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May 11, 2017

# Consolidated Financial Results for the Fiscal Year Ended March 31, 2017 <under Japanese GAAP>

| Company name:    | Seibu Holdings Inc.  |
|------------------|--|
| Listing:         | First Section of the Tokyo Stock Exchange                                    |
| Securities code: | 9024   |
| URL:             | http://www.seibuholdings.co.jp/en/   |
| Representative:  | Takashi Goto, President and CEO  |
| Inquiries:       | Ryuichiro Nishiyama, Director and General Manager of Corporate Communication |
|                  | Tel: +81-4-2926-2645   |
|                  |  |

| Scheduled date of annual general meeting of shareholders:       | June 21, 2017                                  |
|---|--|
| Scheduled date to commence dividend payments:                   | June 22, 2017                                  |
| Scheduled date to file annual securities report:                | June 21, 2017                                  |
| Preparation of supplementary results briefing material on finan | ncial results: Yes                             |
| Holding of financial results presentation meeting:              | Yes (for institutional investors and analysts) |

(Note: Millions of yen with fractional amounts truncated, unless otherwise noted)

(Percentages indicate year-on-year changes.)

#### 1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

#### (1) Consolidated Operating Results

|                   | Operating re-   | venue | Operating p     | rofit | Ordinary p      | rofit | Profit attribut<br>owners of p |        |
|-------------------|-----------------|-------|-----------------|-------|-----------------|-------|--------------------------------|--------|
| Fiscal year ended | Millions of yen | %     | Millions of yen | %     | Millions of yen | %     | Millions of yen                | %      |
| March 31, 2017    | 512,009         | 0.8   | 62,456          | (5.3) | 57,472          | (1.8) | 47,564                         | (16.9) |
| March 31, 2016    | 508,081         | 5.5   | 65,956          | 32.9  | 58,525          | 39.0  | 57,207                         | 63.9   |

Note: Comprehensive income

For the fiscal year ended March 31, 2017: For the fiscal year ended March 31, 2016: ¥32,801 million [ 16.0%] ¥28,274 million [ (73.0)%]

1001 [(73.0)%]

|                   | Basic earnings per share | Diluted earnings<br>per share | Return on equity | Ratio of ordinary profit to total assets | Ratio of operating profit to net sales |
|-------------------|--------------------------|-------------------------------|------------------|--|--|
| Fiscal year ended | Yen                      | Yen                           | %                | %  | %                                      |
| March 31, 2017    | 149.39                   | 149.31                        | 12.7             | 3.6                                      | 12.2                                   |
| March 31, 2016    | 167.89                   | 167.84                        | 15.1             | 3.8                                      | 13.0                                   |

Reference: Share of profit (loss) of entities accounted for using equity method For the fiscal year ended March 31, 2017: ¥3,729 million For the fiscal year ended March 31, 2016: ¥(83) million

#### (2) Consolidated Financial Position

|                | Total assets    | Net assets      | Equity-to-asset ratio | Net assets per share |
|----------------|-----------------|-----------------|-----------------------|----------------------|
| As of          | Millions of yen | Millions of yen | %                     | Yen                  |
| March 31, 2017 | 1,627,868       | 360,133         | 21.8                  | 1,132.40             |
| March 31, 2016 | 1,553,092       | 392,649         | 25.2                  | 1,148.30             |

Reference: Equity (Net assets - Subscription rights to shares - Non-controlling interests)

As of March 31, 2017: As of March 31, 2016: ¥355,322 million ¥391,415 million

#### (3) Consolidated Cash Flows

|                   | Net cash provided by<br>(used in) operating<br>activities | Net cash provided by<br>(used in) investing<br>activities | Net cash provided by<br>(used in) financing<br>activities | Cash and cash<br>equivalents at end of<br>period |
|-------------------|---|---|---|--|
| Fiscal year ended | Millions of yen   | Millions of yen   | Millions of yen   | Millions of yen                                  |
| March 31, 2017    | 92,418  | (133,931)   | 48,162  | 27,551   |
| March 31, 2016    | 75,757  | (76,334)  | (877)   | 21,085   |

## 2. Cash Dividends

|  |                          | Cash dividends per share  |                          |                    |       |                                     | Dividend                       | Ratio of                                     |
|--|--------------------------|---------------------------|--------------------------|--------------------|-------|-------------------------------------|--------------------------------|--|
|  | First<br>quarter-<br>end | Second<br>quarter-<br>end | Third<br>quarter-<br>end | Fiscal<br>year-end | Total | Total cash<br>dividends<br>(Annual) | payout ratio<br>(Consolidated) | dividends to<br>net assets<br>(Consolidated) |
| Fiscal year ended                                  | Yen                      | Yen                       | Yen                      | Yen                | Yen   | Millions of yen                     | %                              | %  |
| March 31, 2016                                     | -                        | 4.50                      | _                        | 12.50              | 17.00 | 5,815                               | 10.1                           | 1.5  |
| March 31, 2017                                     | -                        | 7.50                      | _                        | 15.50              | 23.00 | 7,787                               | 15.4                           | 2.0  |
| Fiscal year ending<br>March 31, 2018<br>(Forecast) | _                        | 11.50                     | _                        | 11.50              | 23.00 |                                     | 17.7                           |  |

Note: Commemorative dividends within fiscal year-end dividends for the fiscal year ended March 31, 2016: ¥2.00

## 3. Consolidated Earnings Forecasts for the Fiscal Year Ending March 31, 2018 (from April 1, 2017 to March 31, 2018)

(Percentages indicate year-on-year changes.)

|   | Operating re    | venue | Operating       | profit | Ordinary profit |       |  |
|---|-----------------|-------|-----------------|--------|-----------------|-------|--|
|   | Millions of yen | %     | Millions of yen | %      | Millions of yen | %     |  |
| Six months ending<br>September 30, 2017 | 269,800         | 7.4   | 35,200          | 17.0   | 30,700          | 4.8   |  |
| Fiscal year ending<br>March 31, 2018    | 542,000         | 5.9   | 63,200          | 1.2    | 54,600          | (5.0) |  |

|   | Profit attributable parent |        | Basic earnings per share |
|---|----------------------------|--------|--------------------------|
|   | Millions of yen            | %      | Yen                      |
| Six months ending<br>September 30, 2017 | 21,900                     | (13.0) | 69.79                    |
| Fiscal year ending<br>March 31, 2018    | 40,800                     | (14.2) | 130.03                   |

# \* Notes

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Changes in accounting policies, changes in accounting estimates, and restatements of prior period financial statements
  - a. Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

| b. | Changes in accounting policies due to other reasons: | None |
|----|--|------|
| c. | Changes in accounting estimates:                     | None |
| d. | Restatements of prior period financial statements:   | None |

Note: For further details, please refer to page 18 of the Attached Materials, "Changes in accounting policies" under "3. Consolidated Financial Statements and Significant Notes Thereto (5) Notes to consolidated financial statements."

- (3) Number of issued shares (common shares)
  - a. Total number of issued shares at end of period (including treasury shares)

| As of March 31, 2017 | 342,124,820 shares |
|----------------------|--------------------|
| As of March 31, 2016 | 342,124,820 shares |

b. Number of treasury shares at end of period

| As of March 31, 2017 | 28,345,208 shares |
|----------------------|-------------------|
| As of March 31, 2016 | 1,258,500 shares  |

c. Average number of outstanding shares during the period

| Fiscal year ended March 31, 2017 | 318,398,310 shares |
|----------------------------------|--------------------|
| Fiscal year ended March 31, 2016 | 340,743,563 shares |

Notes: 1. The Company's shares held by the employee stock ownership plan trust account are included in the number of treasury shares at end of period (894,000 shares as of March 31, 2017 and 1,202,700 shares as of March 31, 2016). Also, the Company's shares held by the employee stock ownership plan trust account are included in treasury shares that are deducted for calculation of the average number of outstanding shares during the period (cumulative from the beginning of the fiscal year) (1,046,285 shares for the fiscal year ended March 31, 2017 and 1,318,708 shares for the fiscal year ended March 31, 2016).

- 2. The portion attributable to the Company of the treasury shares (shares of the Company) held by equity-method associates is included in the number of treasury shares at end of period (22,243,031 shares as of March 31, 2017 and 0 shares as of March 31, 2016). Furthermore, the portion attributable to the Company of the treasury shares (shares of the Company) held by equity-method associates is included in treasury shares that are deducted in the calculation of the average number of outstanding shares during the period (22,243,031 shares for the fiscal year ended March 31, 2017 and 0 shares for the fiscal year ended March 31, 2017 and 0 shares for the fiscal year ended March 31, 2017 and 0 shares for the fiscal year ended March 31, 2016).
- 3. For further details about the number of shares as a basis of calculation of basic earnings per share (consolidated), please refer to page 21 of the Attached Materials, "Per share information" under "3. Consolidated Financial Statements and Significant Notes Thereto (5) Notes to consolidated financial statements."

## (Reference) Overview of Non-Consolidated Financial Results

Non-Consolidated Financial Results for the Fiscal Year Ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

| (1) Non-Consolid  | ated Operating        | (Percentages indicate year-on-year changes.) |                 |            |                 |        |                 |        |
|-------------------|-----------------------|--|-----------------|------------|-----------------|--------|-----------------|--------|
|                   | Operating rev         | venue  | Operating p     | Ordinary p | rofit           | Profit |                 |        |
| Fiscal year ended | ded Millions of yen % |  | Millions of yen | %          | Millions of yen | %      | Millions of yen | %      |
| March 31, 2017    | 14,587                | 36.7   | 6,670           | 107.9      | 7,823           | 67.3   | 7,295           | 4.4    |
| March 31, 2016    | 10,667                | (0.3)  | 3,208           | 7.3        | 4,676           | 8.3    | 6,987           | (35.8) |

|                   | Basic earnings per<br>share | Diluted earnings per share |
|-------------------|-----------------------------|----------------------------|
| Fiscal year ended | Yen                         | Yen                        |
| March 31, 2017    | 21.42                       | 21.41                      |
| March 31, 2016    | 20.51                       | 20.50                      |

# (2) Non-Consolidated Financial Position

|                | Total assets    | Net assets      | Equity-to-asset ratio | Net assets per share |
|----------------|-----------------|-----------------|-----------------------|----------------------|
| As of          | Millions of yen | Millions of yen | %                     | Yen                  |
| March 31, 2017 | 1,153,240       | 300,816         | 26.1                  | 894.08               |
| March 31, 2016 | 1,103,508       | 309,725         | 28.0                  | 907.82               |

Reference: Equity (Net assets)

As of March 31, 2017: As of March 31, 2016:

¥300,430 million ¥309,446 million

\* Financial results reports are not required to be audited.

\* Proper use of earnings forecasts, and other special notes

The forward-looking statements, including earnings forecasts, contained in these materials are based on information available to the Company at the announcement of these materials and on certain assumptions pertaining to factors of uncertainty. These statements may differ from the actual business results.

For further details about the matters regarding earnings forecasts (consolidated earnings forecasts for the fiscal year ending March 31, 2018), please refer to page 7 of the Attached Materials, "(4) Future outlook" under "1. Review of Operating Results and Others."

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# 1. Review of Operating Results and Others

# (1) Review of operating results for the fiscal year ended March 31, 2017

During the fiscal year ended March 31, 2017, the Japanese economy continued to experience a gradual recovery with the continuing improvement in the employment and income environment, although the recovery in business conditions appeared to lag in some sectors. The outlook, however, is unclear, with concerns over the impacts of uncertainty in overseas economies and fluctuations in the financial and capital markets.

Under these conditions, during the fiscal year ended March 31, 2017, the Seibu Group worked to maximize its corporate value under the Seibu Group's Medium-Term Business Plan (FY2016-FY2018), by working to i) establish a long-term business foundation and ii) strengthen its existing businesses as key initiatives in the plan, based on the central theme of "taking advantage of our strengths to realize the strongest Seibu group," and following the basic policies of "tackling innovation with speed from new perspectives" and "shifting gears to achieve further growth."

To establish a long-term business foundation, the Group will respond to paradigm shifts such as increasing numbers of foreign visitors to Japan and changes in the composition of the population by expanding its targeting of markets, including inbound tourism, senior citizens and children, in order to develop new business models and create further earnings opportunities. For "inbound tourism," the Group has adopted a slogan of "Aiming to Become the corporate group at the center of 'Tourism-oriented Japan." Under this slogan, the Group made a concerted effort to strengthen its new initiatives, such as the launch of the "SEIBU PRINCE CLUB emi" membership service for foreigners and the start of 2016 SEIBU GROUP MEDIA FAM TOURS for introducing the Company's facilities to travel agents.

Furthermore, the Group carried out redevelopment through reorganization of its portfolio under the Seibu Group's Asset Strategy, including the grand opening of its major project for driving the Group's future growth, TOKYO GARDEN TERRACE KIOICHO (the development project of the site where the Grand Prince Hotel Akasaka was previously located).

As a result of these efforts, the Group recorded the following results for the fiscal year ended March 31, 2017. Operating revenue was ¥512,009 million, up ¥3,927 million, or 0.8%, year on year; operating profit was ¥62,456 million, down ¥3,499 million, or 5.3%, year on year, mainly reflecting the recording of one-time expenses associated with the opening of TOKYO GARDEN TERRACE KIOICHO and an increase in depreciation. EBITDA was ¥108,115 million, up ¥1,413 million, or 1.3%, year on year. Ordinary profit was ¥57,472 million, down ¥1,053 million, or 1.8%, year on year. Profit attributable to owners of parent was ¥47,564 million, down ¥9,643 million, or 16.9%, year on year, mainly reflecting the absence of profit upon recognition of indemnification claims that was recorded in the previous fiscal year.

|   | One   | erating rever | nue  | 01   | perating pro | fit  | EBITDA  |               |        |  |  |
|---|---|---------------|--|--|--------------|--|---------|---------------|--------|--|--|
| Segment                                 | For the year ended from March 31, previous Change y |               | For the<br>year ended<br>March 31,<br>2017 | year ended from<br>March 31, previous Change |              | For the<br>year ended<br>March 31,<br>2017 | Change  | Change<br>(%) |        |  |  |
| Urban<br>Transportation and<br>Regional | 156,494   | (865)         | (0.6)                                      | 26,804                                       | 919          | 3.6  | 47,489  | 750           | 1.6    |  |  |
| Hotel and Leisure                       | 188,544   | 522           | 0.3  | 14,092                                       | (6,535)      | (31.7)                                     | 26,969  | (5,100)       | (15.9) |  |  |
| Real Estate                             | 53,771  | 4,080         | 8.2  | 7,889  | (6,639)      | (45.7)                                     | 16,201  | (2,559)       | (13.6) |  |  |
| Construction                            | 114,996   | 10,012        | 9.5  | 9,825  | 6,130        | 165.9                                      | 10,206  | 6,158         | 152.1  |  |  |
| Hawaii Business                         | 23,167  | 3,864         | 20.0                                       | 4,250  | 5,086        |  | 6,044   | 4,811         | 390.2  |  |  |
| Other                                   | 37,228  | (314)         | (0.8)                                      | 720  | (362)        | (33.5)                                     | 3,366   | (324)         | (8.8)  |  |  |
| Total                                   | 574,201   | 17,300        | 3.1  | 63,582                                       | (1,401)      | (2.2)                                      | 110,277 | 3,735         | 3.5    |  |  |
| Adjustments                             | (62,192)  | (13,372)      | _  | (1,126)                                      | (2,098)      | _  | (2,162) | (2,321)       | _      |  |  |
| Consolidated                            | 512,009   | 3,927         | 0.8  | 62,456                                       | (3,499)      | (5.3)                                      | 108,115 | 1,413         | 1.3    |  |  |

Operating results for the fiscal year ended March 31, 2017, in each segment were as follows.

Notes: 1. Adjustments mainly consist of elimination of inter-company transactions. 2. EBITDA is calculated by adding depreciation to operating profit.

## Urban Transportation and Regional

The Urban Transportation and Regional business segment consists of railway operations that include key commuter lines for the greater Tokyo metropolitan area, bus operations that support the transportation needs of our railway passengers, leisure facilities along railway lines, and others. Operating revenues for each of these operations were as follows.

|  |                                      |                                      | (Millions of yen) |
|--|--------------------------------------|--------------------------------------|-------------------|
|  | For the year ended<br>March 31, 2016 | For the year ended<br>March 31, 2017 | Change            |
| Operating revenue                      | 157,359                              | 156,494                              | (865)             |
| Railway operations                     | 104,939                              | 105,123                              | 183               |
| Bus operations                         | 25,610                               | 25,531                               | (79)              |
| Leisure facilities along railway lines | 21,724                               | 20,798                               | (925)             |
| Others                                 | 5,085                                | 5,041                                | (44)              |

In railway operations for the fiscal year ended March 31, 2017, the number of passengers increased by 0.9% year on year (of which commuters increased by 1.5% and non-commuters decreased by 0.1%), while passenger transportation sales increased by 0.7% year on year (of which commuters increased by 1.5% and non-commuters increased by 0.1%). The result reflects the strong employment situation as well as proactive event activities and stronger sightseeing promotion along railway lines, despite the impact of service stoppages in some areas due to typhoon damage.

However, the Urban Transportation and Regional business segment recorded operating revenue of \$156,494 million, a decrease of \$865 million, or 0.6%, year on year, mainly reflecting the absence of operating revenue from unused portion of multi-service bus cards sold, which was recognized in the previous fiscal year in bus operations, the impact of the halt of operations of some business locations and weak summer sales at pool facilities in leisure facilities along railway lines. Segment operating profit increased by \$919 million, or 3.6%, year on year to \$26,804 million, partly due to reductions of electric power costs and fuel costs. EBITDA was \$47,489 million, an increase of \$750 million, or 1.6%, year on year.

# Hotel and Leisure

The Hotel and Leisure business segment consists of city hotel operations, resort hotel operations, golf

|                         |                                      |                                      | (Millions of yen) |
|-------------------------|--------------------------------------|--------------------------------------|-------------------|
|                         | For the year ended<br>March 31, 2016 | For the year ended<br>March 31, 2017 | Change            |
| Operating revenue       | 188,021                              | 188,544                              | 522               |
| City hotel operations   | 106,820                              | 105,319                              | (1,501)           |
| Resort hotel operations | 38,308                               | 38,826                               | 518               |
| Golf course operations  | 12,227                               | 12,266                               | 38                |
| Others                  | 30,665                               | 32,132                               | 1,467             |

course operations, and others. Operating revenues for each of these operations were as follows.

Note: City hotel operations include mainly hotels located in the central commercial areas of major cities or in the vicinity of transportation terminals. Resort hotel operations mainly include hotels located in sightseeing areas or summer resorts across Japan.

In overall hotel operations, the Company proactively continued to carry out revenue management<sup>\*1</sup> and expand its overseas sales bases, as well as strengthening promotions and so forth. In the accommodation division especially, the Company managed to change the market to a customer sector with a higher unit price, which helped to increase the average daily rates at both city and resort hotels year on year, driving RevPAR<sup>\*2</sup> higher compared to the previous fiscal year. Furthermore, The Prince Gallery Tokyo Kioicho opened for business within TOKYO GARDEN TERRACE KIOICHO, and the Company conducted renewal construction on existing hotels, such as the Grand Prince Hotel Takanawa.

- \*1 Revenue management is a method for maximizing profit by providing services to customers at prices that are seasonally appropriate based on demand forecasts.
- \*2 RevPAR: Revenue Per Available Room. RevPAR is calculated by dividing total room sales for a given period by the aggregate number of days per room for which each room was available during such period.

In addition, at Yokohama Hakkeijima Inc. with the effect of the renewal of Aqua Park Shinagawa in July 2015, among other factors, visitor numbers increased year on year.

The Hotel and Leisure business segment recorded operating revenue of \$188,544 million, an increase of \$522 million, or 0.3%, year on year. The increase reflected the impact of the halt of operations at the Tokyo Prince Hotel and the Grand Prince Hotel Takanawa for seismic reinforcement work, but this was more than offset by growth in revenue from an increase in RevPAR at existing hotels due to the shift in our target market, opening of The Prince Gallery Tokyo Kioicho and strong performance in MICE\*, among other factors. Segment operating profit decreased by \$6,535 million, or 31.7%, year on year to \$14,092 million, mainly reflecting the recording of one-time expenses associated with the opening of The Prince Gallery Tokyo Kioicho. EBITDA was \$26,969 million, a decrease of \$5,100 million, or 15.9%, year on year.

\*MICE: Meetings, Incentive travel, Convention, Exhibition/Events. MICE is a general term for business events that draw in visitors, such as corporate business meetings, incentive and research travel held by companies, conventions of international organizations, groups, and academic societies, and exhibitions, trade fairs, and other events.

### Real Estate

The Real Estate business segment consists of leasing operations and others. Operating revenues for each of these operations were as follows.

| <br>I II I |                                      |                                      | (Millions of yen) |
|---|--------------------------------------|--------------------------------------|-------------------|
|   | For the year ended<br>March 31, 2016 | For the year ended<br>March 31, 2017 | Change            |
| Operating revenue                           | 49,690                               | 53,771                               | 4,080             |
| Leasing operations                          | 31,265                               | 35,447                               | 4,181             |
| Others                                      | 18,424                               | 18,323                               | (100)             |

In leasing operations, TOKYO GARDEN TERRACE KIOICHO conducted its grand opening, and the tenants of its 24-floor office section completed moving in. In addition, the commercial and residential areas performed strongly. Moreover, the Company took steps to make effective use of the Group's assets and to increase their profitability, including attracting tenant companies to the Seibu Daini Building in Tokorozawa.

As a result of these initiatives, the Real Estate business segment recorded operating revenue of \$53,771 million, an increase of \$4,080 million, or 8.2%, year on year. However, due to recording onetime expenses associated with the opening of TOKYO GARDEN TERRACE KIOICHO, the segment recorded an operating profit of \$7,889 million, a decrease of \$6,639 million, or 45.7%, year on year. EBITDA was \$16,201 million, a decrease of \$2,559 million, or 13.6%, year on year.

## Construction

The Construction business segment consists of construction operations and others. Operating revenues for each of these operations were as follows. (Millions of ven)

|                         |                                      |                                      | (Millions of yell) |
|-------------------------|--------------------------------------|--------------------------------------|--------------------|
|                         | For the year ended<br>March 31, 2016 | For the year ended<br>March 31, 2017 | Change             |
| Operating revenue       | 104,983                              | 114,996                              | 10,012             |
| Construction operations | 79,484                               | 88,578                               | 9,094              |
| Others                  | 25,498                               | 26,417                               | 918                |

In construction operations, the Company undertook construction work for railway construction, residential houses for sale, and public sector investment. The Company also took a rigorous approach to managing orders received with a focus on profit margins, as well as ongoing credit management, and also worked to strengthen its cost management.

As a result of these initiatives, the Construction business segment recorded operating revenue of \$114,996 million, an increase of \$10,012 million, or 9.5%, year on year, mainly reflecting increases in civil engineering projects and renovation works in construction operations, as well as an increase in landscaping contract work. Segment operating profit was \$9,825 million, up \$6,130 million, or 165.9%, year on year, due mainly to the increase in operating revenue and temporary highly profitable civil engineering projects. EBITDA was \$10,206 million, an increase of \$6,158 million, or 152.1%, year on year.

## Hawaii Business

In the Hawaii business segment, the business performed strongly, mainly thanks to the impact of an increase in individual guests due to the effect of Mauna Kea Beach Hotel joining the Autograph Collection and aggressive sales measures at Hapuna Beach Prince Hotel. The Company also sold off part of the real estate of the Hapuna Beach Prince Hotel.

As a result of these initiatives, the Hawaii business segment recorded operating revenue of  $\frac{23,167}{1000}$  million, an increase of  $\frac{43,864}{1000}$  million, or 20.0%, year on year. Segment operating profit was  $\frac{44,250}{1000}$  million, compared with an operating loss of  $\frac{4836}{1000}$  million in the previous fiscal year. EBITDA was  $\frac{46,044}{1000}$  million, an increase of  $\frac{44,811}{1000}$  million, or 390.2%, year on year.

#### Other

In the Izuhakone Business, the Company strengthened its measures for attracting inbound tourism, mainly in the Hakone area. In the Ohmi Business, Ohmi Railway Co., Ltd. held events and ticket sales to commemorate its 120th anniversary. In the Seibu Lions Business, the number of spectators during the 2016 season increased year on year, reflecting the execution of various sales initiatives at the MetLife Dome.

However, the Other businesses segment recorded operating revenue of ¥37,228 million, a decrease of

\$314 million, or 0.8%, year on year, partly due to a decrease in the number of regular season games held by Seibu Lions. Segment operating profit was \$720 million, down \$362 million, or 33.5%, year on year, partly due to increased expenses in the Seibu Lions Business in addition to a decline in profit due to lower revenues resulting from the above factors, and EBITDA was \$3,366 million, down \$324million, or 8.8%, year on year.

#### (2) Review of financial position for the fiscal year ended March 31, 2017

#### Assets

Total current assets as of March 31, 2017 stood at \$126,702 million, a decrease of \$10,111 million from the previous fiscal year-end. The decrease was due mainly to a decrease in current assets, "Other," of \$19,035 million, resulting from collection of indemnification claims.

Total non-current assets amounted to \$1,501,166 million, up \$84,887 million from the previous fiscal year-end. The increase was due mainly to an increase of property, plant and equipment of \$84,038 million, resulting from the completion of TOKYO GARDEN TERRACE KIOICHO.

As a result, total assets stood at ¥1,627,868 million, an increase of ¥74,776 million from the previous fiscal year-end.

#### Liabilities

Total current liabilities as of March 31, 2017 stood at \$366,590 million, an increase of \$48,735 million from the previous fiscal year-end. The increase was due mainly to increases in short-term loans payable of \$23,892 million and current liabilities, "Other," of \$18,935 million, resulting from an increase in accounts payable for construction contracts of Prince Hotels, Inc., etc.

Non-current liabilities amounted to \$901,144 million, up \$58,556 million from the previous fiscal yearend. The increase was due mainly to increases in long-term loans payable of \$33,586 million and liabilities from application of equity method of \$17,277 million.

As a result of the above, total liabilities stood at \$1,267,735 million, an increase of \$107,292 million from the previous fiscal year-end.

#### Net assets

Total net assets as of March 31, 2017 stood at ¥360,133 million, a decrease of ¥32,515 million from the previous fiscal year-end. The main factor in the decrease was an increase in treasury shares of ¥62,447 million due mainly to making NW Corporation Inc. an equity-method associate and implementing the Company's first purchase of treasury shares.

#### (3) Review of cash flows for the fiscal year ended March 31, 2017

Cash and cash equivalents (hereinafter "cash") as of March 31, 2017 increased ¥6,466 million compared to the end of the previous fiscal year to ¥27,551 million.

#### Cash flows from operating activities

Net cash provided by operating activities was ¥92,418 million after recording profit before income taxes of ¥58,533 million and making adjustments for depreciation and income taxes paid. Cash inflows increased by ¥16,660 million from the previous fiscal year, due mainly to a decrease in payments for litigation loss of ¥9,573 million.

#### Cash flows from investing activities

Net cash used in investing activities was ¥133,931 million, ¥57,596 million more than in the previous fiscal year. The increase was due mainly to an increase of ¥55,656 million in purchase of property, plant and equipment and intangible assets.

#### Cash flows from financing activities

Net cash provided by financing activities was ¥48,162 million due mainly to an increase in loans payable, compared with net cash used in financing activities of ¥877 million in the previous fiscal year.

The Group's cash flow indices were as follows.

|   | For the year ended<br>March 31, 2014 | For the year ended<br>March 31, 2015 | For the year ended<br>March 31, 2016 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Equity-to-asset ratio (%)                           | 18.7                                 | 24.1                                 | 25.2                                 | 21.8                                 |
| Equity-to-asset ratio based on<br>market value (%)  | _                                    | 69.6                                 | 52.3                                 | 35.4                                 |
| Interest-bearing debt to cash<br>flow ratio (Years) | 12.3                                 | 10.5                                 | 11.1                                 | 9.8                                  |
| Interest coverage ratio (Times)                     | 6.2                                  | 7.9                                  | 8.0                                  | 8.6                                  |

Notes: 1. Equity-to-asset ratio: Equity / Total assets

- 2. Equity-to-asset ratio based on market value: Market capitalization / Total assets
- 3. Interest-bearing debt to cash flow ratio: Interest-bearing debt / Operating cash flow
- 4. Interest coverage ratio: Operating cash flow / Interest payments
- 5. The above indices are calculated based on consolidated financial figures.
- 6. Market capitalization is calculated as follows: Final stock price at end of period x Total number of issued shares at end of period (excluding treasury shares).
- 7. The equity-to-asset ratio based on market value for the year ended March 31, 2014 is not provided because the stock of the Company was not listed at the time.
- 8. The figure for operating cash flow is "net cash provided by operating activities" on the consolidated statement of cash flows. Interest-bearing debt refers to all debt posted on the consolidated balance sheet for which interest is paid. Furthermore, regarding the interest payments, we use "interest expenses paid" on the consolidated statement of cash flows.

#### (4) Future outlook

For the consolidated earnings forecasts for the fiscal year ending March 31, 2018, operating revenue is forecast at ¥542,000 million, up 5.9% year on year, with an increase in railway transportation sales, and the opening of Seibu Chichibu Ekimaeonsen Matsurinoyu (Matsurinoyu - the Seibu Chichibu Station-Front Hot Spring) in Urban Transportation and Regional business segment, with the manifestation of the effects of investments to increase value and an increase in RevPAR by strengthening revenue management in the Hotel and Leisure business segment, and with an increase in rental revenues of TOKYO GARDEN TERRACE KIOICHO in the Real Estate business segment. Operating profit is forecast at ¥63,200 million, an increase of 1.2% year on year, with the increase in revenue expected to absorb an increase in expenses such as electric power costs, fuel costs, and utilities costs following a rise in crude oil prices. EBITDA is forecast to be ¥114,200 million, up 5.6%.

Forecasts for operating revenues, operating profit, and EBITDA by segment are as follows.

|  | Operating revenue           |        |                    |      |                    |       |                    |       |                    |        |                    |     |                    |     |                    |       |                    |       |
|--|-----------------------------|--------|--------------------|------|--------------------|-------|--------------------|-------|--------------------|--------|--------------------|-----|--------------------|-----|--------------------|-------|--------------------|-------|
|  | Urba<br>Transpor<br>and Reg | tation | Hotel<br>Leisu     |      | Real Es            | state | Constru            | ction | Haw<br>Busin       |        | Othe               | er  | Tota               | ıl  | Adjustn            | nents | Consoli            | dated |
| Six months<br>ending<br>September 30,      | billions<br>of yen          | %      | billions<br>of yen | %    | billions<br>of yen | %     | billions<br>of yen | %     | billions<br>of yen | %      | billions<br>of yen | %   | billions<br>of yen | %   | billions<br>of yen | %     | billions<br>of yen | %     |
| 2017                                       | 82.7                        | 5.4    | 105.1              | 13.1 | 28.7               | 9.6   | 49.0               | 3.0   | 8.5                | 4.8    | 23.4               | 3.1 | 297.4              | 7.8 | (27.6)             | -     | 269.8              | 7.4   |
| Fiscal year<br>ending<br>March 31,<br>2018 | 162.9                       | 4.1    | 210.7              | 11.8 | 60.9               | 13.3  | 107.4              | (6.6) | 19.5               | (15.8) | 38.2               | 2.6 | 599.6              | 4.4 | (57.6)             | -     | 542.0              | 5.9   |

Note: Adjustments mainly consist of elimination of inter-company transactions.

|  |                             |        |                    |      |                    |       |                    |        | Operatin           | g profit |                    |        |                    |      |                    |       |                    |       |
|--|-----------------------------|--------|--------------------|------|--------------------|-------|--------------------|--------|--------------------|----------|--------------------|--------|--------------------|------|--------------------|-------|--------------------|-------|
|  | Urba<br>Transpor<br>and Reg | tation | Hotel<br>Leisu     |      | Real E             | state | Constru            | ction  | Haw<br>Busin       |          | Oth                | er     | Tota               | ıl   | Adjustn            | nents | Consoli            | dated |
| Six months<br>ending                       | billions<br>of yen          | %      | billions<br>of yen | %    | billions<br>of yen | %     | billions<br>of yen | %      | billions<br>of yen | %        | billions<br>of yen | %      | billions<br>of yen | %    | billions<br>of yen | %     | billions<br>of yen | %     |
| September 30,<br>2017                      | 16.5                        | 4.2    | 9.8                | 22.7 | 6.7                | 130.8 | 1.0                | (49.2) | (0.5)              | -        | 2.0                | (5.2)  | 35.5               | 17.2 | (0.3)              | -     | 35.2               | 17.0  |
| Fiscal year<br>ending<br>March 31,<br>2018 | 26.8                        | (0.0)  | 19.0               | 34.8 | 14.2               | 80.0  | 4.0                | (59.3) | (0.4)              | -        | 0.3                | (58.3) | 63.9               | 0.5  | (0.7)              | -     | 63.2               | 1.2   |

Note: Adjustments mainly consist of elimination of inter-company transactions.

|  |                             |        |                    |      |                    |       |                    |        | EBI                | ГDA    |                    |       |                    |      |                    |       |                    |       |
|--|-----------------------------|--------|--------------------|------|--------------------|-------|--------------------|--------|--------------------|--------|--------------------|-------|--------------------|------|--------------------|-------|--------------------|-------|
|  | Urba<br>Transpor<br>and Reg | tation | Hotel<br>Leisu     |      | Real Es            | state | Constru            | ction  | Haw<br>Busin       |        | Oth                | er    | Tota               | ıl   | Adjustn            | nents | Consoli            | dated |
| Six months<br>ending                       | billions<br>of yen          | %      | billions<br>of yen | %    | billions<br>of yen | %     | billions<br>of yen | %      | billions<br>of yen | %      | billions<br>of yen | %     | billions<br>of yen | %    | billions<br>of yen | %     | billions<br>of yen | %     |
| September 30, 2017                         | 26.9                        | 4.1    | 17.1               | 22.3 | 11.3               | 66.2  | 1.2                | (44.0) | 0.5                | 30.9   | 3.4                | 1.0   | 60.4               | 15.0 | (0.6)              | -     | 59.8               | 15.4  |
| Fiscal year<br>ending<br>March 31,<br>2018 | 48.4                        | 1.9    | 34.2               | 26.8 | 23.5               | 45.1  | 4.5                | (55.9) | 1.8                | (70.2) | 3.2                | (5.0) | 115.6              | 4.8  | (1.4)              | -     | 114.2              | 5.6   |

Note: Adjustments mainly consist of elimination of inter-company transactions.

Ordinary profit is projected to be ¥54,600 million, down 5.0% year on year, mainly reflecting the recording of a temporary share of profit of entities accounted for using equity method in the previous fiscal year. The Company is projecting profit attributable to owners of parent of ¥40,800 million, down 14.2% year on year, following the decline in ordinary profit, the absence of gain on sales of non-current assets of Seibu Railway Co., Ltd. that was recorded in the previous fiscal year, and other factors.

#### (5) Basic policy on profit distribution and dividends for the current period and the following period

The Group's businesses are focused primarily on the Urban Transportation and Regional business segment, the Hotel and Leisure business segment, and the Real Estate business segment, with a management objective of achieving sustainable and strong growth. Our basic policy is to strengthen the business base of our Group companies and enhance our corporate value and to strengthen our financial strength by accumulating retained earnings while continuing to make stable dividend payments.

In addition, in accordance with our long-term strategy, we aim to provide returns to our stakeholders and conduct investments that will contribute to our future growth in a balanced manner.

In light of these aims, we will strive to distribute profits targeting a consolidated dividend payout ratio of 15% as a specific guideline for dividends, while actively making investments for growth for the moment.

Regarding the year-end dividend for the fiscal year ended March 31, 2017, in accordance with our basic policy and financial strategies, and in consideration of the results for the current fiscal year, we increased our regular dividend per share by \$5.00 compared to the previous fiscal year to \$15.50 (annual dividend of \$23.00 per share including interim dividend of \$7.50; separately paid a commemorative dividend of \$2.00 per share in the previous fiscal year).

Moreover, with regard to the dividend for the fiscal year ending March 31, 2018, the Company plans to pay an annual dividend of \$23.00 per share (interim dividend of \$11.50 and year-end dividend of \$11.50).

Regarding the use of retained earnings, while considering further improvement in our financial strength, we will invest in strengthening the future business base of our group, establishing a stable management base.

# 2. Basic Rationale for Selecting the Accounting Standard

Although the Company is preparing its consolidated financial statements in accordance with the accounting principles generally accepted in Japan, it is deliberating over future application of international financial reporting standards (IFRSs) while keeping track of trends inside and outside Japan.

# 3. Consolidated Financial Statements and Significant Notes Thereto

(1) Consolidated balance sheets

|  |  | (Millions of y                                |
|--|--|---|
|  | Previous fiscal year<br>(As of March 31, 2016) | Current fiscal year<br>(As of March 31, 2017) |
| ssets  |  |   |
| Current assets                               |  |   |
| Cash and deposits                            | 22,417   | 29,071  |
| Notes and accounts receivable - trade        | 55,990   | 54,484  |
| Land and buildings for sale in lots          | 8,456  | 8,788   |
| Merchandise and finished goods               | 1,405  | 1,459   |
| Costs on uncompleted construction contracts  | 4,571  | 5,870   |
| Raw materials and supplies                   | 2,313  | 2,468   |
| Deferred tax assets                          | 4,343  | 6,223   |
| Other  | 37,404   | 18,369  |
| Allowance for doubtful accounts              | (88)   | (33   |
| Total current assets                         | 136,813  | 126,702                                       |
| Non-current assets                           |  |   |
| Property, plant and equipment                |  |   |
| Buildings and structures                     | 983,686  | 1,117,677                                     |
| Accumulated depreciation and impairment loss | (583,398)                                      | (604,130                                      |
| Buildings and structures, net                | 400,287  | 513,547                                       |
| Machinery, equipment and vehicles            | 297,892  | 303,769                                       |
| Accumulated depreciation and impairment loss | (246,826)                                      | (248,087                                      |
| Machinery, equipment and vehicles, net       | 51,065   | 55,682  |
| Land   | 736,958  | 733,652                                       |
| Leased assets                                | 3,295  | 3,645   |
| Accumulated depreciation and impairment      | (1,614)  | (1,827  |
| Leased assets, net                           | 1,680  | 1,818   |
| Construction in progress                     | 83,395   | 44,333  |
| Other  | 66,842   | 74,878  |
| Accumulated depreciation and impairment loss | (53,979)                                       | (53,624                                       |
| Other, net                                   | 12,862   | 21,253  |
| Total property, plant and equipment          | 1,286,249                                      | 1,370,288                                     |
| Intangible assets                            | 1,200,219                                      | 1,570,200                                     |
| Leased assets                                | 12   | 23  |
| Other  | 6,485  | 17,016  |
| Total intangible assets                      | 6,497  | 17,040  |
| Investments and other assets                 | 0,777  | 17,040  |
| Investment securities                        | 65,715   | 65,117  |
| Long-term loans receivable                   | 366  | 352   |
| Net defined benefit asset                    | 41,861   | 32,282  |
| Deferred tax assets                          | 8,507  | 7,732   |
| Other  | 8,105  | 9,077   |
| Allowance for doubtful accounts              | (1,024)  | (725  |
| Total investments and other assets           | 123,531  | 113,838                                       |
| Total non-current assets                     | 1,416,278                                      | 1,501,166                                     |
|  | 1,553,092                                      | 1,627,868                                     |

|   | Previous fiscal year<br>(As of March 31, 2016) | Current fiscal year<br>(As of March 31, 2017) |
|---|--|---|
| Liabilities                                   |  |   |
| Current liabilities                           |  |   |
| Notes and accounts payable - trade            | 31,327   | 31,126  |
| Short-term loans payable                      | 181,064  | 204,956                                       |
| Lease obligations                             | 547  | 592   |
| Income taxes payable                          | 6,983  | 8,483   |
| Advances received                             | 23,026   | 28,490  |
| Provision for bonuses                         | 5,395  | 5,625   |
| Other provision                               | 3,674  | 2,576   |
| Asset retirement obligations                  | 55   | 21  |
| Other   | 65,782   | 84,718  |
| Total current liabilities                     | 317,855  | 366,590                                       |
| Non-current liabilities                       |  |   |
| Bonds payable                                 | _  | 10,000  |
| Long-term loans payable                       | 622,877  | 656,464                                       |
| Long-term accounts payable to Japan railway   | 33,197   | 28,146  |
| construction, transport and technology agency |  |   |
| Lease obligations                             | 1,260  | 1,361   |
| Deferred tax liabilities                      | 111,296  | 111,345                                       |
| Deferred tax liabilities for land revaluation | 12,338   | 12,331  |
| Provision for directors' retirement benefits  | 1,345  | 971   |
| Other provision                               | 185  | 216   |
| Net defined benefit liability                 | 30,821   | 31,059  |
| Asset retirement obligations                  | 1,698  | 1,621   |
| Liabilities from application of equity method | -  | 17,277  |
| Other   | 27,565   | 30,348  |
| Total non-current liabilities                 | 842,587  | 901,144                                       |
| Total liabilities                             | 1,160,443                                      | 1,267,735                                     |
| Net assets                                    |  |   |
| Shareholders' equity                          |  |   |
| Capital stock                                 | 50,000   | 50,000  |
| Capital surplus                               | 129,357  | 129,373                                       |
| Retained earnings                             | 139,443  | 180,620                                       |
| Treasury shares                               | (2,020)  | (64,467)                                      |
| Total shareholders' equity                    | 316,780  | 295,526                                       |
| Accumulated other comprehensive income        |  |   |
| Valuation difference on available-for-sale    | 12,536   | 12,641  |
| securities                                    |  | 10.670  |
| Revaluation reserve for land                  | 18,680   | 18,672  |
| Foreign currency translation adjustment       | 10,515   | 8,897   |
| Remeasurements of defined benefit plans       | 32,901   | 19,584  |
| Total accumulated other comprehensive income  | 74,634   | 59,796  |
| Subscription rights to shares                 | 278  | 385   |
| Non-controlling interests                     | 954  | 4,425   |
| Total net assets                              | 392,649  | 360,133                                       |
| Total liabilities and net assets              | 1,553,092                                      | 1,627,868                                     |

|  |   | (Millions of y   |
|--|---|--|
|  | Previous fiscal year<br>(From April 1, 2015<br>to March 31, 2016) | Current fiscal year<br>(From April 1, 2016<br>to March 31, 2017) |
| Operating revenue                                      | 508,081   | 512,009  |
| Operating expenses                                     |   |  |
| Operating expenses and cost of sales of                | 409,557   | 414,409  |
| transportation   | 409,557   | 414,409  |
| Selling, general and administrative expenses           | 32,567  | 35,142   |
| Total operating expenses                               | 442,125   | 449,552  |
| Operating profit                                       | 65,956  | 62,456   |
| Non-operating income                                   |   |  |
| Interest income  | 11  | 11   |
| Dividend income  | 686   | 745  |
| Subsidy to keep a bus on a regular route               | 819   | 842  |
| Share of profit of entities accounted for using equity | _   | 3,729  |
| method   |   |  |
| Other  | 1,327   | 1,541  |
| Total non-operating income                             | 2,845   | 6,871  |
| Non-operating expenses                                 |   |  |
| Interest expenses                                      | 9,464   | 10,693   |
| Share of loss of entities accounted for using equity   | 83  | _  |
| method   |   |  |
| Other  | 727   | 1,162  |
| Total non-operating expenses                           | 10,275  | 11,856   |
| Ordinary profit  | 58,525  | 57,472   |
| Extraordinary income                                   |   |  |
| Gain on sales of non-current assets                    | 1,302   | 3,543  |
| Contribution for construction                          | 2,896   | 2,891  |
| Subsidy income   | 112   | 343  |
| Gain on sales of investment securities                 | 234   | 21   |
| Profit upon recognition of indemnification claims      | 25,775  | -  |
| Gain on step acquisitions<br>Other                     | -   | 1,501  |
|  | 597   | 765  |
| Total extraordinary income                             | 30,919  | 9,066  |
| Extraordinary losses                                   | 14 215  | 760  |
| Impairment loss<br>Loss on sales of non-current assets | 14,215<br>146   | 17   |
| Loss on retirement of non-current assets               | 2,011   | 3,166  |
| Reduction entry of land contribution for construction  | 2,846   | 2,739  |
| Loss on reduction of non-current assets                | 93  | 323  |
| Loss on sales of investment securities                 | 4   | 0  |
| Loss on valuation of investment securities             | 0   | 0  |
| Litigation loss  | 3,539   | 62   |
| Other  | 1,007   | 934  |
| Total extraordinary losses                             | 23,864  | 8,005  |
| Profit before income taxes                             | 65,581  | 58,533   |
| Income taxes - current                                 | 12,018  | 12,791   |
| Income taxes - deferred                                | (3,725)   | (1,892)  |
| Total income taxes                                     | 8,293   | 10,898   |
| Profit   | 57,288  | 47,634   |
| Profit attributable to non-controlling interests       | 80  | 70   |
| Profit attributable to owners of parent                | 57,207  | 47,564   |

# (2) Consolidated statements of income and consolidated statements of comprehensive income Consolidated statements of income

# Consolidated statements of comprehensive income

|  |   | (Millions of yen)  |
|--|---|--|
|  | Previous fiscal year<br>(From April 1, 2015<br>to March 31, 2016) | Current fiscal year<br>(From April 1, 2016<br>to March 31, 2017) |
| Profit   | 57,288  | 47,634   |
| Other comprehensive income   |   |  |
| Valuation difference on available-for-sale securities              | (7,027)   | 104  |
| Revaluation reserve for land                                       | 501   | _  |
| Foreign currency translation adjustment                            | 37  | (1,617)  |
| Remeasurements of defined benefit plans, net of tax                | (22,524)  | (13,320)   |
| Total other comprehensive income                                   | (29,013)  | (14,833)   |
| Comprehensive income   | 28,274  | 32,801   |
| Comprehensive income attributable to                               |   |  |
| Comprehensive income attributable to owners of parent              | 28,160  | 32,734   |
| Comprehensive income attributable to non-<br>controlling interests | 114   | 67   |

# (3) Consolidated statements of changes in equity

# Previous fiscal year (From April 1, 2015 to March 31, 2016)

|   |               |                 |                      |                 | (Millions of y                |
|---|---------------|-----------------|----------------------|-----------------|-------------------------------|
|   |               |                 | Shareholders' equity |                 |                               |
| —   | Capital stock | Capital surplus | Retained earnings    | Treasury shares | Total shareholders'<br>equity |
| Balance at beginning of current period  | 50,000        | 129,172         | 85,126               | (2,386)         | 261,912                       |
| Changes of items during period  |               |                 |                      |                 |                               |
| Dividends of surplus  |               |                 | (2,907)              |                 | (2,907)                       |
| Profit attributable to owners of parent   |               |                 | 57,207               |                 | 57,207                        |
| Reversal of revaluation reserve for land  |               |                 | 79                   |                 | 79                            |
| Purchase of treasury shares   |               |                 |                      | (0)             | (0)                           |
| Disposal of treasury shares   |               | 17              |                      | 366             | 384                           |
| Change in ownership<br>interest of parent due to<br>transactions with non-<br>controlling interests |               | 167             |                      |                 | 167                           |
| Change of scope of consolidation  |               |                 | (62)                 |                 | (62)                          |
| Net changes of items other than shareholders' equity  |               |                 |                      |                 |                               |
| Fotal changes of items during beriod  | -             | 185             | 54,316               | 366             | 54,868                        |
| Balance at end of current period  | 50,000        | 129,357         | 139,443              | (2,020)         | 316,780                       |

|   |   | Accumulated                        | d other compreh                                  | ensive income                                      |  |                               |                                  |                  |
|---|---|------------------------------------|--|--|--|-------------------------------|----------------------------------|------------------|
|   | Valuation<br>difference on<br>available-for-<br>sale securities | Revaluation<br>reserve for<br>land | Foreign<br>currency<br>translation<br>adjustment | Remeasure-<br>ments of<br>defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Subscription rights to shares | Non-<br>controlling<br>interests | Total net assets |
| Balance at beginning of current period  | 19,564  | 18,304                             | 10,478   | 55,414   | 103,761  | 75                            | 1,686                            | 367,437          |
| Changes of items during period  |   |                                    |  |  |  |                               |                                  |                  |
| Dividends of surplus  |   |                                    |  |  |  |                               |                                  | (2,907)          |
| Profit attributable to owners of parent   |   |                                    |  |  |  |                               |                                  | 57,207           |
| Reversal of revaluation reserve for land  |   |                                    |  |  |  |                               |                                  | 79               |
| Purchase of treasury shares   |   |                                    |  |  |  |                               |                                  | (0)              |
| Disposal of treasury shares   |   |                                    |  |  |  |                               |                                  | 384              |
| Change in ownership<br>interest of parent due to<br>transactions with non-<br>controlling interests |   |                                    |  |  |  |                               |                                  | 167              |
| Change of scope of consolidation  |   |                                    |  |  |  |                               |                                  | (62)             |
| Net changes of items other than shareholders' equity  | (7,027)   | 375                                | 37   | (22,512)   | (29,126)   | 202                           | (732)                            | (29,655)         |
| Total changes of items during period  | (7,027)   | 375                                | 37   | (22,512)   | (29,126)   | 202                           | (732)                            | 25,212           |
| Balance at end of current period  | 12,536  | 18,680                             | 10,515   | 32,901   | 74,634   | 278                           | 954                              | 392,649          |

# Current fiscal year (From April 1, 2016 to March 31, 2017)

|  | r , · · ·     |                 |                      |                 | (Millions of yen              |
|--|---------------|-----------------|----------------------|-----------------|-------------------------------|
|  |               |                 | Shareholders' equity |                 |                               |
|  | Capital stock | Capital surplus | Retained earnings    | Treasury shares | Total shareholders'<br>equity |
| Balance at beginning of current period   | 50,000        | 129,357         | 139,443              | (2,020)         | 316,780                       |
| Changes of items during period   |               |                 |                      |                 |                               |
| Dividends of surplus   |               |                 | (6,396)              |                 | (6,396)                       |
| Profit attributable to owners of parent  |               |                 | 47,564               |                 | 47,564                        |
| Reversal of revaluation reserve for land   |               |                 | 8                    |                 | 8                             |
| Purchase of treasury shares  |               |                 |                      | (10,000)        | (10,000)                      |
| Disposal of treasury shares  |               | 16              |                      | 513             | 529                           |
| Change in treasury shares<br>arising from change in<br>equity in entities accounted<br>for using equity method |               |                 |                      | (52,960)        | (52,960)                      |
| Net changes of items other<br>than shareholders' equity  |               |                 |                      |                 |                               |
| Total changes of items during period   | _             | 16              | 41,176               | (62,447)        | (21,254)                      |
| Balance at end of current period   | 50,000        | 129,373         | 180,620              | (64,467)        | 295,526                       |

|  |   | Accumulated                        | d other compreh                                  | ensive income                                      |  |                               |                                  |                  |
|--|---|------------------------------------|--|--|--|-------------------------------|----------------------------------|------------------|
|  | Valuation<br>difference on<br>available-for-<br>sale securities | Revaluation<br>reserve for<br>land | Foreign<br>currency<br>translation<br>adjustment | Remeasure-<br>ments of<br>defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Subscription rights to shares | Non-<br>controlling<br>interests | Total net assets |
| Balance at beginning of current period   | 12,536  | 18,680                             | 10,515   | 32,901   | 74,634   | 278                           | 954                              | 392,649          |
| Changes of items during period   |   |                                    |  |  |  |                               |                                  |                  |
| Dividends of surplus   |   |                                    |  |  |  |                               |                                  | (6,396)          |
| Profit attributable to owners of parent  |   |                                    |  |  |  |                               |                                  | 47,564           |
| Reversal of revaluation reserve for land   |   |                                    |  |  |  |                               |                                  | 8                |
| Purchase of treasury shares  |   |                                    |  |  |  |                               |                                  | (10,000)         |
| Disposal of treasury shares  |   |                                    |  |  |  |                               |                                  | 529              |
| Change in treasury shares<br>arising from change in<br>equity in entities accounted<br>for using equity method |   |                                    |  |  |  |                               |                                  | (52,960)         |
| Net changes of items other than shareholders' equity   | 104   | (8)                                | (1,617)  | (13,317)   | (14,838)   | 106                           | 3,470                            | (11,261)         |
| Total changes of items during<br>period  | 104   | (8)                                | (1,617)  | (13,317)   | (14,838)   | 106                           | 3,470                            | (32,515)         |
| Balance at end of current period   | 12,641  | 18,672                             | 8,897  | 19,584   | 59,796   | 385                           | 4,425                            | 360,133          |

# (4) Consolidated statements of cash flows

|  | Previous fiscal year                      | (Millions of y<br>Current fiscal year     |
|--|---|---|
|  | (From April 1, 2015<br>to March 31, 2016) | (From April 1, 2016<br>to March 31, 2017) |
| Cash flows from operating activities                                 |   |   |
| Profit before income taxes   | 65,581                                    | 58,533                                    |
| Depreciation   | 40,745                                    | 45,658                                    |
| Impairment loss  | 14,215                                    | 760                                       |
| Retirement benefit expenses  | (6,351)                                   | (4,038)                                   |
| Increase (decrease) in provision for bonuses                         | 412                                       | 229                                       |
| Increase (decrease) in net defined benefit liability                 | (201)                                     | (17)                                      |
| Decrease (increase) in net defined benefit asset                     | 1,569                                     | 1,314                                     |
| Increase (decrease) in allowance for doubtful accounts               | 14  | (321)                                     |
| Interest and dividend income   | (697)                                     | (757)                                     |
| Interest expenses  | 9,464                                     | 10,693                                    |
| Share of (profit) loss of entities accounted for using equity method | 83  | (3,729)                                   |
| Proceeds from contribution for construction                          | (2,896)                                   | (2,891                                    |
| Subsidy income   | (112)                                     | (343                                      |
| Loss (gain) on sales of investment securities                        | (229)                                     | (21                                       |
| Loss (gain) on valuation of investment securities                    | 0   | 0   |
| Loss (gain) on sales of non-current assets                           | (1,156)                                   | (3,525                                    |
| Loss on retirement of non-current assets                             | 2,011                                     | 3,166                                     |
| Reduction entry of land contribution for construction                | 2,846                                     | 2,739                                     |
| Loss on reduction of non-current assets                              | 93  | 323                                       |
| Other extraordinary loss (income)                                    | 4,182                                     | (919                                      |
| Profit upon recognition of indemnification claims                    | (24,834)                                  | _   |
| Decrease (increase) in notes and accounts receivable - trade         | (5,503)                                   | 1,713                                     |
| Decrease (increase) in inventories                                   | 919                                       | (1,064                                    |
| Decrease (increase) in accounts receivable - other                   | (2,035)                                   | (4,204                                    |
| Increase (decrease) in notes and accounts payable - trade            | 5,288                                     | (547)                                     |
| Increase (decrease) in advances received                             | 3,021                                     | 2,304                                     |
| Increase (decrease) in accrued consumption taxes                     | (4,257)                                   | 910                                       |
| Other, net   | 7,912                                     | 9,344                                     |
| Subtotal   | 110,085                                   | 115,309                                   |
| Interest and dividend income received                                | 710                                       | 770                                       |
| Interest expenses paid   | (9,485)                                   | (10,724)                                  |
| Income taxes paid  | (15,239)                                  | (12,198)                                  |
| Payments for litigation loss   | (10,312)                                  | (739)                                     |
| Net cash provided by (used in) operating activities                  | 75,757                                    | 92,418                                    |

|   | Previous fiscal year<br>(From April 1, 2015<br>to March 31, 2016) | Current fiscal year<br>(From April 1, 2016<br>to March 31, 2017) |
|---|---|--|
| Cash flows from investing activities  |   |  |
| Payments into time deposits   | (1,341)   | (1,492)  |
| Proceeds from withdrawal of time deposits   | 1,000   | 1,304  |
| Purchase of investment securities   | (3,010)   | (6,755)  |
| Proceeds from sales of investment securities  | 292   | 30   |
| Purchase of property, plant and equipment and intangible assets   | (79,662)  | (135,318)  |
| Proceeds from sales of property, plant and equipment and intangible assets  | 1,212   | 4,537  |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation  | _   | (2,261)  |
| Proceeds from contribution received for construction  | 5,149   | 6,560  |
| Other, net  | 24  | (536)  |
| Net cash provided by (used in) investing activities   | (76,334)  | (133,931)  |
| Cash flows from financing activities  | · · · ·   |  |
| Net increase (decrease) in short-term loans payable   | 1,666   | (8,392)  |
| Proceeds from long-term loans payable   | 105,653   | 148,442  |
| Repayments of long-term loans payable   | (98,003)  | (82,783)   |
| Proceeds from issuance of bonds   | _   | 9,920  |
| Redemption of accounts payable to Japan railway   | (4.019)   | (4.070)  |
| construction, transport and technology agency   | (4,918)   | (4,979)  |
| Repayments of lease obligations   | (589)   | (592)  |
| Cash dividends paid   | (2,904)   | (6,388)  |
| Proceeds from fluidity of receivables   | _   | 2,690  |
| Repayments of payables under fluidity receivables   | (1,195)   | -  |
| Purchase of treasury shares   | (0)   | (10,000)   |
| Proceeds from sales of treasury shares  | 566   | 581  |
| Payments from changes in ownership interests in<br>subsidiaries that do not result in change in scope of<br>consolidation | (676)   | -  |
| Other, net  | (474)   | (335)  |
| Net cash provided by (used in) financing activities   | (877)   | 48,162   |
| Effect of exchange rate change on cash and cash equivalents   | (10)  | (183)  |
| Net increase (decrease) in cash and cash equivalents  | (1,465)   | 6,466  |
| Cash and cash equivalents at beginning of period  | 22,596  | 21,085   |
| Decrease in cash and cash equivalents resulting from<br>exclusion of subsidiaries from consolidation                      | (45)  |  |
| Cash and cash equivalents at end of period  | 21,085  | 27,551   |

# (5) Notes to consolidated financial statements

## Notes on premise of going concern

Not applicable.

## **Changes in accounting policies**

Application of Practical Solution on a Change in Depreciation Method Due to Tax Reform 2016

Following the revision to the Corporation Tax Act, the Company has applied the "Practical Solution on a Change in Depreciation Method Due to Tax Reform 2016" (ASBJ PITF No. 32, June 17, 2016) from the fiscal year ended March 31, 2017. Accordingly, the Company and some of its consolidated subsidiaries that had previously adopted the declining balance method of depreciation changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016 from the declining balance method to the straight-line method.

The effects on the consolidated financial statements for the current fiscal year are minimal.

# Segment information, etc.

# (a) Segment information

The business segment information for the Company and its consolidated subsidiaries for the years ended March 31, 2016 and 2017 was as follows:

1. Overview of the reportable segments

The reportable segments of the Group are components for which discrete financial information is available and whose operating results are regularly reviewed by the Board of Directors to make decisions about resource allocation and to assess performance.

The Group operates its businesses in Japan and in Hawaii, U.S.A. Considering the characteristics of each business and area, significance and size, the Group has developed its reportable segments as follows:

| (i) Urban Transportation and Regional: | Railway operations, bus operations, leisure facilities along railway lines, etc. |
|--|--|
| (ii) Hotel and Leisure:                | City hotel operations, resort hotel operations, golf course operations, etc.     |
| (iii)Real Estate:                      | Real estate leasing operations, etc.   |
| (iv) Construction:                     | Construction operations, etc.  |
| (v) Hawaii Business:                   | Leisure business in Hawaii, etc.   |

2. Method for calculating the amounts of operating revenue, profit (loss), assets and other items by reportable segment

With regard to the currency translation of revenues and expenses of overseas subsidiaries, etc. into Japanese yen, the Group uses the assumed exchange rate, which was used in budget-making.

Inter-segment operating revenue and transfer are based on the prevailing market prices.

Segment profit (loss) is substantially the same as operating profit.

# 3. Information about operating revenue, profit (loss), assets and other items by reportable segment

For the fiscal year ended March 31, 2016 (from April 1, 2015 to March 31, 2016)

|  |  |                      |             |              |                    |                   |           | (Mill                   | ions of yen)   |
|--|--|----------------------|-------------|--------------|--------------------|-------------------|-----------|-------------------------|--|
|  | Urban<br>Transporta-<br>tion and<br>Regional | Hotel and<br>Leisure | Real Estate | Construction | Hawaii<br>Business | Other<br>(Note 1) | Total     | Adjustments<br>(Note 2) | Amount in<br>the quarterly<br>consolidated<br>financial<br>statement<br>(Note 3) |
| Operating revenue  |  |                      |             |              |                    |                   |           |                         |  |
| Operating revenue<br>from external<br>customers                          | 148,789                                      | 180,157              | 43,315      | 83,272       | 18,994             | 33,551            | 508,081   | _                       | 508,081  |
| Inter-segment<br>operating revenue<br>and transfer                       | 8,569  | 7,863                | 6,374       | 21,710       | 308                | 3,992             | 48,819    | (48,819)                | _  |
| Total  | 157,359                                      | 188,021              | 49,690      | 104,983      | 19,303             | 37,543            | 556,901   | (48,819)                | 508,081  |
| Segment profit (loss)  | 25,884                                       | 20,628               | 14,528      | 3,694        | (836)              | 1,083             | 64,984    | 972                     | 65,956   |
| Segment assets   | 512,487                                      | 554,503              | 313,360     | 78,457       | 62,807             | 54,834            | 1,576,449 | (23,357)                | 1,553,092  |
| Other items  |  |                      |             |              |                    |                   |           |                         |  |
| Depreciation   | 20,853                                       | 11,441               | 4,232       | 353          | 2,069              | 2,607             | 41,558    | (812)                   | 40,745   |
| Increase in<br>property, plant and<br>equipment and<br>intangible assets | 25,779                                       | 14,707               | 30,656      | 628          | 1,681              | 2,746             | 76,199    | 4,410                   | 80,609   |

(Notes) 1. "Other" consists of the Izuhakone Business, Ohmi Business and Seibu Lions Business.

2. Details of adjustments are as follows:

(1) Adjustments for operating revenue of ¥(48,819) million mainly consist of elimination of inter-company transactions.

(2) Adjustments for segment profit (loss) of ¥972 million mainly consist of elimination of inter-company transactions.

- (3) Adjustments for segment assets of ¥(23,357) million mainly consist of elimination of inter-company transactions and adjustments of net defined benefit asset. The amount of corporate assets which are not allocable to the reportable segments, such as surplus funds (cash and deposits), is ¥5,917 million.
- (4) Adjustments for increase in property, plant and equipment and intangible assets of ¥4,410 million are mainly due to elimination of inter-company transactions.
- 3. Segment profit (loss) has been reconciled with operating profit in the consolidated statement of income.

(Millions of ven)

|  |  |                      |             |              |                    |                   |           | (                       | ions or yen)   |
|--|--|----------------------|-------------|--------------|--------------------|-------------------|-----------|-------------------------|--|
|  | Urban<br>Transporta-<br>tion and<br>Regional | Hotel and<br>Leisure | Real Estate | Construction | Hawaii<br>Business | Other<br>(Note 1) | Total     | Adjustments<br>(Note 2) | Amount in<br>the quarterly<br>consolidated<br>financial<br>statement<br>(Note 3) |
| Operating revenue  |  |                      |             |              |                    |                   |           |                         |  |
| Operating revenue<br>from external<br>customers                          | 147,887                                      | 180,436              | 46,706      | 81,234       | 22,417             | 33,327            | 512,009   | -                       | 512,009  |
| Inter-segment<br>operating revenue<br>and transfer                       | 8,607  | 8,107                | 7,064       | 33,761       | 749                | 3,901             | 62,192    | (62,192)                | _  |
| Total  | 156,494                                      | 188,544              | 53,771      | 114,996      | 23,167             | 37,228            | 574,201   | (62,192)                | 512,009  |
| Segment profit   | 26,804                                       | 14,092               | 7,889       | 9,825        | 4,250              | 720               | 63,582    | (1,126)                 | 62,456   |
| Segment assets   | 518,540                                      | 567,971              | 382,037     | 80,562       | 65,663             | 55,437            | 1,670,212 | (42,343)                | 1,627,868  |
| Other items  |  |                      |             |              |                    |                   |           |                         |  |
| Depreciation   | 20,684                                       | 12,876               | 8,312       | 381          | 1,794              | 2,645             | 46,694    | (1,036)                 | 45,658   |
| Increase in<br>property, plant and<br>equipment and<br>intangible assets | 27,342                                       | 32,567               | 73,107      | 441          | 7,453              | 3,090             | 144,003   | (5,087)                 | 138,915  |

#### For the fiscal year ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

(Notes) 1. "Other" consists of the Izuhakone Business, Ohmi Business and Seibu Lions Business.

2. Details of adjustments are as follows:

- (1) Adjustments for operating revenue of  $\frac{1}{2}(62,192)$  million mainly consist of elimination of inter-company transactions.
- (2) Adjustments for segment profit of  $\xi(1,126)$  million mainly consist of elimination of inter-company transactions.
- (3) Adjustments for segment assets of  $\frac{1}{42,343}$  million mainly consist of elimination of inter-company transactions and adjustments of net defined benefit asset. The amount of corporate assets which are not allocable to the reportable segments, such as surplus funds (cash and deposits), is  $\frac{1}{46,505}$  million.
- (4) Adjustments for increase in property, plant and equipment and intangible assets of ¥(5,087) million are mainly due to elimination of inter-company transactions.
- 3. Segment profit has been reconciled with operating profit in the consolidated statement of income.

#### (b) Impairment loss on non-current assets by reportable segment

For the fiscal year ended March 31, 2016 (from April 1, 2015 to March 31, 2016)

(Millions of yen)

|                 | Urban<br>Transportation<br>and Regional<br>(Note 1) | Hotel and<br>Leisure | Real Estate | Construction | Hawaii<br>Business | Other<br>(Note 2) | Unallocated<br>amount and<br>elimination | Total  |
|-----------------|---|----------------------|-------------|--------------|--------------------|-------------------|--|--------|
| Impairment loss | 12,817  | 1,073                | 9           | -            | _                  | 315               | _  | 14,215 |

(Notes) 1. In the Urban Transportation and Regional segment, an impairment loss was recorded following the decision to cancel the development plan for the planned site for Ahina railway yard, which is owned by Seibu Railway Co., Ltd. The amount recorded for the aforesaid impairment loss was ¥12,640 million for the fiscal year ended March 31, 2016.

2. The amount in "Other" consists of an amount relating to Izuhakone Business and Ohmi Business.

#### For the fiscal year ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

(Millions of ven)

|                 |   |                      |             |              |                    |       | (1.11                                    |       |
|-----------------|---|----------------------|-------------|--------------|--------------------|-------|--|-------|
|                 | Urban<br>Transportation<br>and Regional | Hotel and<br>Leisure | Real Estate | Construction | Hawaii<br>Business | Other | Unallocated<br>amount and<br>elimination | Total |
| Impairment loss | 27                                      | 27                   | -           | 9            | -                  | 696   | -  | 760   |

(Note) The amount in "Other" consists of an amount relating to Izuhakone Business and Ohmi Business.

# Per share information

|                            |   | (Yen)  |
|----------------------------|---|--|
|                            | Previous fiscal year<br>(From April 1, 2015<br>to March 31, 2016) | Current fiscal year<br>(From April 1, 2016<br>to March 31, 2017) |
| Net assets per share       | 1,148.30  | 1,132.40   |
| Basic earnings per share   | 167.89  | 149.39   |
| Diluted earnings per share | 167.84  | 149.31   |

(Note) 1. The basis for calculation of net assets per share is as follows:

|  | Previous fiscal year<br>(As of March 31, 2016) | Current fiscal year<br>(As of March 31, 2017) |
|--|--|---|
| Total net assets (Millions of yen)                                     | 392,649  | 360,133                                       |
| Amounts deducted from total net assets (Millions of yen)               | 1,233  | 4,810   |
| [Of the above, subscription rights to shares (Millions of yen)]        | [278]  | [385]   |
| [Of the above, non-controlling interests (Millions of yen)]            | [954]  | [4,425]                                       |
| Net assets related to common shares (Millions of yen)                  | 391,415  | 355,322                                       |
| Number of common shares used to calculate net assets per share (share) | 340,866,320                                    | 313,779,612                                   |

2. The basis for calculation of basic earnings per share and diluted earnings per share is as follows:

|   | Previous fiscal year<br>(From April 1, 2015<br>to March 31, 2016) | Current fiscal year<br>(From April 1, 2016<br>to March 31, 2017) |
|---|---|--|
| Basic earnings per share  |   |  |
| Profit attributable to owners of parent (Millions of yen)   | 57,207  | 47,564   |
| Amounts not attributable to common shareholders<br>(Millions of yen)  | _   | _  |
| Profit attributable to owners of parent related to common shares (Millions of yen)  | 57,207  | 47,564   |
| Average number of outstanding common shares during period (share)   | 340,743,563   | 318,398,310  |
| Diluted earnings per share  |   |  |
| Adjustments to profit attributable to owners of parent (Millions of yen)  | _   | _  |
| Increase in the number of common shares (share)   | 96,754  | 170,365  |
| [Of the above, subscription rights to shares (share)]   | [96,754]  | [170,365]  |
| Overview of potential shares not included in the calculation<br>of diluted earnings per share because of having no dilutive<br>effect | _   | _  |

3. Shares of the Company retained in trust and recorded as treasury shares under shareholders' equity are included in treasury shares deducted from total number of issued shares at end of period when calculating net assets per share. Moreover, in calculating basic earnings per share, they are included in the number of treasury shares deducted from the average number of outstanding shares during period.

The number of treasury shares at end of period deducted in calculating net assets per share for the fiscal year ended March 31, 2016 was 1,202,700, and for the fiscal year ended March 31, 2017 was 894,000. The average number of treasury shares during period deducted in calculating the basic earnings per share for the fiscal year ended March 31, 2016 was 1,318,708 and for the fiscal year ended March 31, 2017 was 1,046,285.

4. The portion attributable to the Company of the treasury shares (shares of the Company) held by equity-method associates and recorded as treasury shares under shareholders' equity is included in the number of treasury shares that are deducted from total number of issued shares at end of period when calculating net assets per share. Moreover, in calculating basic earnings per share, it is included in treasury shares that are deducted in the calculation of the average number of outstanding shares during the period.

The number of treasury shares at end of period deducted in calculating net assets per share for the fiscal year ended March 31, 2017 was 22,243,031. The average number of treasury shares during period deducted in calculating the basic earnings per share for the fiscal year ended March 31, 2017 was 22,243,031.

# Significant events after the reporting period

Not applicable.

# 4. Other

# Transportation performance in railway operations

Transportation performance in railway operations at the Group's core company, the consolidated subsidiary Seibu Railway Co., Ltd., was as follows:

### (i) Number of passengers in railway operations

|                     |                                   |                                      | (Thous | ands of people) |
|---------------------|-----------------------------------|--------------------------------------|--------|-----------------|
|                     | For the year ended March 31, 2016 | For the year ended<br>March 31, 2017 | Change | Change (%)      |
| Commuter passes     | 399,516                           | 405,526                              | 6,009  | 1.5             |
| Commuters to work   | 308,172                           | 314,124                              | 5,951  | 1.9             |
| Commuters to school | 91,344                            | 91,402                               | 58     | 0.1             |
| Passenger tickets   | 243,176                           | 242,893                              | (283)  | (0.1)           |
| Total               | 642,693                           | 648,420                              | 5,726  | 0.9             |

Note: The number of passengers is truncated to the nearest thousand. Year-on-year change percentages are rounded to one decimal place.

## (ii) Passenger transportation sales in railway operations

|   |                                   |                                      | (1     | Millions of yen) |
|---|-----------------------------------|--------------------------------------|--------|------------------|
|   | For the year ended March 31, 2016 | For the year ended<br>March 31, 2017 | Change | Change (%)       |
| Commuter pass sales                         | 43,683                            | 44,333                               | 649    | 1.5              |
| Commuters to work                           | 39,944                            | 40,600                               | 655    | 1.6              |
| Commuters to school                         | 3,738                             | 3,733                                | (5)    | (0.2)            |
| Passenger ticket sales                      | 53,286                            | 53,356                               | 70     | 0.1              |
| (Limited express ticket sales in the above) | 3,183                             | 3,453                                | 270    | 8.5              |
| Total                                       | 96,969                            | 97,690                               | 720    | 0.7              |

Note: Passenger transportation sales are truncated to the nearest million yen. Year-on-year change percentages are rounded to one decimal place.