

FY2018 Ended March 31, 2019 Financial Flash Report

1. Statements of Income (Consolidated base)	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020 Forecasts
	1H		1H		1H		1H		
Operating revenue	351.3	815.5	319.3	808.5	408.0	866.1	402.6	901.9	920.0
Operating gross profit	74.0	163.8	72.2	173.0	85.3	182.5	85.2	193.4	—
Gross margin ratio	21.1%	20.1%	22.6%	21.4%	20.9%	21.1%	21.2%	21.4%	—
SG&A expenses	44.5	95.0	46.8	99.8	50.3	105.0	53.0	113.2	—
SG&A expenses to sales	12.7%	11.7%	14.7%	12.3%	12.3%	12.1%	13.2%	12.6%	—
Operating profit	29.5	68.8	25.3	73.2	35.0	77.5	32.2	80.2	82.0
Non-operating income	0.6	1.2	0.5	1.3	0.6	1.4	0.9	2.4	—
Interest and dividends	0.3	0.9	0.3	0.7	0.2	0.6	0.4	0.9	—
Other	0.3	0.4	0.2	0.6	0.4	0.8	0.4	1.5	—
Non-operating expenses	6.4	13.6	5.6	10.9	4.9	10.3	5.3	11.9	—
Interest	5.1	9.6	4.2	8.4	3.9	7.9	4.5	9.3	—
Other	1.3	4.0	1.4	2.5	1.0	2.3	0.8	2.6	—
(Net interest receive)	(4.8)	(8.7)	(3.9)	(7.7)	(3.7)	(7.3)	(4.1)	(8.4)	—
Ordinary profit	23.7	56.4	20.3	63.6	30.7	68.7	27.8	70.7	71.0
Extraordinary income	—	0.3	0.2	0.2	0.0	0.0	—	0.1	—
Extraordinary losses	—	9.9	1.2	18.0	1.1	9.3	0.5	9.6	—
Profit before income taxes and minority interests	23.7	46.8	19.3	45.9	29.6	59.4	27.3	61.2	—
Profit	14.9	29.0	10.4	32.0	17.6	35.4	16.1	37.4	—
Profit attributable to owners of parent	14.8	28.7	10.3	31.5	17.6	35.2	16.7	37.5	39.0

2. Management Indexes

(Consolidated base)

Total assets	2,006.6	1,984.4	2,088.6	2,067.2	2,124.4	2,173.2	2,277.3	2,405.2	—
ROA	—	3.5%	—	3.6%	—	3.7%	—	3.5%	3.4%
Equity	407.0	418.8	421.0	442.3	452.3	468.1	479.9	561.4	—
Equity ratio	20.3%	21.1%	20.2%	21.4%	21.3%	21.5%	21.1%	23.3%	—
ROE	—	7.1%	—	7.3%	—	7.7%	—	7.3%	6.8%
Earnings per share (Yen)	24.35	47.18	16.97	51.77	28.92	57.80	27.37	56.84	54.24
Net assets per share (Yen)	668.60	687.92	691.49	726.59	742.91	768.85	788.21	780.78	—
Dividends (Yen)	5.5	12.0	6.5	13.0	7.0	14.5	7.5	15.5	16.0
Dividend payout ratio	—	25.4%	—	25.1%	—	25.1%	—	27.3%	29.5%
Operating profit before depreciation *	42.2	94.3	39.2	101.7	48.9	106.1	46.8	110.2	113.9
Depreciation	10.3	21.0	11.6	23.5	11.1	23.1	11.9	24.6	26.5
Amortization of goodwill	2.3	4.5	2.3	4.9	2.7	5.4	2.7	5.4	5.4

3. Interest-bearing Debt

(Consolidated base)

Interest-bearing Debt	1,165.4	1,106.1	1,230.8	1,137.9	1,223.0	1,210.4	1,313.9	1,289.8	1,380.0
Interest-bearing Debt/EBITDA	—	11.7	—	11.2	—	11.4	—	11.7	12.1
DER	—	2.6	—	2.6	—	2.6	—	2.3	2.3
Interest	5.1	9.6	4.2	8.4	3.9	7.9	4.5	9.3	—
Average interest rate	—	0.9%	—	0.7%	—	0.7%	—	0.7%	—

* Operating profit before depreciation = Operating profit+Depreciation+Amortization of goodwill

(¥ billion)

4. Investment etc. (Consolidated base)	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020
	1H		1H		1H		1H		Forecasts
Capital Investment	43.5	78.8	40.0	60.3	24.1	44.6	36.7	89.8	140.0
Real estate for sale (buildings* commercial facilities)	26.8	68.7	36.0	47.7	37.6	88.4	43.4	96.8	100.0
Land for sale (Condominiums* Detached housing)	13.9	54.0	18.9	41.0	4.7	36.7	6.7	40.5	45.0
Investment overseas	25.8	42.2	—	1.9	6.2	9.6	—	11.9	25.0

5. Cash Flows (Consolidated base)

CF from operating activities	2.3	87.9	(60.5)	68.9	(34.3)	12.3	(45.7)	44.5	—
CF from investing activities	(65.8)	(112.4)	(46.6)	(71.0)	(47.7)	(96.4)	(32.5)	(60.4)	—
CF from financing activities	35.0	(30.5)	126.5	23.0	94.6	82.4	102.8	139.1	—
Cash and cash equivalents at the end of the year	67.2	39.9	62.2	61.9	74.8	61.7	86.3	184.8	—

(¥ billion)

6. Segment Performance	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020
	1H		1H		1H		1H		Forecasts
Operating revenue	351.3	815.5	319.3	808.5	408.0	866.1	402.6	901.9	920.0
Urban Development	99.9	258.7	80.0	249.0	145.8	269.8	121.8	256.4	255.8
Residential	45.3	117.7	28.2	108.5	41.7	123.5	32.0	121.4	117.0
Property Management	68.9	145.2	70.3	148.6	72.8	160.9	80.7	173.9	192.6
Real-Estate Agents	34.5	80.3	36.8	82.1	44.4	99.3	51.4	118.9	121.8
Wellness	42.1	90.2	43.8	94.4	45.6	97.0	62.3	123.9	122.3
Tokyu Hands	47.4	95.7	48.4	97.2	49.1	97.1	49.3	97.4	101.2
Innovation business	24.0	51.2	22.0	49.6	19.8	41.7	17.6	41.6	40.2
Elimination	(10.9)	(23.7)	(10.1)	(20.9)	(11.2)	(23.3)	(12.5)	(31.6)	(30.9)
Operating profit	29.5	68.8	25.3	73.2	35.0	77.5	32.2	80.2	82.0
Urban Development	22.7	44.8	20.0	44.9	27.3	50.7	23.0	49.9	50.0
Residential	1.4	7.0	(0.9)	9.7	1.4	7.6	0.1	5.4	7.5
Property Management	3.8	8.0	2.8	8.1	3.3	8.2	3.3	8.6	9.0
Real-Estate Agents	4.0	10.2	5.6	11.3	6.6	13.2	6.4	13.9	15.0
Wellness	1.5	6.4	2.3	7.6	1.6	5.8	2.6	7.9	7.2
Tokyu Hands	0.3	1.1	(0.2)	0.3	(0.1)	0.4	0.1	0.8	1.3
Innovation business	(1.6)	(3.0)	(1.4)	(1.9)	(1.9)	(2.2)	(0.1)	0.9	(0.5)
Elimination	(2.7)	(5.7)	(3.0)	(6.6)	(3.0)	(6.3)	(3.2)	(7.1)	(7.4)
Operating Profit Ratio	8.4%	8.4%	7.9%	9.1%	8.6%	9.0%	8.0%	8.9%	8.9%
Urban Development	22.8%	17.3%	25.0%	18.0%	18.7%	18.8%	18.9%	19.5%	19.5%
Residential	3.1%	5.9%	(3.0)%	8.9%	3.3%	6.1%	0.4%	4.4%	6.4%
Property Management	5.5%	5.5%	4.0%	5.4%	4.5%	5.1%	4.1%	4.9%	4.7%
Real-Estate Agents	11.6%	12.7%	15.3%	13.8%	14.8%	13.3%	12.4%	11.7%	12.3%
Wellness	3.6%	7.1%	5.3%	8.0%	3.5%	6.0%	4.2%	6.3%	5.9%
Tokyu Hands	0.7%	1.1%	(0.4)%	0.3%	(0.3)%	0.4%	0.2%	0.8%	1.2%
Innovation business	(6.5)%	(5.9)%	(6.4)%	(3.8)%	(9.6)%	(5.3)%	(0.7)%	2.2%	(1.2)%

(¥ billion)

6. Segment Performance	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020 Forecasts
	1H		1H		1H		1H		
Assets	—	1,984.4	—	2,067.2	—	2,173.2	—	2,405.2	—
Urban Development	—	1,377.7	—	1,395.6	—	1,427.1	—	1,534.1	—
Residential	—	148.6	—	168.5	—	211.9	—	236.4	—
Property Management	—	91.9	—	91.0	—	92.6	—	102.5	—
Real-Estate Agents	—	59.8	—	66.4	—	75.4	—	104.9	—
Wellness	—	240.2	—	251.2	—	258.9	—	273.7	—
Tokyu Hands	—	38.4	—	39.3	—	38.7	—	37.8	—
Innovation business	—	56.3	—	94.6	—	117.6	—	130.0	—
Elimination	—	(28.5)	—	(39.5)	—	(48.9)	—	(14.1)	—
Depreciation	—	21.0	—	23.5	—	23.1	—	24.6	—
Urban Development	—	10.3	—	11.9	—	10.9	—	11.0	—
Residential	—	0.3	—	0.4	—	0.5	—	0.6	—
Property Management	—	0.7	—	1.1	—	1.1	—	1.3	—
Real-Estate Agents	—	1.2	—	1.2	—	1.2	—	1.3	—
Wellness	—	6.8	—	7.1	—	7.4	—	8.3	—
Tokyu Hands	—	1.3	—	1.5	—	1.5	—	1.3	—
Innovation business	—	0.3	—	0.1	—	0.1	—	0.1	—
Elimination	—	0.2	—	0.3	—	0.4	—	0.6	—
Additions to property, plant and equipment and intangible assets	—	90.7	—	61.5	—	47.3	—	86.6	—
Urban Development	—	60.3	—	36.3	—	21.8	—	48.4	—
Residential	—	8.4	—	1.2	—	1.1	—	1.2	—
Property Management	—	2.3	—	1.9	—	2.1	—	2.9	—
Real-Estate Agents	—	1.9	—	1.2	—	1.8	—	1.9	—
Wellness	—	14.0	—	17.8	—	17.0	—	30.2	—
Tokyu Hands	—	3.2	—	1.4	—	1.3	—	1.2	—
Innovation business	—	0.3	—	0.8	—	1.0	—	0.2	—
Elimination	—	0.3	—	0.8	—	1.2	—	0.6	—

7. Segment Indicators

① Urban Development

(¥ billion)

Operating revenue	99.9	258.7	80.0	249.0	145.8	269.8	121.8	256.4	255.8
Leasing (Office buildings)	19.4	38.1	19.0	37.7	19.4	37.9	18.5	36.8	40.4
Leasing (commercial facilities)	19.9	39.3	21.8	43.8	21.7	42.9	20.8	41.5	42.8
Asset management etc.	34.9	126.6	10.8	102.2	65.4	107.3	40.9	89.9	77.7
Leasing (Residence) etc.	25.8	54.7	28.4	65.3	39.3	81.6	41.7	88.2	94.9
Vacancy rate	2.8%	0.9%	0.9%	2.0%	0.3%	0.5%	0.5%	0.4%	—
Total floor area (thousand m ²)	1,538	1,580	1,590	1,458	1,451	1,438	1,426	1,427	—
Office	665	646	651	586	576	592	582	582	—
Commercial Facilities	873	934	939	872	875	846	844	845	—
Owned (Including SPC)	1,447	1,465	1,474	1,342	1,335	1,322	1,310	1,311	—
Subleased	91	116	116	116	116	116	116	116	—
Office for each area									
Chiyoda, Chuo, Minato, Shinjuku, Shibuya	558	538	543	479	480	497	486	486	—
Other Tokyo districts (total 23 districts)	67	67	67	66	66	66	66	66	—
Other Metropolitan area	14	14	14	14	14	14	14	14	—
Kansai area and Others	26	26	26	26	16	16	16	16	—

7. Segment Indicators

(thousand units)

	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020 Forecasts
	1H		1H		1H		1H		
①Urban Development									
No. of rental housing under management	—	—	—	124	—	128	133	137	—
No. of corporate housing under management	—	—	—	92	—	90	92	86	—

②Residential

(¥ billion)

Operating revenue	45.3	117.7	28.2	108.5	41.7	123.5	32.0	121.4	117.0
Condominiums	34.2	87.6	23.6	96.7	33.3	95.5	18.7	86.1	99.7
Detached housing	3.5	7.5	4.2	7.6	1.9	3.1	1.4	2.2	0.7
Other	7.6	22.7	0.4	4.2	6.5	25.0	12.0	33.1	16.6
No. of units sold *1	839	2,128	702	1,798	604	1,698	434	1,377	1,669
Condominiums	733	1,892	572	1,560	561	1,627	352	1,266	1,652
Detached housing	106	236	130	238	43	71	82	111	17
Inventory of completed units *1	477	427	244	472	344	635	430	504	—
Condominiums	439	396	229	457	332	629	422	497	—
Detached housing	38	31	15	15	12	6	8	7	—
No. of units supplied *1	1,036	2,143	776	1,401	684	1,565	594	1,654	2,160
Condominiums	953	2,013	713	1,285	650	1,491	553	1,598	2,160
Metropolitan area	553	1,081	365	701	221	627	197	924	1,630
Kansai area	324	791	297	501	355	729	214	387	500
Other area	76	141	51	83	74	135	142	287	30
Detached housing	83	130	63	116	34	74	41	56	0

*1 No. of units is after conversion for ownership share.

③Property Management

Condominium units	707,994	715,660	755,434	741,624	819,414	822,231	835,410	831,684	858,763
Number of office buildings	1,386	1,453	1,482	1,483	1,517	1,500	1,529	1,540	1,602

④Real-Estate Agents

Number of transactions	10,594	21,939	11,487	23,278	12,189	24,410	12,460	25,570	27,975
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⑤Wellness

(¥ billion)

Operating revenue	42.1	90.2	43.8	94.4	45.6	97.0	62.3	123.9	122.3
Resort operations [56]	14.9	34.9	14.9	35.4	15.4	36.3	15.7	37.3	※1 45.9
Oasis [36]	8.2	16.4	8.4	16.7	8.5	17.1	8.8	17.9	19.2
Senior housing [11]	3.2	6.5	3.1	6.5	3.8	7.5	3.9	7.9	9.8
TOKYU STAY [24]	4.2	8.7	5.0	10.0	5.2	10.6	6.7	13.3	16.0
Consignment welfare	3.8	7.7	4.4	8.9	4.6	9.2	5.0	9.7	10.2
Sales of country houses and membership/Sales	1.8	4.2	2.1	4.8	0.9	2.5	14.9	21.9	※1, 2 12.7
Other	6.0	11.9	5.9	12.0	7.2	13.8	7.4	15.9	※1 8.5

[] No. of facilities as of March 31, 2019

※1. Starting from the fiscal year ending March 31, 2020, resort hotels that have been included in Other are transferred to the Operation of resort facilities type and a resort-oriented real estate distribution business is transferred to Sales.

※2. Starting from the fiscal year ending March 31, 2010, the type is renamed "Sales."