

**Financial Summary**  
**FY2019 Second Quarter (First Six Months)**  
**Ended September 30, 2019**

**Tokyu Fudosan Holdings Corporation**

This report provides information excerpts from Tokyu Fudosan Holdings' original disclosure in Japanese, "*Kessan Tanshin*," which was released on November 8, 2019 at 16:30 (GMT+9).  
The review has not been completed.

## 1. Overview of the FY2019 Second Quarter (First Six Months) Ended September 30, 2019

\*All the figures in millions are rounded down and all the figures in billions are rounded off to one decimal place.

### (1) Summary of consolidated statements of income

(% indicates year-on-year change.)

	Operating revenue		Operating profit		Ordinary profit		Profit attributable to owners of parent	
First six months	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)
FY2019	412,504	2.5	31,682	(1.5)	26,057	(6.1)	14,395	(13.6)
FY2018	402,569	(1.3)	32,173	(8.1)	27,758	(9.6)	16,664	(5.3)

Note: Comprehensive income: First six months of FY2019 ¥19,416 million [23.3%]

First six months of FY2018 ¥15,753 million [13.2%]

	Earnings per share	Fully diluted earnings per share
First six months	(Yen)	(Yen)
FY2019	20.02	—
FY2018	27.37	—

### (2) Summary of consolidated balance sheets

	Total assets	Total net assets	Equity ratio	Net assets per share
	(Millions of yen)	(Millions of yen)	(%)	(Yen)
As of September 30, 2019	2,485,688	584,378	23.1	799.82
As of March 31, 2019	2,405,249	568,698	23.3	780.78

Reference: Equity: As of September 30, 2019 ¥575,092 million; As of March 31, 2019 ¥561,405 million

## 2. Dividends

	Annual dividends				
	Q1 (Yen)	Q2 (Yen)	Q3 (Yen)	Year-end (Yen)	Total (Yen)
FY2018 ended March 31, 2019	—	7.50	—	8.00	15.50
FY2019 ending March 31, 2020	—	8.00			
FY2019 ending March 31, 2020 (Forecast)			—	8.00	16.00

Note: Revisions to the forecasts of dividends most recently announced: None

## 3. Forecast for Fiscal Year 2019 Ending March 31, 2020

(% indicates year-on-year change.)

	Operating revenue		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Yen)
Full-year forecast	930,000	3.1	82,000	2.2	71,000	0.4	39,000	4.1	54.24

Note: Revisions to the forecasts most recently announced: Yes

Total number of shares issued (common stock)

(a) Total number of shares issued at end of period (including treasury shares)

As of September 30, 2019: 719,830,974 shares

As of March 31, 2019: 719,830,974 shares

(b) Number of treasury shares at end of period

As of September 30, 2019: 803,208 shares

As of March 31, 2019: 802,759 shares

(c) Average number of shares (cumulative from the beginning of the fiscal year)

Six months ended September 30, 2019: 719,028,038 shares

Six months ended September 30, 2018: 608,883,245 shares

(Note) The Company has a "Director Stock Ownership Plan" for directors etc. of the Company and its subsidiaries, and the shares of the Company held by the Plan's trust account in are included in treasury shares.

\* Quarterly financial summary reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

\* Proper use of forecasts, and other special matters  
(Disclaimer)

The forecasts and other forward-looking statements in this report are based on currently available information and certain assumptions determined as rational. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual performance may significantly differ from these forecasts due to various factors in the future.

(Method of accessing financial summary presentation material)

On November 14, 2019, the Company plans to hold a financial summary presentation meeting for institutional investors and securities analysts. The Company plans to post the materials used in this presentation on its website after the meeting is held.

# Operating Results and Financial Position

## 1. Analysis of Operating Results

### (1) Overview

Results for the first six months ended September 30, 2019 showed ¥412.5 billion in operating revenue (up 2.5% from the same period of the previous fiscal year), ¥31.7 billion in operating profit (down 1.5%), ¥26.1 billion in ordinary profit (down 6.1%) and ¥14.4 billion in profit attributable to owners of parent (down 13.6%).

As market conditions for offices and condominiums continued to remain strong, revenues increased but profit decreased due partly to lower revenues from sales of properties including buildings for investors in the Urban Development segment, despite increased revenues as a result of an increase in the number of condominium units sold in the Residential segment.

While the progress rates against the full-year forecast are at low levels due to the fact that a significant portion of sales of properties, including buildings for investors in the Urban Development segment and deliveries of condominiums in the Residential segment, are expected to take place in the fourth quarter, we believe that results for this period are indicating steady progress toward achieving the full-year forecast.

The first six months for FY2018 was from April 1, 2018 to September 30, 2018 and the first six months for FY2019 was from April 1, 2019 to September 30, 2019.

(Unit:¥ billion)

	First six months		Comparison	Full-year forecast	Progress
	FY2018	FY2019			
Operating revenue	402.6	412.5	9.9	930.0	44.4%
Operating profit	32.2	31.7	(0.5)	82.0	38.6%
Ordinary profit	27.8	26.1	(1.7)	71.0	36.7%
Profit attributable to owners of parent	16.7	14.4	(2.3)	39.0	36.9%

### Operating revenue and operating profit

(Unit:¥ billion)

	First three months	First six months	First nine months	Full-year
Operating revenue for FY2019	186.5	412.5	—	—
Operating revenue for FY2018	174.3	402.6	584.4	901.9
Operating profit for FY2019	11.2	31.7	—	—
Operating profit for FY2018	11.8	32.2	44.5	80.2

By segment, the four segments of Residential, Property Management, Real-Estate Agents and Tokyu Hands saw an increase in revenues and profit, the three segments of Urban Development, Wellness and Innovation Business saw a decrease in revenues and profit (compared with the same period of the previous fiscal year).

### Operating revenue

(Unit:¥ billion)

	First six months		Comparison	Full-year forecast	Progress
	FY2018	FY2019			
Total	402.6	412.5	9.9	930.0	44.4%
Urban Development	121.8	100.5	(21.3)	257.3	39.1%
Residential	32.0	50.5	18.5	132.0	38.3%
Property Management	80.7	96.2	15.5	194.5	49.5%
Real-Estate Agents	51.4	59.4	8.0	121.7	48.8%
Wellness	62.3	54.4	(7.9)	120.6	45.2%
Tokyu Hands	49.3	50.5	1.2	101.4	49.8%
Innovation Business	17.6	17.1	(0.5)	36.9	46.3%
Adjustment for Inter-Company Transactions	(12.5)	(16.1)	(3.6)	(34.3)	—

### Operating profit

(Unit:¥ billion)

	First six months		Comparison	Full-year forecast	Progress
	FY2018	FY2019			
Total	32.2	31.7	(0.5)	82.0	38.6%
Urban Development	23.0	20.7	(2.4)	50.0	41.3%
Residential	0.1	2.6	2.4	7.8	32.9%
Property Management	3.3	4.5	1.2	9.4	48.3%
Real-Estate Agents	6.4	8.4	2.0	15.2	55.3%
Wellness	2.6	0.7	(1.9)	7.2	9.3%
Tokyu Hands	0.1	0.4	0.3	1.3	35.0%
Innovation Business	(0.1)	(0.9)	(0.8)	(0.7)	—
Adjustment for Inter-Company Transactions	(3.2)	(4.7)	(1.4)	(8.1)	—

## 1) Urban Development

In our Urban Development business, we recorded ¥100.5 billion in operating revenue (down 17.5% from the same period of the previous fiscal year) and ¥20.7 billion in operating profit (down 10.3%).

Although a contribution from the start of operations at new facilities such as SHIBUYA SOLASTA, both revenues and profit decreased mainly due to a decrease in revenues from sales of properties including buildings for investors.

In addition, the vacancy rate (office buildings and commercial facilities) remained at a low level of 0.4%. Market conditions for offices continued to remain strong, and regarding the major facilities to be opened listed below, leasing has been completed for all of them.

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	121.8	100.5	(21.3)	256.4	257.3
Operating profit	23.0	20.7	(2.4)	49.9	50.0

### Breakdown of operating revenue

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	
Leasing (Office buildings)	18.5	20.1	1.6	36.8	
Leasing (Commercial facilities)	20.8	21.4	0.6	41.5	
Asset management etc.	40.9	15.8	(25.1)	89.9	
Leasing (Residence) etc.	41.7	43.2	1.5	88.2	

### Vacancy rate of office buildings and commercial facilities

As of March 31, 2017	As of March 31, 2018	As of March 31, 2019	As of September 30, 2019
2.0%	0.5%	0.4%	0.4%

### Major openings (facilities to be opened during FY2019)

	Use	Completion	Floor space (thousand m <sup>2</sup> )
SHIBUYA SOLASTA	Office	March 2019	47
Namba Motomachi 1-chome Place	Hotel	May 2019	5
Q Plaza Ikebukuro	Commercial and cinema	July 2019	17
Jimbocho North Tokyu Building	Office	July 2019	11
SHIBUYA FUKURAS	Office and commercial	October 2019	59
(Tentative name) Asakusa 2-chome Hotel Project	Hotel	March 2020 (scheduled)	6

## 2) Residential

In our Residential business, we recorded ¥50.5 billion in operating revenue (up 57.9% from the same period of the previous fiscal year) and ¥2.6 billion in operating profit (up 2,101.5%).

Both revenues and profit increased due to an increase in the number of condominium units sold, despite a reactionary drop in bulk sales (included in “Others” in the breakdown of operating revenue below), which were recorded in the same period of the previous fiscal year. Sales continued to remain strong, the inventory of completed units decreased compared to the end of the previous fiscal year and the ratio of contracted amount for sale to the planned sales amount for the full year for condominium grew from 54% at the beginning of the fiscal year to 82% (up 8 percentage point from the same period of the previous fiscal year), indicating steady progress toward achieving the full-year forecast.

Sales of condominium units in “BRANZ Maruyama-Gaienmae” (Sapporo-shi, Hokkaido), “BRANZ Tower Hagoromo” (Takaishi-shi, Osaka), “DRESSER Yokohama Tokaichiba” (Yokohama-shi, Kanagawa) and others were recorded.

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	32.0	50.5	18.5	121.4	132.0
Operating profit	0.1	2.6	2.4	5.4	7.8

### Breakdown of operating revenue

	Breakdown of operating revenue					(Unit: ¥ million)	
	First six months				Comparison	FY2018	
	FY2018		FY2019				
Condominiums	352 units	18.7	789 units	43.2	24.5	1,266 units	86.1
Detached housing	82 units	1.4	11 units	0.4	(1.0)	111 units	2.2
Others	—	12.0	—	7.0	(5.0)	—	33.1

### Number of units supplied and sold

	First six months				(Units)	
	FY2018		FY2019		Inventory of completed units	
	New supply	Contracted units	New supply	Contracted units	As of March 31, 2019	As of September 30, 2019
Condominiums	553	616	1,171	1,092	497	382
Detached housing	41	40	9	10	7	6

### 3) Property Management

In our Property Management business, we recorded ¥96.2 billion in operating revenue (up 19.2% from the same period of the previous fiscal year), and ¥4.5 billion in operating profit (up 36.1%).

Both revenues and profit increased due to such factors as an increase in revenue from management from expansion in the stock of condominium, building and other management service sites at Tokyu Community Corp., and higher sales of construction work. Effective from the first quarter ended June 30, 2019, the detached housing renovation businesses were transferred from the Innovation Business segment, and in the breakdown of operating revenue below, their portion is included in “Condominiums.”

The stock of condominium management service sites continued to expand steadily to 842 thousand units (of which the number of units under comprehensive management was 526 thousand units) as of September 30, 2019.

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	80.7	96.2	15.5	173.9	194.5
Operating profit	3.3	4.5	1.2	8.6	9.4

Breakdown of operating revenue				(Unit:¥ billion)	
	First six months		Comparison	FY2018	
	FY2018	FY2019			
Condominiums	54.0	63.9	9.9	117.3	
Buildings	26.7	32.3	5.6	56.6	

#### Number of sites managed as of fiscal year (period) end

	As of March 31, 2017	As of March 31, 2018	As of March 31, 2019	As of September 30, 2019
Condominiums (units)	741,624	822,231	831,684	841,817
Buildings (no. of contracts)	1,483	1,500	1,540	1,562



#### 4) Real-Estate Agents

In our Real-Estate Agents business, we recorded ¥59.4 billion in operating revenue (up 15.6% from the same period of the previous fiscal year) and ¥8.4 billion in operating profit (up 32.1%).

The real estate transaction market continued to remain strong, and both revenues and profit increased in the real-estate sales agent business at Tokyu Livable Inc. due partly to an increase in real-estate sales and an increase in the number of transactions in both retail and wholesale sales.

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	51.4	59.4	8.0	118.9	121.7
Operating profit	6.4	8.4	2.0	13.9	15.2

#### Breakdown of operating revenue

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	
Real-estate sales agent	27.7	29.8	2.1	57.7	
Consignment sales	1.4	1.5	0.1	3.3	
Real-estate sales	21.2	27.1	5.9	55.7	
Others	1.1	1.0	(0.1)	2.1	

## 5) Wellness

In our Wellness business, we recorded ¥54.4 billion in operating revenue (down 12.7% from the same period of the previous fiscal year) and ¥0.7 billion in operating profit (down 74.4%).

Both revenues and profits decreased due partly to a reactionary drop from the recording of co-ownership shares of “Tokyu Harvest Club Karuizawa & VIALA” (Kitasaku-gun, Nagano) which opened in July 2018, despite the full-year operation of properties opened last year, including resort facilities and urban style hotels.

In addition, “Creer Residence Yokohama Tokaichiba” (Yokohama-shi, Kanagawa) opened in April 2019.

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	62.3	54.4	(7.9)	123.9	120.6
Operating profit	2.6	0.7	(1.9)	7.9	7.2

### Breakdown of operating revenue

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	
Resort operations	17.6	19.0	1.4	41.3	(Golf course, Harvest club, Ski resort, etc.)
Oasis	8.8	9.8	1.1	17.9	(Fitness club, etc.)
Senior housing	3.9	4.5	0.6	7.9	
Tokyu stay	6.7	7.6	0.9	13.3	(Urban style hotel)
Consignment welfare	5.0	5.2	0.2	9.7	
Sales	17.1	3.9	(13.2)	26.2	
Others	3.3	4.4	1.1	7.6	

\* Effective from the first quarter ended June 30, 2019, among items that were previously included in “Others,” the resort hotel business was transferred to “Resort operations,” and the resort-related real estate transaction business was transferred to “Sales,” and figures for those items for the first six months of FY2018 and for the full year of FY2018 have been retrospectively reclassified.

## 6) Tokyu Hands

In our Tokyu Hands business, we recorded ¥50.5 billion in operating revenue (up 2.3% from the same period of the previous fiscal year) and ¥0.4 billion in operating profit (up 356.6%).

At Tokyu Hands, Inc., both revenues and profit increased thanks mainly to a contribution from existing stores (up 1.3%).

The new stores that opened were “Tokyu Hands Jewel Store” in April 2019 and “TOKYU HANDS Paya Lebar Store” in August 2019 (both in Singapore) as the fourth and fifth overseas stores, and in September, “Tokyu Hands Hamamatsu Store” (Hamamatsu-shi, Shizuoka) opened.

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	49.3	50.5	1.2	97.4	101.4
Operating profit	0.1	0.4	0.3	0.8	1.3

## 7) Innovation Business

In our Innovation Business, we recorded ¥17.1 billion in operating revenue (down 2.7% from the same period of the previous fiscal year) and ¥0.9 billion in operating loss.

Both revenues and profits decreased due partly to lower revenues as a result of the transfer of detached housing renovation businesses to the Property Management segment from the first quarter ended June 30, 2019, despite the recording of transactions related to condominium units in Indonesia, namely “BRANZ Simatupang” and “BRANZ BSD.”

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	FY2019 forecast
Operating revenue	17.6	17.1	(0.5)	41.6	36.9
Operating profit	(0.1)	(0.9)	(0.8)	0.9	(0.7)

### Breakdown of operating revenue

	First six months		Comparison	(Unit:¥ billion)	
	FY2018	FY2019		FY2018	
Overseas operations, etc.	3.3	8.2	4.9	9.3	
Custom-built houses	8.7	3.8	(4.9)	19.4	
Landscape gardening	5.5	5.1	(0.5)	13.0	

## (2) Analysis of Financial Position

### 1) Assets, Liabilities, and Net Assets

As of the end of the second quarter ended September 30, 2019, total assets increased by ¥80.4 billion compared to the end of the previous fiscal year mainly due to an increase in real estate for sale in process and an increase in non-current assets resulting from progress of under-development projects. Total liabilities also increased by ¥64.8 billion compared to the end of the previous fiscal year due mainly to an increase in interest-bearing debt.

(Unit:¥ billion)

	As of September 30, 2018	As of September 30, 2019	(Reference) As of March 31, 2019	
Total assets	2,277.3	2,485.7	2,405.2	
Total liabilities	1,790.5	1,901.3	1,836.6	
Net assets	486.8	584.4	568.7	
Equity	479.9	575.1	561.4	
Equity ratio	21.1%	23.1%	23.3%	As of March 31, 2020 (Forecast)
Interest-bearing debt	1,313.9	1,399.4	1,289.8	1,380.0
DER	2.7×	2.4×	2.3×	2.3×

### 2) Cash Flow Position

As of the end of the second quarter ended September 30, 2019, cash and cash equivalents were ¥83.1 billion, representing a ¥101.7 billion decrease from the previous fiscal year end.

#### (Cash flows from operating activities)

Net cash used in operating activities was ¥113.0 billion mainly due to an increase of ¥89.7 billion in inventories and a decrease of ¥23.4 billion in deposits received for consignment sales, notwithstanding ¥25.3 billion of profit before income taxes and ¥13.2 billion of depreciation, among others.

#### (Cash flows from investing activities)

Net cash used in investing activities was ¥97.2 billion mainly due to ¥86.6 billion in purchase of non-current assets.

#### (Cash flows from financing activities)

Net cash provided by financing activities was ¥108.4 billion mainly due to a ¥67.4 billion increase in long-term borrowings, an increase of ¥64.0 billion in commercial papers, a ¥20.8 billion increase in short-term borrowings and ¥20.0 billion in proceeds from issuance of bonds, notwithstanding ¥52.1 billion in repayments of long-term borrowings and ¥10.0 billion in redemption of bonds, among others.

### (3) Forecast for Fiscal Year 2019 Ending March 31, 2020

Results for the first six months ended September 30, 2019 generally indicate steady progress is being made toward achieving the full-year forecast for fiscal year 2019 ending March 31, 2020 announced on May 10, 2019. However, in light of our recent operating results, we revised operating revenue and the segment performance forecast.

(Unit:¥ billion)

	FY2018	FY2019 forecast	Comparison	Initial forecast (ann. 5/10/19)	Projected change
Operating revenue	901.9	930.0	28.1	920.0	10.0
Operating profit	80.2	82.0	1.8	82.0	–
Ordinary profit	70.7	71.0	0.3	71.0	–
Profit attributable to owners of parent	37.5	39.0	1.5	39.0	–

#### Segment Performance Forecast

##### Operating revenue

(Unit:¥ billion)

	FY2018	FY2019 revised forecast	Comparison	Initial forecast (ann. 5/10/19)	Projected change
Urban Development	256.4	257.3	0.8	255.8	1.5
Residential	121.4	132.0	10.6	117.0	15.0
Property Management	173.9	194.5	20.6	192.6	1.9
Real-Estate Agents	118.9	121.7	2.8	121.8	(0.1)
Wellness	123.9	120.6	(3.3)	122.3	(1.8)
Tokyu Hands	97.4	101.4	4.0	101.2	0.2
Innovation Business	41.6	36.9	(4.7)	40.2	(3.3)
Adjustment for Inter-Company Transactions	(31.6)	(34.3)	(2.7)	(30.9)	(3.4)

##### Operating profit

(Unit:¥ billion)

	FY2018	FY2019 revised forecast	Comparison	Initial forecast (ann. 5/10/19)	Projected change
Urban Development	49.9	50.0	0.1	50.0	–
Residential	5.4	7.8	2.4	7.5	0.3
Property Management	8.6	9.4	0.8	9.0	0.4
Real-Estate Agents	13.9	15.2	1.3	15.0	0.2
Wellness	7.9	7.2	(0.7)	7.2	–
Tokyu Hands	0.8	1.3	0.5	1.3	–
Innovation Business	0.9	(0.7)	(1.6)	(0.5)	(0.2)
Adjustment for Inter-Company Transactions	(7.1)	(8.1)	(1.0)	(7.4)	(0.7)

The forecasts and other forward-looking statements in this report are based on currently available information and certain assumptions determined as rational. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual performance may significantly differ from these forecasts due to various factors in the future.

## Second Quarter Consolidated Balance Sheets

Tokyu Fudosan Holdings Corporation

(Review has not been completed.)

(Millions of yen)

Account title	As of March 31, 2019	As of September 30, 2019
Assets		
Current assets		
Cash and deposits	185,091	83,651
Notes and accounts receivable - trade	33,766	32,773
Securities	17,480	24,493
Merchandise	12,107	13,296
Real estate for sale	229,459	261,330
Real estate for sale in process	331,980	391,663
Costs on construction contracts in progress	6,564	6,789
Supplies	791	815
Other	55,585	58,296
Allowance for doubtful accounts	(88)	(83)
Total current assets	872,740	873,027
Non-current assets		
Property, plant and equipment		
Buildings and structures	413,188	448,858
Accumulated depreciation	(190,587)	(196,873)
Buildings and structures, net	222,601	251,984
Land	722,691	725,665
Construction in progress	129,299	158,512
Other	75,660	80,010
Accumulated depreciation	(44,051)	(46,051)
Other, net	31,608	33,959
Total property, plant and equipment	1,106,201	1,170,122
Intangible assets		
Goodwill	77,131	74,420
Other	36,162	37,313
Total intangible assets	113,294	111,734
Investments and other assets		
Investment securities	180,720	197,280
Leasehold and guarantee deposits	89,310	89,402
Other	42,986	44,177
Allowance for doubtful accounts	(359)	(341)
Total investments and other assets	312,657	330,518
Total non-current assets	1,532,153	1,612,376
Deferred assets		
Share issuance cost	355	284
Total deferred assets	355	284
Total assets	2,405,249	2,485,688

Note: Amounts are in units of millions of yen with fractional units discarded.

Account title	As of March 31, 2019	As of September 30, 2019
Liabilities		
Current liabilities		
Notes and accounts payable - trade	45,765	35,909
Short-term borrowings	163,275	172,976
Current portion of bonds	20,000	20,000
Commercial papers	—	64,000
Income taxes payable	14,179	12,800
Provisions	15,846	14,268
Other	176,683	129,616
Total current liabilities	435,750	449,571
Non-current liabilities		
Bonds payable	185,825	195,825
Long-term borrowings	920,707	946,585
Long-term leasehold and guarantee deposits received	197,598	200,114
Retirement benefit liability	29,262	29,425
Provisions	76	84
Other	67,331	79,703
Total non-current liabilities	1,400,801	1,451,738
Total liabilities	1,836,551	1,901,309
Net assets		
Shareholders' equity		
Share capital	77,562	77,562
Capital surplus	166,675	166,678
Retained earnings	298,411	307,050
Treasury shares	(367)	(367)
Total shareholders' equity	542,281	550,922
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	15,183	21,729
Deferred gains or losses on hedges	(1,066)	(848)
Revaluation reserve for land	8,067	8,067
Foreign currency translation adjustment	(1,304)	(3,182)
Remeasurements of defined benefit plans	(1,754)	(1,597)
Total accumulated other comprehensive income	19,124	24,169
Non-controlling interests	7,292	9,286
Total net assets	568,698	584,378
Total liabilities and net assets	2,405,249	2,485,688

Note: Amounts are in units of millions of yen with fractional units discarded.

**Second Quarter Consolidated Statements of (Comprehensive) Income**  
(Second Quarter Consolidated Statements of Income)

Tokyu Fudosan Holdings Corporation

(Review has not been completed.)

(Millions of yen)

Account title	First six months FY2018 (from April 1, 2018 to September 30, 2018)	First six months FY2019 (from April 1, 2019 to September 30, 2019)
Operating revenue	402,569	412,504
Operating cost	317,403	321,558
Operating gross profit	85,166	90,945
Selling, general and administrative expenses	52,992	59,262
Operating profit	32,173	31,682
Non-operating income		
Interest income	74	87
Dividend income	359	173
Other	425	361
Total non-operating income	858	621
Non-operating expenses		
Interest expenses	4,489	5,031
Other	785	1,215
Total non-operating expenses	5,274	6,246
Ordinary profit	27,758	26,057
Extraordinary losses		
Loss on disaster	474	500
Impairment loss	-	130
Other	-	91
Total extraordinary losses	474	721
Profit before income taxes	27,283	25,335
Income taxes	11,185	10,953
Profit	16,098	14,382
Loss attributable to non-controlling interests	(566)	(12)
Profit attributable to owners of parent	16,664	14,395

Note: Amounts are in units of millions of yen with fractional units discarded.



(Second Quarter Consolidated Statements of Comprehensive Income)

Tokyu Fudosan Holdings Corporation

(Review has not been completed.)

(Millions of yen)

Account title	First six months FY2018 (from April 1, 2018 to September 30, 2018)	First six months FY2019 (from April 1, 2019 to September 30, 2019)
Profit	16,098	14,382
Other comprehensive income		
Valuation difference on available-for-sale securities	2,089	6,546
Deferred gains or losses on hedges	(79)	215
Foreign currency translation adjustment	(1,124)	251
Remeasurements of defined benefit plans, net of tax	273	157
Share of other comprehensive income of entities accounted for using equity method	(1,505)	(2,137)
Total other comprehensive income	(345)	5,034
Comprehensive income	15,753	19,416
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	16,362	19,440
Comprehensive income attributable to non- controlling interests	(609)	(24)

Note: Amounts are in units of millions of yen with fractional units discarded.

## Second Quarter Consolidated Statements of Cash Flows (Summary)

Tokyu Fudosan Holdings Corporation

(Review has not been completed.)

(Millions of yen)

Account title	First six months FY2018 (from April 1, 2018 to September 30, 2018)	First six months FY2019 (from April 1, 2019 to September 30, 2019)
Cash flows from operating activities		
Profit before income taxes	27,283	25,335
Depreciation	11,898	13,195
Amortization of goodwill	2,710	2,710
Share of loss (profit) of entities accounted for using equity method	(172)	(93)
Increase (decrease) in retirement benefit liability	(131)	156
Increase (decrease) in other provisions	(1,084)	(1,475)
Impairment loss	-	130
Loss on valuation of inventories	679	669
Loss on retirement of non-current assets	364	1,343
Interest and dividend income	(433)	(260)
Interest expenses	4,489	5,031
Decrease (increase) in trade receivables	5,755	245
Decrease (increase) in inventories	(68,614)	(89,654)
Increase (decrease) in trade payables	(10,668)	(9,847)
Increase (decrease) in deposits received for consignment sales	13,956	(23,360)
Increase (decrease) in deposits received for special joint ventures	(17,500)	(5,500)
Other, net	(2,992)	(13,858)
Subtotal	(34,459)	(95,233)
Interest and dividends received	311	634
Interest paid	(4,506)	(5,013)
Income taxes paid	(7,031)	(13,414)
Net cash provided by (used in) operating activities	(45,685)	(113,025)
Cash flows from investing activities		
Loan advances	(81)	(9)
Collection of loans receivable	15	13
Purchase of short-term and long-term investment securities	(1,708)	(11,054)
Proceeds from sales and redemption of short-term and long-term investment securities	2,561	952
Payments of leasehold and guarantee deposits	(3,687)	(2,201)
Proceeds from refund of leasehold and guarantee deposits	3,148	2,583
Purchase of non-current assets	(32,513)	(86,593)
Proceeds from sales of non-current assets	71	110
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	(307)
Other, net	(293)	(704)
Net cash provided by (used in) investing activities	(32,486)	(97,211)

Note: Amounts are in units of millions of yen with fractional units discarded.

## Tokyu Fudosan Holdings Corporation

(Review has not been completed.)

(Millions of yen)

Account title	First six months FY2018 (from April 1, 2018 to September 30, 2018)	First six months FY2019 (from April 1, 2019 to September 30, 2019)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	4,458	20,839
Net increase (decrease) in commercial papers	42,000	64,000
Proceeds from long-term borrowings	106,131	67,412
Repayments of long-term borrowings	(68,338)	(52,096)
Proceeds from long-term lease and guarantee deposited	10,395	8,785
Repayments of long-term lease and guarantee deposited	(6,848)	(5,755)
Proceeds from issuance of bonds	20,000	20,000
Redemption of bonds	—	(10,000)
Dividends paid	(4,571)	(5,756)
Proceeds from share issuance to non-controlling shareholders	735	2,148
Dividends paid to non-controlling interests	(57)	(210)
Repayments of finance lease obligations	(722)	(948)
Payments for investments in silent partnership that do not result in change in scope of consolidation	(421)	(30)
Net decrease (increase) in treasury shares	(1)	(0)
Net cash provided by (used in) financing activities	102,759	108,387
Effect of exchange rate change on cash and cash equivalents	(12)	113
Net increase (decrease) in cash and cash equivalents	24,574	(101,735)
Cash and cash equivalents at beginning of period	61,729	184,800
Cash and cash equivalents at end of period	86,303	83,065

Note: Amounts are in units of millions of yen with fractional units discarded.

## FY2019 Second Quarter (First Six Months) Financial Flash Report

(¥ billion)

1. Statements of Income  
(Consolidated base)

	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020	
	1H		1H		1H		1H		1H	Forecasts
Operating revenue	351.3	815.5	319.3	808.5	408.0	866.1	402.6	901.9	412.5	930.0
Operating gross profit	74.0	163.8	72.2	173.0	85.3	182.5	85.2	193.4	90.9	—
Gross margin ratio	21.1%	20.1%	22.6%	21.4%	20.9%	21.1%	21.2%	21.4%	22.0%	—
SG&A expenses	44.5	95.0	46.8	99.8	50.3	105.0	53.0	113.2	59.3	—
SG&A expenses to sales	12.7%	11.7%	14.7%	12.3%	12.3%	12.1%	13.2%	12.6%	14.4%	—
Operating profit	29.5	68.8	25.3	73.2	35.0	77.5	32.2	80.2	31.7	82.0
Non-operating income	0.6	1.2	0.5	1.3	0.6	1.4	0.9	2.4	0.6	—
Interest and dividends	0.3	0.9	0.3	0.7	0.2	0.6	0.4	0.9	0.3	—
Other	0.3	0.4	0.2	0.6	0.4	0.8	0.4	1.5	0.4	—
Non-operating expenses	6.4	13.6	5.6	10.9	4.9	10.3	5.3	11.9	6.2	—
Interest	5.1	9.6	4.2	8.4	3.9	7.9	4.5	9.3	5.0	—
Other	1.3	4.0	1.4	2.5	1.0	2.3	0.8	2.6	1.2	—
(Net interest receive)	(4.8)	(8.7)	(3.9)	(7.7)	(3.7)	(7.3)	(4.1)	(8.4)	(4.8)	—
Ordinary profit	23.7	56.4	20.3	63.6	30.7	68.7	27.8	70.7	26.1	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	0.7	—
Profit before income taxes and minority interests	23.7	46.8	19.3	45.9	29.6	59.4	27.3	61.2	25.3	—
Profit	14.9	29.0	10.4	32.0	17.6	35.4	16.1	37.4	14.4	—
Profit attributable to owners of parent	14.8	28.7	10.3	31.5	17.6	35.2	16.7	37.5	14.4	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	2,485.7	—
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	575.1	—
Equity ratio	20.3%	21.1%	20.2%	21.4%	21.3%	21.5%	21.1%	23.3%	23.1%	—
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	20.02	54.24
Net assets per share (Yen)	668.60	687.92	691.49	726.59	742.91	768.85	788.21	780.78	799.82	—
Dividends (Yen)	5.5	12.0	6.5	13.0	7.0	14.5	7.5	15.5	8.0	16.0
Dividend payout ratio	—	25.4%	—	25.1%	—	25.1%	—	27.3%	—	29.5%
EBITDA *	42.2	94.3	39.2	101.7	48.9	106.1	46.8	110.2	47.6	115.1
Depreciation	10.3	21.0	11.6	23.5	11.1	23.1	11.9	24.6	13.2	27.7
Amortization of goodwill	2.3	4.5	2.3	4.9	2.7	5.4	2.7	5.4	2.7	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	1,399.4	1,380.0
Interest-bearing Debt/EBITDA	—	11.7	—	11.2	—	11.4	—	11.7	—	12.0
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	5.0	—
Average interest rate	—	0.9%	—	0.7%	—	0.7%	—	0.7%	—	—

\* EBITDA (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		1H	Forecasts
Capital Investment	43.5	78.8	40.0	60.3	24.1	44.6	36.7	89.8	83.9	160.0
Real estate for sale (buildings・commercial facilities)	26.8	68.7	36.0	47.7	37.6	88.4	43.4	96.8	30.0	90.0
Land for sale (Condominiums・Detached housing)	13.9	54.0	18.9	41.0	4.7	36.7	6.7	40.5	17.6	45.0
Investment overseas	25.8	42.2	—	1.9	6.2	9.6	—	11.9	10.4	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	(113.0)	—
CF from investing activities	(65.8)	(112.4)	(46.6)	(71.0)	(47.7)	(96.4)	(32.5)	(60.4)	(97.2)	—
CF from financing activities	35.0	(30.5)	126.5	23.0	94.6	82.4	102.8	139.1	108.4	—
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	83.1	—

(¥ billion)

6. Segment Performance	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020	
	1H		1H		1H		1H		1H	Forecasts
Operating revenue	351.3	815.5	319.3	808.5	408.0	866.1	402.6	901.9	412.5	930.0
Urban Development	99.9	258.7	80.0	249.0	145.8	269.8	121.8	256.4	100.5	257.3
Residential	45.3	117.7	28.2	108.5	41.7	123.5	32.0	121.4	50.5	132.0
Property Management	68.9	145.2	70.3	148.6	72.8	160.9	80.7	173.9	96.2	194.5
Real-Estate Agents	34.5	80.3	36.8	82.1	44.4	99.3	51.4	118.9	59.4	121.7
Wellness	42.1	90.2	43.8	94.4	45.6	97.0	62.3	123.9	54.4	120.6
Tokyu Hands	47.4	95.7	48.4	97.2	49.1	97.1	49.3	97.4	50.5	101.4
Innovation business	24.0	51.2	22.0	49.6	19.8	41.7	17.6	41.6	17.1	36.9
Elimination	(10.9)	(23.7)	(10.1)	(20.9)	(11.2)	(23.3)	(12.5)	(31.6)	(16.1)	(34.3)
Operating profit	29.5	68.8	25.3	73.2	35.0	77.5	32.2	80.2	31.7	82.0
Urban Development	22.7	44.8	20.0	44.9	27.3	50.7	23.0	49.9	20.7	50.0
Residential	1.4	7.0	(0.9)	9.7	1.4	7.6	0.1	5.4	2.6	7.8
Property Management	3.8	8.0	2.8	8.1	3.3	8.2	3.3	8.6	4.5	9.4
Real-Estate Agents	4.0	10.2	5.6	11.3	6.6	13.2	6.4	13.9	8.4	15.2
Wellness	1.5	6.4	2.3	7.6	1.6	5.8	2.6	7.9	0.7	7.2
Tokyu Hands	0.3	1.1	(0.2)	0.3	(0.1)	0.4	0.1	0.8	0.4	1.3
Innovation business	(1.6)	(3.0)	(1.4)	(1.9)	(1.9)	(2.2)	(0.1)	0.9	(0.9)	(0.7)
Elimination	(2.7)	(5.7)	(3.0)	(6.6)	(3.0)	(6.3)	(3.2)	(7.1)	(4.7)	(8.1)
Operating Profit Ratio	8.4%	8.4%	7.9%	9.1%	8.6%	9.0%	8.0%	8.9%	7.7%	8.8%
Urban Development	22.8%	17.3%	25.0%	18.0%	18.7%	18.8%	18.9%	19.5%	20.6%	19.4%
Residential	3.1%	5.9%	(3.0)%	8.9%	3.3%	6.1%	0.4%	4.4%	5.1%	5.9%
Property Management	5.5%	5.5%	4.0%	5.4%	4.5%	5.1%	4.1%	4.9%	4.7%	4.8%
Real-Estate Agents	11.6%	12.7%	15.3%	13.8%	14.8%	13.3%	12.4%	11.7%	14.1%	12.5%
Wellness	3.6%	7.1%	5.3%	8.0%	3.5%	6.0%	4.2%	6.3%	1.2%	6.0%
Tokyu Hands	0.7%	1.1%	(0.4)%	0.3%	(0.3)%	0.4%	0.2%	0.8%	0.9%	1.2%
Innovation business	(6.5)%	(5.9)%	(6.4)%	(3.8)%	(9.6)%	(5.3)%	(0.7)%	2.2%	(5.3)%	(1.8)%

(¥ billion)

6. Segment Performance	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020	
	1H		1H		1H		1H		1H	Forecasts
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	100.5	257.3
Leasing (Office buildings)	19.4	38.1	19.0	37.7	19.4	37.9	18.5	36.8	20.1	40.6
Leasing (Commercial facilities)	19.9	39.3	21.8	43.8	21.7	42.9	20.8	41.5	21.4	43.5
Asset management etc.	34.9	126.6	10.8	102.2	65.4	107.3	40.9	89.9	15.8	79.1
Leasing (Residence) etc.	25.8	54.7	28.4	65.3	39.3	81.6	41.7	88.2	43.2	94.0
Vacancy rate	2.8%	0.9%	0.9%	2.0%	0.3%	0.5%	0.5%	0.4%	0.4%	—
Total floor area (thousand m <sup>2</sup> )	1,538	1,580	1,590	1,458	1,451	1,438	1,426	1,427	1,496	—
Office	665	646	651	586	576	592	582	582	646	—
Commercial facilities	873	934	939	872	875	846	844	845	850	—
Owned (Including SPC)	1,447	1,465	1,474	1,342	1,335	1,322	1,310	1,311	1,389	—
Subleased	91	116	116	116	116	116	116	116	107	—
Office for each area										
Chiyoda, Chuo, Minato, Shinjuku, Shibuya	558	538	543	479	480	497	486	486	544	—
Other Tokyo districts (total 23 districts)	67	67	67	66	66	66	66	66	72	—
Other Metropolitan area	14	14	14	14	14	14	14	14	14	—
Kansai area and Others	26	26	26	26	16	16	16	16	16	—

## 7. Segment Indicators

									(thousand units)	
	Mar-2016		Mar-2017		Mar-2018		Mar-2019		Mar-2020	
	1H		1H		1H		1H		1H	Forecasts
①Urban Development										
No. of rental housing under management	—	—	—	124	—	128	133	137	140	—
No. of corporate housing under management	—	—	—	92	—	90	92	86	87	—
②Residential										
										(¥ billion)
Operating revenue	45.3	117.7	28.2	108.5	41.7	123.5	32.0	121.4	50.5	132.0
Condominiums	34.2	87.6	23.6	96.7	33.3	95.5	18.7	86.1	43.2	100.9
Detached housing	3.5	7.5	4.2	7.6	1.9	3.1	1.4	2.2	0.4	0.7
Other	7.6	22.7	0.4	4.2	6.5	25.0	12.0	33.1	7.0	30.4
No. of units sold *1	839	2,128	702	1,798	604	1,698	434	1,377	800	1,711
Condominiums	733	1,892	572	1,560	561	1,627	352	1,266	789	1,694
Detached housing	106	236	130	238	43	71	82	111	11	17
Inventory of completed units *1	477	427	244	472	344	635	430	504	388	—
Condominiums	439	396	229	457	332	629	422	497	382	—
Detached housing	38	31	15	15	12	6	8	7	6	—
No. of units supplied *1	1,036	2,143	776	1,401	684	1,565	594	1,654	1,180	2,160
Condominiums	953	2,013	713	1,285	650	1,491	553	1,598	1,171	2,160
Metropolitan area	553	1,081	365	701	221	627	197	924	827	1,570
Kansai area	324	791	297	501	355	729	214	387	312	550
Other area	76	141	51	83	74	135	142	287	32	40
Detached housing	83	130	63	116	34	74	41	56	9	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	841,817	848,640
Number of office buildings	1,386	1,453	1,482	1,483	1,517	1,500	1,529	1,540	1,562	1,569

## ④Real-Estate Agents

Number of transactions	10,594	21,939	11,487	23,278	12,189	24,410	12,460	25,570	13,300	27,554
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## ⑤Wellness

										(¥ billion)
Operating revenue ※1, 2	42.1	90.2	43.8	94.4	45.6	97.0	62.3	123.9	54.4	120.6
Resort operations [56]	14.9	34.9	14.9	35.4	15.4	36.3	15.7	37.3	19.0	44.4
Oasis [37]	8.2	16.4	8.4	16.7	8.5	17.1	8.8	17.9	9.8	19.4
Senior housing [13]	3.2	6.5	3.1	6.5	3.8	7.5	3.9	7.9	4.5	9.8
TOKYU STAY [24]	4.2	8.7	5.0	10.0	5.2	10.6	6.7	13.3	7.6	15.5
Consignment welfare	3.8	7.7	4.4	8.9	4.6	9.2	5.0	9.7	5.2	10.3
Sales of country houses and membership/Sales	1.8	4.2	2.1	4.8	0.9	2.5	14.9	21.9	3.9	12.5
Other	6.0	11.9	5.9	12.0	7.2	13.8	7.4	15.9	4.4	8.6

[ ] No. of facilities as of September 30, 2019

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

※2. Starting from the fiscal year ending March 31, 2020, the type is renamed "Sales."