



First Half Results of FY2019 ending March 31, 2020

October 31, 2019

Consolidated Statement of Income



Millions of yen	First Half of FY2018	First Half of FY2019	Change	Forecast at Apr. 2019	Change
Revenue from operations	257,307	261,766	+4,458 (+1.7%)	263,300	△1,533 (△0.6%)
Transportation	89,859	91,364	+1,505	91,800	△435
Merchandising	106,661	103,270	△3,390	105,700	△2,429
Real Estate	28,759	30,775	+2,015	29,400	+1,375
Other Businesses	49,138	54,109	+4,971	53,600	+509
Adjustments	△17,110	△17,753	△643	△17,200	△553
Operating income	29,450	25,657	△3,792 (△12.9%)	26,200	△542 (△2.1%)
Transportation	18,478	17,564	△913	17,200	+364
Merchandising	2,361	1,797	△564	2,600	△802
Real Estate	6,399	4,500	△1,899	4,700	△199
Other Businesses	2,114	1,764	△349	1,700	+64
Adjustments	96	30	△66	—	+30
Ordinary income	28,749	24,907	△3,842 (△13.4%)	25,000	△92 (△0.4%)
Net income attributable to owners of parent	19,123	16,598	△2,524 (△13.2%)	16,500	+98 (+0.6%)
Depreciation	22,712	24,012	+1,299		
Capital investments	24,007	40,672	+16,664		
Interest-bearing debt	715,293※	733,253	+17,960		

※ As of March 31, 2019

<Non-operating and extraordinary profit / loss>

Millions of yen	First Half of FY2018	First Half of FY2019		Change and major factors
Non-operating income	2,991	2,968	△23	
Non-operating expenses	3,692	3,718	+ 26	
Extraordinary profit	701	1,500	+ 799	Construction costs allotted to and received from others 842 (+447)
Extraordinary loss	2,185	1,694	△490	Loss on disposal of property and equipment 754 (△872)

<Number of subsidiaries and affiliated companies (Change from the end of the previous fiscal year)>

Number of consolidated subsidiaries: 44 (△1)

(Decrease) Enoden Bus Yokohama Co., Ltd. : Merged with Enoden Bus Co., Ltd. (formerly Enoden Bus Fujisawa Co., Ltd.) (April 2019)

Number of affiliated companies accounted for by the equity method: 1 (no change)

<Consolidated Balance Sheets>

Millions of yen	FY2018	First Half of FY2019		Change and major factors
Current assets	129,601	141,204	+ 11,603	Cash and time deposits + 2,192
Noncurrent assets	1,182,831	1,192,799	+ 9,968	Property and equipmen + 12,567
Total assets	1,312,433	1,334,004	+ 21,571	
Current liabilities	383,386	376,142	△7,244	
Long-term liabilities	539,866	558,697	+ 18,830	
Total liabilities	923,253	934,839	+ 11,585	Interest-bearing debt + 17,960
Net assets	389,180	399,165	+ 9,985	Retained earnings + 12,612
Total liabilities and net assets	1,312,433	1,334,004	+ 21,571	

<Consolidated Statements of Cash Flows>

Millions of yen	First Half of FY2018	First Half of FY2019		Change and major factors
Cash flows from operating activities	29,729	32,500	+ 2,770	
Cash flows from investing activities	△28,971	△44,043	△15,072	Increase in acquisition of property and equipment △17,566
Cash flows from financing activities	△24,199	13,735	+ 37,935	Increase in Proceeds from issuance of bonds + 20,000
Net change in cash and cash equivalents	△23,440	2,192	+ 25,633	
Increase in cash and cash equivalents from newly consolidated subsidiaries	173	—	△173	
Cash and cash equivalents end of half year	20,639	23,828	+ 3,188	

Segment Information (Transportation)



Millions of yen	First Half of FY2018	First Half of FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	89,859	91,364	+ 1,505 (+ 1.7%)		91,800	△435 (△0.5%)	
Railways	67,932	69,738	+ 1,805	(+) Benefits of multiple double tracks, improvement in employment environment and purchasing in advance of consumption tax hike	69,600	+ 138	
Busses	19,449	19,613	+ 163		19,700	△86	
Others	4,773	3,951	△822	(△) Impact of suspension of Hakone Ropeway operations	4,900	△948	(△) Impact of suspension of Hakone Ropeway operations
Adjustments	△2,297	△1,938	+ 358		△2,400	+ 461	
Operating income	18,478	17,564	△913 (△4.9%)		17,200	+ 364 (+ 2.1%)	
Railways	16,979	16,635	△344	(△) Increases in depreciation and personnel expenses at Odakyu Electric Railway	16,400	+ 235	(△) Decrease in repair expenses and personnel expenses
Busses	1,151	1,166	+ 15		700	+ 466	
Others	705	△137	△843		400	△537	
Adjustments	△358	△99	+ 258		△300	+ 200	

Depreciation	14,983	15,709	+ 726
Capital investments	13,374	13,361	△12

<Freepass unit sales (Change from First Half of FY2018)>

Hakone Freepass	△24.2%
Enoshima-Kamakura Freepass	+ 2.0%

<Odakyu Sightseeing Service Center (Change from First Half of FY2018)>

Ticket purchasers	+ 3.4%
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<Number of passengers carried by Group companies in Hakone area (Change from First Half of FY2018)> *

Hakone Tozan Railway (Railway)	△0.5%
Hakone Tozan Railway (Cable car)	△24.1%
Hakone Ropeway	△41.3%
Hakone Sightseeing Cruise	△4.0%
Hakone Tozan Bus	+ 5.2%

*Due to an increase in the volcanic alert level for Mt. Hakone, operation of the Hakone Ropeway was suspended from May 19 (operation recommenced, along the entire route on Oct. 26)

<Railways: Results of Railway Business of Odakyu Electric Railway Co., Ltd>

■ Number of passengers carried

Thousands	First Half of FY2018	First Half of FY2019	Change	
Commuters	242,934	253,144	+ 10,210	(+4.2%)
Work commuters	172,206	179,244	+ 7,038	(+4.1%)
School commuters	70,728	73,900	+ 3,172	(+4.5%)
Non-commuters	146,355	150,731	+ 4,376	(+3.0%)
Total	389,289	403,875	+ 14,586	(+3.7%)

■ Revenue

Millions of yen	First Half of FY2018	First Half of FY2019	Change	
Commuters	24,236	25,265	+ 1,028	(+4.2%)
Work commuters	20,588	21,457	+ 868	(+4.2%)
School commuters	3,648	3,808	+ 159	(+4.4%)
Non-commuters	35,657	36,412	+ 755	(+2.1%)
Revenues from passenger transportation	59,893	61,678	+ 1,784	(+3.0%)
Miscellaneous revenues	1,847	1,891	+ 44	(+2.4%)
Total revenues from transportation	61,741	63,570	+ 1,828	(+3.0%)

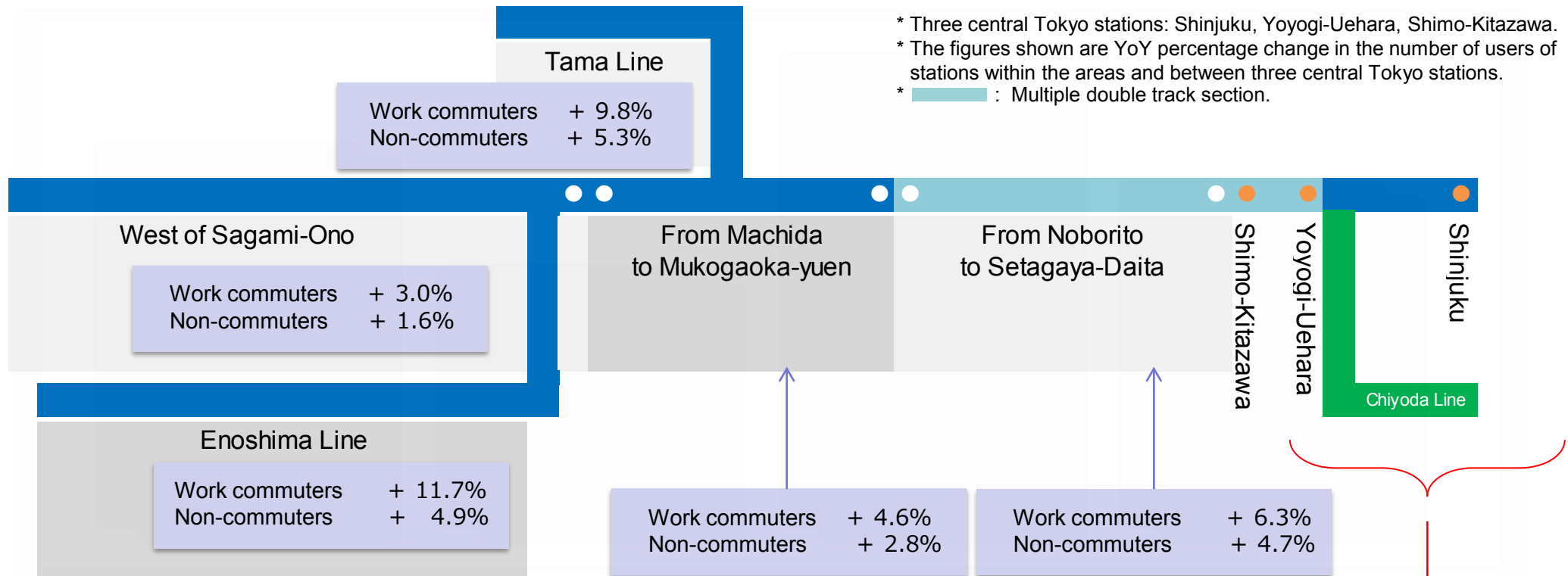
■ Operating expenses

Millions of yen	First Half of FY2018	First Half of FY2019	Change	
Operating expenses	45,730	47,559	+ 1,828	
Personnel expenses	13,973	14,195	+ 222	
Repair expenses	2,840	3,012	+ 171	
Power costs	2,987	3,097	+ 109	
Property and equipment disposal expenses	517	535	+ 18	
Depreciation	11,674	12,071	+ 397	
Others	13,737	14,646	+ 909	

Segment Information (Transportation)



<Railways: Number of users of three central Tokyo stations of Odakyu Electric Railway Co., Ltd. (year-on-year percentage change) First Half of FY2019>



<Railways: Average number of passengers per day of Odakyu Electric Railway Co., Ltd. (year-on-year percentage change)>

Entire Line	FY2017	FY2018	Apr.–Sep.
Work commuters	+ 1.4%	+ 2.2%	+ 4.1%
Non-commuters	+ 0.6%	+ 1.8%	+ 3.0%

Shinjuku	FY2017	FY2018	Apr.–Sep.
Work commuters	+ 1.9%	+ 3.3%	+ 4.9%
Non-commuters	+ 1.2%	+ 3.9%	+ 2.5%

Yoyogi-Uehara	FY2017	FY2018	Apr.–Sep.
Work commuters	+ 2.2%	+ 6.0%	+ 7.0%
Non-commuters	+ 3.4%	+ 4.5%	+ 6.0%

Shimo-Kitazawa	FY2017	FY2018	Apr.–Sep.
Work commuters	△0.4%	+ 1.9%	+ 4.3%
Non-commuters	+ 2.4%	+ 4.3%	+ 6.1%

Segment Information (Merchandising)



Millions of yen	First Half of FY2018	First Half of FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	106,661	103,270	△3,390 (△3.2%)		105,700	△2,429 (△2.3%)	
Department Stores	72,361	68,450	△3,910	(△) Decrease in sales floor area due to renewal*1	70,300	△1,849	(△) Decrease in sales of each store
Stores and retail	33,788	33,973	+184		34,400	△426	
Others	4,011	4,081	+70		4,300	△218	
Adjustments	△3,499	△3,234	+265		△3,300	+65	
Operating income	2,361	1,797	△564 (△23.9%)		2,600	△802 (△30.9%)	
Department Stores	2,117	2,599	+481	(+) Decrease in personnel expenses	2,500	+99	
Stores and retail	195	7	△187		100	△92	
Others	47	△82	△129		—	△82	
Adjustments	0	△727	△727	(△) Additional amortization of goodwill of Shirohato	—	△727	(△) Additional amortization of goodwill of Shirohato
Depreciation	1,789	1,917	+127				
Capital investments	1,220	2,707	+1,487				

*1 Renewal construction was carried out at the Machida Store and Fujisawa Store in FY2018.

*2 Odakyu Department Store Fujisawa Store has been converted to Odakyu Department Store Fujisawa effective March 22, and the year-on-year figure is a comparison with the former Fujisawa Store.

<Department stores: Department store sales by store (Change from First Half of FY2018)>

Department Store	Shinjuku Store	46,430	(△1.8%)
	Over-the-counter	44,131	(△0.9%)
Machida Store	14,796	(△7.5%)	
Fujisawa*2	3,093	(△42.1%)	
Others	4,129	(+10.7%)	
Total	68,450	(△5.4%)	

<Department stores: duty -free sales (Change from First Half of FY2018)>

Shinjuku Store	+3.1%
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<Stores and retail: Odakyu Shoji store division sales (Change from First Half of FY2018)>

Total	+2.7%
Existing stores	+1.9%

Segment Information (Real Estate)



Millions of yen	First Half of FY2018	First Half of FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	28,759	30,775	+ 2,015 (+ 7.0%)		29,400	+ 1,375 (+ 4.7%)	
Sales	10,753	11,074	+ 320	(+) Increase in number of units sold (Δ) Repercussion of the sale of the Ebina condominium tower site in FY2018	10,000	+ 1,074	(+) Increase in number of units sold
Leasing	20,757	21,598	+ 841	(+) Contribution from newly opened properties	21,600	Δ1	
Adjustments	Δ2,751	Δ1,897	+ 854	(Δ) Repercussion of the sale of the Ebina condominium tower site in FY2018	Δ2,200	+ 302	
Operating income	6,399	4,500	Δ1,899 (Δ29.7%)		4,700	Δ199 (Δ4.3%)	
Sales	174	Δ1,576	Δ1,751	(Δ) Repercussion of the sale of the Ebina condominium tower site in FY2018	Δ1,500	Δ76	
Leasing	6,958	6,075	Δ882	(Δ) Increase in expenses at Odakyu Electric Railway	6,200	Δ124	
Adjustments	Δ733	1	+ 734	(Δ) Repercussion of the sale of the Ebina condominium tower site in FY2018	–	+ 1	
Depreciation	4,451	4,541	+ 89				
Capital investments	6,851	14,367	+ 7,515				

<Sales: Odakyu Real Estate unit sales>

Residences/sections	First Half of FY2018	First Half of FY2019	Change
Detached house	34	55	+ 21
Condominium	27	25	Δ2
Land	5	12	+ 7
Total	66	92	+ 26

Segment Information (Other Businesses)



Millions of yen	First Half of FY2018	First Half of FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	49,138	54,109	+4,971 (+10.1%)		53,600	+509 (+1.0%)	
Hotels	15,000	15,917	+916	(+) Contribution from newly opened properties	16,200	△282	
Restaurants	10,197	10,176	△20		10,400	△223	
Others	26,754	31,081	+4,326	(+) Consolidation of Humanic as a subsidiary in the end of FY2018	29,900	+1,181	(+) Increase in orders for building management and maintenance work
Adjustments	△2,814	△3,066	△251		△2,900	△166	
Operating income	2,114	1,764	△349 (△16.5%)		1,700	+64 (+3.8%)	
Hotels	60	△287	△348	(△) Increase in personnel expenses, increase in expenses for newly opened properties	△100	△187	
Restaurants	234	128	△106		200	△71	
Others	1,888	2,250	+361		1,900	+350	
Adjustments	△69	△326	△256		△300	△26	

Depreciation	1,612	1,887	+274
Capital investments	2,561	10,235	+7,674

<Hotels: Ratio of foreign guests at city hotels>

	First Half of FY2018	First Half of FY2019	Change
Hyatt Regency Tokyo	79.0%	78.1%	△0.9P
Hotel Century Southern Tower	69.4%	73.0%	+3.6P

<Hotels: Occupancy rate>

	First Half of FY2018	First Half of FY2019	Change
Hyatt Regency Tokyo	87.7%	85.1%	△2.6P
Hotel Century Southern Tower	92.5%	90.0%	△2.5P
Hotel de Yama	78.6%	78.9%	+0.3P
Hakone Highland Hotel	82.7%	76.7%	△6.0P
Hotel Hatsuhana	83.1%	83.3%	+0.2P

Forecast of Consolidated Operations



Millions of yen	FY2018	FY2019	Change	Forecast at Apr. 2019	Change
Revenue from operations	526,675	547,800	+ 21,124 (+ 4.0%)	557,800	△10,000 (△1.8%)
Transportation	179,293	180,200	+ 906	181,700	△1,500
Merchandising	210,681	208,200	△2,481	215,200	△7,000
Real Estate	69,006	83,000	+ 13,993	84,000	△1,000
Other Businesses	106,937	116,000	+ 9,062	116,000	—
Adjustments	△39,242	△39,600	△357	△39,100	△500
Operating income	52,089	50,000	△2,089 (△4.0%)	52,500	△2,500 (△4.8%)
Transportation	29,265	26,400	△2,865	27,800	△1,400
Merchandising	2,960	4,300	+ 1,339	5,000	△700
Real Estate	13,759	14,100	+ 340	14,500	△400
Other Businesses	5,939	5,100	△839	5,100	—
Adjustments	165	100	△65	100	—
Ordinary income	49,687	47,800	△1,887 (△3.8%)	49,400	△1,600 (△3.2%)
Net income attributable to owners of parent	32,468	32,500	+ 31 (+ 0.1%)	33,000	△500 (△1.5%)
Depreciation	46,727	49,600	+ 2,872	49,600	—
Capital investments	82,215	119,600	+ 37,384	119,600	—
Interest-bearing debt	715,293	749,300	+ 34,006	749,300	—

Forecast of Consolidated Operations by Segment (Transportation)



Millions of yen	FY2018	FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	179,293	180,200	+ 906 (+0.5%)		181,700	△1,500 (△0.8%)	
Railways	135,557	136,900	+ 1,342	(+) Benefits of multiple double tracks and employment environment improvement at Odakyu Electric Railway	137,100	△200	(+) Upward revision of railway business at Odakyu Electric Railway (△) Impact of suspension of Hakone Ropeway operations
Busses	38,830	39,000	+ 169		39,300	△300	
Others	9,448	8,500	△948	(△) Impact of suspension of Hakone Ropeway operations	9,800	△1,300	(△) Impact of suspension of Hakone Ropeway operations
Adjustments	△4,542	△4,200	+ 342		△4,500	+ 300	
Operating income	29,265	26,400	△2,865 (△9.8%)		27,800	△1,400 (△5.0%)	
Railways	26,814	25,900	△914	(△) Increases in personnel expenses and depreciation at Odakyu Electric Railway	26,500	△600	
Busses	1,695	800	△895	(△) Increases in personnel expenses and depreciation	700	+ 100	
Others	1,167	△200	△1,367	(△) Impact of suspension of Hakone Ropeway operations (△) Increase in depreciation (new model pirate ship)	900	△1,100	
Adjustments	△411	△100	+ 311		△300	+ 200	
Depreciation	30,888	32,300	+ 1,411		32,300	—	
Capital investments	43,135	45,600	+ 2,464		45,600	—	

<Railways: Results of Railway Business of Odakyu Electric Railway Co., Ltd>

■ Number of passengers carried

Thousands	FY2018	FY2019	Change
Commuters	471,984	476,805	+4,821 (+1.0%)
Work commuters	342,359	347,317	+4,958 (+1.4%)
School commuters	129,625	129,488	△137 (△0.1%)
Non-commuters	294,671	298,622	+3,951 (+1.3%)
Total	766,655	775,427	+8,772 (+1.1%)

■ Revenue

Millions of yen	FY2018	FY2019	Change
Commuters	47,703	48,328	+625 (+1.3%)
Work commuters	41,013	41,640	+626 (+1.5%)
School commuters	6,689	6,688	△1 (△0.0%)
Non-commuters	71,822	72,609	+786 (+1.1%)
Revenues from passenger transportation	119,525	120,937	+1,411 (+1.2%)
Miscellaneous revenues	3,838	3,853	+15 (+0.4%)
Total revenues from transportation	123,364	124,791	+1,427 (+1.2%)

<Railways: Hakone Tozan Railway Impact of Typhoon No. 19>

- Washout of track beds and slope collapses occurred on Hakone Tozan Railway (operations suspended between Hakone-Yumoto and Gora).
- Prolonged recovery expected.
- Impact on revenue and expenditures, recovery costs, etc. are being calculated, and are thus not reflected in the results forecast.
- Notice will be provided when the financial impact on consolidated operations is ascertained.

(Reference)

Hakone Tozan Railway Revenue from Operations (FY2018)

First half	1.5 billion yen
Second half	1.5 billion yen
Full year	3.0 billion yen

Forecast of Consolidated Operations by Segment (Merchandising)



Millions of yen	FY2018	FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	210,681	208,200	△2,481 (△1.2%)		215,200	△7,000 (△3.3%)	
Department Stores	142,875	137,600	△5,275	(△) Decrease in sales floor area due to renewal	143,700	△6,100	(△) Downward revision of sales of each department store
Stores and retail	66,847	68,600	+1,752	(+) New store openings	69,500	△900	(△) Downward revision of store revenue
Others	7,901	8,600	+698		8,800	△200	
Adjustments	△6,943	△6,600	+343		△6,800	+200	
Operating income	2,960	4,300	+1,339 (+45.3%)		5,000	△700 (△14.0%)	
Department Stores	2,766	4,300	+1,533	(+) Decrease in personnel expenses	4,800	△500	
Stores and retail	233	—	△233		200	△200	
Others	△1	—	+1		—	—	
Adjustments	△38	—	+38		—	—	
Depreciation	3,663	4,000	+336		4,000	—	
Capital investments	11,058	7,000	△4,058		7,000	—	

Forecast of Consolidated Operations by Segment (Real Estate)



Millions of yen	FY2018	FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	69,006	83,000	+ 13,993 (+ 20.3%)		84,000	△1,000 (△1.2%)	
Sales	31,818	42,900	+ 11,081	(+) Increase in unit sales (Ebina condominium tower sales) (△) Decrease in units of land sold	44,400	△1,500	(△) Reevaluation of sales plan
Leasing	41,796	44,100	+ 2,303	(+) Full-year contribution from properties opened in FY2018	43,800	+ 300	
Adjustments	△4,608	△4,000	+ 608		△4,200	+ 200	
Operating income	13,759	14,100	+ 340 (+ 2.5%)		14,500	△400 (△2.8%)	
Sales	1,769	1,500	△269	(△) Decrease in operating income ratio due to decrease in units of land sold	1,900	△400	
Leasing	12,722	11,800	△922	(△) Increase in expenses at Odakyu Electric Railway	11,800	—	
Adjustments	△733	800	+ 1,533	(+) Accompanying Ebina condominium tower sales	800	—	
Depreciation	9,038	9,200	+ 161		9,200	—	
Capital investments	20,931	51,000	+ 30,068		51,000	—	

<Sales: Odakyu Real Estate unit sales>

Residences /sections	FY2018	FY2019	Change
Detached house	78	127	+ 49
Condominium	123	281	+ 158
Land	41	25	△16
Total	242	433	+ 191

Forecast of Consolidated Operations by Segment (Other Businesses)



Millions of yen	FY2018	FY2019	Change and major factors		Forecast at Apr. 2019	Change and major factors	
Revenue from operations	106,937	116,000	+9,062 (+8.5%)		116,000	-	
Hotels	31,106	35,100	+3,993	(+) Contribution from newly opened properties	35,400	△300	
Restaurants	20,423	20,400	△23		20,800	△400	
Others	61,267	66,600	+5,332	(+) Consolidation of Humanic as a subsidiary in the end of FY2018	65,900	+700	(+) Increase in orders for building management and maintenance work
Adjustments	△5,859	△6,100	△240		△6,100	-	
Operating income	5,939	5,100	△839 (△14.1%)		5,100	-	
Hotels	737	200	△537	(△) Increase in personnel expenses, increase in expenses for newly opened properties	600	△400	
Restaurants	344	300	△44		400	△100	
Others	5,022	4,900	△122	(△) Expense increases in each business	4,500	+400	
Adjustments	△164	△300	△135		△400	+100	
Depreciation	3,378	4,200	+821		4,200	-	
Capital investments	7,090	16,000	+8,909		16,000	-	

Odakyu Electric Railway Co., Ltd.

<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.