

Financial Results in the First Quarter of the Fiscal Year Ending March 31, 2023—

FAQ

Note: This document presents some of the anticipated questions relating to the Company's financial results of the first quarter of the fiscal year ending March 31, 2023, together with answers to these questions. If you have any queries, etc., please contact the IR Office of Odakyu Electric Railway Co., Ltd. (+81-3-3349-2526)

Q 1 . What is the current status of the Company's main businesses?

Railways (Odakyu Electric Railway Co., Ltd.)	Number of people passing through ticket gates July 7–18, 2022 Both commuters and non-commuters remained at approximately 80% of FY2019
Odakyu Department Stores	Sales July 7–18, 2022 Remained at approximately 80% of the same period in FY2019
Hyatt Regency Tokyo	Occupancy rate July 7–13, 2022 53.4%
Hakone area	Number of passengers using Hakone-Yumoto Station July 10–16, 2022 Weekdays: (36%) Weekends and public holidays: (37%) (compared with same period in FY2018)
	Hakone resort hotel* occupancy rate July 1–13, 2022 Remained at approximately 40%
	*Hakone resort hotels: Hotel De Yama, and Hakone Highland Hotel (excludes Hotel Hatsuhana, which has been temporarily closed since January 4, 2022, due to renovation construction work)

Q 2 . What is the status of your discussions regarding an increase in fares and a new pricing system for barrier-free stations?

- While it remains difficult to predict future revenues due to the impact of COVID-19, we will first utilize a barrier-free fare system to accelerate the installation of barrier-free equipment, particularly on platform doors. We will consider an increase in fares as necessary, at the same time as monitoring future business circumstances and the status of discussions regarding the Japanese government's new fare system.
- We will provide details on the notification of a barrier-free fare system and its capital investment in the near future. Furthermore, we are considering maintaining the flat fare of ¥50 for children with IC cards.

Q 3 . What kind of impact has rising oil prices had on power costs?

- Railway power costs have increased by approximately ¥400 million in 1Q compared to the previous fiscal year, while the fuel costs for buses and taxi in each company have increased by approximately ¥100 million compared to the previous fiscal year.

Q 4 . Regarding the ongoing renovation of Shinjuku West Gate HALC, has the floor layout been decided for the Odakyu Department Store Main Store following its temporary closure on October 2, 2022?

- As stated in the May 18 news release, the main store will temporarily close on October 2, 2022 during the redevelopment of the Shinjuku West Gate. Currently, Shinjuku West Gate HALC is being renovated and, from October 2022, is expected to operate as normal, with a focus on food, cosmetics, and international boutiques. Furthermore, while the current floor plan is as detailed in the May 18 news release, we expect to announce details, such as the actual stores, in September.
- We also plan to implement various business measures (such as clearance sales) when the main store temporarily closes and opening promotions for the new Shinjuku Store during the reopening of the Shinjuku HALC.

(Reference) May 18 news release

<https://www.odakyu.jp/news/o5oaa10000023cii-att/o5oaa10000023cip.pdf>

(Japanese only)

Q 5 . What is the status of reservations at all Odakyu Group Hotels from August?

- Occupancy rates from August onward are expected to be approximately 60% at city hotels and 50% at Hakone resort hotels*.

*Hakone resort hotels: Hotel De Yama, and Hakone Highland Hotel (Excludes Hotel Hatsuhana, which has been temporarily closed since January 4, 2022, due to renovation construction work)

Q 6 . Has the impact of the COVID-19 seventh wave been factored into the performance forecast?

- We are aware of the renewed spread of COVID-19. However, due to the uncertainty of future demand trends, such as the existence of restrictions to movements decided by the Japanese government and the impact of people staying at home, the forecast performance figures announced in April 2022 will remain unchanged.

Remarks

Figures about business plans, future forecasts, and strategies other than historical facts are forward-looking statements reflecting management's view. Since the forward-looking statements are based on information available at the time of disclosure, the actual results may differ from these forecasts due to changes in the economic climate, etc.