# Summary of Results for the First Quarter of FY2016



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#### Forward-looking statements

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

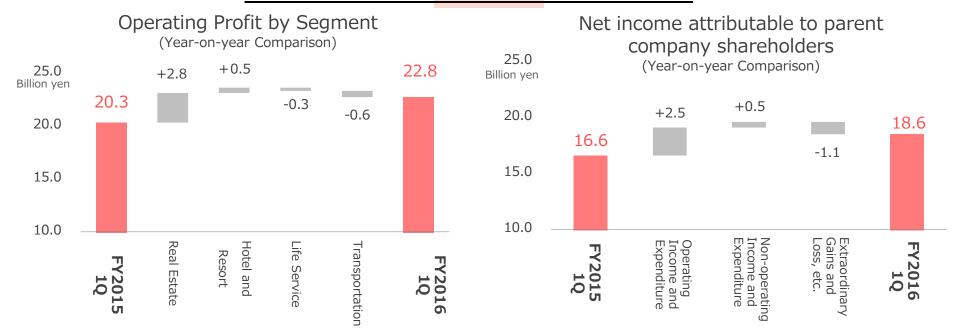
# I. Executive Summary

#### Main Points in the Results for 1Q FY2016

#### [Year-on-year comparison]

The Company recorded an increase in both operating revenue and operating profit. This increase was largely the result of making Tokyu Recreation a subsidiary and eliminating expenses associated with the Futako-Tamagawa Rise phase II in the Company's real estate leasing business.

	1Q Results	YoY Comparison
Operating Revenue	269.9	+ 13.3 (+ 5.2%)
Operating Profit	22.8	+ 2.5 (+ 12.3%)
Recurring Profit	22.7	+ 3.0 (+ 15.8%)
Profit attributable to owners of parent	18.6	+ 1.9 (+ 11.7%)

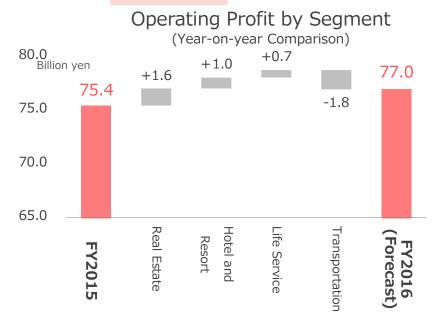


#### Main Points in Forecasts for FY2016

#### [Comparison with the May forecast]

Profit attributable to owners of parent rose, reflecting a decrease in income taxes due to the Company's succession of losses carried forward in association with the merger of a wholly owned subsidiary.

	Full Year Forecast	YoY Comparison	Comparison with Forecasts as of May.
Operating Revenue	1,139.2	+ 47.7 (+ 4.4%)	- (-)
Operating Profit	77.0	+ 1.5 (+ 2.0%)	- (-)
Recurring Profit	73.3	+ 3.2 (+ 4.7%)	- (-)
Profit attributable to owners of parent	61.0	+ 5.7 (+ 10.4%)	+ 7.0 (+ 13.0%)



## II. Conditions in Each Business

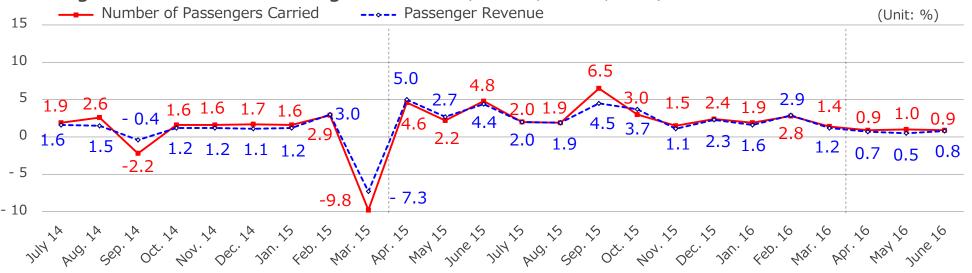
#### Railway Operations Business

Passengers Carried and Passenger Revenue (Results and Forecast)

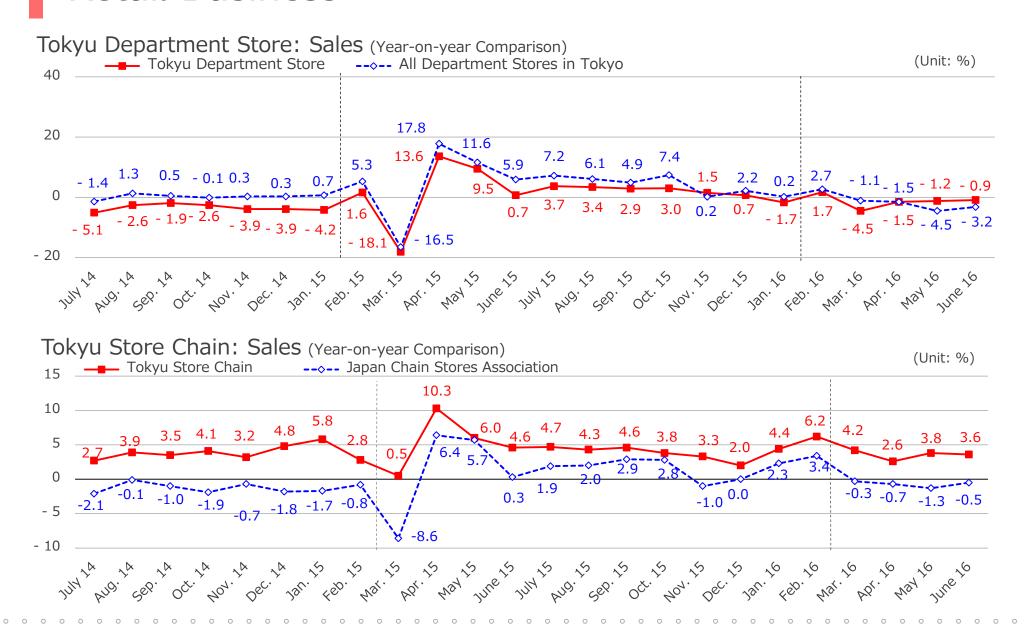
(Thousand people, Million yen)

		2016/3 1Q	2017/3 1Q	Change	2016/3	2017/3	Change
		Results	Results	Change	Results	Forecast	Change
Number of	Total	294,173	296,958	+ 0.9%	1,148,569	1,159,128	+ 0.9%
Passengers Carried	Non-commuter	116,238	116,458	+ 0.2%	461,956	464,179	+ 0.5%
- assengers carried	Commuter	177,935	180,500	+ 1.4%	686,613	694,949	+ 1.2%
	Total	34,827	35,063	+ 0.7%	137,235	138,403	+ 0.9%
Passenger Revenue	Non-commuter	19,041	19,047	+ 0.0%	75,499	75,913	+ 0.5%
	Commuter	15,786	16,016	+ 1.5%	61,736	62,490	+ 1.2%

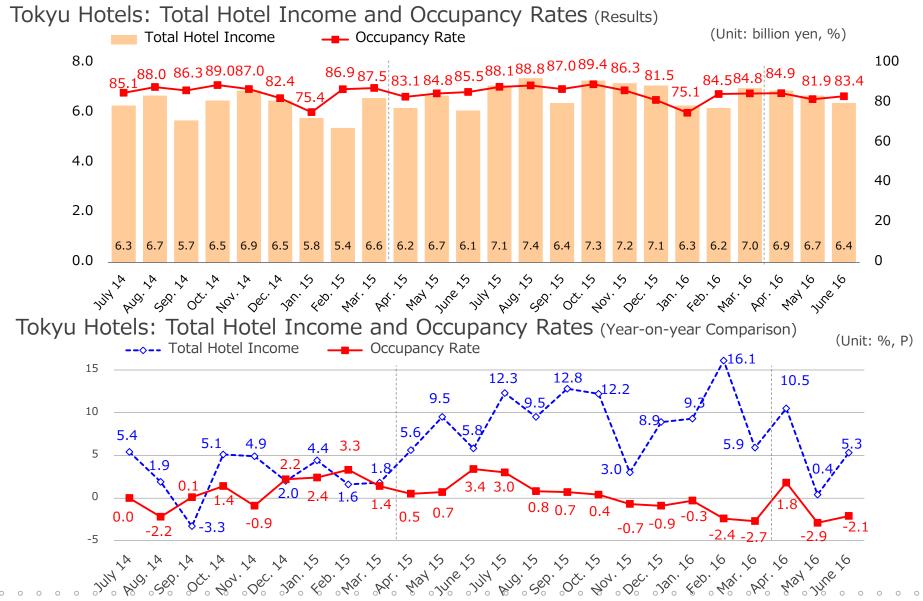
Passengers Carried and Passenger Revenue (Year-on-year Comparison)



#### **Retail Business**



#### **Hotel Business**



## ■. Details of Financial Results for the First Quarter of FY2016

#### Summary of Consolidated Financial Statements

	2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Operating Revenue	256.6	269.9	+ 13.3 (+ 5.2%)	Life Service: +8.7; Real Estate: +2.1; Transportation: +1.2; Hotel and Resort: +1.1
Operating Profit	20.3	22.8	+ 2.5 (+ 12.3%)	Real Estate: +2.8; Hotel and Resort: +0.5; Life Service: -0.3; Transportation: -0.6
Non-operating Revenue	2.9	3.7	+ 0.7 (+ 24.4%)	Investment Gains from Equity Method 1.4 $(+0.1)$ ; Interest and Dividend Income 0.4 $(+0.0)$
Non-operating Expenses	3.7	3.8	+ 0.1 (+ 3.4%)	Interest Paid 2.5 (-0.1)□
Recurring Profit	19.6	22.7	+ 3.0 (+ 15.8%)	
Extraordinary Gains	1.7	1.1	- 0.6 (- 37.5%)	
Extraordinary Losses	0.6	0.3	- 0.2 (- 41.7%)	
Income before Income Taxes and Minority Interests	20.8	23.4	+ 2.6 (+ 12.9%)	
Corporate Income Taxes	4.0	4.5	+ 0.5 (+ 14.8%)	Income Taxes: 4.3 (+0.4); Tax Adjustment: 0.2 (+0.1)
Net Income	16.8	18.8	+ 2.0 (+ 12.5%)	
Profit attributable to non-controlling inteerests	0.1	0.2	+ 0.1 (+ 107.2%)	
Profit attributable to owners of parent	16.6	18.6	+ 1.9 (+ 11.7%)	
Other Comprehensive Income	2.7	- 4.1	- 6.8 (-)	
Total Comprehensive Income	19.5	14.7	- 4.7 (- 24.5%)	
TOKYU EBITDA	40.0	44.2	+ 4.1 (+ 10.3%)	Real Estate +2.9;Hotel and Resort +0.4;Life Service +0.2; Headquarters +0.2;Transportation +0.2

<sup>\*</sup>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)
			2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Total Operating Re	venue		256.6	269.9	+ 13.3 (+ 5.2%)	
Total Operating Pro	ofit		20.3	22.8	(+ 12.3%)	
Transportation	Operating Revenue		48.9	50.1	(+ 2.6%)	Tokyu Corp. Railway Operations: +0.3
	Operating Profit		9.6	9.0	(- 6.5%)	Tokyu Corp. Railway Operations: -0.7
Real Estate	Operating Revenue		40.1	42.3	(+ 5.5%)	Tokyu Corp. Sales: -0.7; Tokyu Corp. Leasing: +1.6
Near Estate	Operating Profit		5.6	8.5	+ 2.8 (+ 50.7%)	Tokyu Corp. Sales: +0.4; Tokyu Corp. Leasing: +2.2
	Operating Revenue	Total Life Service	155.7	164.5	+ 8.7 (+ 5.6%)	
		Retail	118.0	118.2	+ 0.1 (+ 0.1%)	Tokyu Department Store: -0.8; Tokyu Store Chain: +1.1
Life Service		ICT and Media	37.7	46.3	+ 8.6 (+ 22.8%)	Tokyu Recreation: +7.8; its communications: +0.3; Tokyu Agency: -0.0
LITE SET VICE	Operating Profit	Total Life Service	3.6	3.3	- 0.3 (- 8.9%)	
		Retail	1.7	1.4	- 0.3 (- 17.2%)	Tokyu Department Store: -0.2; Tokyu Store Chain: -0.2
		ICT and Media	1.8	1.8	- 0.0 (- 1.1%)	Tokyu Recreation: +0.1; its communications: +0.3; Tokyu Agency: -0.0
Hotel and Resort	Operating Revenue		25.0	26.1		Tokyu Hotels, etc: +1.1
Tiotei ana nesore	Operating Profit		1.4	2.0	+ 0.5 (+ 39.8%)	Tokyu Hotels, etc: +0.4
Elimination	Operating Revenue		- 13.2	- 13.3	- 0.0	
etc.	Operating Profit		- 0.0	- 0.0	+ 0.0	

#### Non-Operating and Extraordinary Gain/Loss

	2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Operating Profit	20.3	22.8	+ 2.5 (+ 12.3%)	
Non-operating Revenue	2.9	3.7	+ 0.7 (+ 24.4%)	
Interest and Dividend Income Investment Gain from Equity Method Others	0.4 1.2 1.2	0.4 1.4 1.7		Tokyu Construction: 0.8 (+0.5) ;Tokyu Fudosan Holdings : 0.3 (-0.5)
Non-operating Expenses	3.7	3.8	+ 0.1 (+ 3.4%)	
Interest Others	2.7 0.9	2.5 1.2	- 0.1 + 0.3	
Recurring Profit	19.6	22.7	+ 3.0 (+ 15.8%)	
Extraordinary Gains	1.7	1.1	- 0.6 (- 37.5%)	
Gain on Subsidies Received for Construction Gain on Reversal of Urban Railways Improvement Reserve Others	0.1 0.6 0.9	0.1 0.6 0.3	- 0.0 - - 0.6	
Extraordinary Losses	0.6	0.3	- 0.2 (- 41.7%)	
Loss on Reduction of Subsidies Received for Construction Others	0.1 0.4	0.0 0.2	- 0.0 - 0.2	
Income before Income Taxes and Minority Interests	20.8	23.4	+ 2.6 (+ 12.9%)	

#### Consolidated TOKYU EBITDA

	2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Transportation	18.7	18.9	+ 0.2	
Railway Operations of the Company	17.3	17.1	- 0.1	
Tokyu Bus	1.0	1.0	+ 0.0	
Others	0.3	0.6	+ 0.3	
Real Estate	10.1	13.1	+ 2.9 (+ 29.4%)	
Real Estate Sales of the Company	0.9	1.3	+ 0.4	
Real Estate Leasing of the Company	7.3	9.7		
Others	1.9	2.0		
Life Service	6.9	7.1	+ 0.2	
Retail	3.7	3.5	(+ 3.3%) - 0.1	
Tokyu Department Store	1.4	1.2		
Tokyu Store Chain	1.5	1.3		
Others	0.8	0.9	+ 0.1	
ICT and Media	3.1	3.6		
Tokyu Recreation	-	0.5		
its communications	1.6	1.9	+ 0.3	
Tokyu Agency	0.1	0.0	- 0.0	
Others	1.4	1.0	- 0.4	
Hotel and Resort	2.5	3.0	+ 0.4	
Tokyu Hotels, etc.	1.8	2.2	(+ 19.2%)	
Others	0.6	0.7		
Headquarters	1.7	1.9	(+ 12.0%)	
Interest and dividend income	0.4	0.4	+ 0.0	
Investment (gain) loss from the equity method	1.2	1.4	+ 0.1	
Elimination, etc.	- 0.0	- 0.0	+ 0.0	
Total	40.0	44.2	+ 4.1 (+ 10.3%)	
			(1 10.5 /0)	

<sup>\*</sup>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

	2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Operating Revenue	48.9	50.1	+ 1.2 (+ 2.6%)	Passengers Carried: +0.9% (Non-commuter: +0.2%; Commuter: +1.4%)  ¬ Passenger Revenue: +0.7% (Non-commuter: +0.0%; Commuter: +1.5%)
Railway Operations of the Company	38.0	38.3	+ 0.3 (+ 0.8%)	Passenger Revenue: 35.0 (+0.2)
Tokyu Bus	7.0	7.1	+ 0.0 (+ 0.8%)	Passenger Revenue: +0.5%
Others	3.8	4.7	+ 0.9 (+ 24.1%)	
Operating Profit	9.6	9.0	- 0.6 (- 6.5%)	
Railway Operations of the Company	9.0	8.3	- 0.7 (- 8.5%)	[Operating Expense] Depreciation and amortization: 8.3 (+0.5); Repair Costs: 1.5 (+0.2);Power Costs: 1.3 (-0.4)
Tokyu Bus	0.6	0.5	- 0.0 (- 4.2%)	
Others	- 0.0	0.1	+ 0.1 (-)	

#### Segment Information (2) Real Estate

	2016/3 1Q Results	2017/3 1Q Results	Change	Remarks	- ,- ,
Operating Revenue	40.1	42.3	+ 2.1 (+ 5.5%)		
Real Estate Sales of the Company	3.8	3.0	- 0.7 (- 19.8%)	[Sales] Company-owned Land: 2.1 (+0.5); Funds Turnover-type: 0.8 (-1.3)	
Real Estate Leasing of the Company	17.5	19.1	+ 1.6 (+ 9.1%)		
Others	18.7	20.0	+ 1.3 (+ 7.2%)		
Operating Profit	5.6	8.5	+ 2.8 (+ 50.7%)	┌ [Sales Margin] Company-owned Land: 1.7 (+0.4); Funds Turnover-type: 0.1 (-0.2)	
Real Estate Sales of the Company	0.8	1.3	+ 0.4 (+ 52.1%)		
Real Estate Leasing of the Company	3.5	5.7	+ 2.2 (+ 63.9%)		
Others	1.2	1.4	+ 0.1 (+ 13.2%)		

#### Segment Information (3) Life Service

Total Retail   118.0   118.2   + 8.7	
Tokyu Department Store	
Tokyu Store Chain  52.3  53.5  + 1.1  (+2.3%)  Others  11.2  11.0  - 0.2  (-2.0%)  Total ICT and Media  37.7  46.3  - 7.8  - 7.8  - 7.8  Tokyu Agency  Others  11.0  11.0  11.0  - 0.2  (-2.0%)  Mass Media: +0.4  (-0.1%)  Others  11.0  Total Retail  1.7  1.4  - 0.3  (-1.5%)  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +2.2%; Existing Stores: +3.5%  Rate of Change in Sales: All Stores: +3.5%  Rate of Change in Sales: All Stores: +3.5%  Rate of Change in Sales: All Stores: All Stores: +3.	
Others 11.2 11.0 - 0.2 (-2.0%)  Total ICT and Media 37.7 46.3 + 8.6 (-2.2.8%)  Tokyu Recreation - 7.8 + 7.8 (-)  its communications 6.2 6.6 + 0.3 (+5.6%)  Tokyu Agency 20.4 20.3 - 0.0 (-0.1%)  Others 11.0 11.4 + 0.4 (+3.7%)  Operating Profit 3.6 3.3 - 0.3 (-9.9%)  Total Retail 1.7 1.4 - 0.3 (-17.2%)	
Total ICT and Media  37.7  46.3  +8.6 (+22.8%)  Tokyu Recreation  - 7.8  - 7.8  - 7.8  Tokyu Agency  Others  11.0  11.0  11.4  - 0.3 (-3.9%)  Total Retail  11.7  1.4  - 0.3 (-17.2%)	
Tokyu Recreation  Tokyu Recreation  Tokyu Agency  Others  11.0  Total Retail  Total Retail  Tokyu Recreation  - 7.8 + 7.8 (-)	
Tokyu Agency   20.4   20.3   -0.0   Mass Media: +0.4   (+3.7%)	
Tokyu Agency  20.4  20.3  -0.0 (-0.1%)  Others  11.0  11.4  +0.4 (+3.7%)  Operating Profit  3.6  3.3  -0.3 (-8.9%)  Total Retail  1.7  1.4  -0.3 (-17.2%)	
Others 11.0 11.4 + 0.4 (+ 3.7%)  Operating Profit 3.6 3.3 - 0.3 (- 8.9%)  Total Retail 1.7 1.4 - 0.3 (- 17.2%)	
Operating Profit  3.6 3.3 -0.3 (-8.9%)  Total Retail  1.7 1.4 -0.3 (-17.2%)	
Total Retail 1.7 1.4 - 0.3 (-17.2%)	
Total Retail 1.7 1.4 (-17.2%)	
Tolayu Donartment Store 0.0 - 0.1 - 0.2	
· · (-)	
Tokyu Store Chain 1.1 0.9 - 0.2 (- 18 8%)	
Others 0.5 0.6 + 0.1 (+ 23.9%)	
Total ICT and Media 1.8 1.8 - 0.0 (- 1.1%)	
Tokyu Recreation - 0.1 + 0.1 (-)	
its communications 0.8 1.1 $_{(+38.9\%)}^{+0.3}$	
Tokyu Agency 0.1 0.0 - 0.0 (- 82.3%)	
Others 0.9 0.5 - 0.4 (- 45 0%)	

#### Segment Information (4) Hotel and Resort

(Billion yen)

2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Operating Revenue 25.0	26.1	+ 1.1 (+ 4.6%)	
Tokyu Hotels, etc. (%)	21.0	+ 1.1 (+ 6.0%)	Occupancy Rates: 83.4% (year on year -1.1 points)
Others 5.1	5.0	- 0.0 (- 0.7%)	
Operating Profit 1.4	2.0	+ 0.5 (+ 39.8%)	
Tokyu Hotels, etc. (%)	1.5	+ 0.4 (+ 47.1%)	
Others 0.3	0.4	+ 0.0 (+ 20.3%)	

(※) "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**

	2016/3 Results	2016/6 Results	Change	Remarks
Total Assets	2,092.5	2,091.8	- 0.6 (- 0.0%)	
Current Assets	276.4	272.1	- 4.3 (- 1.6%)	
Fixed Assets	1,816.0	1,819.7	+ 3.6 (+ 0.2%)	
Total Liabilities	1,469.2	1,457.5	- 11.6 (- 0.8%)	
Current Liabilities	608.1	583.1	- 25.0 (- 4.1%)	Interest-bearing Debt: +11.8
Fixed Liabilities	838.4	852.4	+ 13.9 (+ 1.7%)	Interest-bearing Debt: +13.6
Reserves under Special Law	22.5	21.9	- 0.6 (- 2.8%)	
Total Net Assets	623.2	634.3	+ 11.0 (+ 1.8%)	Equity Capital: +13.2; non-controlling shareholders Interest: +0.9; Other Cumulative Comprehensive Income: -3.1
Equity	576.8	586.9	+ 10.0 (+ 1.7%)	Profit attributable to owners of parent: +18.6; Dividends: -5.5
Interest-bearing Debt at End of Period	937.4	962.8	+ 25.4 (+ 2.7%)	
Equity Ratio	27.6%	28.1%	+ 0.5P	
D/E Ratio (Times)	1.6	1.6	-	

#### Statements of Cash Flow

2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
17.9	22.4	+ 4.4	
- 58.3	- 36.9	+ 21.3	
- 59.6	- 40.7	+ 18.8	[FY2015] Opening of Futako-Tamagawa Redevelopment Phase II
0.9	2.4	+ 1.5	
0.3	1.1	+ 0.8	
31.3	21.3	- 9.9	
40.6	25.7	- 14.9	
- 9.9	- 5.5	+ 4.3	Acquisition of own shares: -0.0 (+4.9); Dividend Payment: -55 (-0.5)
- 40.3	- 14.5	+ 25.8	
-	962.8	-	[FY2016/3] 937.4 (+25.4)
	Results 17.9 - 58.3 - 59.6 0.9 0.3 31.3 40.6 - 9.9 - 40.3	Results     Results       17.9     22.4       - 58.3     - 36.9       - 59.6     - 40.7       0.9     2.4       0.3     1.1       31.3     21.3       40.6     25.7       - 9.9     - 5.5       - 40.3     - 14.5	Results     Results       17.9     22.4     + 4.4       - 58.3     - 36.9     + 21.3       - 59.6     - 40.7     + 18.8       0.9     2.4     + 1.5       0.3     1.1     + 0.8       31.3     21.3     - 9.9       40.6     25.7     - 14.9       - 9.9     - 5.5     + 4.3       - 40.3     - 14.5     + 25.8

#### Capital Expenditure / Depreciation

	2016/3 1Q Results	2017/3 1Q Results	Change	Remarks
Total Capital Expenditure	48.5	30.5	- 17.9 (- 37.0%)	
Transportation	5.6	8.7	+ 3.0 (+ 54.0%)	Tokyu Corp. Railway Operations: +0.4
Real Estate	37.7	14.5	- 23.2 (- 61.6%)	Tokyu Corp. Leasing: △24.3
Total Life Service	3.0	6.3	+ 3.3 (+ 110.3%)	
Retail	1.0	3.5	+ 2.5 (+ 232.9%)	Tokyu Department Store: +1.8
ICT and Media	1.9	2.8	+ 0.8 (+ 43.3%)	Tokyu Recreation: +1.3; its communications: +2.1
Hotel and Resort	1.9	0.5	- 1.3 (- 69.3%)	Tokyu Hotels, etc.: -1.2
Headquarters	0.1	0.3	+ 0.1	
Elimination	- 0.0	- 0.0	+ 0.0	
Tokyu Corp. and Becamex Tokyu Expenses on Sale of Houses and Lots	2.8	1.6	- 1.2 (- 44.7%)	Company-owned Land:-0.9; Funds Turnover-type: -0.3
Total Depreciation and Amortization	17.2	18.7	+ 1.4 (+ 8.3%)	Transportation: 9.4 (+0.8); Life Service: 3.7 (+0.5); Real Estate: 4.5 (+0.1); Hotel and Resort: 0.9 (-0.0)

<sup>\*</sup> 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.



#### Summary of Consolidated Financial Statements

	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Operating Revenue	1,091.4	1,139.2	+ 47.7 (+ 4.4%)	Life Service: +59.5、Transportation: +6.3、 Hotel and Resort: +4.1、Real Estate: -20.4	1,139.2	(-)
Operating Profit	75.4	77.0	+ 1.5 (+ 2.0%)	Real Estate: +1.6、Hotel and Resort: +1.0、 Life Service: +0.7、Transportation: -1.8	77.0	- (-)
Non-operating Revenue	12.7	12.3	- 0.4 (- 3.6%)	Investment Gains from Equity Method 7.0 (-0.4)	12.3	(-)
Non-operating Expenses	18.2	16.0	- 2.2 (- 12.1%)	Expenses for demolishing fixed assets - (-2.0)	16.0	- (-)
Recurring Profit	70.0	73.3	+ 3.2 (+ 4.7%)		73.3	(-)
Extraordinary Gains	26.5	7.4	- 19.1 (- 72.1%)	Sale of land in front of the west exit of Yokohama Station - (-15.9)	7.4	- (-)
Extraordinary Losses	22.1	4.5	- 17.6 (- 79.7%)	Expenses for demolishing fixed assets - (-10.6) $\square$	4.5	- (-)
Income before Income Taxes and Minority Interests	74.4	76.2	+ 1.7 (+ 2.3%)		76.2	- (-)
Corporate Income Taxes	18.9	14.6	- 4.3 (- 23 0%)	Income Taxes: 24.3 (+1.0); Tax Adjustment: -9.7 (-5.4)	21.6	- 7.0 (- 32.4%)
Net Income	55.4	61.6	+ 6.1 (+ 11 0%)		54.6	+ 7.0 (+ 12 8%)
Profit attributable to non-controlling inteerests	0.2	0.6	+ 0.3 (+ 150 8%)		0.6	(-)
Profit attributable to owners of parent	55.2	61.0	+ 5.7 (+ 10.4%)		54.0	+ 7.0 (+ 13 0%)
Tokyu EBITDA	163.6	168.7	+ 5.0 (+ 3.1%)	Life Service +2.8;Hotel and Resort +1.2; Real Estate +0.7;Transportation +0.4;Headquarters -0.1	168.7	- (-)

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

FY2016 Forecasts

#### Consolidated Operating Revenue and Profit

			2016/3	2017/3	Change	Remarks	Forecast	Change
			Results	Forecast	Change	Kemarks	as of May.	Change
Total Operating Re	evenue		1,091.4	1,139.2	+ 47.7 (+ 4.4%)		1,139.2	(-)
Total Operating Pr	ofit		75.4	77.0	+ 1.5 (+ 2 0%)		77.0	(-)
Transportation	Operating Revenue		200.5	206.9	+ 6.3 (+ 3.1%)	Tokyu Corp. Railway Operations: +0.6; Tokyu Bus: -0.1	206.9	(-)
Transportation Operating Profit		29.2	27.4	- 1.8 (- 6.4%)	Tokyu Corp. Railway Operations: -2.4; Tokyu Bus: -0.1	27.4	(-)	
Real Estate	Operating Revenue		199.0	178.6	- 20.4 (- 10 3%)	Tokyu Corp. Sales: -23.9; Tokyu Corp. Leasing: +4.1	178.6	(-)
Real Estate	Operating Profit		28.0	29.7	+ 1.6 (+ 5 7%)	Tokyu Corp. Sales: -2.9; Tokyu Corp. Leasing: +4.4	29.7	- (-)
	Total Life Service	644.1	703.7	+ 59.5 (+ 9 2%)		703.7	(-)	
	Operating Revenue Retail	Retail	485.1	491.7	+ 6.5 (+ 1.4%)	Tokyu Department Store: +0.7; Tokyu Store Chain: +2.2	491.7	- (-)
Life Service		ICT and Media	159.0	212.0	+ 52.9 (+ 33 3%)	Tokyu Recreation: +33.3; its communications: +2.0; Tokyu Agency: +2.1	212.0	- (-)
Life Service		Total Life Service	13.4	14.2	+ 0.7 (+ 5 7%)		14.2	- (-)
	Operating Profit	Retail	5.2	5.7	+ 0.4	Tokyu Department Store: -0.5; Tokyu Store Chain: +0.1	5.7	- (-)
		ICT and Media	8.1	8.5	+ 0.3	Tokyu Recreation: +0.9; its communications: +0.0; Tokyu Agency: +0.0	8.5	- (-)
Hotel and Resort	Operating Revenue		103.8	108.0	+ 4.1 (+ 4 0%)	Tokyu Hotels, etc: +2.9	108.0	- (-)
riotei ana itesort	Operating Profit		4.4	5.5	+ 1.0 (+ 22 5%)	Tokyu Hotels, etc: +0.4	5.5	- (-)
Elimination	Operating Revenue		- 56.1	- 58.0	- 1.8		- 58.0	-
etc.	Operating Profit		0.1	0.2	+ 0.0		0	-

FY2016 Forecasts

#### Non-Operating and Extraordinary Gain/Loss

	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Operating Profit	75.4	77.0	+ 1.5 (+ 2.0%)		77.0	(-)
Non-operating Revenue	12.7	12.3	- 0.4 (- 3.6%)		12.3	(-)
Interest and Dividend Income Investment Gain from Equity Method Others	1.0 7.4 4.2	1.1 7.0 4.2	+ 0.0 - 0.4 - 0.0	Tokyu Construction: 1.2 (-0.7)	1.1 7.0 4.2	- - -
Non-operating Expenses	18.2	16.0	- 2.2 (- 12.1%)		16.0	- (-)
Interest Others	10.8 7.4	10.7 5.3	- 0.1 - 2.1	[Previous year] Expenses for demolishing fixed assets: 2.0	10.7 5.3	-
Recurring Profit	70.0	73.3	+ 3.2 (+ 4.7%)		73.3	(-)
Extraordinary Gains	26.5	7.4	- 19.1 (- 72.1%)		7.4	(-)
Gain on Sale of Fixed Assets Gain on Subsidies Received for Construction Gain on Reversal of Urban Railways Improvement Reserve Others	16.6 1.6 2.5 5.6	0.4 4.4 2.5 0.1	+ 2.7 - 0.0 - 5.5	[Previous year] Sale of land in front of the west exit of Yokohama Station 15.9	0.4 4.4 2.5 0.1	- - -
Extraordinary Losses	22.1	4.5	- <b>17.6</b> (- 79.7%)		4.5	(-)
Loss on Reduction of Subsidies Received for Construction Others	1.4 20.6	2.6 1.9	+ 1.1 - 18.7	[Previous year] Expenses for demolishing fixed assets 10.6	2.6 1.9	-
Income before Income Taxes and Minority Interests	74.4	76.2	+ 1.7 (+ 2.3%)		76.2	- (-)

FY2016 Forecasts

#### Consolidated TOKYU EBITDA

(Billion yen)

	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Transportation	71.5	72.0	+ 0.4 (+ 0.7%)		72.0	- (-)
Railway Operations of the Company	64.4	63.1	- 1.3		63.1	-
Tokyu Bus Others	3.6 3.4	3.7 5.1	+ 0.0 + 1.6		3.7 5.1	-
Real Estate	47.2	48.0	+ 0.7 (+ 1 6%)		48.0	(-)
Real Estate Sales of the Company	6.8	3.7	- 3.1		3.7	-
Real Estate Leasing of the Company Others	31.9 8.4	35.6 8.6			35.6 8.6	-
Life Service	27.6	30.5	+ 2.8 (+ 10.4%)		30.5	(-)
Retail	13.7	14.7	+ 0.9		14.7	-
Tokyu Department Store	6.3	6.4	+ 0.1		6.4	-
Tokyu Store Chain	4.2	4.2			4.2	-
Others	3.1	4.0	+ 0.8		4.0	-
ICT and Media Tokyu Recreation	13.8	15.8 2.9	+ 1.9 + 2.9		15.8 2.9	-
its communications	6.8	6.3	+ 2.9 - 0.4		6.3	_
Tokyu Agency	0.7	0.9	+ 0.2		0.9	_
Others	6.3	5.4	- 0.9		5.4	_
Hotel and Resort	8.6	9.9			9.9	(-)
Tokyu Hotels, etc.	7.7	8.0			8.0	-
Others	0.9	1.9	+ 0.9		1.9	-
Headquarters	8.4	8.1	- 0.3 (- 4.5%)		8.1	(-)
Interest and dividend income	1.0	1.1	+ 0.0		1.1	-
Investment (gain) loss from the equity method	7.4	7.0	- 0.4		7.0	-
Elimination, etc.	0.1	0.2	+ 0.0		0.2	-
Total	163.6	168.7	+ 5.0 (+ 3.1%)		168.7	(-)

\*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

2016/3 Results 200.5	2017/3 Forecast 206.9	Change	Remarks	Forecast as of May.	Change
200.5	206.0	162			
	200.9	+ 6.3 (+ 3.1%)	Passengers Carried: +0.9% (Non-commuter: +0.5%; Commuter: +1 2%)  ¬ Passenger Revenue: +0.9% (Non-commuter: +0.5%; Commuter: +1.2%)	206.9	(-)
151.3	152.0	+ 0.6 (+ 0 5%)	Passenger Revenue: 138.4 (+1.1)	152.0	(-)
28.1	28.0	- <b>0.1</b> (- 0 5%)		28.0	(-)
21.1	26.8	+ 5.7 (+ 27 3%)		26.8	· (-)
29.2	27.4	- 1.8 (- 6.4%)		27.4	(-)
25.9	23.5	- 2.4 (- 9.4%)	[Operating Expense] Depreciation and amortization: 33.4 (+0.6); Repair Costs: 9.8 (+0.5)	23.5	(-)
1.5	1.3	- <b>0.1</b> (- 12 5%)		1.3	(-)
1.7	2.4	+ 0.7 (+ 44 8%)		2.4	(-)
	28.1 21.1 29.2 25.9 1.5	28.1 28.0 21.1 26.8 29.2 27.4 25.9 23.5 1.5 1.3	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	151.3 152.0 + 0.6 (+ 0.5%) Passenger Revenue: 138.4 (+1.1)  28.1 28.0 - 0.1 (-0.5%)  21.1 26.8 + 5.7 (+ 27.3%)  29.2 27.4 - 1.8 (-6.4%)  25.9 23.5 - 2.4 [Operating Expense] Depreciation and amortization: 33.4 (+0.6); Repair Costs: 9.8 (+0.5)  1.5 1.3 - 0.1 (-12.5%)  1.7 2.4 + 0.7	151.3       152.0 $\frac{+0.6}{(+0.5\%)}$ Passenger Revenue: 138.4 (+1.1)       152.0         28.1       28.0 $\frac{-0.1}{(-0.5\%)}$ 28.0         21.1       26.8 $\frac{+5.7}{(+27.3\%)}$ 26.8         29.2       27.4 $\frac{-1.8}{(-6.4\%)}$ 27.4         25.9       23.5 $\frac{-2.4}{(-9.4\%)}$ [Operating Expense] Depreciation and amortization: 33.4 (+0.6); Repair Costs: 9.8 (+0.5)       23.5         1.5       1.3 $\frac{-0.1}{(-12.5\%)}$ 1.3       1.3         1.7       2.4 $\frac{+0.7}{(-9.4\%)}$ 2.4



## Segment Information (2) Real Estate

					`	, ,
	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Operating Revenue	199.0	178.6	- 20.4 (- 10 3%)		178.6	(-)
Real Estate Sales of the Company	40.4	16.5	- 23.9 (- 59.1%)	[Sales] Company-owned Land: 9.3 (-5.3); Funds Turnover-type: 7.0 (-18.6)	16.5	(-)
Real Estate Leasing of the Company	73.3	77.5	+ 4.1 (+ 5.7%)		77.5	(-)
Others	85.2	84.5	- <b>0.6</b> (- 0 8%)		84.5	(-)
Operating Profit	28.0	29.7	+ 1.6 (+ 5.7%)	$_{\sqcap}$ [Sales Margin] Company-owned Land: 5.9 (+0.1); Funds Turnover-type: 1.3 (-4.3)	29.7	(-)
Real Estate Sales of the Company	6.5	3.6	- 2.9 (- 44 6%)		3.6	(-)
Real Estate Leasing of the Company	15.6	20.1	+ 4.4 (+ 28 8%)		20.1	(-)
Others	5.9	5.9	+ 0.0 (+ 0 2%)		5.9	(-)

## Segment Information (3) Life Service

	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Operating Revenue	644.1	703.7	+ 59.5 (+ 9.2%)		703.7	(-)
Total Retail	485.1	491.7	+ 6.5 (+ 1.4%)		491.7	(-
Tokyu Department Store	226.8	227.5	+ 0.7 (+ 0.3%)	Rate of Change in Sales: +0.5% (Existing Stores)	227.5	( –
Tokyu Store Chain	213.0	215.3	+ 2.2 (+ 1.1%)	Rate of Change in Sales All Stores: +0.9%; Existing Stores: +2.0%	215.3	(-
Others	45.2	48.8	+ 3.6 (+ 8.0%)		48.8	(-
Total ICT and Media	159.0	212.0	+ 52.9 (+ 33.3%)		212.0	( –
Tokyu Recreation	-	33.3	+ 33.3		33.3	(-
its communications	25.6	27.7	+ 2.0 (+ 8.2%)		27.7	( -
Tokyu Agency	86.1	88.2	+ 2.1 (+ 2.5%)		88.2	( -
Others	47.2	62.5	+ 15.3 (+ 32.6%)		62.5	( -
perating Profit	13.4	14.2	+ 0.7 (+ 5.7%)		14.2	(-
Total Retail	5.2	5.7	+ 0.4 (+ 8.6%)		5.7	(-
Tokyu Department Store	0.8	0.3	- 0.5 (- 60.3%)		0.3	( -
Tokyu Store Chain	2.3	2.5	+ 0.1 (+ 8.3%)		2.5	( -
Others	2.0	2.8	+ 0.7 (+ 39.1%)		2.8	( -
Total ICT and Media	8.1	8.5	+ 0.3 (+ 3.8%)		8.5	( -
Tokyu Recreation	-	0.9	+ 0.9 (-)		0.9	( -
its communications	3.3	3.4	+ 0.0 (+ 2.5%)		3.4	( -
Tokyu Agency	0.6	0.7	+ 0.0 (+ 4.7%)		0.7	(-
Others	4.2	3.4	- 0.7 (- 17.4%)		3.4	( -



#### Segment Information (4) Hotel and Resort

(Billion yen)

	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Operating Revenue	103.8	108.0	+ 4.1 (+ 4.0%)		108.0 -	(-)
Tokyu Hotels, etc. (%)	84.7	87.6	+ 2.9 (+ 3.4%)	Occupancy Rates: 86.6% (year on year +1.7 points)	87.6 <sup>-</sup>	(-)
Others	19.1	20.3	+ 1.2 (+ 6.5%)		20.3 <sup>-</sup>	(-)
Operating Profit	4.4	5.5	+ 1.0 (+ 22.5%)		5.5 <sup>-</sup>	(-)
Tokyu Hotels, etc. (%)	4.5	4.9	+ 0.4 (+ 10.9%)		4.9 -	(-)
Others	- 0.0	0.5	+ 0.5 (-)		0.5 -	(-)

(※) "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.



#### Statements of Cash Flow

					(Dillion	y C11)
	2016/3 Results	2017/3 Forecast	Change	Remarks	orecast of Mar.	Change
CF from Operating Activities	129.6	117.1	- 12.5		117.1	-
CF from Investing Activities	- 121.6	- 140.6	- 18.9	-	- 140.6	-
Capital Expenditure	- 158.7	- 143.5	+ 15.2	-	- 143.5	-
Subsidies Received for Construction	7.2	4.2	- 3.0		4.2	-
Gain on Sale of Assets	33.4	0.4	- 33.0	[Previous year] Sale of land in front of the west exit of Yokohama Station	0.4	_
CF from Financing Activities	- 5.2	23.5	+ 28.7		23.5	-
Interest-bearing Debt Net Increase/Decrease	17.7	39.8	+ 22.0		39.8	-
Dividend Payment, etc.	- 25.2	- 11.2	+ 14.0		- 11.2	_
Free Cash Flow	8.0	- 23.5	- 31.5		- 23.5	-
Interest-bearing Debt at End of Period	937.4	977.3	+ 39.8	Interest-bearing Debt / TOKYU EBITDA Multiple: 5.8times (+0.1P)	977.3	-

#### Capital Expenditure / Depreciation

	2016/3 Results	2017/3 Forecast	Change	Remarks	Forecast as of May.	Change
Total Capital Expenditure	157.2	151.7	- <b>5.5</b> (- 3.5%)		151.7	(-)
Transportation	58.0	62.7	+ 4.6 (+ 8.1%)		62.7	(-)
Real Estate	75.9	55.4	- 20.5 (- 27.0%)	Tokyu Corp. Leasing: -25.8	55.4	(-)
Total Life Service	17.6	23.4	+ 5.7 (+ 32.4%)		23.4	(-)
Retail	7.9	10.9	+ 2.9 (+ 36.7%)	Tokyu Department Store: +3.5	10.9	(-)
ICT and Media	9.7	12.5	+ 2.7 (+ 28.8%)		12.5	(-)
Hotel and Resort	6.1	7.7	+ 1.5 (+ 24.9%)		7.7	(-)
Headquarters	2.0	4.0	+ 1.9		4.0	-
Elimination	- 2.5	- 1.5	+ 1.0		- 1.5	-
okyu Corp. and Becamex Tokyu expenses on Sale of Houses and Lots	23.0	19.6	- 3.4 (- 15.0%)	Company-owned Land:-4.4; Funds Turnover-type: +1.7	19.6	- (-)
Fotal Depreciation and Amortization	72.3	76.3	+ 3.9 (+ 5.4%)	Life Service: 16.0 (+2 3)、Transportation: 38.4 (+1.9)、 Hotel and Resort: 4 3 (+0.2)、Real Estate: 17.6 (-0.7)	76.3	- (-)

<sup>\*</sup> 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.

# (Reference)

FY2016 1H

# (First Half of FY2016) Summary of Consolidated Financial Statements

(Billion yen)

	2016/3 1H Results	2017/3 1H Forecast	Change	Remarks	Forecast as of May.	Change
Operating Revenue	533.0	553.5	+ 20.4 (+ 3.8%)	Life Service: +24.4、Hotel and Resort: +2.8、 Transportation: +1.8、Real Estate: -7.7	553.5	(-)
Operating Profit	45.3	37.0	- 8.3 (- 18.4%)	Transportation: -3.9、Real Estate: -2.2、 Life Service: -1.4、Hotel and Resort: -0.5	37.0	(-)
Non-operating Revenue	6.1	4.8	- 1.3 (- 22.3%)	Investment Gains from Equity Method 2.1 (-1.2)	4.8	- (-)
Non-operating Expenses	9.8	7.7	- 2.1 (- 22.1%)	Expenses for demolishing fixed assets - (-2.0)	7.7	- (-)
Recurring Profit	41.6	34.1	- 7.5 (- 18.1%)		34.1	(-)
Extraordinary Gains	19.4	1.7	- 17.7 (- 91.3%)	Sale of land in front of the west exit of Yokohama Station - (-15.9) $\!\Box$	1.7	(-)
Extraordinary Losses	10.8	0.7	- 10.1 (- 93.6%)	Expenses for demolishing fixed assets - (-9.9) $\square$	0.7	- (-)
Income before Income Taxes and Minority Interests	50.2	35.1	- 15.1 (- 30.1%)		35.1	(-)
Corporate Income Taxes	12.3	9.2	- 3.1 (- 25.4%)	Income Taxes: 11.1 (-4.6); Tax Adjustment: -1.9 (+1.5)	9.2	- (-)
Net Income	37.8	25.9	- 11.9 (- 31.6%)		25.9	(-)
Profit attributable to non-controlling inteerests	0.3	0.3	- 0.0 (- 4.0%)		0.3	(-)
Profit attributable to owners of parent	37.5	25.6	- 11.9 (- 31.8%)		25.6	(-)
Tokyu EBITDA	86.0	78.8	- 7.2 (- 8.5%)	Transportation -2.7;Real Estate -2.1; Headquarters -1.1;Life Service -0.5;Hotel and Resort -0.5	78.8	(-)

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

FY2016 1H Forecasts

#### (First Half of FY2016) Summary of Consolidated Financial Statements

_			2016/3 1H Results	2017/3 1H Forecast	Change	Remarks	Forecast as of May.	Change
Total Operating Revenue		533.0	553.5	+ 20.4 (+ 3.8%)		553.5	(-)	
Total Operating Pr	ofit		45.3	37.0	- 8.3 (- 18.4%)		37.0	(-)
Operating Revenue			99.2	101.1	+ 1.8 (+ 1.9%)	Tokyu Corp. Railway Operations: +0.0; Tokyu Bus: -0.0	101.1	(-)
Transportation Operating Profit	Operating Profit		19.4	15.5	- 3.9 (- 20.5%)	Tokyu Corp. Railway Operations: -3.4; Tokyu Bus: -0.2	15.5	- (-)
Real Estate Operating Revenue Operating Profit	Operating Revenue		91.6	83.9	- 7.7 (- 8.4%)	Tokyu Corp. Sales: -10.0; Tokyu Corp. Leasing: +2.2	83.9	(-)
	Operating Profit		15.0	12.8	- 2.2 (- 14.7%)	Tokyu Corp. Sales: -2.0; Tokyu Corp. Leasing: +1.2	12.8	- (-)
		Total Life Service	317.6	342.1	+ 24.4 (+ 7.7%)		342.1	(-)
Operating Revenu	Operating Revenue	Retail	238.9	241.4	+ 2.4 (+ 1.0%)	Tokyu Department Store: +0.8; Tokyu Store Chain: +1.2	241.4	- (-)
		ICT and Media	78.6	100.7	+ 22.0 (+ 28.0%)	Tokyu Recreation: +15.7; its communications: +1.0; Tokyu Agency: +0.1	54.5	- (-)
		Total Life Service	7.1	5.7	- 1.4 (- 20.6%)		3.0	(-)
	Operating Profit	Retail	2.5	2.2	- 0.3 (- 13.2%)	Tokyu Department Store: -0.2; Tokyu Store Chain: -0.1	2.2	(-)
		ICT and Media	4.6	3.5	- 1.1 (- 24.7%)	Tokyu Recreation: +0.2; its communications: +0.1; Tokyu Agency: -0.2	3.5	- (-)
Hotel and Resort	Operating Revenue		51.6	54.5	+ 2.8 (+ 5.6%)	Tokyu Hotels, etc: +2.2	54.5	(-)
	Operating Profit		3.5	3.0	- 0.5 (- 14.6%)	Tokyu Hotels, etc: -0.5	3.0	- (-)
Elimination etc.	Operating Revenue		- 27.0	- 28.1	- 1.0		- 28.1	-
	Operating Profit		0.1	_	- 0.1		_	_

FY2016 1H

#### (First Half of FY2016) Non-Operating and Extraordinary Gain/Loss

	2016/3 1H Results	2017/3 1H Forecast	Change	Remarks	Forecast as of May.	Change
Operating Profit	45.3	37.0	- 8.3 (- 18.4%)		37.0	(-)
Non-operating Revenue	6.1	4.8	- 1.3 (- 22.3%)		4.8	(-)
Interest and Dividend Income Investment Gain from Equity Method Others	0.6 3.3 2.2	0.7 2.1 2.0	+ 0.0 - 1.2 - 0.2	Tokyu Fudosan Holdings : 1.3 (-1.0)	0.7 2.1 2.0	- - -
Non-operating Expenses	9.8	7.7	- 2.1 (- 22.1%)		7.7	(-)
Interest Others	5.5 4.3	5.4 2.3	- 0.1 - 2.0	[Previous year] Expenses for demolishing fixed assets: 2.0	5.4 2.3	-
Recurring profit	41.6	34.1	- 7.5 (- 18.1%)		34.1	(-)
Extraordinary Gains	19.4	1.7	- 17.7 (- 91.3%)		1.7	(-)
Gain on Sale of Fixed Assets Gain on Subsidies Received for Construction Gain on Reversal of Urban Railways Improvement Others	16.1 0.1 1.2 1.8	0.3 0.1 1.3	- 15.8 - 0.0 + 0.0 - 1.8	[Previous year] Sale of land in front of the west exit of Yokohama Station 15.9 (+15.9)	0.3 0.1 1.3	- - -
Extraordinary Losses	10.8	0.7	- 10.1 (- 93.6%)		0.7	(-)
Loss on Reduction of Subsidies Received for Others	0.1 10.7	0.1 0.6	- 0.0 - 10.1	[Previous year] Expenses for demolishing fixed assets 9.9	0.1 0.6	- -
Income before Income Taxes and Minority Interests	50.2	35.1	- 15.1 (- 30.1%)		35.1	(-)