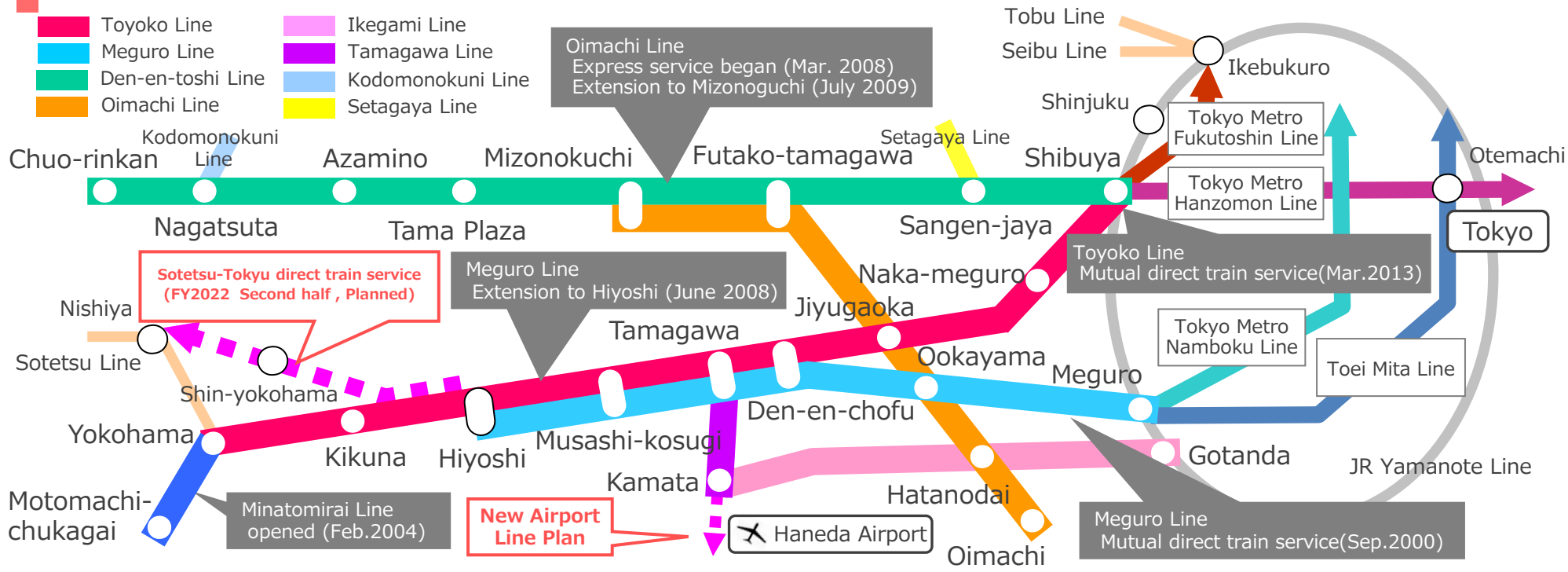
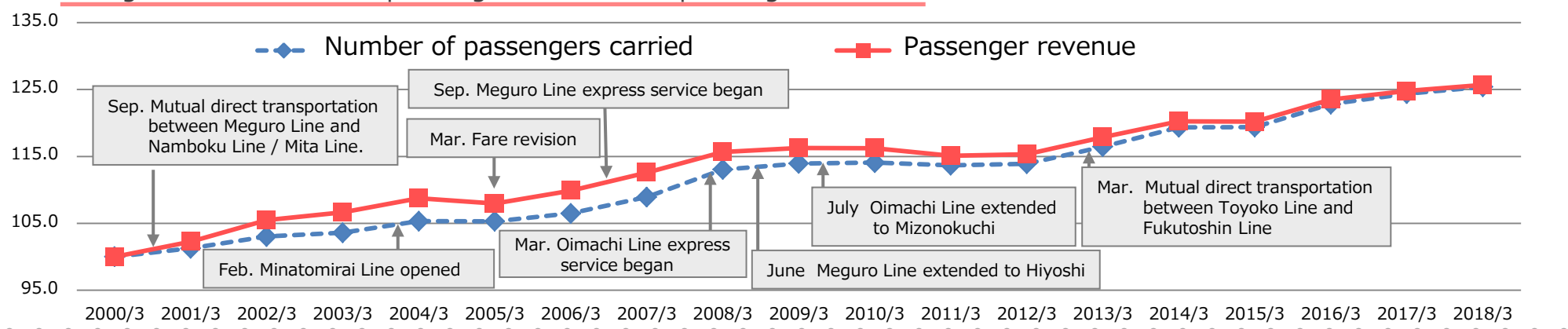


# Effects of Development of Railway Networks



Changes in the number of passengers carried and passenger revenue (with the figures in 2000/3 as 100)

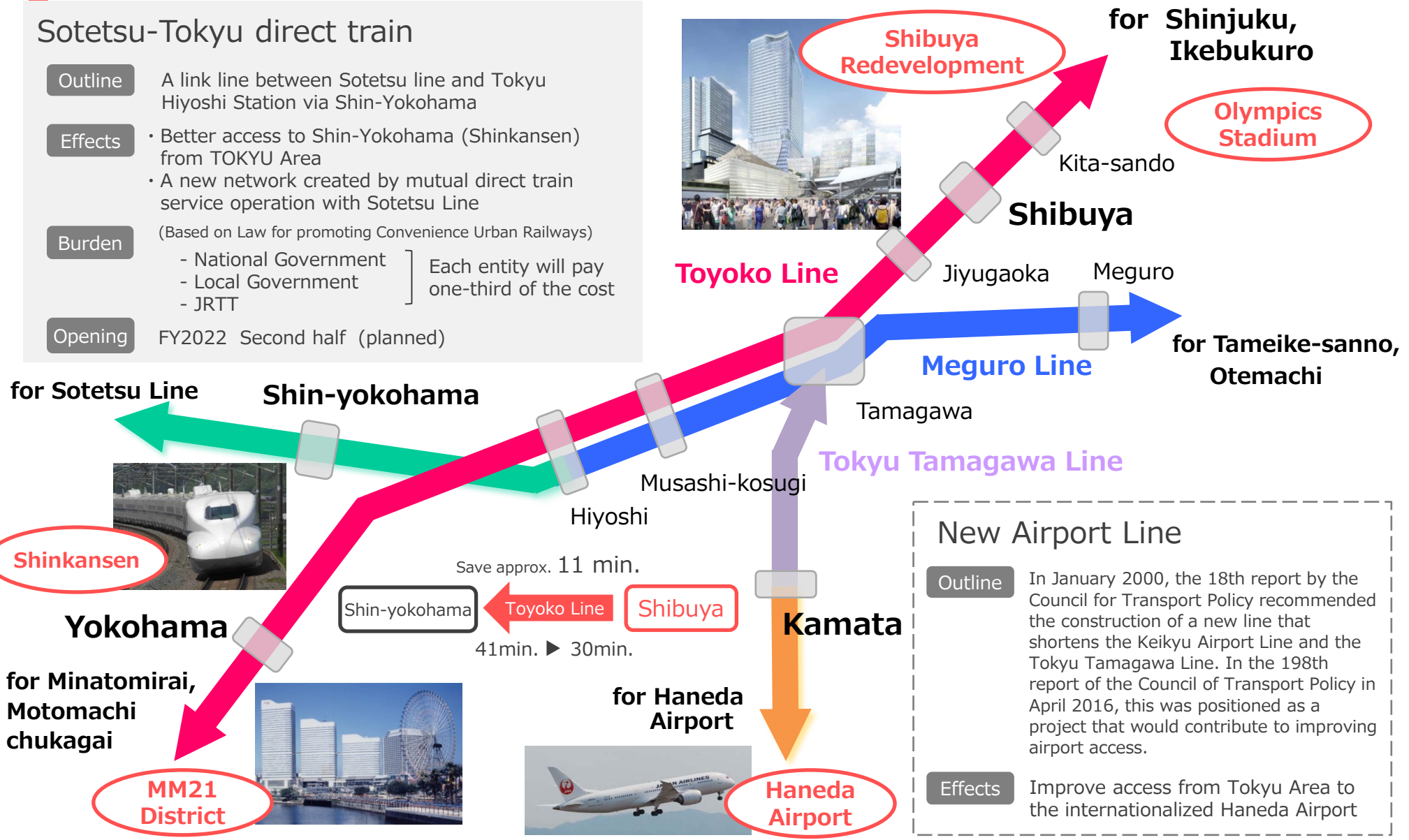


# Further Development of Railway Networks

## 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** (Based on Law for promoting Convenience Urban Railways)
 

- National Government	} Each entity will pay one-third of the cost
- Local Government	
- JRTT	
- Opening** FY2022 Second half (planned)



**New Airport Line**

**Outline** 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 Tokyu 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 Tokyu Area to the internationalized Haneda Airport

Save approx. 11 min.  
 Shin-yokohama ← Toyoko Line → Shibuya  
 41min. ▶ 30min.

# Further Improvement of Safety Measures by Installing Platform Doors

(As of March 31,2018)

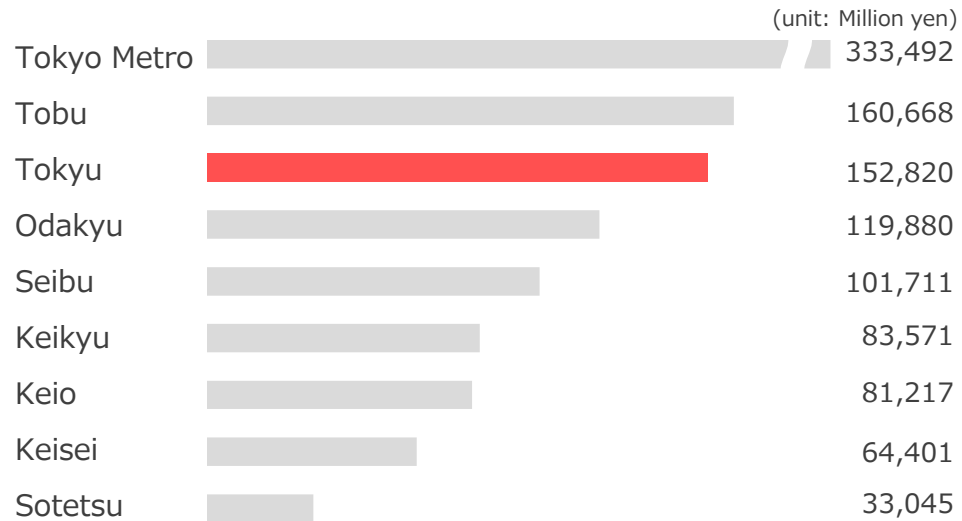
	Route	Number of stations	Total number of stations with home doors installed						2018	
			~2015		2016		2017		Forecasts	Station name
			Installed	Station name	Installed	Station name	Installed	Station name		
During installation	Toyoko Line	21	18	9 Shibuya, Daikan-yama, Naka-meguro, Gakugei-daigaku, Musahi-kosugi, Yokohama, Shin-maruko, Motosumiyoshi, Kikuna(Down line)	6	Toritsu-daigaku, Den-en-chofu, Hiyoshi, Okurayama, Kikuna (Up line), Tammachi	4	Yutenji, Jiyugaoka, Tsunashima, Myorenji	0	
	Den-en-toshi Line	27	8	1 Miyamaedaira	0		7	Sangen-jaya, Komazawa-daigaku, Yoga, Futako-tamagawa, Mizonokuchi, Eda, Ichigao	9	Shibuya, Ikejiri-ohashi, Sakura-shimmachi, Takatsu, Kajigaya, Tama-plaza, Azamino, Nagatsuta, Tsukimino
	Oimachi Line	16	7	2 Oimachi, Mizonokuchi	3	Oyamadai, Midorigaoka, Nakanobu	2	Ebara-machi, Kaminoge	3	Jiyugaoka, Kuhombutsu, Futako-tamagawa
	<b>Total</b>	<b>64</b>	<b>33</b>	<b>12</b>	<b>9</b>	<b>13</b>	<b>12</b>			
Installed	Meguro Line	13	13	13	-	-	-	-	-	-
	Ikegami Line ※	15	15	15	-	-	-	-	-	-
	Tokyu Tamagawa Line ※	7	7	7	-	-	-	-	-	-
	<b>Total</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>99</b>	<b>68</b>	<b>47</b>	<b>9</b>	<b>13</b>	<b>12</b>				

※Fixed platform fence with sensor

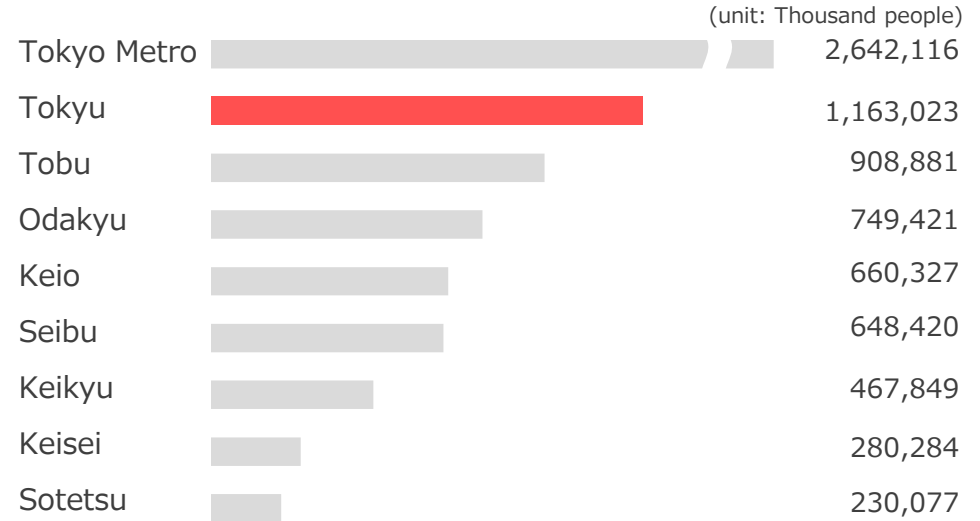


# Advantages of Railway Business

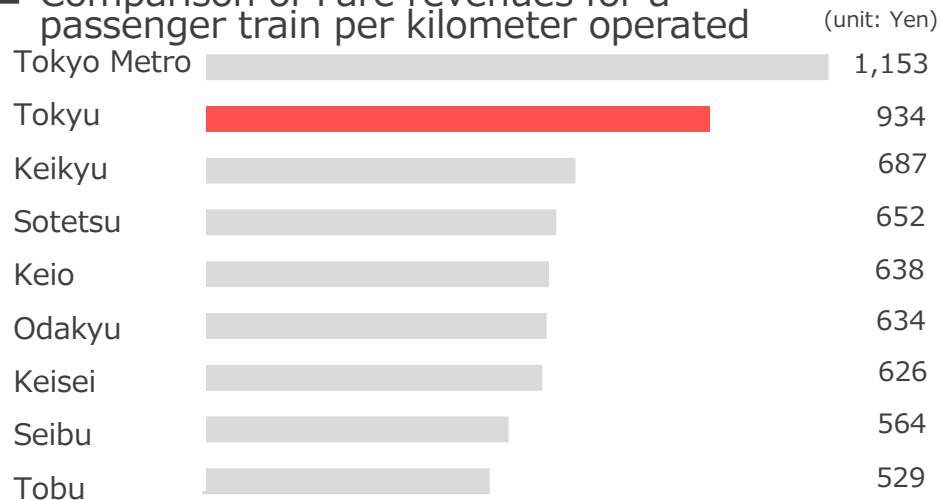
## ■ Comparison of Railway business revenue



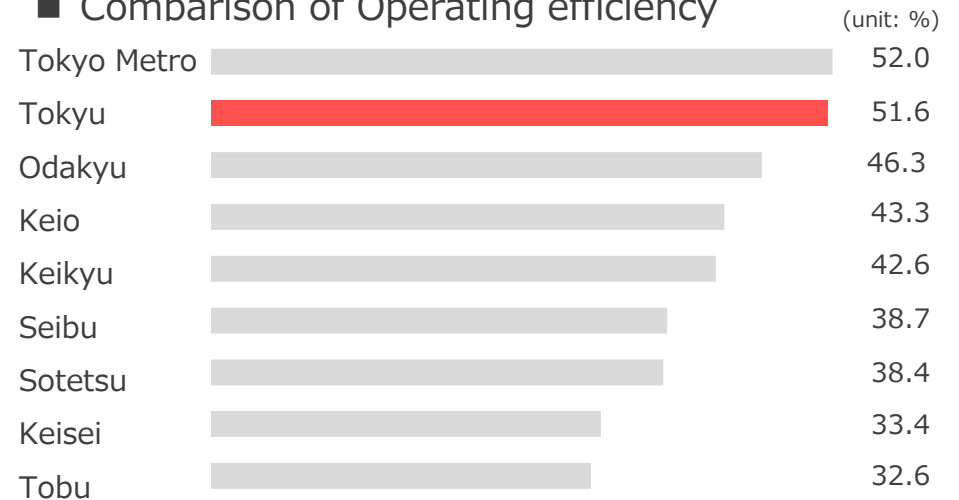
## ■ Comparison of Number of passenger carried



## ■ Comparison of Fare revenues for a passenger train per kilometer operated



## ■ Comparison of Operating efficiency



\* Source: Securities reports of FY2016 and Oote Mintetsu No Sugao (actual state of major private railway companies) published by the Association of Japanese Private Railways.



# Realization of business growth through strategic participation in airport management

Meaning of participation

Under consideration

7 airports in Hokkaido

Start of operation

Sendai Airport

Mt. Fuji Shizuoka Airport

Scheduled start of operation

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 FY2017)

Number of passengers for a year: 3.43 million persons  
 Domestic flights: 3.15 million persons  
 International flights: 0.28 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)

Business management period

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 FY2017)

Number of passengers for a year: 0.67 million persons  
 Domestic flights: 0.37 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 scheduled to start.

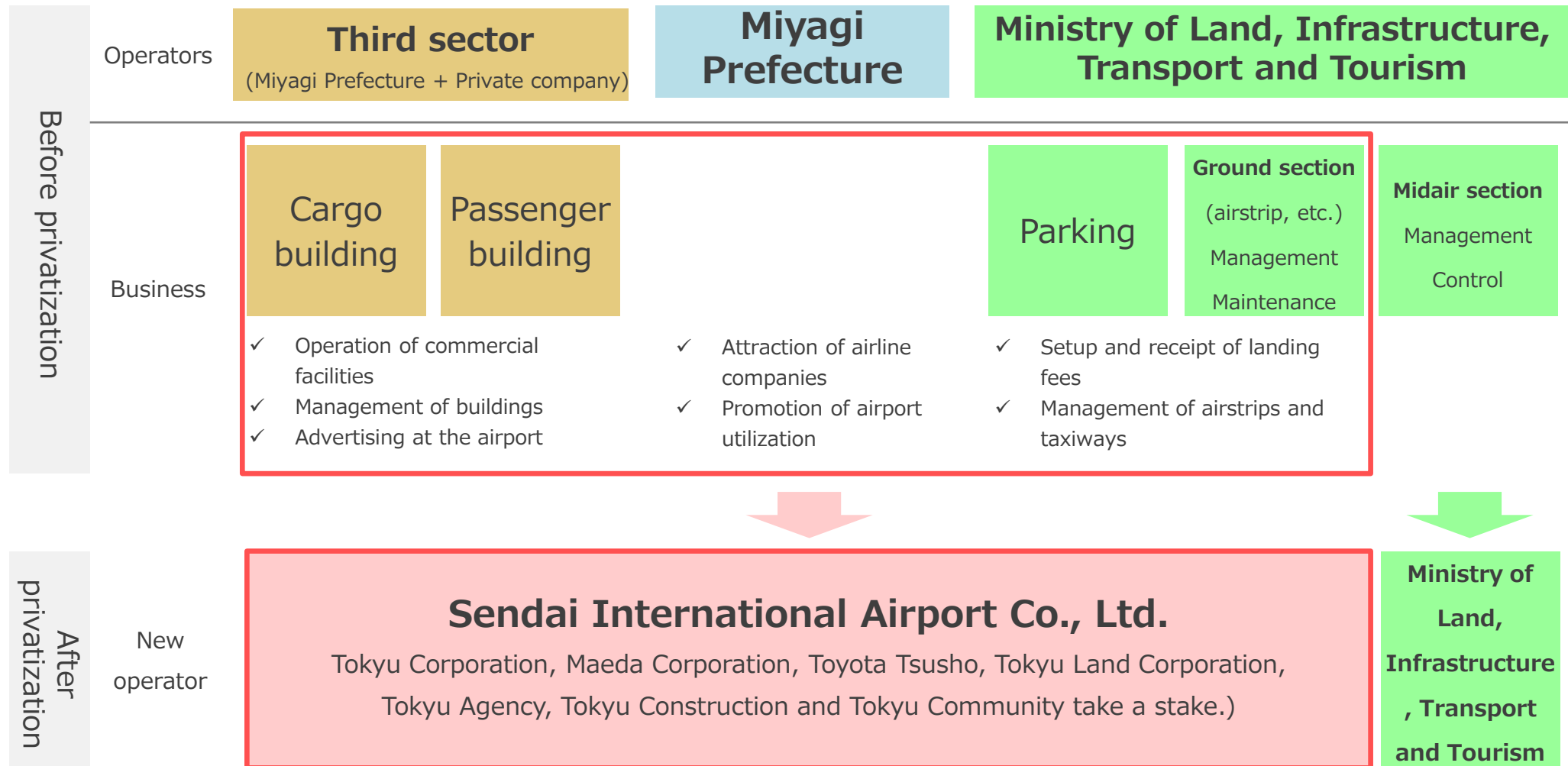
Member companies of the consortium

Mitsubishi Estate Co., Ltd. (representative), Tokyu Corporation



# Changes to Operating Structure due to Privatization of Sendai Airport

Realize integrated and agile management by consolidating operators



\*Continue to cooperate with Miyagi Prefecture in activities to attract airline companies.



# Expansion and improvement of the network and facilities through the privatization of Sendai Airport

## Expansion of the network

Before (as of December 2015)

Airways

Domestic flights:  
9 cities, **49** round trips a day  
International flights:  
5 cities, **10** round trips a week

Secondary transport  
(regular highway express bus  
on a scheduled route)

No service

After contracting out to the private sector  
(as of April 2018)

Domestic flights:  
9 cities, **52** round trips a day  
International flights:  
4 cities, **21** round trips a week

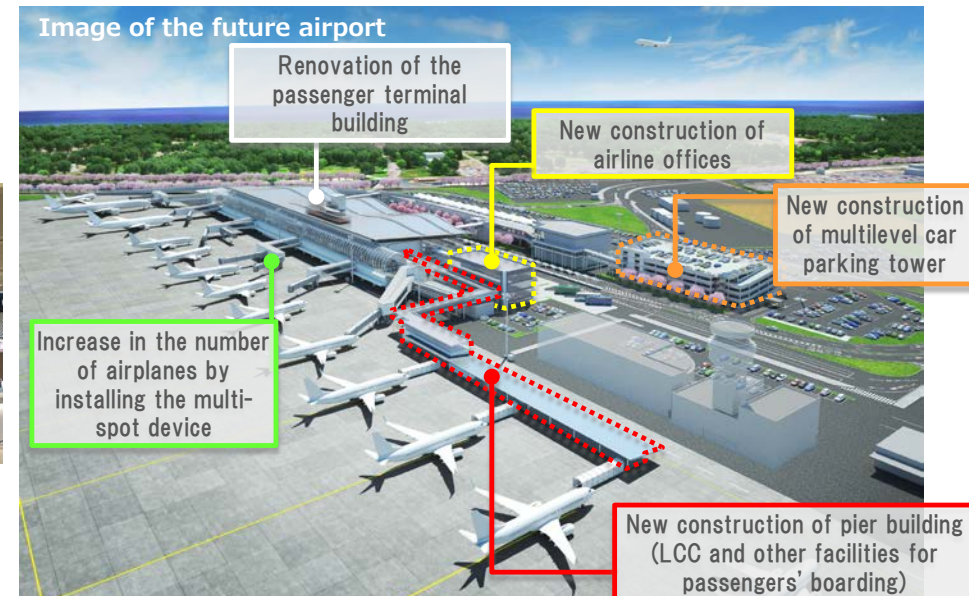
**19** round trips a day

## Improvement of the facilities

Renovation of the passenger terminal building



Opening of the renovated ground floor



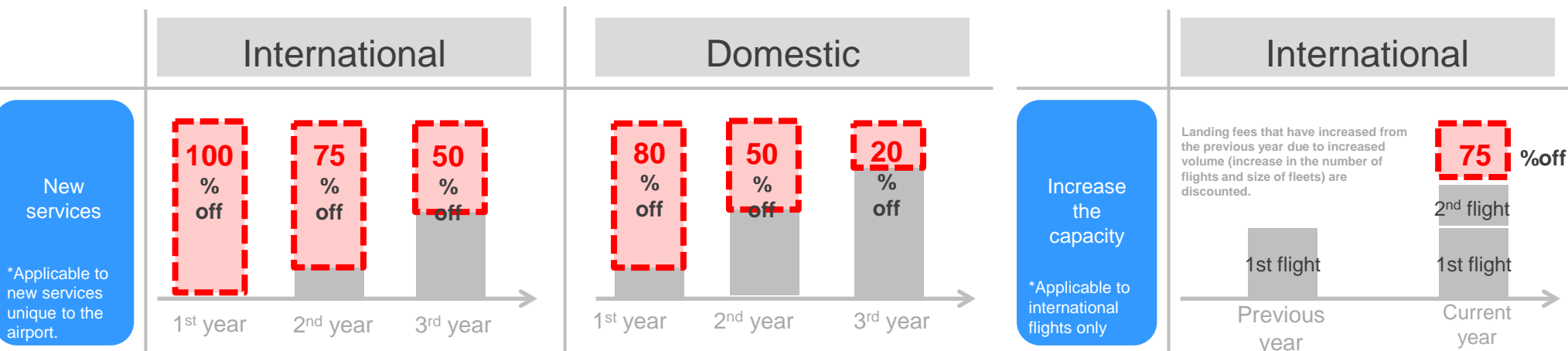
# Latest Information on Sendai International Airport

Target values : Passengers, Cargo

Record the largest number

	FY2014 (Results)	FY2015 (Results)	FY2016 (Results)	FY2017 (Results)	FY2018 (Forecast)	FY2020 (Plan)	FY2045 (Plan)
Passengers	<b>3.24</b> million people	<b>3.11</b> million people	<b>3.16</b> million people	<b>3.43</b> million people	<b>3.69</b> million people	<b>4.10</b> million people	<b>5.50</b> million people
Domestic	<b>3.07</b> million people	<b>2.95</b> million people	<b>2.94</b> million people	<b>3.15</b> million people	<b>3.38</b> million people	<b>3.62</b> million people	<b>4.35</b> million people
International	<b>0.17</b> million people	<b>0.16</b> million people	<b>0.22</b> million people	<b>0.28</b> million people	<b>0.31</b> million people	<b>0.48</b> million people	<b>1.15</b> million people
Cargo	<b>6,000</b> tons	<b>8,000</b> tons	<b>8,000</b> tons	<b>7,000</b> tons	<b>8,000</b> tons	<b>10,000</b> tons	<b>25,000</b> tons

Landing fee discount system: Introduced to promote launches of new services by airlines as well as an increase in the number of flights.





# Mt. Fuji Shizuoka Airport management business

## Integrated management through acquisition of shares

## Target number of passengers

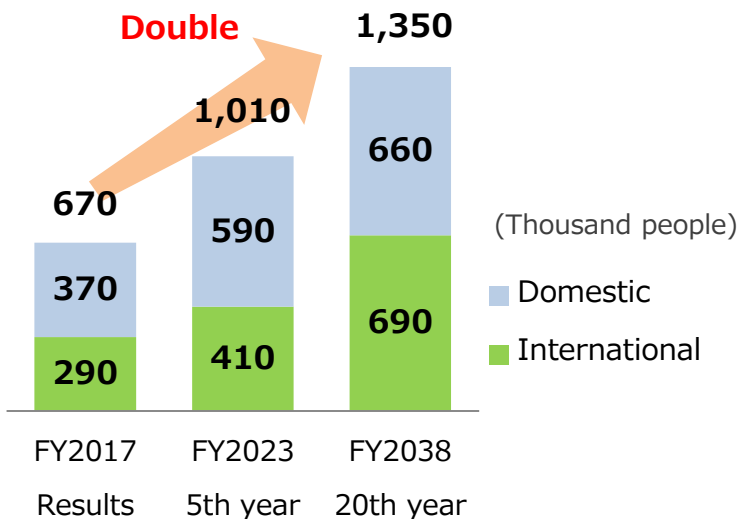
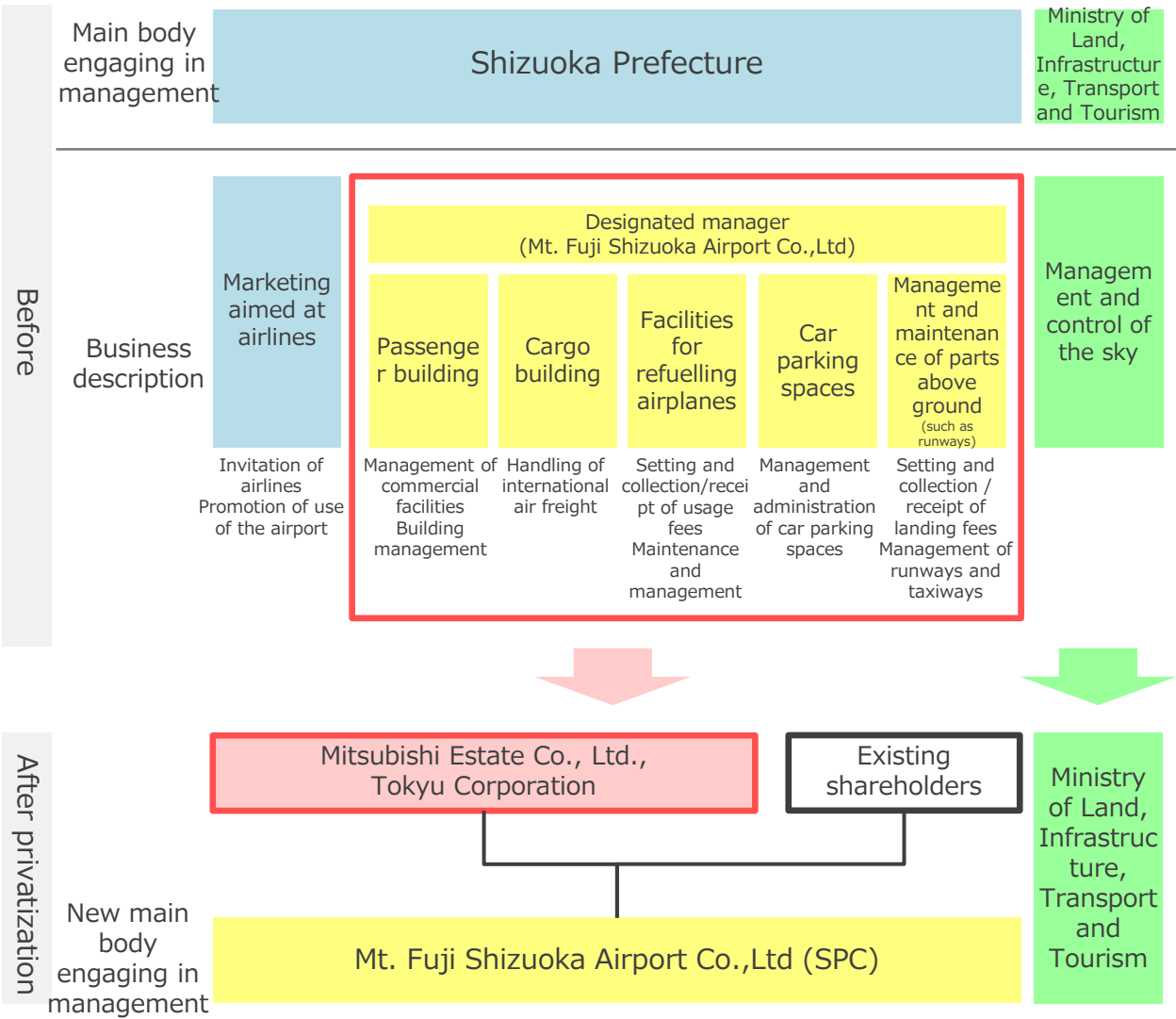


Image of the future airport



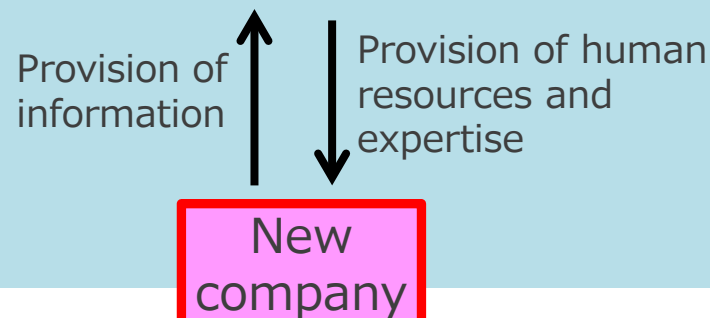
# Overview of Global Infrastructure Management Co., Ltd.

## [Background]

- The market for operating rights to public facilities (concession) is expanding with the revision of the PFI law, among other factors, in 2011.
- The inbound market is expanding and long-term growth is expected for aviation demand.
- Given the experience from managing projects for Sendai International Airport and other facilities, we realized again the importance of developing specialists and accumulating expertise

We will develop specialists and accumulate expertise in the management business for infrastructure including airports, and seek to acquire business opportunities in collaboration with companies that form the best consortiums for each business area, enabling us to respond to concession and other needs.

## Sendai International Airport Companies forming consortiums



## [Overview of the company]

Name: Global Infrastructure Management Co., Ltd. (For our company affiliated company)

Establishment date: April 3, 2017

Shareholder: Tokyu Corporation, Maeda Corporation, five other companies

