	13.60	+ 1.72		12.01	+ 1.59
ROE (%) Return of equity	4.0%	4.5%	+0.5 P		4.0%	+ 0.5 P
Asset efficiency (%) (Tokyu EBITDA/total assets)	7.1%	6.9%	- 0.2 P		6.6%	+ 0.3 P
Equity at end of period	373.0	378.5	+ 5.5 (+ 1.5%)		378.0	+ 0.5 (+ 0.1%)
Interest-bearing debt at end of period	1,042.6	1,070.0	+27.3 (+ 2.6%)		1,080.0	- 10.0
Equity ratio (%)	19.0%	18.9%	- 0.1 P		18.7%	+ 0.2 P
D/E ratio (times)	2.8	2.8	+ 0.0		2.9	- 0.1

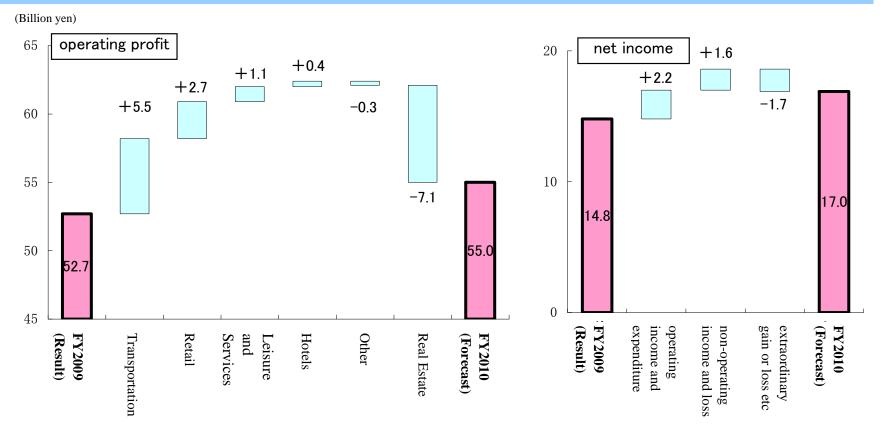
FY2010

#### (Forecast) Factor Analysis of Financial Results for FY2010 (Year on Year)



**Operating profit:** Operating profit is expected to increase overall due to an anticipated pause in completed railway works as well as profit gains due to factors such as additional cost reductions and the effect of store closing in Retail and other segments, which will offset large profit declines caused by lower margins and an increase in depreciation and amortization associated with the launch of large-scale project development in the Real Estate segment.

**Net income:** Net income is expected to climb ¥2.1 billion, on anticipation of an increase in investment gains from equity method and a decrease in interest expenses, in addition to increased operating profit.

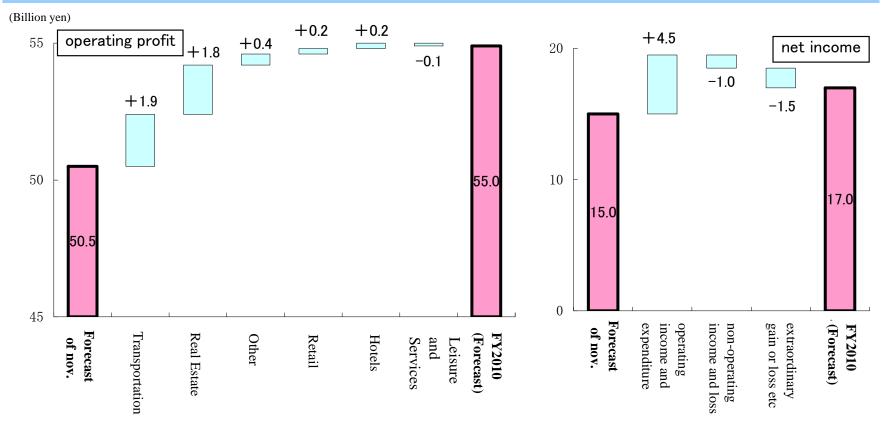


### [FY2010] [Forecast] Factor Analysis of Financial Results for FY2010 (Compared with November Forecasts)



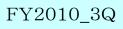
**Operating Profit:** Overall, operating profit is expected to be \$4.5 billion above the November forecast, given an expansion in passenger revenue and advertising income in railway operations, and additional cost cutting in railway operations and real estate leasing operations.

**Net income:** Net income is expected to rise 2.0 billion due to the increase in operating profit, which will offset an anticipated decrease in investment gains from equity method under non-operating profit. The decline in extraordinary gains and losses is attributable to higher income taxes due to the increase in income before tax.





# **II. Points in Each Business**





**First three quarters:** The first three quarters showed a recovery trend, partly due to the good weather and a rebound from the slump in the same period of the previous year.

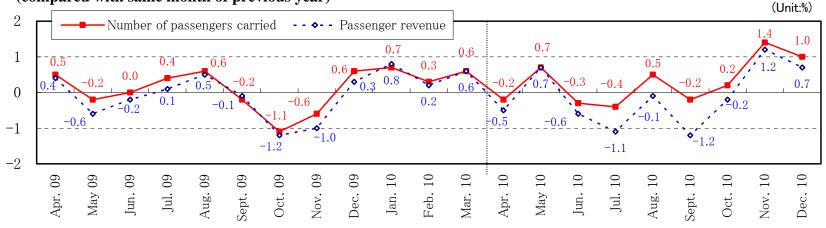
**Full-year forecast:** We consider the third quarter to be special in comparison with the previous year and estimated fourth quarter results based on actual trends.

Number of passengers carried & passenger revenue in the Company's railway operations business: Actual & full-year forecast

															(initial)	n yen, mousa	na people)
					FY2009					FY2010	)		Change				
			1st Half	3rd Quarter	3Q total	4th Quarter	total	1st Half	3rd Quarter	3Q total	4th Quarter (Forecast)	total (Forecast)	1st Half	3rd Quarter	3Q total	4th Quarter	total
		Total	541,912	264,966	806,878	259,795	1,066,673	542,032	267,278	809,310	260,481	1,069,791	+ 0.0%	+ 0.9%	+ 0.3%	+0.3%	+ 0.3%
Numb passe	ngers	Non- commuter	221,037	110,533	331,570	108,635	440,205	220,097	111,472	331,569	108,344	439,913	- 0.4%	+ 0.8%	- 0.0%	- 0.3%	- 0.1%
carrie	d	Commuter	320,875	154,433	475,308	151,160	626,468	321,935	155,806	477,741	152,137	629,878	+ 0.3%	+ 0.9%	+ 0.5%	+ 0.6%	+ 0.5%
		Total	65,238	32,041	97,279	31,850	129,129	64,941	32,219	97,160	31,793	128,953	- 0.5%	+ 0.6%	- 0.1%	- 0.2%	- 0.1%
Passe reven	-	Non- commuter	36,128	18,070	54,198	17,733	71,931	35,874	18,185	54,059	17,672	71,731	- 0.7%	+ 0.6%	- 0.3%	- 0.3%	- 0.3%
	enue	Commuter	29,110	13,971	43,081	14,117	57,198	29,067	14,034	43,101	14,121	57,222	- 0.1%	+ 0.5%	+ 0.0%	+ 0.0%	+ 0.0%

Number of passengers carried & passenger revenue in the Company's railway operations business

#### (compared with same month of previous year)



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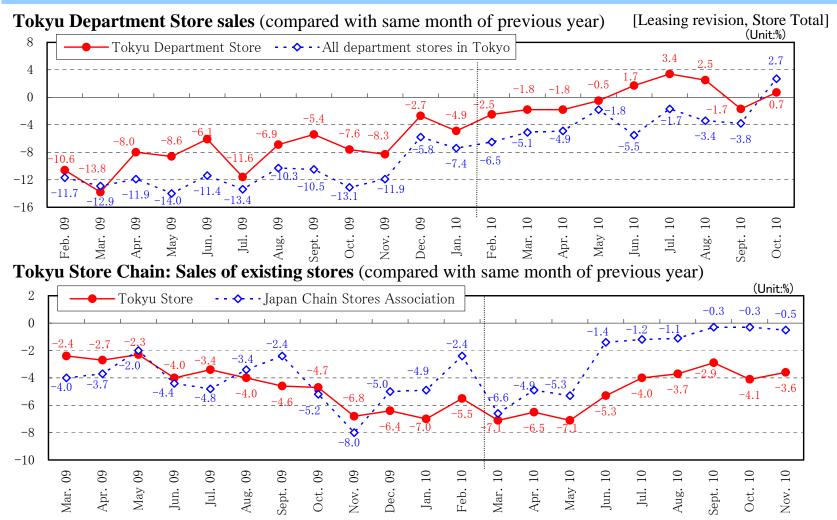
#### FY2010\_3Q

## **Retail business**



**Department stores:** Department store revenues have been in an upward trend mainly in food sales since June despite a temporary dip in September due to the very hot weather.

**Store chain:** Average spending per customer has been higher than the previous year since July ,but there was no increase in the number of customers and revenue tended to be below previous year.



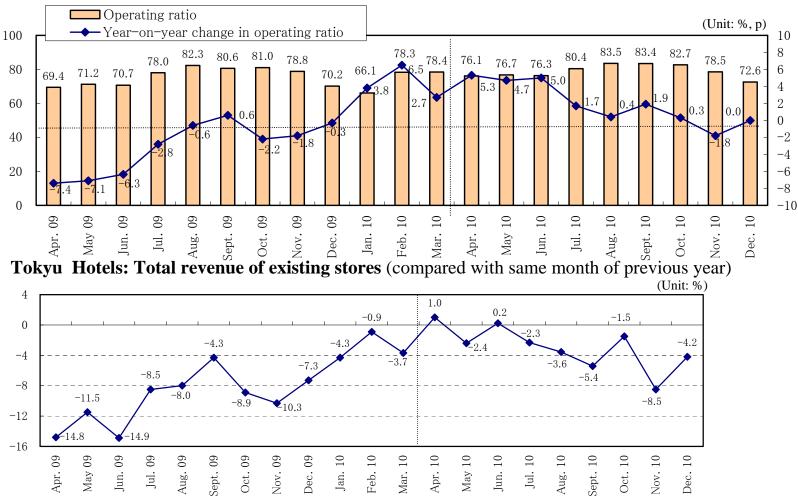
## **Hotel business**



**Operating ratio:** The operating ratio rebounded after the influenza epidemic in the first quarter, but since the second quarter this phase has come to an end and the operating ratio has remained on the same level as the previous year .

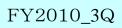
**Revenue from hotels:** Since the third quarter guest room unit price has shown signs of bottoming out, but due to a decrease in drinks revenue and other factors, hotel revenue has remained below the year ago level.

Tokyu Hotels: Operating ratio of existing hotels (compared with same month of previous year)





# III. Financial Results for the First Three Quarters of FY2010



#### **Consolidated Operating Revenue and Profit** by segment (First Three Quarters)



**Operating revenue**: Operating revenue declined, reflecting the sale of Sapporo Tokyu Store Chain in Retail, which outweighed increased revenue in real estate sales business.

**Operating profit**: Operating profit increased, bolstered by a fall in costs on the disposal of fixed assets in railway operations and the contribution of sales of condominiums in Real Estate.

		FY2009	FY2010	Change	(Billion yeil)
		First Three Quarters	First Three Quarters	(Rate of change)	Remarks
Total operating	revenue	905.6	861.6	- 43.9 (- 4.9%)	
Total operating	profit	35.2	54.7	+19.5 (+ 55.3%)	
Transportation	Operating revenue	146.2	140.7	- 5.5 (- 3.8%)	Tokyu Corp. railway operations: -0.5; Tokyu Bus: +0.0 Transfer of local bus operations: -4.9
Transportation	Operating profit	19.4	27.6	(+ 42.0%)	Tokyu Corp. railway operations: +8.1; Tokyu Bus: +0.5 Transfer of local bus operations: -0.5
Real Estate	Operating revenue	110.4	125.6	+15.2 (+13.8%)	Tokyu Corp. sales: +17.2; Tokyu Corp. leasing: +0.5; Jotetsu: -2.1
Keal Estate	Operating profit	12.8	17.6	(+ 37.8%)	Tokyu Corp. sales: +5.7; Tokyu Corp. leasing: -1.6 Izukyu Land Corp.: +0.6
D ata'il	Operating revenue	418.2	378.4	- 39.8 (- 9.5%)	Tokyu Department Store: -0.4; Tokyu Store Chain: -37.8 Shopping center operations: -0.2; Tokyu Convenience System: -1.1
Retail	Operating profit	1.8	5.0	+3.1 (+ 170.1%)	Tokyu Department Store: +0.4; Tokyu Store Chain: -0.1 Shopping center operations: -0.8; Amotization of goodwill: +3.6
Leisure and	Operating revenue	117.6	115.5	- 2.0 (- 1.8%)	Tokyu Agency: -1.2; its communications: +1.4; Rental cars: -0.6 Tokyu Bunkamura: -0.2; Other advertising business: -0.2
Services	Operating profit	1.5	3.1	+1.6 (+ 107.8%)	Tokyu Agency: +1.2; its communications: +0.0 Other advertising business: +0.2
Hatala	Operating revenue	66.2	64.1	- 2.1 (- 3.2%)	Tokyu Hotels, etc.: -2.2
Hotels	Operating profit	- 0.7	- 0.1	(-)	Tokyu Hotels, etc.: +0.1; Hawaii Mauna Lani Resort: +0.2 Tokyu Linen Supply: +0.1
Other	Operating revenue	100.9	88.3	- 12.6 (- 12.5%)	Tokyu Car Corp.: -5.0; Tokyu Geox: -5.2 Tokyu Techno System: -1.8; Tokyu Railway Service: -1.4
	Operating profit	0.1	1.2	+1.1 (+ 1,122.3%)	Tokyu Car Corp.: +1.1
Elimination,	Operating revenue	- 54.1	- 51.1	+ 3.0	
etc.	Operating profit	0.2	0.2	- 0.0	

(Billion ven)

FY2010\_3Q

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



In addition to higher sales of condominiums in the Company's real estate sales business, cost reductions in each business also contributed.

				(Billion yen)
	FY2009	FY2010	Change	
	First Three		3-	Remarks
			(Rate of change)	Kenidi Ko
	Quarters	Quarters		
Transportation	57.3	57.0	- 0.2 (- 0.5%)	
Railway operations of the Company	51.8	52.2	+ 0.4	
Tokyu Bus	3.0	3.2	+ 0.2	
Others	2.4	1.5	- 0.9	
Real Estate	19.4	26.0	+ 6.6 (+ 34.1%)	Increase in sales of Futagotamagawa Rise (condominium)
Real estate sales of the Company	7.0		+ 5.4	
Real estate leasing of the Company	10.0	10.5	+ 0.4	
Others	2.2	3.0		
Retail	16.1	15.8	- 0.3 (- 1.9%)	
Tokyu Department Store	4.6		+ 0.2	
Tokyu Store Chain	3.3	2.9	- 0.4	
Shopping center operations	7.1	7.1	- 0.0	
Others	0.9	0.8		
Leisure and Services	5.1	6.8	+ 1.6 (+ 32.3%)	
Tokyu Agency	- 0.2			
its communications	3.1	3.3	+ 0.1	
Others	2.1	2.4	+ 0.2	
Hotels	1.7	2.3	+ 0.5 (+ 31.8%)	
Tokyu Hotels, etc.	1.9		+ 0.1	
Others	- 0.1	0.2	+ 0.4	
Other	2.0		+1.0 (+ 52.6%)	
Tokyu Car Corporation	1.0		+ 1.2	
Others	0.9	0.7	- 0.1	
Elimination, etc.	0.1	0.1	- 0.0	
Total	102.0	111.3	+9.3 (+9.1%)	

(Billion yen)

# **FY2010\_3Q** Segment Information (1) Transportation



Operating revenue fell 3.8%, to ¥140.7 billion. Operating profit increased 42.0% year on year, to ¥27.6 billion.

Operating profit rose substantially, owing to a fall in the loss on disposal of fixed assets associated with the completion of construction work to extend the Oimachi Line in the previous year in the railway operations of the Company, offsetting a decline in revenue due to the transfer of the local bus business in the second half of the previous fiscal year.

				-	(Dinion yeir)
		FY2009	FY2010	Change	
		First Three	First Three	(Rate of change)	Remarks
		Quarters	Quarters	(Rate of change)	
Op	erating revenue	146.2	140.7	- 5.5 (- 3.8%)	Passengers carried: +0.3% (Non-commuter: -0.0%; Commuter: +0.5%) ¬Revenue from fares: -0.1% (Non-commuter: -0.3%; Commuter: +0.0%;)
	Railway operations of the Company	110.2	109.7	- 0.5 (- 0.5%)	Revenue from fares: 97.1(-0.1); Advertising Revenue: 4.1(-0.3)
	Tokyu Bus	20.2	20.2	(+ 0.0%)	Passengers carried: +0.4% Revenue from fares: +0.3%
	Others	15.8	10.7	- 5.0 (- 31.8%)	Transfer of local bus operations: -4.9
Op	erating profit	19.4	27.6	$(\pm 42.0\%)$	
	Railway operations of the Company	17.8	26.0	(+45.7%)	[Expenses]Disposal cost of fixed assets: 1.7(-7.0); Depreciation: 24.5(-0.6) Repair costs: 6.8(-0.4)
	Tokyu Bus	1.0	1.5		[Expenses]Depreciation: 1.6(-0.3)
	Others	0.9	0.0	- 0.8 (- 97.3%)	Transfer of local bus operations: -0.5
	Amortization of goodwill	- 0.2	- 0.0	+ 0.2	
	Depreciation	28.6	27.6	- 1.0 (- 3.6%)	
	Disposal cost of fixed assets	8.8	1.7	- 7.1 (- 80.3%)	
То	kyu EBITDA	57.3	57.0	(-0.5%)	
Ca	pital expenditures	37.1	29.1	- 8.0 (- 21.5%)	

# **FY2010\_3Q** Segment Information (2) Real Estate

Operating revenue rose 13.8%, to ¥125.6 billion. Operating profit increased 37.8%, to ¥17.6 billion.

Both operating revenue and operating profit increased, as revenue significantly increased in the Company's real estate sales business reflecting sales in Futako Tamagawa Rise, although the pre-operating costs of development projects increased in the Company's real estate leasing business.

		FY2009 First Three	FY2010 First Three	Change	Remarks
		Quarters	Quarters	(Rate of change)	Kelliarks
Operat	ting revenue	110.4	125.6	+15.2 (+13.8%)	
Rea	al estate sales of the Company	49.5	66.7	+17.2 (+ 34.7%)	[Sales] Company-owned land: 56.4 (+31.9); Funds turnover-type: 9.6 (-14.6)
Rea	I estate leasing of the Company	27.0	27.6	+0.5 (+ 2.2%)	
Oth	iers	33.8	31.2	25	Jotetsu: -2.1
Operat	ting profit	12.8	17.6	+4.8 (+ 37.8%)	
Rea	al estate sales of the Company	6.3	12.0	+ 5.7 (+ 91.4%)	[Sales margin] Company-owned land: 17.3 (+6.4); Funds turnover-type 1.5 (-0.6)
Rea	al estate leasing of the Company	5.8	4.1	- 1.6 (- 28.2%)	Increased cost and expenses associated with the commencement of development projects
Oth	iers	0.7	1.4	+ 0.7 (+ 106.3%)	Izukyu Land Corp.: +0.6
Am	ortization of goodwill	0.0	- 0.0	- 0.0	
Dep	preciation	5.8	7.8	+1.9 (+ 33.6%)	
Dis	posal cost of fixed assets	0.7	0.5	- 0.2 (- 28.8%)	
Tokyu	EBITDA	19.4	26.0	66	
Capita	l expenditures	34.5	48.9	+14.3 (+ 41.7%)	

(Billion ven)

# **FY2010\_3Q** Segment Information (3) Retail



(Billion ven)

Operating revenue was down 9.5%, to ¥378.4 billion. Operating profit rose 170%, to ¥5.0 billon.

Operating profit increased as the amortization of goodwill ended at Tokyu Department Store, although revenue and profit declined at Tokyu Store Chain due to the transfer of Sapporo Tokyu Store Chain and a decline in store sales.

	FY2009	FY2010	Change	
	First Three Quarters	First Three Quarters	(Rate of change)	Remarks
Operating revenue	418.2	378.4	- 39.8 (- 9.5%)	
Tokyu Department Store	174.9	174.4	0.4	Rate of change in revenue: +0.0%(Leasing revision)
Tokyu Store Chain	210.9	173.0	07.0	Rate of change in revenue: All stores: -3.2%; Existing stores: -5.0% A fall in sales associated with the transfer of Sapporo Tokyu Store Chain Co., Ltd.: -32.6
Shopping center operations	17.1	16.8	- 0.2 (- 1.6%)	
Others	15.3	14.0	1 1	Tokyu Convenience System: -1.1
Operating profit	1.8	5.0	21	
Tokyu Department Store	0.9	1.3	+ 0.4 (+ 47.8%)	
Tokyu Store Chain	1.0	0.8	- 0.1 (- 17.6%)	A fall in operating profit associated with the transfer of Sapporo Tokyu Store: -0.6
Shopping center operations	3.9	3.1	- 0.8 (- 20.9%)	Increase in the opening expense of Tamaplaza Terrace, etc
Others	0.4	0.5	+0.0 (+ 18.6%)	
Amortization of goodwill	- 4.5	- 0.9	+ 3.6	Completion of goodwill amortization of Tokyu Department Stores
Depreciation	9.0	9.0	- 0.0 (- 0.1%)	
Disposal cost of fixed assets	0.6	0.7	+ 0.1 (+ 28.2%)	
Tokyu EBITDA	16.1	15.8	- 0.3 (- 1.9%)	
Capital expenditures	12.3	12.1	- 0.1 (- 1.3%)	

## **FY2010\_3Q** Segment Information (4) Leisure and Services

Operating revenue slipped 1.8% to ¥115.5 billion. Operating profit rose 107% to ¥ 3.1 billion.

Overall, operating revenue declined, reflecting weak demand for some services like Tokyu Agency's advertising services, which offset increased revenue due to a rise in the number of subscribers to the CATV services provided by its communications. However, operating profit increased thanks to cost reductions at each business.

		FY2009	FY2010	Change					
		First Three	First Three	-	Remarks				
		Quarters	Quarters	(Rate of change)					
Op	perating revenue	117.6	115.5	- 2.0 (- 1.8%)					
	Tokyu Agency	69.8	68.5	(-1.0%)	Mass media: +0.9; Sales promotion: -0.8; Traffic advertisement: -0.6; Others: -0.1				
	its communications	12.3	13.8	$(\pm 12.0\%)$					
	Others	35.4	33.1	- 2.3 (- 6.5%)	Rental cars: -0.6; Tokyu Bunkamura: -0.4; Other advertising business: -0.2				
Op	perating profit	1.5	3.1	+1.6 (+ 107.8%)					
	Tokyu Agency	- 0.3	0.9	+1.2 (-)					
	its communications	1.0	1.0	$(\pm 1.0\%)$					
	Others	1.0	1.3	+ 0.3 (+ 39.8%)	Other advertising business: +0.2				
	Amortization of goodwill	- 0.2	- 0.2	- 0.0					
	Depreciation	3.3	3.4	$+ 0.0 \\ (+ 0.8\%)$					
	Disposal cost of fixed assets	0.0	0.0	0.0					
То	kyu EBITDA	5.1	6.8	16					
Ca	pital expenditures	2.9	4.5	+ 1.6 (+ 54.9%)					

(Billion yen)

# **FY2010\_3Q** Segment Information (5) Hotels



Operating revenues were down 3.2%, to ¥64.1 billion, and operating profit improved ¥0.5 billion, to become an operating loss of  $\ge 0.1$  billion.

Overall, the Hotels segment reported a slight operating loss, reflecting costs on the opening of the Capitol Hotel Tokyu, which outweighed recovery in the operating ratio and further cost reductions.

-					(Billion yei)
		FY2009	FY2010	Change	
		First Three	First Three	(Rate of change)	Remarks
		Quarters	Quarters		
Op	erating revenue	66.2	64.1	(- 3.2%)	
	Tokyu Hotels, etc. (*)	57.6	55.3	- 2.2 (- 3.9%)	Occupancy ratio: 78.2% (+3.4 points)
	Others	8.6	8.7	+ 0.1 (+ 1.2%)	
Op	perating profit	- 0.7	- 0.1	+ 0.5 (-)	
	Tokyu Hotels, etc. (*)	- 0.0	0.1	+ 0.1 (-)	
	Others	- 0.7	- 0.2	+ 0.4 (-)	Hawaii Mauna Lani Resort: +0.2; Tokyu Linen Supply: +0.1
	Amortization of goodwill	- 0.0	- 0.0	- 0.0	
	Depreciation	2.4	2.4	- 0.0 (- 0.5%)	
	Disposal cost of fixed assets	0.0	0.0		
To	kyu EBITDA	1.7	2.3	+ 0.5 (+ 31.8%)	
Ca	pital expenditures	4.1	5.6	+ 1.5 (+ 37.0%)	

\* "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.

(Billion ven)

# **FY2010\_3Q** Segment Information (6) Other



(Billion ven)

Operating revenue decreased 12.5%, to ¥88.3 billion. Operating profit increased ¥1.1 billion, to ¥1.2 billion.

Although Tokyu Car Corporation posted lower sales, primarily in the railway cars segment, operating profit increased because of a improved profit margins for specialty vehicles.

					(Dimon yen)
		FY2009	FY2010	Change	
		First Three	First Three	(Rate of change)	Remarks
		Quarters	Quarters	(rule of endinge)	
Op	erating revenue	100.9	88.3	- 12.6 (- 12.5%)	
	Tokyu Car Corporation	43.4	38.4	(-11.6%)	Railway cars: -5.8; Specialty vehicles: +1.6 Parking equipment: -1.0
	Others	57.5	49.9	- 7.6 (- 13.2%)	Tokyu Geox: -5.2; Tokyu Techno System: -1.8 Tokyu Railway Service: -1.4; Tokyu Green System: +0.8
Op	erating profit	0.1	1.2	+ 1.1 (-)	
	Tokyu Car Corporation	- 0.3	0.8	(-)	Railway cars: -0.2; Specialty vehicles: +0.9 Parking equipment: +0.1
	Others	0.5	0.4	- 0.0 (- 13.0%)	
	Amortization of goodwill	- 0.0	- 0.0	- 0.0	
	Depreciation	1.8	1.8	- 0.0 (- 2.7%)	
	Disposal cost of fixed assets	0.0	0.0	0.0	
To	kyu EBITDA	2.0	3.1	+ 1.0 (+ 52.6%)	
Caj	pital expenditures	1.9	0.8	- 1.0 (- 56.5%)	

# **Consolidated Balance Sheets**



**Total assets**: Total assets were almost in line with the level at the end of the previous fiscal year, primarily due to a decline in cash and deposits, offsetting an increase in fixed assets as a result of capital expenditure.

**Net assets**: Net assets increased 3.8%, to ¥400.9 billion, owing to an increase in retained earnings after the payment of dividends.

FY2010\_3Q

**Soundness**: The equity ratio was 19.7%, and the D/E ratio was 2.7, improving 0.1 points from the end of the previous fiscal year.

		FY2009	FY2010	Change	(Billion yei)
		Results	First Three Quarters		Remarks
Τc	otal assets	1,965.7	1,961.8	- 3.8 (- 0.2%)	
	Current assets	309.0	281.5	- 27.5 (- 8.9%)	Cash and deposits: -20.9; Sale of house and lots: -5.0
	Fixed assets	1,656.7	1,680.3	+23.6 (+1.4%)	Tangible fixed assets: +32.0; Investments and other fixed assets: -7.5
Τc	otal liabilities	1,579.4	1,560.9	- 18.4 (- 1.2%)	
	Current liabilities	606.3	568.2		Interest-bearing debt: -11.6; Trade notes & accounts payable: -16.6 Reserve for bonus payment: -4.1
	Fixed liabilities	951.0	970.2	10.1	Interest-bearing debt: +22.7; negative goodwill: -1.4
	Reserves under special law	22.0	22.5	+0.4 (+ 2.2%)	
Τc	otal net assets	386.3	400.9	145	Equity capital: +16.1; Valuation/exchange difference: -1.7; Minority interest: +0.1
	Equity	373.0	387.4		Net income: +23.0; Dividends: -7.5; Valuation/exchange difference: -1.7
Int	erest-bearing debt at end of period	1,042.6	1,053.7	$^{+11.0}_{(+1.1\%)}$	
Eq	uity ratio (%)	19.0%	19.7%	+ 0.7 P	
D/]	E ratio (times)	2.8	2.7	- 0.1	

(Billion yen)

# **FY2010\_3Q** Consolidated Statements of Cash Flow



**CF from operating activities:** Cash provided by operating activities decreased ¥10.2 billion. A decrease in corporate income taxes and other payments was primarily offset by an increase in working capital payments.

**CF from investing activities:** Cash used in investing activities was almost unchanged from the previous year. An increase in capital expenditure was primarily offset by an increase in gain on sale of fixed assets.

**Free cash flow:** Free cash flow decreased ¥ 10.7 billion from the previous year, reflecting the decrease in cash provided by operating activities.

				C1	(Dinion yen)
		FY2009	FY2010	Change	
		First Three	First Three	(Rate of change)	Remarks
		Quarters	Quarters	(rule of change)	
CF	from operating activities	81.0	70.8	- 10.2	
CF	from investing activities	- 93.4	- 94.0	- 0.5	
	Capital expenditure	- 99.8	- 103.8	- 4.0	Increase in real estate leasing of the Company
	Acquisition of securities	- 13.6	- 1.2	+ 12.4	
	Gain on sale of assets	14.1	8.0	- 6.1	Securities: -12.4; Fixed assets: +6.3
	Subsidies received for construction	5.3	4.7	- 0.6	
CF	from financial activities	- 6.0	2.2	+ 8.2	
	Interest-bearing debt Net increase/decrease	8.3	11.3	+ 3.0	
	Dividend payment	- 7.5	- 7.5	+ 0.0	
Free	e cash flow	- 12.4	- 23.2	- 10.7	
Inte	rest-bearing debt at end of period	_	1,053.7	—	[End of FY2009] 1,042.6 (+11.0)

(Billion yen)

# **Capital Expenditure (by Segment)**

FY2010\_3Q

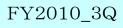
Although capital expenditure declined in the Company's railway operations, as the construction work to extend the Oimachi Line was completed in the july of the previous year, capital expenditure increased in the Company's real estate leasing business with progress in major projects. As a result, total capital expenditure was up ¥6.3 billion.

				(Dimon yen)
	FY2009	FY2010	Change	
	First Three	First Three	(Rate of change)	Remarks
	Quarters	Quarters		
Total capital expenditure	96.0	102.4	+ 6.3 (+ 6.6%)	
Transportation	37.1	29.1	- 8.0 (- 21.5%)	Tokyu Corp. railway operations: -6.6; Tokyu Bus: -0.8
Of which, contract construction	3.7	2.7	- 1.0 (- 27.4%)	
Real Estate	34.5	48.9	$(\pm 41.7\%)$	Tokyu Corp. real estate leasing: +16.3; Tokyu Bus: -1.9
Retail	12.3	12.1		Tokyu Department Store: +1.2; Tokyu Store Chain: +0.9 Shopping center operations: -2.4
Leisure and Services	2.9	4.5	+1.6 (+ 54.9%)	its communications: +0.8
Hotels	4.1	5.6	+1.5 (+ 37.0%)	
Other	1.9	0.8	- 1.0 (- 56.5%)	
Headquarters	3.9	1.8	- 2.1	
Elimination	- 0.9	- 0.7	+ 0.1	
Tokyu Corp.expenses on sale of houses and lots	17.8	46.0	+28.2 (+158.6%)	Company-owned land: +36.7; Funds turnover-type: -6.5

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.



(Billion ven)





(Billion ven)

In the Company's railway operations, depreciation resulting from completion of the construction work to extend the Oimachi line started to decrease gradually, but, in the Company's real estate leasing business, depreciation increased with the start of depreciation of projects launched this fiscal year, and overall depreciation increased slightly.

	FY2009 First Three	FY2010 First Three	Change (Rate of change)	Remarks
	Quarters	Quarters		
Total depreciation and amortization	51.3	52.2	+ 0.8 (+ 1.7%)	
Transportation	28.6	27.6	- 1.0 (- 3.6%)	Tokyu Corp. railway operations: -0.6; Tokyu Bus: -0.3
Real Estate	5.8	7.8	+ 1.9 (+ 33.6%)	Tokyu Corp. real estate leasing: +2.0
Retail	9.0	9.0		Tokyu Department Store: -0.2; Tokyu Store Chain: -0.2 Shopping center operations: +0.6
Leisure and Services	3.3	3.4	+ 0.0 (+ 0.8%)	
Hotels	2.4	2.4	- 0.0 (- 0.5%)	
Other	1.8	1.8	- 0.0 (- 2.7%)	



# **IV. Business Plan for FY2010**



### Consolidated Operating Revenue and Profit (Plan) by Segment



(Billion ven)

**Year-on-year comparison:** Operating revenue is expected to decline due to factors such as rolling stock orders and real estate sales, in addition to the impact of the business transfer completed the previous year. Operating profit is set to expand due to a fall in railway disposal costs and across-the-board cost reductions, which will outweigh an increase in large-scale project development expenses.

**Comparison with November forecasts:** Operating profit is expected to rise due to increased revenue and profit in railway operations and additional cost reductions including large-scale project costs.

						(D	illion yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as of Nov.	(Rate of change)
Total operating	revenue	1,230.1	1,159.4	- 70.7 (- 5.8%)		1,157.2	+2.2 (+ 0.2%)
Total operating	profit	52.7	55.0	+2.2 (+4.3%)		50.5	+4.5 (+ 8.9%)
ransportation	Operating revenue	194.9	189.0	- 5.9 (- 3.0%)	Tokyu Corp. railway operations: -0.3; Tokyu Bus: -0.0 Transfer of local bus operations: -5.0	187.6	+1.4 (+ 0.7%)
Transportation	Operating profit	23.2	28.8	+5.5 (+ 24.0%)	Tokyu Corp. railway operations: +5.4; Tokyu Bus: +0.5 Transfer of local bus operations: -0.5	26.9	+1.9 (+ 7.1%)
Real Estate	Operating revenue	164.0	158.6	- 5.4 (- 3.3%)	Tokyu Corp. sales: -5.7; Tokyu Corp. leasing: +2.2 Jotetsu: -0.5; Western Australian real estate sales: -0.4	160.4	- 1.8 (- 1.1%)
	Operating profit	22.8	15.7	- 7.1 (- 31.3%)	Tokyu Corp. sales: -3.8; Tokyu Corp. leasing: -3.0 Western Australian real estate sales: -0.6	13.9	+1.8 (+ 12.9%)
D ( 11	Operating revenue	557.9	517.6	10.5	Tokyu Department Store: +1.2; Tokyu Store Chain: -39.1 Shopping center operations: -0.4; Tokyu Convenience System: -2.1	517.2	+ 0.4 (+ 0.1%)
Retail	Operating profit	3.8	6.6	+2.7 (+ 70.7%)	Tokyu Department Store: +0.2; Tokyu Store Chain: -0.5 Shopping center operations: -1.4; Amotization of goodwill: +4.8	6.4	+ 0.2 (+ 3.1%)
Leisure and	Operating revenue	153.3	152.6	- 0.7 (- 0.5%)	Tokyu Agency: -0.1; its communications: +2.3 Rental cars: -1.1; Tokyu Bunkamura: -0.4	152.9	0.2
Services	Operating profit	1.4	2.6	+ 1.1 (+ 77.9%)	Tokyu Agency: +0.8; its communications: +0.1	2.7	- 0.1 (- 3.7%)
Hotels	Operating revenue	86.9	84.4	- 2.5 (- 3.0%)	Tokyu Hotels, etc.: -2.7; Hawaii Mauna Lani Resort: +0.2	85.5	- 1.1 (- 1.3%)
HOLEIS	Operating profit	- 1.4	- 1.0	+ 0.4 (-)	Tokyu Hotels, etc.: -0.1; Hawaii Mauna Lani Resort: +0.3	-1.2	+ 0.2 (-)
Other	Operating revenue	149.3	124.7	- 24.6 (- 16.5%)	Tokyu Car Corp.: -10.0; Tokyu Geox: -6.3 Tokyu Railway Service: -3.1; Tokyu Techno System: -2.6	121.5	+3.2 (+2.6%)
Ouici	Operating profit	2.6	2.3	- 0.3 (- 11.9%)	Tokyu Techno System: -0.5; Tokyu REIM: -0.2 Tokyu Geox: -0.1; Tokyu Car Corp.: +0.3	1.9	+0.4 (+ 21.1%)
Elimination,	Operating revenue	- 76.5	- 67.5	+ 9.0		-67.9	+ 0.4
etc.	Operating profit	0.1	0.0	- 0.1		-0.1	+ 0.1



### **Consolidated Tokyu EBITDA (Plan)** by segment



Year-on-year comparison: Decline in the Company's land sales in Western Australia, decreased sales in the Retail business and other factors are expected to lead to overall decline.

Comparison with November forecasts: Factors such as increased revenue in railway operations and reductions in large-scale project development costs and other expenses are expected to lead to overall improvement.

						illion yen)
	FY2009 Result	FY2010 Forecast	Change (Rate of change)	Remarks Fo	FY2010 orecast as of Nov.	Change (Rate of change)
ransportation	73.3	72.4	- 0.9 (- 1.3%)		70.8	+1.6 (+2.3%)
Railway operations of the Company	65.8	65.8	- 0.0		64.3	+ 1.4
Tokyu Bus	3.8 3.6	3.8 2.8	+ 0.0		3.7	+ 0.1
Others			- 0.8 - 3.5		2.7	+ 0.0 + 1.8
Real Estate	32.1	28.6	(- 11.0%)		26.8	(+ 6.8%)
Real estate sales of the Company	15.7	11.9	- 3.7		11.9	+ 0.0
Real estate leasing of the Company Others	<u>12.7</u> 3.7	12.9 3.5	+ 0.2 - 0.1		11.6 3.1	+ 1.2 + 0.4
			- 0.1			+ 0.4 + 0.5
Retail	22.8	21.2	(- 7.3%)		20.7	(+2.5%)
Tokyu Department Store	7.8	7.7	- 0.0		7.7	+ 0.0
Tokyu Store Chain	4.8	4.2	- 0.6		4.2	- 0.0
Shopping center operations Others	9.1 1.0	8.7 0.4	- 0.4		8.2 0.4	+ 0.4 - 0.0
eisure and Services	6.4	7.8			6.9	+0.9 (+12.9%)
Tokyu Agency	0.0	0.8	+ 0.8		0.9	- 0.0
its communications	4.0	4.2	+ 0.2		3.5	+ 0.7
Others	2.3	2.5	+ 0.2		2.4	+ 0.1
Iotels	1.9	2.5	+0.5 (+ 26.4%)		2.2	+ 0.3 (+ 14.3%)
Tokyu Hotels, etc.	2.1	2.0	- 0.0		1.8	+ 0.2
Others	- 0.1	0.4	+ 0.5		0.3	+ 0.0
Other	5.2	4.9	- 0.3 (- 6.6%)		4.6	+ 0.3 (+ 6.1%)
Tokyu Car Corporation	2.0	2.5	+ 0.4		2.6	- 0.0
Others	3.1	2.3	- 0.7		1.9	+ 0.4
Elimination, etc.	0.0	0.0	- 0.0		-0.1	+ 0.1
Total	142.1	137.4	- 4.7 (- 3.3%)		131.9	+ 5.5 (+ 4.2%)

## **FY2010** Segment Information (1) (Plan) Transportation

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(Dillion you

**Year-on-year comparison**: Operating revenue is expected to drop 3.0%, to \$189.0 billion. Operating profit is forecast to increase 24.0%, to \$28.8 billion. Operating revenue will decrease with the transfer of the local bus business, among other factors. However, total profit will rise thanks to the reduced loss on the disposal of fixed assets in the railway operations of the Company.

**Comparison with November forecasts**: Operating profit is expected to rise ¥1.9 billion, on anticipation of increased revenues from fares, advertising and other sources, and further cost reductions.

						(D	illion yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as	(Rate of change)
		Result	Torecast			of Nov.	
Op	erating revenue	194.9	189.0	(- 3.0%)	⊢Revenue from fares: -0.1% (Non-commuter: -0.3%; Commuter: +0.0%)	187.6	+ 1.4 (+ 0.7%)
	Railway operations of the Company	147.1	146.8	(- 0.2%)	Revenue from fares: 128.9(-0.1); Advertising Revenue: 5.4(-0.4) Car use fees: 5.7(-0.0)	145.2	+ 1.5 (+ 1.1%)
	Tokyu Bus	26.7	26.7	- 0.0 (- 0.1%)	Kevenue from fares: $\pm 0.1\%$	26.7	+ 0.0 + 0.0%
	Others	21.0	15.4	(-20.0%)	Traisfer of local bus operations5.0	15.6	- 0.1 (- 1.1%)
Op	erating profit	23.2	28.8	+ 5.5 (+ 24.0%)		26.9	+1.9 (+ 7.1%)
	Railway operations of the Company	20.9	26.3	(+ 25.9%)	[Expenses]Disposal cost of fixed assets: 6.3(-4.4); Repair costs: 10.6(-1.6) Depreciation: 33.0(-0.9); Personnel expenses: 19.9(+0.9)	24.6	+ 1.7 (+ 7.1%)
	Tokyu Bus	1.0	1.5	+ 0.5 (+ 47.6%)	Expenses]Depreciation: 2.3(-0.5)	1.4	+ 0.1 (+ 7.1%)
	Others	1.4	0.8	- 0.6 (- 44.9%)	Transfer of local bus operations: -0.5	0.7	+ 0.0 (+ 6.4%)
	Amortization of goodwill	- 0.2	- 0.0	+ 0.2		- 0.0	- 0.0
	Depreciation	38.8	37.3	- 1.5 (- 3.9%)		37.5	- 0.2 (- 0.5%)
	Disposal cost of fixed assets	10.9	6.3	- 4.6 (- 42.7%)		6.4	- 0.1 (- 1.6%)
To	kyu EBITDA	73.3	72.4	- 0.9 (- 1.3%)		70.8	+ 1.6 (+ 2.3%)
Caj	pital expenditures	59.8	56.2	- 3.6 (- 6.1%)		56.2	+ 0.0 (+ 0.0%)

# **FY2010** Segment Information (2) (Plan) Real Estate

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(Billion von)

**Year-on-year comparison:** Operating revenue is forecast to fall 3.3%, to \$158.6 billion. Operating profit is expected to drop 31.3%, to \$15.7 billion.In the Company's real estate sales business, profit is likely to fall sharply, reflecting decline in land sales in Western Australia from the previous year and higher depreciation costs for large-scale properties in leasing business.

**Comparison with November forecasts:** Operating profit is projected to rise ¥1.8 billion due to additional cost reductions including project development costs in the Company's leasing business.

						(D	illion yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as of Nov.	(Rate of change)
Op	erating revenue	164.0	158.6	- 5.4 (- 3.3%)		160.4	- 1.8 (- 1.1%)
	Real estate sales of the Company	82.2	76.4	- 5.7 (- 7.0%)	[Sales] Company-owned land: 62.5 (+23.1); Funds turnover-type: 12.5 (-24.2) Western Australian real estate sales: - (-4.5); Sale of building with land leasehold: - (-2.8)	77.0	- 0.6 (- 0.8%)
	Real estate leasing of the Company	35.9	38.2	+2.2 (+ 6.2%)	An increase in revenue due to the opening of Nagatacho, etc.	37.9	+ 0.2 + 0.6%
	Others	45.9	43.9	- 1.9 (- 4.2%)	Jotetsu: -0.5; Western Australian real estate sales: -0.4	45.3	- 1.3
Op	erating profit	22.8	15.7	- 7.1 (- 31.3%)		13.9	+ 1.8 (+ 12.9%)
	Real estate sales of the Company	14.6	10.8	(- 26.4%)	Western Australian real estate sales: -(-4.1)	10.6	+ 0.1 (+ 1.2%)
	Real estate leasing of the Company	6.5	3.5	- 3.0 (- 46.2%)	Increased cost and expenses associated with the commencement of development projects	2.3	+1.1 (+ 51.1%)
	Others	1.6	1.3	- 0.2 (- 15.0%)	Western Australian real estate sales: -0.6; CT Realty: -0.3; Izukyu Land Corp.: +0.6	0.9	+ 0.4 (+ 56.0%)
	Amortization of goodwill	0.0	- 0.0	- 0.0		- 0.0	+ 0.0
	Depreciation	7.8	11.5	+3.6 (+45.7%)		11.4	+ 0.1 (+ 0.9%)
	Disposal cost of fixed assets	1.4	1.4	- 0.0 (- 1.0%)		1.5	- 0.1
To	kyu EBITDA	32.1	28.6	- 3.5 (- 11.0%)		26.8	+1.8 (+ 6.8%)
Caj	pital expenditures	41.5	67.2	+25.6 (+ 61.6%)		67.7	- 0.5 (- 0.7%)



(D · 11)

**Year-on-year comparison**: Operating revenue is expected to sink 7.2%, to \$517.6 billion. Operating profit is predicted to grow 70.7%, to \$6.6 billion.Operating profit is likely to rise overall due to the completion of goodwill amortization in department store, despite rising costs on the opening of Tamaplaza Terrace.

**Comparison with November forecasts**: Operating profit is forecast to be ¥0.2 billion higher due to additional cost reductions, which will offset decreased revenues in store chain and shopping center operations.

						(Bi	illion yen)
		FY2009	FY2010	Change		_FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as	(Rate of change
2				- 40.3		of Nov.	+ 0.2
Jp	erating revenue	557.9	517.6	(- 7.2%)		517.2	(+0.1%)
	Tokyu Department Store	244.7	245.9	$(\pm 0.5\%)$		241.3	+ 4.6 (+ 1.9%)
	Tokyu Store Chain	270.1	230.9	(- 14.5%)	Rate of change in revenue: All stores: -3.0%; Existing stores: -4.7% A fall in sales associated with the transfer of Sapporo Tokyu Store Chain Co., Ltd.: -32.6	232.9	- 2.0 (- 0.9%)
	Shopping center operations	22.8	22.4	(-1.0%)		24.3	- 1.9 (- 8.2%)
	Others	20.3	18.2	(-10.1%)	Tokyu Convenience System: -2.1	18.5	- 0.2 (- 1.3%)
Op	erating profit	3.8	6.6	$(\pm 70.7\%)$		6.4	+ 0.2 (+ 3.1%)
	Tokyu Department Store	2.8	3.1	(+10.2%)		3.3	- 0.1 (- 5.3%)
	Tokyu Store Chain	1.8	1.2	- 0.5 (- 30.7%)	A fall in operating profit associated with the transfer of Sapporo Tokyu Store: -0.6	1.2	- 0.0 (- 1.1%)
	Shopping center operations	4.8	3.4	(- 29.0%)	Increase in the opening expense of Tamaplaza Terrace, etc.	3.0	+ 0.4 (+ 14.5%)
	Others	0.4	- 0.0	- 0.4 (-)	Tokyu Card: -0.3	0.0	- 0.0 (-)
	Amortization of goodwill	- 6.0	- 1.2	+ 4.8	Completion of goodwill amortization of Tokyu Department Stores	-1.2	+ 0.0
	Depreciation	12.2	12.5	+ 0.2 (+ 1.7%)		12.6	- 0.1 (- 0.8%)
	Disposal cost of fixed assets	0.6	0.9	+ 0.2 (+ 39.8%)		0.5	+ 0.4 (+ 80.0%)
Γoł	cyu EBITDA	22.8	21.2	- 1.6 (- 7.3%)		20.7	+ 0.5 (+ 2.5%)
Cap	pital expenditures	16.7	14.6	- 2.1		14.2	+ 0.4 (+ 2.8%)

### **FY2010** Segment Information (4) (Plan) Leisure and Services



(Billion yon)

**Year-on-year comparison**: Operating revenue is likely to drop 0.5% to \$152.6 billion. Operating profit is predicted to climb 77.9%, to \$2.6 billion.In advertising operations, revenue should be unchanged from the previous year, but profit is expected to increase due to further cost reductions, leading to overall profit growth.

**Comparison with November forecasts**: Operating profit is set to be 0.1 billion lower than forecast, reflecting anticipated decline in sales at sports club, golf courses and other facilities.

						(D	illion yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as	(Rate of change)
						of Nov.	
Oper	rating revenue	153.3	152.6	(-0.5%)		152.9	- 0.3 (- 0.2%)
Г	Tokyu Agency	91.8	91.7	- 0.1 (- 0.1%)		91.7	+ 0.0 + 0.0%
i	ts communications	16.5	18.9	$(\pm 14.1\%)$		18.9	- 0.0 (- 0.0%)
C	Others	44.9	41.9	- 2.9 (- 6.6%)	Rental cars: -1.1; Tokyu Bunkamura: -0.4	42.2	- 0.3
Oper	rating profit	1.4	2.6	11		2.7	- 0.1 (- 3.7%)
Г	Tokyu Agency	- 0.0	0.7	$+ 0.8 \\ (-)$		0.7	+ 0.0 (+ 0.4%)
i	ts communications	1.1	1.2	+ 0.1 (+ 13.1%)		1.2	+ 0.0 (+ 1.0%)
C	Others	0.7	0.8	+ 0.1 (+ 20.3%)		0.9	- 0.1 (- 12.8%)
A	Amortization of goodwill	- 0.2	- 0.2	- 0.0		-0.2	- 0.0
Γ	Depreciation	4.5	4.6	+0.0 (+0.3%)		3.9	+ 0.7 (+ 17.9%)
Ī	Disposal cost of fixed assets	0.0	0.3	+0.2 (+ 245.4%)		0.0	+0.3 (-)
Toky	yu EBITDA	6.4	7.8	$(\pm 21.5\%)$		6.9	+0.9 (+ 12.9%)
Capi	tal expenditures	4.2	7.1	+2.8 (+65.9%)		6.7	+ 0.4 (+ 6.0%)

## **Segment Information (5) (Plan) Hotels**

FY2010

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Year-on-year comparison: Operating revenue is expected to decrease 3.0%, to ¥84.4 billion. Operating profit is likely to improve ¥0.4 billion, resulting in an operating loss of ¥1.0 billion. The Company is aiming to return to profitability in real terms through initiatives such as hotel closures and cost reductions, but an operating loss is forecast due to costs on the opening of the Capitol Tokyu Hotel.

Comparison with November forecasts: Operating profit should be ¥ 0.2 billion more than forecast due to additional cost reductions, despite the tardy recovery of unit price and decreased revenues from drinks.

					(Bi	illion yen)
	FY2009	FY2010	Change		FY2010	Change
	Result	Forecast	(Rate of change)	Remarks	Forecast as of Nov.	(Rate of change)
Deperating revenue	86.9	84.4	- 2.5 (- 3.0%)		85.5	- 1.1 (- 1.3%)
Tokyu Hotels, etc. (*)	75.4	72.7	27	Occupancy ratio: 77.4% (+3.0 points)	73.6	- 0.8 (- 1.2%)
Others	11.5	11.6	+ 0.1 (+ 1.5%)	Hawaii Mauna Lani Resort: +0.2	11.8	- 0.2 (- 1.7%)
Dperating profit	- 1.4	- 1.0	+ 0.4 (-)		-1.2	$^{+ 0.2}_{(-)}$
Tokyu Hotels, etc. (*)	- 0.5	- 0.6	(-)		-0.8	+ 0.1 (-)
Others	- 0.9	- 0.3	+ 0.5 (-)	Hawaii Mauna Lani Resort: +0.3	-0.3	$^{+ 0.0}_{(-)}$
Amortization of goodwill	- 0.0	- 0.0	- 0.0		0.0	+ 0.0
Depreciation	3.3	3.5	+ 0.1 (+ 5.1%)		3.4	+ 0.1 (+ 2.9%)
Disposal cost of fixed assets	0.0	0.0	- 0.0 (-)		0.0	$^{+ 0.0}_{(-)}$
okyu EBITDA	1.9	2.5	+0.5 (+ 26.4%)		2.2	+ 0.3 (+ 14.3%)
Capital expenditures	5.0	5.9	+0.8 (+16.4%)		5.7	+ 0.2 (+ 3.5%)

\* "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 yon)

**Year-on-year comparison**: Operating revenue is forecast to drop 16.5%, to \$124.7 billion. Operating profit is likely to decline 11.9%, to \$2.3 billion. Tokyu Car Corporation is expected to post increased profit due to reductions in SGA expenses and other costs, but other companies are likely to report declines in revenues and profits, resulting in a slight decline in profits overall.

**Comparison with November forecasts**: Operating profit should be 0.4 billion higher than forecast, mainly due to further cost reductions at each company.

						(D.	illion yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)		Forecast as of Nov.	(Rate of change)
Op	erating revenue	149.3	124.7	- 24.6 (- 16.5%)		121.5	+3.2 (+2.6%)
	Tokyu Car Corporation	63.1	53.1	(- 16.0%)	Railway cars: -9.7; Specialty vehicles: +1.4 Parking equipment: -1.8	52.8	+ 0.2 + 0.5%
	Others	86.1	71.6		Tokyu Geox: -6.3; Tokyu Railway Service: -3.1 Tokyu Techno System: -2.6; Tokyu Kidoh Kogyo: -1.0	68.6	+2.9 (+4.3%)
Op	erating profit	2.6	2.3	- 0.3 (- 11.9%)		1.9	+ 0.4 (+ 21.1%)
	Tokyu Car Corporation	0.1	0.5		Railway cars: -0.8; Specialty vehicles: +0.9 Parking equipment: -0.0	0.6	- 0.0 (- 9.3%)
	Others	2.5	1.8		Tokyu Techno System: -0.5; Tokyu REIM: -0.2 Tokyu Geox: -0.1; Tokyu Railway Service: +0.2	1.3	+ 0.4 (+ 31.4%)
	Amortization of goodwill	- 0.0	- 0.0	+ 0.0		- 0.0	+ 0.0
	Depreciation	2.5	2.5	- 0.0 (- 1.3%)		2.6	- 0.1 (- 3.8%)
	Disposal cost of fixed assets	0.0	0.0	- 0.0 (-)		0.0	$+ 0.0 \\ (-)$
To	kyu EBITDA	5.2	4.9	- 0.3 (- 6.6%)		4.6	+ 0.3 (+ 6.1%)
Caj	pital expenditures	2.6	4.8	+2.1 (+ 83.9%)		5.0	- 0.2 (- 4.0%)

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# **FY2010** Consolidated Statements of Cash Flow (Plan)

**Year-on-year comparison**: Free cash flow is likely to be negative because of a decrease in cash flow from operating activities with the acquisition of Futako Tamagawa Rise and a fall in EBITDA, and given progress on large-scale properties including four major projects in relation to investing activities.

**Comparison with November forecasts**: Free cash flow is expected to improve ¥11.0 billion, reflecting an increase in sales of assets in addition to increased operating profit.

	(Billion yen)							
		FY2009	FY2010	Change		FY2010	Change	
		Result	Forecast	(Rate of change)	Remarks	Forecast as of Nov.	(Rate of change)	
CF	from operating activities	150.9	113.5	- 37.4	Increase in expenses on sale of houses and lots, a fall in EBITDA of Tokyu	109.0	+ 4.5	
CF	from investing activities	- 116.6	- 130.0	- 13.3		-136.5	+ 6.5	
	Capital expenditure	- 130.7	- 156.3	- 25.5	Increase primarily in real estate leasing of the Company	-154.3	- 2.0	
	Acquisition of securities	- 11.5	- 1.3	+ 10.2		-1.8	+ 0.5	
	Gain on sale of assets	17.9	20.2	+ 2.2		12.0	+ 8.2	
	Subsidies received for construction	7.2	7.5	+ 0.2		7.5	+ 0.0	
CF	from financial activities	- 36.7	17.0	+ 53.7		27.7	- 10.7	
	Interest-bearing debt Net increase/decrease	- 21.7	26.7	+ 48.4		37.3	- 10.6	
	Dividend payment	- 7.5	- 7.5	+ 0.0		-7.6	+ 0.1	
Fre	e cash flow	34.3	- 16.5	- 50.8		-27.5	+ 11.0	
Inte	erest-bearing debt at end of period	1,042.6	1,070.0	+ 27.3		1,080.0	- 10.0	



(Billion yon)

**Year-on-year comparison**: Capital expenditure is predicted to increase ¥23.5 billion, largely because of the completion of construction in Nagatacho and Futako Tamagawa and progress with construction work in Shibuya New Culture Area in the Company's real estate leasing business. The Company's expenses on sale of houses and lots are also forecast to rise ¥30.4 billion with the acquisition of Futako Tamagawa Rise and other properties.

**Comparison with November forecasts**: Overall, capital expenditure should be almost in line with November forecasts, despite a slight increase in Retail and Leisure and Services operations.

						(D	(llion yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as of Nov.	(Rate of change)
Tot	al capital expenditure	134.1	157.7	+23.5 (+17.6%)		157.5	+ 0.2 (+ 0.1%)
	Transportation	59.8	56.2	- 3.6 (- 6.1%)	Tokyu Corp. railway operations: -2.0; Tokyu Bus: -0.6; Izukyu: -0.5	56.2	+ 0.0 + 0.0%
	Of which, contract construction	6.9	6.2	- 0.6 (- 9.5%)		7.2	- 0.9 (- 13.2%)
	Real Estate	41.5	67.2	+25.6 (+ 61.6%)	Tokyu Corp. real estate leasing: +26.6; Tokyu Bus: -1.8	67.7	- 0.5 (- 0.7%)
	Retail	16.7	14.6	(- 12.7%)	Tokyu Department Store: +0.8; Tokyu Store Chain: +0.9 Shopping center operations: -4.1	14.2	+ 0.4 (+ 2.8%)
	Leisure and Services	4.2	7.1	+2.8 (+65.9%)	its communications: +1.3; Rental cars: +0.7	6.7	+ 0.4 (+ 6.0%)
	Hotels	5.0	5.9	+ 0.8 (+ 16.4%)		5.7	+ 0.2 (+ 3.5%)
	Other	2.6	4.8	+2.1 (+ 83.9%)	Tokyu Techno System: +2.1	5.0	- 0.2 (- 4.0%)
	Headquarters	5.1	1.9	- 3.2		2.0	- 0.1
	Elimination	- 1.1	0.0	+ 1.1		0.0	+ 0.0
Tok	vu Corp.expenses on sale of houses and lots	25.3	55.8	+30.4 $(+119.8%)$	Increase in expenditure for acquisition of Futako Tamagawa Rise, etc.	56.5	- 0.7 (- 1.2%)

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.



(Billion ven)

**Year-on-year comparison**: Overall, depreciation is likely to rise ¥2.5 billion, on anticipation of an increase due to the start of depreciation of projects launched this fiscal year such as Nagatacho and Futako Tamagawa in the Company's real estate leasing operations and Tamaplaza Terrace in the Company's retail operations, which should offset the gradual decrease in depreciation resulting from completion of the construction work to extend the Oimachi line the previous fiscal year in the Company's railway operations.

**Comparison with November forecasts**: Total depreciation is likely to be ¥0.5 billion more than forecast, partly due to increased depreciation of its communication in Leisure and Services business.

_						, ,	mon yen)
		FY2009	FY2010	Change		FY2010	Change
		Result	Forecast	(Rate of change)	Remarks	Forecast as of Nov.	(Rate of change)
То	tal depreciation and amortization	69.3	71.9	+2.5 (+3.6%)		71.4	+ 0.5 (+ 0.7%)
	Transportation	38.8	37.3	(- 3.9%)	Tokyu Corp. railway operations: -0.9; Tokyu Bus: -0.4	37.5	- 0.2 (- 0.5%)
	Real Estate	7.8	11.5	+ 3.6 (+ 45.7%)	Tokyu Corp. real estate leasing: +3.5	11.4	+ 0.1 (+ 0.9%)
	Retail	12.2	12.5		Tokyu Department Store: -0.3; Tokyu Store Chain: -0.1 Shopping center operations: +0.7	12.6	- 0.1 (- 0.8%)
	Leisure and Services	4.5	4.6	+ 0.0 (+ 0.3%)		3.9	+ 0.7 (+ 17.9%)
	Hotels	3.3	3.5	+ 0.1 (+ 5.1%)		3.4	+ 0.1 (+ 2.9%)
	Other	2.5	2.5	- 0.0 (- 1.3%)		2.6	- 0.1 (- 3.8%)