## Company Profile

**TOKYU CORPORATION**

<table>
<thead>
<tr>
<th>Established</th>
<th>Business Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 2, 1922</td>
<td>Transportation, Real Estate, Life Service, etc</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Operating Revenue</th>
<th>FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,157.4 Billion yen (Consolidated)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2,412.8 Billion yen (Consolidated)</td>
<td>as of March 31, 2019</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Net Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>796.1 Billion yen (Consolidated)</td>
<td>as of March 31, 2019</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of Employee</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>23,637 (Consolidated)</td>
<td>as of March 31, 2019</td>
</tr>
</tbody>
</table>

**Stock Listing**

Listed on the First Section of the Tokyo Stock Exchange
# The Consolidated Segment and Overview

## Subsidiaries: 133  Affiliates: 29  
as of March 31, 2019

<table>
<thead>
<tr>
<th>Segment</th>
<th>Subsidiaries</th>
<th>Affiliates</th>
<th>Operating Revenue</th>
<th>Operating Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Transportation</strong></td>
<td>21</td>
<td></td>
<td>213.6 Billion yen</td>
<td>29.0 Billion yen</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td></td>
<td></td>
<td>213.6 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>29.0 Billion yen</td>
<td></td>
</tr>
<tr>
<td><strong>Real Estate</strong></td>
<td>26</td>
<td></td>
<td>203.3 Billion yen</td>
<td>31.9 Billion yen</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td></td>
<td></td>
<td>203.3 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>31.9 Billion yen</td>
<td></td>
</tr>
<tr>
<td><strong>Life Service</strong></td>
<td>46</td>
<td></td>
<td>703.1 Billion yen</td>
<td>17.1 Billion yen</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td></td>
<td></td>
<td>703.1 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>17.1 Billion yen</td>
<td></td>
</tr>
<tr>
<td><strong>ICT and Media</strong></td>
<td>25</td>
<td></td>
<td>221.0 Billion yen</td>
<td>10.8 Billion yen</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td></td>
<td></td>
<td>221.0 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>10.8 Billion yen</td>
<td></td>
</tr>
<tr>
<td><strong>Hotel and Resort</strong></td>
<td>42</td>
<td></td>
<td>99.9 Billion yen</td>
<td>3.0 Billion yen</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td></td>
<td></td>
<td>99.9 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>3.0 Billion yen</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>1,157.4 Billion yen</td>
<td>81.9 Billion yen</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td></td>
<td></td>
<td>1,157.4 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>81.9 Billion yen</td>
<td></td>
</tr>
<tr>
<td><strong>Total (Elimination)</strong></td>
<td></td>
<td></td>
<td>-62.6 Billion yen</td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td>81.9 Billion yen</td>
<td></td>
</tr>
</tbody>
</table>

### Key Figures:
- **Total Assets**: 2,412.8 Billion yen
- **Number of Employee**: 23,637

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*The number stated in each segment is the number of subsidiaries. Subsidiaries overlapping in more than one segment are counted in each segment.*
Areas served by Tokyu’s railway lines (defined as the 17 cities and wards with Tokyu’s railway lines)

- Area: 492km²
- Population: 5.42 million (including foreign residents) 5.27 million (Japanese only)

Both of the above account for 15% of the total for Tokyo and three prefectures in the Tokyo metropolitan area (Source: Basic Resident Register as of Jan 1, 2018)

- Taxable income per person: 1.5 times higher than the national average
- Number of households with household income of 10 million yen or more: 290,000 22% of the total in Tokyo and three prefectures in the Tokyo metropolitan area (Source: Housing and Land Survey 2013)
- Amount of consumer spending in the areas: Estimated to be 8 trillion 266.9 billion yen*

Tokyu Tama Den-en Toshi (Tokyu Tama Garden City)
- Area: 50km²
- Population: 630 thousand people (as of March 31, 2019)

* Calculated by multiplying “average consumption expenditures of all households” in 5 wards of Tokyo, Yokohama City and Kawasaki City and “number of households” in the 17 cities and wards along Tokyo Lines respectively. (Source: Ministry of Internal Affairs and Communications)
Production age population change along the Tokyu Line

Changes in working-age population for 2013 to 2018

- Illustrations and figures prepared by Tokyu Retail Area Marketing System (TR-AMS)
- Map prepared by Copyright KOKUSAI KOGYO CO., LTD. - Sumitomo Electric Industries, Ltd.

Population (including foreigners):
Basic Resident Register population
(Ministry of Internal Affairs and Communications)
### Population along the Tokyu Lines

<table>
<thead>
<tr>
<th>Year</th>
<th>0 to 14</th>
<th>15 to 64</th>
<th>65 or older</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>629</td>
<td>3,477</td>
<td>899</td>
</tr>
<tr>
<td>2010</td>
<td>633</td>
<td>3,480</td>
<td>922</td>
</tr>
<tr>
<td>2011</td>
<td>638</td>
<td>3,489</td>
<td>934</td>
</tr>
<tr>
<td>2012</td>
<td>640</td>
<td>3,490</td>
<td>960</td>
</tr>
<tr>
<td>2013</td>
<td>642</td>
<td>3,476</td>
<td>1,003</td>
</tr>
<tr>
<td>2014</td>
<td>645</td>
<td>3,473</td>
<td>1,029</td>
</tr>
<tr>
<td>2015</td>
<td>648</td>
<td>3,465</td>
<td>1,066</td>
</tr>
<tr>
<td>2016</td>
<td>651</td>
<td>3,473</td>
<td>1,091</td>
</tr>
<tr>
<td>2017</td>
<td>653</td>
<td>3,483</td>
<td>1,111</td>
</tr>
<tr>
<td>2018</td>
<td>653</td>
<td>3,494</td>
<td>1,127</td>
</tr>
</tbody>
</table>

**Source:** "The Population Summary of the Basic Resident Register" (Ministry of Internal Affairs and Communications; 2009-2013: as of March 31 every year, 2014-2018: as of January 1, every year)
Demographics in the TOKYU Area

- In the TOKYU area, the population peak is expected to move back from the existing prediction by about 15 years.
- Meanwhile, the working-age population has begun decreasing in the suburbs.

Population in 17 cities and wards along TOKYU lines

(Thousands)

- **Latest forecast** (Based on the 2015 Population Census)
- **Actual values**
- **Previous forecast** (Based on the 2010 Population Census)
- Peak 2020
- Peak 2035
- Indicates expected peak

Based on the 2015 Population Census: Calculated independently in cooperation with Japan Transport Research Institute (2017 estimate)

Population along the Tokyu Lines (Forecast)

Calculated independently in cooperation with Japan Transport Research Institute (2017 estimate)
Further Development of Railway Networks

Sotetsu-Tokyu direct train

Outline: A link line between Sotetsu line and Tokyu Hiyoshi Station via Shin-Yokohama

Effects:
- Better access to Shin-Yokohama (Shinkansen) from TOKYU Area
- A new network created by mutual direct train service operation with Sotetsu Line

Burden:
- National Government
- Local Government
- JRTT

Opening: FY2022 Second half (planned)

Outline:
- Each entity will pay one-third of the cost

Effects:
- Improve access from Tokyu Area to the internationalized Haneda Airport

Opening:
- In January 2000, the 18th report by the Council for Transport Policy recommended the construction of a new line that shortens the Keikyu Airport Line and the Tokyo Tamagawa Line. In the 198th report of the Council of Transport Policy in April 2016, this was positioned as a project that would contribute to improving airport access.

Effects:
- Improve access from Tokyo Area to the internationalized Haneda Airport

Outline:
- Save approx. 11 min.

Opening:
- Save 41 min. → 30 min.
Promotion of Safety Measures

■ Measures on platforms
Installation of platform doors (to be completed in FY2019)

<table>
<thead>
<tr>
<th>Route</th>
<th>Number of stations</th>
<th>Installed</th>
<th>2019 Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toyoko Line</td>
<td>21</td>
<td>18</td>
<td>3</td>
</tr>
<tr>
<td>Den-en-toshi Line</td>
<td>27</td>
<td>17</td>
<td>10</td>
</tr>
<tr>
<td>Oimachi Line</td>
<td>16</td>
<td>10</td>
<td>6</td>
</tr>
<tr>
<td>Total</td>
<td>64</td>
<td>45</td>
<td>19</td>
</tr>
</tbody>
</table>

■ Measures at railway crossings
Installing 3D obstacle sensors at all railway crossings, aiming for completion in FY2021

- Installation started in FY2013
- The installation rate is 55% at the end of FY2018 (no crossing for Den-en-toshi Line)

■ Measures in cars
Installing in-car security cameras in all cars in view of the 2020 Tokyo Olympic and Paralympic Games

- Installation started in FY2015
- Security cameras were installed in 36% of the cars at the end of FY2018.

<table>
<thead>
<tr>
<th>Route</th>
<th>Number of stations</th>
<th>Installed</th>
<th>2019 Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meguro Line</td>
<td>13</td>
<td>13</td>
<td>-</td>
</tr>
<tr>
<td>Ikegami Line ※</td>
<td>15</td>
<td>15</td>
<td>-</td>
</tr>
<tr>
<td>Tokyu Tamagawa Line ※</td>
<td>7</td>
<td>7</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>35</td>
<td>35</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>99</td>
<td>80</td>
<td>19</td>
</tr>
</tbody>
</table>

※ Fixed platform fence with sensor
Improvement in Convenience and Comforts

**Oimachi Line Paid Seat Reservation Service**

- **Q SEAT**
  - Responding to the needs for seats of people returning home using the Oimachi Line and Den-en-toshi Line
  - Weekday nights, five trains per day, 400 yen per seat
  - 45 seats per train

**Sections**

- Stations where passengers that do not reserve any seat get on or get off the train
- Section where paid seat reservation service is available
- Stations where service users get off the train
- Stations where service users can get on or get off the train

In-car free of charge Wi-Fi

**Cup holder**

**Outlet**
Realization of business growth through strategic participation in airport management

### Construct a business base in each region toward growth including the related group business

- Revenue from individual airport management business
- Business expansion from the airport business into the group business (in addition to the capital region around Tokyo, "Tohoku," "Shizuoka/Izu," "Hokkaido," etc.)
- Involvement in concession business centering around the airport business (business support, etc., Global Infrastructure Management Co., Ltd.)

#### Sendai Airport business

- **Japan's first project for privatization of the airport managed by the national government**

  **Outline of the airport** (actual results for FY2018)
  - Number of passengers for a year: 3.61 million persons
  - Domestic flights: 3.30 million persons
  - International flights: 0.31 million persons

  - The 10th largest number of passengers in Japan; the Tohoku's largest airport
  - 17 minutes by the train for access to the airport from the Sendai Station
  - Between Sendai and Tokyo: approx. 90 minutes (by bullet train Shinkansen)

  **Business management form**
  - Business management by a new SPC which is to be established (a consolidated subsidiary of Tokyu Corporation)
  - 30 years (with the option to extend the period for not more than 30 years)
  - In July 2016, airport management business started.

  **Members companies of the consortium**
  - Tokyu Corporation (representative), Tokyu Land Corporation, Tokyu Agency Inc., Tokyu Community Corp., Tokyu Construction Co., Ltd., Maeda Corporation, Toyota Tsusho Corporation

#### Mt. Fuji Shizuoka Airport

- **Second project for airport management in which Tokyu Corporation participates**

  **Outline of the airport** (actual results for FY2018)
  - Number of passengers for a year: 0.71 million persons
  - Domestic flights: 0.42 million persons
  - International flights: 0.29 million persons

  - The airport closest to Mt. Fuji, one of the best tourist sites of Japan
  - High rate of users of the international flights
  - Between Mt. Fuji Shizuoka Airport and Tokyo: approx. 3 hours

  **Business management form**
  - By acquiring the shares of Mt. Fuji Shizuoka Airport Co., Ltd, to make it a SPC. (an affiliate accounted for using the equity method)

  **Business management period**
  - 20 years
  - In April 2019, airport management business started.

  **Members companies of the consortium**
  - Mitsubishi Estate Co., Ltd. (representative), Tokyu Corporation
### Latest Information on Sendai International Airport and Mt. Fuji Shizuoka Airport

#### Sendai International Airport

<table>
<thead>
<tr>
<th>Year</th>
<th>Results</th>
<th>FY2015</th>
<th>FY2018</th>
<th>FY2044</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>2,950</td>
<td>3,110</td>
<td>3,610</td>
<td>4,350</td>
</tr>
<tr>
<td>International</td>
<td>1,150</td>
<td>1,150</td>
<td>1,150</td>
<td>1,150</td>
</tr>
</tbody>
</table>

Target number of passengers (Thousand people)

#### Mt. Fuji Shizuoka Airport

<table>
<thead>
<tr>
<th>Year</th>
<th>Results</th>
<th>FY2018</th>
<th>FY2023</th>
<th>FY2038</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>710</td>
<td>420</td>
<td>290</td>
<td>660</td>
</tr>
<tr>
<td>International</td>
<td>410</td>
<td>590</td>
<td>410</td>
<td>690</td>
</tr>
</tbody>
</table>

Target number of passengers (Thousand people)

**In October 2018, a Pier building, new boarding facilities, started operations.**

**A food court renewed in February 2019.**
Demonstration of Japan’s First Suburban MaaS

Concept of the demonstration: An experiment on mobility in response to the diversified needs for mobility (offering different options of mobility)

<Outline of the demonstration>

Period:  January to March, 2019
Participants:  Calling for participation of local residents who support the purpose of the demonstration

(1) High-grade commuter bus
- Comfortable commuting on a high-grade bus where Wi-Fi is available

(2) On-demand bus
- Mobility service to meet the needs of users through a smartphone booking system

(3) Personal mobility
- Mobility service that makes it possible to get around easily in a residential area where there are many sloping roads and narrow roads

(4) Car sharing (only for users living in the same condominium)
- Service where a person living in a condominium rents a car to another who lives in the same condominium

Area:  Area to the north of Tama-Plaza Station
(Reason of the selection) -Typical suburban residential area having undulated ground -Part of the Next-Generation Suburban Development project
Demonstration of Japan’s First Tourism-oriented MaaS

Image of tourism-oriented MaaS: **Enhancement of convenience for Japanese and foreign tourists and local revitalization**

<Expected effects>
- Making it easier to get around and local revitalization through seamless mobility
- Solving issues at tourist spots (optimization of transportation, tourism business, etc., cashless systems, multi-language service, etc.)
- Offering new customer experience value

<Outline of the demonstration>
Period: April to June, 2019  
September to November, 2019  
(a total of six months)
Area: Higashi-izu and Naka-izu
Fee: Digital free pass (Valid for 2 days)
   (1) Izuko East: 3,700 yen  
   (2) Izuko Wide: 4,300 yen
Tourism: Admission ticket for tourist facilities  
(6 facilities)  
   Komuroyama Lift, Granpal Park  
   Tour around the Shimoda Port, Shimoda Aquarium, etc.
Others: Digital map  
   Shows information about restaurant facilities, charging places for mobile phones, etc. in multiple languages; offers convenience and comfort for tourists traveling around Izu
Past Development Track Record (Leasing Business)

Major Office Properties

<table>
<thead>
<tr>
<th>Project name</th>
<th>Total floor area (m²)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Queen’s Square Yokohama</td>
<td>496,386</td>
</tr>
<tr>
<td>2 Futako Tamagawa Rise</td>
<td>293,108</td>
</tr>
<tr>
<td>3 SHIBUYA SCRAMBLE SQUARE (East building)</td>
<td>181,000</td>
</tr>
<tr>
<td>4 Shibuya Hikarie</td>
<td>144,546</td>
</tr>
<tr>
<td>5 Shibuya Mark City</td>
<td>138,620</td>
</tr>
<tr>
<td>6 SHIBUYA STREAM</td>
<td>116,000</td>
</tr>
<tr>
<td>7 Cerulean Tower</td>
<td>104,154</td>
</tr>
<tr>
<td>8 Setagaya Business Square</td>
<td>94,374</td>
</tr>
<tr>
<td>9 Tokyo Capitol Tower</td>
<td>87,426</td>
</tr>
<tr>
<td>10 Carrot Tower</td>
<td>77,754</td>
</tr>
</tbody>
</table>

*Property sectionally owned or co-owned with other company

*1 Property sectionally owned or co-owned with other company

*2 Property belonging to our consolidated SPC

*3 Property’s total area, including areas used for other purposes

Tama Plaza Terrace
October, 2010

Shibuya Hikarie*
April, 2012

Cerulean Tower
March, 2001

Shibuya Mark City*
February, 2000

SHIBUYA STREAM*
September, 2018

Queen’s Square Yokohama*
June, 1997

Futako Tamagawa Rise*
Phase I; November, 2010
Phase II; June, 2015

Setagaya Business Square*
September, 1993

Minatomi-ri
Chu-rikan

Minami machida
Tama-plaza

Tokyu Saginuma Building
September, 1978

Futako Tamagawa Rise*
Phase I; November, 2010
Phase II; June, 2015

Setagaya Business Square*
September, 1993

Musashi-Kosugi Tokyo Square*
April, 2013

Musashi-kosugi

Haneda Airport

Tokyo

Tokyo Capitol Tower
July, 2010

Tokyu Capitol Tower
July, 2010

As of March 1, 2019

Tokyu Corporation

*Property sectionally owned or co-owned with other company
Overview of Shibuya Hikarie

Overview of Building

- Site area: 9,640m²
- Floor area: 144,550m²
- Height: 182m
- Floor-area ratio: 1,370%
- Primary uses: Stores, offices, cultural facilities, etc.
- Size: 34 stories above ground and 4 basement levels
- Opening: April 26, 2012

[Floor Guide]
Overview of SHIBUYA STREAM

Overview of Building

- Site area: approx. 7,100㎡
- Floor area: approx. 116,000㎡
- Height: approx. 180m

- Primary uses: Offices, stores, hotel, hall, parking, etc.
- Size: 35 stories above ground and 4 basement levels
- Opening: September 13, 2018
- Construction cost: 68.0 billion yen (Information from the annual securities report)

[Floor Guide]
Overview of SHIBUYA SCRAMBLE SQUARE Phase I (East Bldg.)

Overview of Building

- Site area: approx. 15,300 m² (entire station area)
- Floor area: approx. 181,000 m²
- Height: approx. 230 m

- Primary uses: Offices, stores, observation facility, parking, etc.
- Size: 47 stories above ground and 7 basement levels
- Opening: November 2019
- Construction cost: 49.8 billion yen (Information from the annual securities report)

Observation Deck Facilities
- One of Japan’s largest outdoor spaces (approx. 2,500 square meters)
- Highest in Shibuya: approx. 230 meters
- Viewing space that will provide a feeling of being in the sky

Offices
- High-quality offices covering a leasable area of approx. 73,000 sq. meters, one of the largest in the area around Shibuya Station

Communication Facilities
- Base for future collaboration where a variety of people will interact with each other to generate seeds that will in turn generate social value

Commerce
- Large commercial facilities with a store area of approx. 30,000 sq. meters

Logos and Images: Copyright Shibuya Station Area Kyodo Building operators
Shibuya in Around 2027

SHIBUYA SCRAMBLE SQUARE
- East building
  Opening: November 2019 (Plan)
- Central building • West building
  Opening: FY2027 (Plan)

SHIBUYA STREAM
Opening: September 2018

SHIBUYA HIKARIE
Opening: April 2012

SHIBUYA FUKURAS*
Completion: October 2019 (Plan)
* Tokyu Land Corp. participates in an association

Hachiko Square

Shibuya Mark City

Shibuya Station
Sakuragaoka Exit Block*
Completion: FY2023 (Plan)
Greater SHIBUYA (Wider SHIBUYA Area) Plan

- Define Greater SHIBUYA as the area within a radius of 2.5 km of Shibuya Station and promote urban development as an area instead of as a point, to enhance the attractiveness of Shibuya and sustain growth.

Greater SHIBUYA Area within radius of 2.5 km from Shibuya Station

Major real estate property list

- We actively generate business opportunities with a large-scale redevelopment x creative content industry x city tourism x accumulation of fascinating resources.
Redevelopment of the Area Around Shibuya Station (Plan view)

- An urban core that will make it convenient to move up and down in Shibuya, whose terrain is shaped like a mortar
- The urban core is a vertical space that is open to streets and moves people from basement levels and decks to floors above ground. Elevators and escalators connect multi-layered urban structures.
Status of Property Ownership Around Shibuya Station

- **Tokyu Corporation**

- **TOKYU REIT Shibuya Udagawa-cho Square**
  - July 1998
  - 1,530m²

- **QFRONT**
  - Oct. 1999
  - 6,690m²

- **SHIBUYA 109**
  - Mar. 1979
  - 16,290m²

- **Shibuya Mark City**
  - Feb. 2000
  - 138,620m²

- **Top Hill Namiki bldg.**
  - May 1989
  - 1,068m²

- **Cerulean Tower**
  - Mar. 2001
  - 105,950m²

- **Tokyu Nampeidai-cho bldg.**
  - July 1992
  - 7,000m²

- **Shibuya TSK bldg.**
  - June 2008
  - 2,104m²

- **Tokyu Sakuragaoka-cho bldg.**
  - June 1987
  - 6,500m²

- **SHIBUYA STREAM**
  - Sep. 2018
  - 116,000m²

- **SHIBUYA SCRAMBLE SQUARE**
  - (Shibuya Station Block)
  - Nov. 2019, FY2027 (plan)
  - 276,000m²

- **SHIBUYA CAST**
  - Apr. 2017
  - 34,981m²

- **MAGNET by SHIBUYA109**
  - Oct. 1987
  - 11,780m²

- **Shibuya Sumitomo Shintaku bldg.**
  - June 1962
  - 3,270m²

- **Shibuya Takugin bldg.**
  - Jan. 1983
  - 4,820m²

- **Shibuya Kyowa bldg.**
  - Sep. 1980
  - 8,500m²

- **SHIBUYA BRIDGE**
  - Sep. 2018
  - 5,642m²

- **LOG ROAD DAIKANYAMA**
  - Apr. 2015
  - 3,200m²

- **Tokyu Corporation**

- **Tokyo Metro**
  - Hanzomon Line
  - Fukutoshin Line

- **As of March 31, 2019**

- **Tokyo Station Block**
  - (Shibuya Station Block)
  - Nov. 2019, FY2027 (plan)
  - 276,000m²

- **Primary uses**
  - Office
  - Shops
  - Observation facility
  - Parking etc.

- **Primary uses**
  - Office
  - Shops
  - Apartments

- **Tokyu Department Store HONTEN**
  - Nov. 1967
  - 61,460m²

- **Bunkamura**
  - Sep. 1989
  - 31,990m²

- **Tokyo Metro**
  - JR Line
  - SHIBUYA SCRAMBLE SQUARE

- **Tokyo Station Block**
  - (Shibuya Station Block)
  - Nov. 2019, FY2027 (plan)
  - 276,000m²

- **Primary uses**
  - Office
  - Shops
  - Observation facility
  - Parking etc.

- **Tokyo Metro**
  - Hanzomon Line
  - Fukutoshin Line

- **Primary uses**
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  - Parking etc.
Office Market of Shibuya Area

Average vacancy rate of office

- Shibuya
- Five central wards of Tokyo

(unit: %)

Vacancy Rate February 2019

1. Shibuya-ku 1.08 %
2. Shinjuku-ku 1.61 %
3. Chiyoda-ku 1.72 %
4. Minato-ku 1.73 %
5. Chuo-ku 2.40 %

Average rent of office

- Shibuya
- Five central wards of Tokyo

(unit: yen)

Rent of Office February 2019

1. Chiyoda-ku 23,411 yen
2. Shibuya-ku 22,890 yen
3. Minato-ku 21,296 yen
4. Chuo-ku 19,345 yen
5. Shinjuku-ku 18,437 yen

Source: MIKI Tokyo Office Market Data
Effects of Futako-Tamagawa Redevelopment

New functions added by redevelopment
- Office
- Hotel
- Cinema Complex

Expansion of the Company's Business

Futako-Tamagawa Rise SC  Tenant sales
(Unit : billion yen)

Exceeded 41.5 billion yen

Average number of passengers using Futako-Tamagawa Station a day
(Unit : Thousand people)
Increase of 60,000 people (58.2%)

Office area
(Property's total area, including areas co-owned with other company)

Increase of approx. 44.9%

Approx. 80,000 m²

Effects on the town

- Increase in population (within a 1 km radius of Futako-Tamagawa Station)
  Increase of approx. 6.0%
  (The rate of increase in Setagaya: 1.2 times)
  April 2014: 42,663 people
  April 2019: 45,113 people
  Among them, the 0-year-old to 14-year-old: 5,866 people
  Increase of approx. 10%
  (The rate of increase in Setagaya: 1.4 times)

- Rise in land price (price at a point 200 m from Futako-Tamagawa Station)
  Rise of approx. 44.9%
  If the land price in January 2014 is 100
  in January 2019: 144.9

Tokyu Corporation
MINAMIMACHIDA GRANDBERRY PARK

• Promoting the integrated development of retail facilities and Tsuruma Park in cooperation with Machida City
• Under the concept of “life amusement park,” around 230 individualistic stores plan to open, such as outlet malls and experience-based facilities.

Summary
• November 2019: Town opening. *Snoopy museum will open in December.
• Development area: Approx. 220,000 square meters (Approx. 1.2 times larger than the Futako-Tamagawa development area)
• Floor area: Approx. 53,000 square meters (almost equal to the Futako-Tamagawa development area)

Excellent access conditions
• Opposite Minami-Machida Station on the Tokyu Denentoshi Line (Approx. 35 minutes by train from Shibuya)
• Adjacent to Route 16 and Route 246
• Approx. one kilometer from Yokohama-Machida IC on the Tomei Freeway

Improving Minami-Machida Station
• Express trains to stop at the station on weekdays
• The name to change to “Minami-Machida Grandberry Park”
• A station space to be created as a gateway to the town
To create a new base for urban tourism, the core of the “world's entertainment city Kabukicho”

1. Entertainment complex to communicate diverse popular entertainment cultures to the world

- Cinema (approx. 5,800 m²)
- Theatre (approx. 3,300 m²)*
- Live concert hall (approx. 3,200 m²)*

2. Accommodation facilities to meet various needs for stays of global tourists on a global scale

Prepare accommodation with guest rooms that respond to a variety of needs for stays and a restaurant that functions as a place for social interaction (approx. 33,000 m² including the restaurant).

3. Formulation of an urban space like an outside theatre integrated with Cine-city plaza and construction of a base for urban tourism

* TST Entertainment was established on December 7, 2018 to plan and operate theaters, live halls, and other entertainment facilities.
Tokyu Corporation

Class I Urban Redevelopment Project in the Yokohama Station North Nishiguchi Tsuruya District

Yokohama City and three representative companies have concluded a project execution agreement, and buildings are being constructed.

Development area: Approx. 23,200 m²
Completion: FY2019 (planned)
Overview of development:
- houses for sale, childcare center, senior residence, community cafe, rental apartments, etc.

Model project for a sustainable residential area in the surroundings of Tokaichiba

Tokyu Corporation participates in the project as a member of the association for preparations for the project.

Overview of development:
- houses for sale, childcare center, senior residence, community cafe, rental apartments, etc.

Ikegami Station development project

To increase the attractiveness of Ikegami Honmonji Temple and other locations as the entrance to sightseeing, an appearance reminiscent of the atmosphere of the temple town will be designed to stimulate the activities in the area.

Site area: 3,595.36 m²
Floor area: 9,547.62 m²
Purposes: Station building, stores for sales of goods, restaurants, stores for offering services, day nursery, library
Schedule: Completion in FY 2021
Commencement of operation in spring 2022 (planned)

Conveyance of the attractiveness of the temple town of Ikegami

Site area: 3,595.36 m²
Floor area: 9,547.62 m²
Purposes: Station building, stores for sales of goods, restaurants, stores for offering services, day nursery, library
Scheduled opening: end of FY2020
Number of passengers: 36,671 persons per day (FY2017)
We aim for the sustainable development of the suburban areas along the Den-en Toshi Line in cooperation with governments, including the Yokohama City government and Kawasaki City government.

**Fujigaoka**
- **Partners:** Yokohama City, Showa University
- Promoting the integrated development of facilities in front of the station, a hospital, and a park

**Tama-plaza**
- **Partners:** Yokoyama City
- Promoting the realization of the concept of community living to concentrate town functions within walking distance

**Saginuma**
- **Partners:** Kawasaki City
- Promoting a redevelopment project to create a regional hub in front of the station (The Miyamae Ward office and other public functions will move into the area)

*Illustration of the development*
Latest Acquisitions of Properties

**FY2015-FY2017**

- **Jiyugaoka Tokyu Building**
  Location: Jiyugaoka 1-chome, Meguro-ku
  Total floor area: 5,824㎡

- **The former site of Shinjuku TOKYU MILANO**
  Location: Kabuki-cho 1-chome, Shinjuku-ku
  Site area: 3,773㎡

- **Tokyu Saginuma Building**
  Location: Saginuma 1-chome, Miyamae-ku, Kawasaki
  Total floor area: 18,326㎡

- **Shibuya Dogenzaka Sky Building**
  Location: 28 Maruyamacho, Shibuya-ku
  Total floor area: 5,644㎡

- **Green Plaza Shinjuku**
  Location: Kabuki-cho 1-chome, Shinjuku-ku
  Total floor area: 9,301㎡

- **Tokyu Saginuma No. 2 Building**
  Location: Kodai 1-chome, Miyamae-ku, Kawasaki
  Total floor area: 4,409㎡

- **Aoyama Oval Building**
  Location: 52 Jingumae 5-chome, Shibuya-ku
  Total floor area: 28,629㎡

- **Turn Table**
  Location: 10 Shinsen-cho, Shibuya-ku
  Total floor area: 864㎡

**FY2018-**

- **Kichijoji Tokyu REI Hotel**
  Location: Kichijojiminami-cho 1-chome, Musashino
  Total floor area: 11,754㎡

- **Reve Nakameguro**
  Location: Kamimeguro 1-chome, Meguro-ku
  Total floor area: 985㎡

Include property sectionally owned or co-owned with other company
The land and building of the entire building are indicated
Initiatives to optimize the real estate portfolio

**Acquisition**
- Acquire asset with potential for higher value
- Closely monitor market trends and make careful investments

**Ownership/development**
- Secure income
  - Increase earnings power by implementing more sophisticated leasing techniques and strategic investments
  - Rebuilding/redevelopment with possibility of joint operations with a partner

**Partial sale**
- Secure capital gains
  - Exit strategy working with TOKYU REIT or other parties
  - Generate fee income through property management and other services after sale

---

**<Case 1: STYLIO Yamashita Koen>**

Site area: 1,676.56 m²  
Floor area: 15,009.19 m²  
Stories: 18 stories above ground with two basements  
Date of completion: January 2008  
Date of acquisition: November 2008  
Date of sale: April 2017

**Acquisition**
- Acquired in November 2008 immediately after the financial crisis precipitated by the bankruptcy of Lehman Brothers

**Ownership**
- Increase in profitability due to increase in the occupancy rate for the store area
- Increase in liquidity by using the trust beneficiary rights

**Sale**
- Sale to a third party while the market conditions are favorable after the property value increased (in April 2017)

---

**<Case 2: Tokyu Toranomon Building>**

Site area: 1,769.40 m²  
Floor area: 12,557.47 m²  
Stories: 10 stories above ground  
Date of completion: April 2010  
Date of acquisition: December 2005  
Date of sale: August 2013

**Acquisition**
- Acquisition of the properties with the expectation of development and the removal of tenants

**Development**
- New development projects and expiry of a lease

**Sale**
- Sale to a third party while the market conditions are favorable after the property value increased (in April 2017)

(For both properties)
- Exit strategy in cooperation with Tokyu REIT
Utilizing Railroad Facilities Effectively

As of March 1, 2019

Use of space under elevated railways

Attracting restaurants having outstanding features and developing service functions, including nurseries, necessary for the town
- Underneath Naka-meguro Station
- Underneath Ikegami Line Gotanda Station
5 facilities, 91 shops

Station premises, close to station (etomo)

Operating etomo facilities, community-based retail facilities directly connected to the station; aiming to attract people to the station and the town
- etomo Chuo-Rinkan
- etomo Jiyugaoka
9 facilities, 108 shops

Utilization of railway premises

Actively using space that has been created after railways moved underground to enhance the attractiveness of areas along Tokyu lines
- LOG ROAD (Daikanyama)
- Trainchi (Jiyugaoka)
2 facilities, 18 shops

Nurseries and after-school day-care beneath elevated railways

Actively promoting the development of child-care facilities, etc. underneath elevated railways close to stations to realize the concept of “The most popular rail service areas in Japan for living: Areas served by Tokyu’s railway lines”
## Relocation related Facilities

### Rental apartment business

- **STYLIO Shinagawa Nakanobu**
- **STYLIO Kamata**
- **STYLIO With Kamiiedai**

30 facilities, 1,210 units

### Senior residences business

Living environments of high quality that Tokyu Group has developed through its services for senior citizens in the areas served by Tokyu lines (senior residences with services, nursing care services)

- **STYLIO Welina Ookayama**
- **Ohana Tama Plaza**

Welina: 2 facilities, 232 units
Welina Care: 2 facilities, 119 units
Ohana: 14 facilities, 459 people

### Other businesses

Consultation service facilities in front of stations to solve residence-related problems (Concierge of Residence and Living)

- **Meguro**
- **Tama Plaza**

5 facilities
Real Estate Business Vietnam

Export an urban development package to fast-growing Vietnam, leveraging our expertise cultivated in the Tokyu Tama Den-en-toshi area.

Urban development in Binh Duong

- Execution entity: Becamex Tokyu Co., Ltd. (2012 Established Tokyu Corporation: 65%, Becamex: 35%)
- Location: Vietnam, Binh Duong Province, “Binh Duong New City” (Project area: approx. 110 hectare)
- Profile of Binh Duong Province, Vietnam:
  - Located 30 km north of the center of Ho Chi Minh City, Binh Duong Province is one of the key economic zones in Vietnam.
  - The government of Binh Duong Province is proactive in promoting business, and Binh Duong Province is one of the leading economic growth sectors in the country.
  - With an influx of Japanese and other foreign companies into the industrial parks in recent years, the area is noted for its development potential.
- Overview of Binh Duong New City:
  - Total development area: approx. 1,000 hectare.
  - Development amalgamating government, industry, academia, housing and leisure.
  - Aiming at population of 125,000 people.

Status of Binh Duong New City Development (completed) (including development by other companies):

- Binh Duong Province Administration Center
- Becamex Hotel
- Head office of Becamex IDC
- Convention and exhibition hall
- Binh Duong Province Fire Department
- Binh Duong TV
- South Korea’s Chamber of Commerce and Industry
- Social Insurance Bureau of Binh Duong
- Binh Duong Development Investment Fund/bank

Short-term Condominium for Sale Development in Ho Chi Minh

In Ho Chi Minh City, the Company participated in the joint project for condominiums with the local developer Hung Thinh Corporation.

Name: Moonlight Residences
Number of units: 535
State of sales: all the contracts for the units were completed.
Urban Development in Binh Duong New City

Condominiums

Name: SORA gardens I
Site area: 9,082 m²
Occupation area: approx. 67 m²–105 m²
Total no. of residential units: 406
Start of sales: April 2013

Name: HARUKA terrace
   HARUKA residence
Building area: approx. 300 m²
Total no. of residential units: 68
(first phase)
Start of sales: November 2016

Name: hikari
Shop floor area: approx. 1,600 m²
No. of plots: 14 units
Opening date: January 2015
(some stores opened November 2014)

Name: KAZE SHUTTLE
Bus routes: Circular route within Binh Duong New City etc.
Bus Services: total 6 lines
Frequency: Every 10–20 min (peak time)
Opening date: commenced full-scale operation as of December 2014

Detached house

Name: HARUKA residence
Building area: approx. 300 m²
Total no. of residential units: 68
(first phase)
Start of sales: November 2016

Commercial Facilities

Name: MIDORI PARK The VIEW
Total no. of residential units: 604
Construction period: From March 2018 to the end of 2019

Name: Viet Hoa International School
Use: Kindergarten, elementary school
(enrollment: 882)
Opening date: September 2019

Projects being developed

Condominiums for sale, commercial facilities

Name: SORA gardens II
Total no. of residential units: approx. 560
Construction period: From summer 2019 to summer 2021

Name: MIDORI PARK The VIEW
Total no. of residential units: 604
Construction period: From March 2018 to the end of 2019

International school

Name: Viet Hoa International School
Use: Kindergarten, elementary school
(enrollment: 882)
Opening date: September 2019
Dwellings for rent offered to Japanese in Sriracha

■ Overview of Sriracha
- Approximately 100 km southeast of Bangkok.
- Many Japanese companies have moved. One of the largest Japanese towns in the world.

■ Overview of Business
- Supplying rental apartments to Japanese expatriates and their families as the main customers.
- Located opposite the second Japanese school in the Kingdom of Thailand.

■ Project Implementing Body
Saha Tokyu Corporation Co., Ltd.
(Established in 2014, Tokyu Group 50%, Saha Group 50%)

■ Overview of Property
Name: HarmoniQ Residence Sriracha
Land area: Approx. 55,000 m²
Number of units: 180 (2LDK:122 m², 3LDK: 122 m² – 139 m²)
Planned completion: completion of the entire building in April 2016

Dwellings built for sale in Bangkok

■ Overview of Business
The Company is developing the dwellings for sale business in Bangkok in cooperation with Sansiri*, a local major development.

■ Project Implementing Body
Four companies, including Siri TK One Company Limited, a joint venture. (Tokyu Group: 30%, Sansiri: 70%)

■ Overview of Property

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<tr>
<th>No. 1</th>
<th>No. 2</th>
<th>No. 3</th>
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<td>The Base</td>
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<td>Number of units</td>
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<td>2021</td>
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*Dwellings built for rent offered to the Japanese in Sriracha
An environment in which families can live their lives safely and comfortably is provided.

*Sansiri : Sansiri Public Company Limited
Yanchep District Land Development in Western Australia

Commence an employment promotion project (enticement of companies and education facilities, etc. and leasing and sale of plots), in addition to the ongoing development and sales business of residential land, in Yanchep located in the suburbs of Perth, the fourth largest city in Australia where population is growing.

Local subsidiary
- Yanchep Sun City PTY.LTD.
- ST Andrews Private Estate PTY.LTD.

Area being developed
approx. 2,100 hectares
(owned by Tokyu Corporation and its subsidiary)

Progress and Future Plans
- 1995: Signed an MOU with the government of Western Australia
- 1999: Signed a Strategic Cooperation Agreement (SCA) with the government of Western Australia
- 2004: Entered a joint venture on the development of residential lots
- 2006: Launched a joint employment promotion project
- 2012: Shopping center opened by a local partner
- 2013: The joint venture on the development of residential lots was selected as the best project in all of Australia
- 2019: The government of Western Australia plans to start work on the extension of the railway to Yanchep Station.
Concept Behind the Life Service Business

Continuously improve the TOKYU area’s value and life value

Transportation Business

Real Estate Business

Life Service Business

“IENAKA” service

CATV
Internet
Telephone
Electricity & Gas
Smart home
Tokyu Bell
Security service & Elderly care service

Stores and services downtown

Department stores
Supermarkets
Shopping Center
After-school day-care / Preschool childcare
Sports / Culture schools
Cinema Complex

POINT / Credit cards
Outdoor / Transport advertising
Credit settlement solution for smartphones
Tokyu Corporation

Major Commercial Facilities along the Tokyu Lines

As of March 31, 2019

- Tokyu Dept. Store’s Head Store
- Tokyu Dept. Store’s Toyoko Store
- SHIBUYA 109
- MAGNET by SHIBUYA109
- Shibuya Mark City
- Shibuya Hikarie “ShinQs” (Tokyu Dept. Store)
- cocoti
- SHIBUYA CAST.
- SHIBUYA STREAM
- SHIBUYA BRIDGE

- LOG ROAD DAIKANYAMA

- Underneath Ikegami Line Gotanda Station

- etomo Musashi-koyama

- Musashi-koyama

- etomo Oimachi

- Oimachi

- etomo Jiyugaoka

- Fullel with Jiyugaoka
- Trainchi

- Gotanda

- remy gotanda

- Underneath Ikegami Line Gotanda Station

- etomo Jiyugaoka

- Futako-tamagawa Rise Shopping Center
- Futako Tamagawa Rise
- Underneath Naka-meguro Station
- GAKUDAI KOUKASHITA
- Underneath Toritsu-daigaku Station
- etomo Yutenji

- Azamino
- Azamino Gardens
- AZAMINO MIKITEI
- etomo Azamino

- Eda
- etomo Eda

- Ichigao
- etomo Ichigao

- Aobadai
- Aobadai Tokyu Square

- Machida
- Machida Tokyu Twins
- remy machida

- Naka-meguro, Gakugei-daigaku, Toritsu-daigaku
- Underneath Naka-meguro Station
- GAKUDAI KOUKASHITA
- Underneath Toritsu-daigaku Station
- etomo Yutenji

- Chuo-rinkan
- etomo Chuo-rinkan
- Chuo-rinkan Tokyu Square

- Shiuya
- TOKYO
- SHIBUYA
- CHUO-RINKAN
- YOKOHAMA

- Den-en-chofu
- Tokyo Square Garden-Site

- Minatomirai
- Minatomirai Tokyu Square

- Musashi-kosugi
- Musashi Kosugi Tokyo Square
- Underneath Musashikosugi Station

- Shibuya
- Tokyo
- Minatomirai
- Yokohama

- Shibuya
- Tokyo
- Minatomirai
- Yokohama

- Graphic: Prepared with TR, AMS
MAP: Copyright Kokusai Kogyo – Sumitomo Electric Industries

Tokyu Corp.
Stores and Services Downtown (1)

As of April 1, 2019

**Department stores**
(Tokyu Dept. Store)
- At Aobadai and Tama-Plaza, the food section has been renewed as Tokyu Foodshow.
- In March 2019, Tokyu Foodshow Slice opened in etomo Azamino and ShinQs Beauty palette, a self-cosmetics store (new category), opened in Machida Tokyu Twins.

7 stores in Japan,
1 store overseas

**Shopping Center**
(Tokyu Malls Development, Shibuya 109 Entertainment (109E))
- In April 2018, 109 MEN'S changed to MAGNET by SHIBUYA109.
- The Company has different kinds of shopping centers, including Tama Plaza Terrace, Aobadai Tokyo Square, and SHIBUYA 109.

28 centers in Japan,
1 center overseas

**Supermarkets**
(Tokyu Store)
- In September 2018, Precce Shibuya DELI MARKET, a new category, opened in Shibuya Stream.

SM: 64 stores
GMS: 9 stores
Food station: 5 stores
Precce, etc.: 6 stores

* Presse is a new concept. It offers goods and services that are one notch above those at the other supermarkets.

ShinQs
Futako Tamagawa Rise Shopping Center
Precce Shibuya DELI MARKET
Stores and Services Downtown (2)

Childcare (after-school day-care, preschool childcare)  
(Kids Base Camp)
- Developing private after-school day-care primarily in areas served by Tokyu railway lines
- Commissioned by local governments to operate children’s houses, after-school children’s clubs, etc.
- Developing company-sponsored nurseries in areas served by Tokyu railway lines

After-school day-care: 23 facilities  
Commissioned operation of public facilities: 22 facilities  
Preschool childcare: 2 facilities

Cinema Complex  
(Tokyu Recreation)
- Operating 109 Cinemas complexes nationwide
- Commissioned to plan and operate film festivals

18 facilities, including Futakotamagawa and Kohoku

Culture schools
(Tokyu Seminar BE)
- Operating five convenient cultural centers near stations (Futako-tamagawa, Jiyugaoka, Yukigaya-otsuka, Aobadai, and Tama-plaza)

Number of members: approx. 10,400

Sports facilities  
(Tokyu Sports System)
- Operating Atrio Due gyms as well as swimming, golf, tennis, and football schools, etc.

Workout gyms: 6 facilities  
Other facilities: 15 facilities

Travel agency
(Tokyu Travel Salon)
- Operating Tokyu Corporation × JTB travel agencies near stations and on station premises on Tokyu railway lines
- Selling gift coupons (JTB gift coupons, travel coupons)

12 agencies, including Shibuya Station and Jiyugaoka Station travel agencies

Ekinaka shops
(Tokyu Malls Development, Tokyu Recreation, etc.)
Operating a variety of shops and restaurants on the premises of stations on Tokyu railway lines
etomo: 10 facilities
ranKing ranQueen: 3 shops
LAWSON+toks: 30 shops
Shibusoba (soba restaurants on station premises): 11 restaurants
**“IENAKA” Service**

<table>
<thead>
<tr>
<th><strong>CATV</strong> (its communications Inc.)</th>
<th><strong>Home Convenience</strong> (Tokyu Corporation)</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Providing local information infrastructure, including multi-channel broadcasting, Internet connections, telephone service, etc.</td>
<td></td>
</tr>
<tr>
<td>• Contributing to communities by sending information on local governments and disaster prevention in cooperation with government</td>
<td></td>
</tr>
<tr>
<td>Number of households connected: TV: 930,000 Internet: 270,000 Telephone: 200,000</td>
<td></td>
</tr>
<tr>
<td><strong>Electricity &amp; gas</strong> (Tokyu Power Supply)</td>
<td></td>
</tr>
<tr>
<td>• Providing electricity and gas retail service to homes</td>
<td></td>
</tr>
<tr>
<td>• Providing new energy and living experiences from the viewpoints of consumers. For example, the Company is running a &quot;cool sharing&quot; campaign, which saves electricity at homes when there is nobody there in summer, when demand for power increases, and is proposing energy saving, which is fun.</td>
<td></td>
</tr>
<tr>
<td>Electricity service: 180,000 households Gas service: 60,000 households</td>
<td></td>
</tr>
<tr>
<td><strong>Security</strong> (Tokyu Security)</td>
<td></td>
</tr>
<tr>
<td>• Providing security services to homes and commercial facilities served by Tokyu railway lines and stations</td>
<td></td>
</tr>
<tr>
<td>• Providing a child monitoring service, which sends information when children pass stations on Tokyu railway lines, get on Tokyu buses, and pass primary school gates</td>
<td></td>
</tr>
<tr>
<td>Home security: 74,000 users Children monitoring service: 60,000 users</td>
<td></td>
</tr>
</tbody>
</table>

As of March 1, 2019

E-commerce services, including Tokyu Store Online Supermarket: 3 services IENAKA service: 56 services
<table>
<thead>
<tr>
<th>TOKYU POINT</th>
<th>TOKYU ROYAL CLUB</th>
<th>Smartphone payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Tokyu Corporation, Tokyu Card)</td>
<td>(Tokyu Corporation)</td>
<td>(Tokyu Corporation)</td>
</tr>
</tbody>
</table>
| • Issuing TOKYU CARD, a credit card with points, called TOKYU POINTs, which are accumulated in day-to-day life  
  • Points are accumulated through shopping. PASMO card can be recharged using TOKYU POINTs at ticketing machines for Tokyu railway lines.  
  Number of point members: 2.51 million | • Customers are invited to three member stages according to their use of the products, services, and facilities of Tokyu Group. A variety of benefits are given to them.  
  • The members magazine, “Fino,” provides special experiences and goods as gifts every month.  
  Number of members: 60,000 | • “.pay” is a service that gives a credit function to sales promotion applications of companies, stores, etc.  
  • When QR codes are scanned, payment is made, and coupons and points can be used.  
  • The Company plans to provide service in collaboration with NTT DATA Corporation. |
Cable operators provide Tokyo electricity & gas service.
• Cable operators are distributors of Tokyu Power Supply.
• Tokyu Power Supply has distributors outside the areas served by Tokyu railway lines. The cable operators have 11 distributors, including 4 distributors operating in the areas served by Tokyu railway lines.

Intelligent Home
• Users can control their homes freely from outside through smartphones and tablets
• Users can customize their devices freely so that they can be tailored for different purposes, such as smart locks for locking and unlocking their homes and home appliances controllers for switching on or off air conditioners and lights.
• Joint operation with Connected Design
Transit and Outdoor Advertising Media

• The Company has transit advertising media in the areas served by the Tokyu railway lines and Tokyu bus advertising media, free magazine SALUS distributed in areas served by Tokyu railway lines, and outdoor advertising media in an area around Shibuya Station, which has one of the largest concentrations of outdoor advertising media in Japan, and sells them as TOKYU OOH.

Initiatives to enhance information provision capabilities in Shibuya

Advertising around the scramble intersection that has a large impact

• In January 2019, the Company started to operate a “TV screen in front of Shibuya Station,” a large TV screen in front of the scramble intersection. (The second TOKYU OOH TV screen in Shibuya)

• Five screens—the TV screen in front of Shibuya Station, Q’S EYE on a side wall of Q FRONT, DHC Channel, Glico Vision, and 109 Forum Vision—can display synchronized films (see the part of the photo below in the red frame).

Advertisements covering all of Shibuya Station

• In April 2019, the Company started to operate Big Signage Premium, the world’s largest OOH COB LED screen.

• The Company can display the same advertisement on the signage and other media close to it at the same time so that the advertisement can cover the whole station.

* COB: Chip On Board: A concentration of LED chips are put on the board.
Hotel Facilities

Network of Tokyu Hotels

- 44 hotels with 12,054 rooms nationwide
- 4 hotels in Shibuya, and 11 hotels in Tokyo
- New hotels that opened:
  1 hotel in FY2019
  2 hotels in FY2020

Luxury resort
Brilliant, dignified, and mature hospitality
- The Capitol Hotel Tokyu
- Cerulean Tower Tokyu Hotel
- Miyakojima Tokyu Hotel & Resorts, etc.
14 hotels with 4,355 rooms

City
Exiting, a door to extraordinary experience
- Shibuya Excel Hotel Tokyu
- SHIBUYA STREAM Excel Hotel Tokyu, etc.
9 hotels with 2,627 rooms

Middle
Relaxation in everyday life, a small excitement
- Shibuya Tokyo REI Hotel
- Kawasaki King Sky Front Tokyo REI Hotel, etc.
21 hotels with 5,072 rooms

* The numbers of hotels and rooms include those of franchise hotels and those operated under management contract arrangements. As of March 1, 2019
Opening of Tokyu Hotels

Osaka Excel Hotel Tokyu

- To be opened in Autumn, 2019
- Japan’s first hotel to share a temple gate
- The first Excel Hotel Tokyu hotel in the Kansai region
- The hotel will produce a variety of scenes on the concept of an “Osaka kaleidoscope.”
- Number of rooms: 364

Yokohama Tokyu REI Hotel (tentative name)

- To be opened in April 2020
- The hotel is designed to suit millennials’ lifestyles so that they will feel comfortable.
- The hotel will be part of a complex, which will include Zepp, a club with live music.
- Number of rooms: 230 (plan)

Fujisan Mishima Tokyu Hotel

- To be opened in June 2020
- The hotel will be a base in a “golden route” for Japanese and foreign tourists.
- The hotel will have hot bath facilities where Mt. Fuji can be seen and restaurants that will use foodstuffs produced in the region.
- Number of rooms: 200 (plan)
Initiatives for Inbound Tourism

Tourist information office for foreign tourists “WANDER COMPASS SHIBUYA”

• Stationed staff from Huber., which offers tailored guided tours
• Installed Tabi Shindan terminals, which can identify the potential travel needs of passengers
• Tourist information, transportation information
• Map and guide book distribution
• Baggage room
• Ticket sales (Greater Tokyo Pass, and more)

WANDER COMPASS SHIBUYA
• Location: Concourse on B1F, Shibuya Station on Toyoko Line, Denentoshi Line
• Opening: October 19, 2018
• Opening hours: 10:00 am to 8:00 pm

* Also held in Kyoto and Beppu

Other initiatives

• Placed ticket vending machines providing information in seven languages (at most Tokyu Line stations)
• Introduced a multilingual interpretation service for foreign visitors to Japan (at most Tokyu Line stations)
• Introduced English-language training of station staff and Tokyu Railway Information Board
• Promoting Tokyu rail service areas at travel fairs held overseas
• Issued railway wayside introductory booklet “TOKYO GUIDE & TOKYU LINES” to encourage short trips around

* Also held in Kyoto and Beppu
### Comparison of Shareholder’s Structure

- **Financial Institutions/Tokyu**
- **Individuals/Tokyu**
- **Internationals/Tokyu**
- **Financial institutions/Major Private Railways (excluded Tokyu)**
- **Internationals/Major Private Railways (Excluded Tokyu)**
- **Individuals/Major Private Railways**

- **Above one unit of shares**
- **“Major Private Railways” are 13 companies excluding Tokyu Corp**

<table>
<thead>
<tr>
<th>Period</th>
<th>Financial Institutions/Tokyu</th>
<th>Individuals/Tokyu</th>
<th>Internationals/Tokyu</th>
<th>Financial Institutions/Major Private Railways (excluded Tokyu)</th>
<th>Internationals/Major Private Railways (Excluded Tokyu)</th>
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<tbody>
<tr>
<td>3/2005</td>
<td>47.50</td>
<td>20.67</td>
<td>27.75</td>
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<td>23.80</td>
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<td>3/2008</td>
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<td>3/2013</td>
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</tbody>
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Tokyu Corporation