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April 28, 2023



Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 [Japanese GAAP]



Company name: Keisei Electric Railway Co., Ltd.
 Stock exchange listing: Tokyo Stock Exchange
 Code number: 9009
 URL: <https://www.keisei.co.jp/>
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 Phone: +81-47-712-7100
 Scheduled date of Ordinary General Meeting of Shareholders: June 29, 2023
 Scheduled date of commencing dividend payments: June 30, 2023
 Scheduled date of filing securities report: June 29, 2023
 Availability of supplementary results presentation materials: Available
 Schedule of annual financial results presentation session: Scheduled (for institutional investors and analysts)

(Rounded down to nearest million.)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (April 1, 2022 to March 31, 2023)

(1) Consolidated Operating Results

(% indicates changes from the previous corresponding period.)

| | Operating revenue | | Operating income | | Ordinary income | | Income attributable to owners of parent | |
|----------------------------------|-------------------|------|------------------|---|-----------------|---|---|---|
| | Million yen | % | Million yen | % | Million yen | % | Million yen | % |
| Fiscal year ended March 31, 2023 | 252,338 | 17.8 | 10,228 | – | 26,764 | – | 26,929 | – |
| March 31, 2022 | 214,157 | 3.1 | (5,201) | – | (3,191) | – | (4,438) | – |

(Note) Comprehensive income:

Fiscal year ended March 31, 2023: ¥28,688 million [–%]

Fiscal year ended March 31, 2022: ¥(4,515) million [–%]

| | Earnings per share | Diluted earnings per share | Return on equity | Ratio of ordinary income to total assets | Ratio of operating income to operating revenue |
|-------------------|--------------------|----------------------------|------------------|--|--|
| Fiscal year ended | Yen | Yen | % | % | % |
| March 31, 2023 | 161.72 | – | 7.0 | 2.9 | 4.1 |
| March 31, 2022 | (26.33) | – | (1.2) | (0.4) | (2.4) |

(Reference) Equity in earnings (losses) of affiliated companies:

Fiscal year ended March 31, 2023: ¥17,401 million

Fiscal year ended March 31, 2022: ¥508 million

(2) Consolidated Financial Position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|----------------------|--------------|-------------|--------------|----------------------|
| | Million yen | Million yen | % | Yen |
| As of March 31, 2023 | 965,573 | 410,945 | 40.9 | 2,357.93 |
| As of March 31, 2022 | 900,346 | 387,705 | 41.1 | 2,194.00 |

(Reference) Equity:

As of March 31, 2023: ¥394,912 million

As of March 31, 2022: ¥369,764 million

(3) Consolidated Cash Flows

| | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at end of period |
|-------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| Fiscal year ended | Million yen | Million yen | Million yen | Million yen |
| March 31, 2023 | 47,238 | (29,505) | (20,916) | 34,410 |
| March 31, 2022 | 28,831 | (33,764) | 1,236 | 25,277 |

2. Dividends

| | Annual dividends | | | | | Total dividends (annual) | Payout ratio (consolidated) | Ratio of dividends to net assets (consolidated) |
|--|------------------|-----------------|-----------------|----------|-------|--------------------------|-----------------------------|---|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Year-end | Total | | | |
| Fiscal year ended | Yen | Yen | Yen | Yen | Yen | Million yen | % | % |
| March 31, 2022 | — | 8.50 | — | 8.50 | 17.00 | 2,903 | — | 0.8 |
| March 31, 2023 | — | 8.50 | — | 11.50 | 20.00 | 3,378 | 12.4 | 0.9 |
| Fiscal year ending March 31, 2024 (forecast) | — | 10.00 | — | 10.00 | 20.00 | | 10.1 | |

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024 (April 1, 2023 to March 31, 2024)

(% indicates changes from the previous corresponding period.)

| | Operating revenue | | Operating income | | Ordinary income | | Income attributable to owners of parent | | Earnings per share |
|-----------|-------------------|------|------------------|-------|-----------------|------|---|------|--------------------|
| | Million yen | % | Million yen | % | Million yen | % | Million yen | % | Yen |
| Full year | 308,800 | 22.4 | 24,800 | 142.5 | 42,200 | 57.7 | 33,300 | 23.7 | 198.83 |

* Notes:

(1) Changes in significant subsidiaries during the period under review (changes in specified subsidiaries resulting in changes in scope of consolidation): Yes
New: Shin-Keisei Electric Railway Co., Ltd.

(2) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Retrospective restatement: None

(3) Total number of issued and outstanding shares (common stock)

1) Total number of issued shares at the end of the period (including treasury shares):

As of March 31, 2023: 172,411,185 shares

As of March 31, 2022: 172,411,185 shares

2) Total number of treasury shares at the end of the year:

As of March 31, 2023: 4,928,374 shares

As of March 31, 2022: 3,877,009 shares

3) Average number of shares during the period:

Fiscal year ended March 31, 2023: 166,523,301 shares

Fiscal year ended March 31, 2022: 168,533,780 shares

(Reference) Summary of Non-consolidated Financial Results

1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2023

(April 1, 2022 to March 31, 2023)

(1) Non-consolidated Operating Results

(% indicates changes from the previous corresponding period.)

| | Operating revenue | | Operating income | | Ordinary income | | Net income | |
|-------------------|-------------------|------|------------------|---|-----------------|---|-------------|---|
| | Million yen | % | Million yen | % | Million yen | % | Million yen | % |
| Fiscal year ended | | | | | | | | |
| March 31, 2023 | 72,773 | 16.1 | 5,075 | – | 4,293 | – | 2,575 | – |
| March 31, 2022 | 62,699 | 12.4 | (2,422) | – | (1,790) | – | (1,485) | – |

| | Earnings per share | Diluted earnings per share |
|-------------------|--------------------|----------------------------|
| | Yen | Yen |
| Fiscal year ended | | |
| March 31, 2023 | 15.30 | – |
| March 31, 2022 | (8.70) | – |

(2) Non-consolidated Financial Position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|----------------------|--------------|-------------|--------------|----------------------|
| | Million yen | Million yen | % | Yen |
| As of March 31, 2023 | 605,633 | 176,421 | 29.1 | 1,044.36 |
| As of March 31, 2022 | 581,813 | 181,467 | 31.2 | 1,062.42 |

(Reference) Equity:

As of March 31, 2023: ¥176,421 million

As of March 31, 2022: ¥181,467 million

* These financial results are outside the scope of audit by certified public accountants or an audit firm.

* Explanation of the proper use of financial results forecast and other notes

1. The forward-looking statements contained herein were prepared based on information available as of the date of publication of this document. Actual financial results may differ from what the forecasts suggest. For financial consolidated results forecasts, see “1 (4) Outlook” on page 4 of this Appendix.
2. The Company will hold a presentation session for institutional investors and analysts on Thursday, May 18, 2023. The materials distributed at the presentation session will be posted on the Company’s website promptly thereafter.
3. The supplementary results presentation materials is appended to these financial results.

; Appendix Contents

| | |
|--|-----|
| 1. Performance Summaries, Outlook, Dividend | P2 |
| (1) Summary of Operating Results in Period Under Review | P2 |
| (2) Summary of Financial Position in Period Under Review | P4 |
| (3) Summary of Cash Flows in Period Under Review | P4 |
| (4) Outlook | P4 |
| (5) Basic Dividend Policy, Dividend for Period Under Review and for Forthcoming Period | P5 |
| 2. Criteria for Selecting Accounting Standard | P5 |
| 3. Consolidated Financial Statements with Main Notes..... | P6 |
| (1) Consolidated Balance Sheet | P6 |
| (2) Consolidated Income Statement and Consolidated Statement of Comprehensive Income..... | P8 |
| (3) Consolidated Statement of Changes in Shareholders' Equity..... | P10 |
| (4) Consolidated Cash Flows | P12 |
| (5) Notes to Consolidated Financial Statements..... | P12 |
| (Notes on the Going Concern Assumption)..... | P14 |
| (Segment Information) | P14 |
| (Per-Share Information)..... | P15 |
| (Material Subsequent Events)..... | P15 |
| 4. Supplementary Information to Earnings Report | P16 |

1. Performance Summaries, Outlook, Dividend

(1) Summary of Operating Results in Period Under Review

The global economy

The easing of Covid restrictions led to a general improvement in corporate earnings, although some businesses continued to experience sluggish revenue growth. It also led to a recovery in consumer confidence and employment.

Business actions we took

We unveiled D Plan, a long-term business plan running from the period under review (ended March 31, 2023) to the period ending March 31, 2031. The plan includes a long-term vision to be achieved by the target year. The vision is expressed as follows: “We contribute to sustainability through community partnerships and by enhancing Narita Airport, the entrance to Japan.” The long-term plan consists of three medium-term (three-year) phases: D1, D2, and D3. D1 runs from the period under review to the period ending March 31, 2025. We are currently in D1, and we have taken initiatives to achieve the following objective for this three-year phase: recover from the Covid slump and return to growth, while laying the organizational foundations for achieving our long-term vision.

On September 1, 2022, we fully acquired Shin-Keisei Electric Railway. This action formed part of our ongoing effort to strengthen our corporate group structure.

Business results

Operating revenue amounted to ¥252,338 million (up 17.8% from the previous period) and operating income amounted to ¥10,228 million (compared to an operating loss of ¥5,201 million in the previous period). Ordinary income amounted to ¥26,764 million (compared to an ordinary loss of ¥3,191 million in the previous period) and net income attributable to owners of parent amounted to ¥26,929 million (compared to a net loss attributable to owners of parent of ¥4,438 million in the previous period).

Disclosed below are the segment-specific results:

Transportation

We continued taking anti-infection measures in our rail and road transportation services. These included the use of sanitizers, ventilation, and anticaberial and antiviral processing.

Railway business

In October 2022, Keisei Electric Railway Co., Ltd., lowered fares on the Keisei Narita Airport Line, while Hokuso-Railway Co., Ltd., lowered fares on the Hokuso Line. This action was designed to promote economic activity in areas served by these lines.

As part of our efforts to enhance passenger safety, we introduced security guards on the Skyliner and in all other limited express trains with a surcharge. Other safety actions included strengthening earthquake resistance of elevated sections and improving station access for people with disabilities.

We also proceeded with rail engineering works. These included a project to construct grade separations along the Oshiage line in Katsushika ward. For this project, we constructed a temporary station to which Keisei Tateishi Station will be relocated while the engineering work proceeds. We also proceeded with a project for constructing bridges over the Arakawa and Ayase rivers for the Keisei Main Line while engineering work proceeds along Arakawa River.

On the business front, we took the following actions. In November 2022, we changed the timetables and added a station stop for the Skyliner (Shin-Kamagaya Station) in order to enhance rail access to Narita Airport from Matsudo and Kashiwa. We also adjusted rail operations to the new passenger trends that have emerged amid lifestyle changes. As part of this, we introduced one-person operation (driver only, no conductor) on some routes and services. As part of our PR efforts, we ran the Danjuro Train, a chartered Skyliner service, and held an event to celebrate the Skyliner transporting its 40 millionth passenger. We also revamped our TV ad campaign, which stars a celebrity in the role of Prince Keisei, along with the specially liveried Kenty Skyliner.

Bus business

Having scaled back intercity bus routes (we suspended some routes and reduced services) to reflect the Covid-related slump in demand, we revived some of the services to meet travel needs. Following the opening of Bus Terminal Tokyo Yaesu, we rerouted some of the services to/from Tokyo Station so that they stop at this terminal. For transit bus routes, we adjusted the timetables to match the changes in travel demand. We also took a number of initiatives in conjunction with the 50th anniversary of Chiba Kaihin Kōtsu Co., Ltd.

Taxi business

The following actions were taken to improve convenience and service quality. Pre-paid taxi fare schemes were introduced by Keisei Taxi Funabashi Co., Ltd., Keisei Taxi Narashino Co., Ltd., Keisei Taxi Ichikawa Co., Ltd., Keisei Taxi Kazusa Co., Ltd., and Maihama Resort Cab Co., Ltd. Additionally, app-based taxi services were introduced by Kantetsu Mito Taxi Co., Ltd., Kantetsu Hire Co., Ltd., and Kantetsu Taxi Co., Ltd.

The segment results were as follows: Operating revenue amounted to ¥147,859 million (up25.7 % from the previous period) and operating income amounted to ¥784 million (compared to an operating loss of ¥12,735 million in the previous period).

Distribution

Store

Our store companies acted to increase their revenue growth. Keisei Store Co., Ltd., launched ship-from-store online deliveries at Livre Keisei Chibadera. Community Keisei opened two new stores, one of which was Little Mermaid Horikirishobuen Station. It also opened Family Mart Toneri Liner Nippori Station and took over the operation of existing stores.

Other

Businesses in this segment also enhanced their retail assets to increase footfall. For example, Your Elm Yachiyodai revamped its Livre Keisei Yachiyodai Your Elm shop and worked to attract new tenants to its essential retail amenities. Keisei Rose Nurseries, Inc., having opened a pick-your-own strawberry farm in the previous period, upgraded the attraction to increase visitor numbers.

The segment results were as follows: Operating revenue amounted to ¥51,264 million (up8.1 % from the previous period) and operating loss amounted to ¥429 million (compared to an operating loss of ¥305 million in the previous period).

Real Estate

Leasing

We acquired a leasehold property in Minami-Yawata, Ichikawa City, and proceeded with a project to build an elderly care home in Chuo-ku, Chiba City. We also purchased land in Senju-Kawaracho, Adachi-ku, with a view to building rental housing there.

Sales

We sold the last of the units in Park Homes Chiba, a mid-rise apartment building, and completed the bulk of the transfer process. We also sold units in another mid-rise apartment building, Sungrande Chiba Tsuga Terrace, with a view to completing the transfer next year. Alongside this, we purchased land in Higashi-Matsudo, Matsudo City and Chuo-ku, Chiba City, for building another mid-rise apartment building.

Other

A four-company consortium led by our organization was allotted a plot of public land (owned by Chiba Prefecture) in the vicinity of Shin-Kamagaya Station, Kamagaya City. The land will be used for a mixed-use property. We also participated in a project to assist the construction of an industrial estate in Chuo-ku, Chiba City.

The segment results were as follows: Operating revenue amounted to ¥28,952 million (up5.6 % from the previous period) and operating income amounted to ¥9,794 million (up12.1 % from the previous period).

Leisure, Service

Keisei Hotel Miramare extended the sales period for its Keisei train-themed concept room after the room proved a hit. In an effort to grow revenue, and in view of the Covid situation, Keisei Travel Service Co., Ltd., organized travel event packages, examples of which included rail travel events on special rail routes in the Keisei rail network. Iwore Keisei Co., Ltd., opened a second outlet in its Subway franchise: Subway Narita Airport Terminal 1, South Wing. It also started operating a 100 Hours Curry franchise: 100 Hours Curry Express LaLaport Kashiwanoha.

The segment results were as follows: Operating revenue amounted to ¥12,580 million (up56.0 % from the previous period) but operating loss amounted to ¥824 million (compared to an operating loss of ¥1,966 million in the previous period).

Construction

In this segment, we worked on engineering projects for improving our railways. We also worked on contracts obtained from outside Keisei Group.

The segment results were as follows: Operating revenue amounted to ¥27,944 million (up5.6 % from the previous period) and operating income amounted to ¥1,081 million (up36.9 % from the previous period).

(2) Summary of Financial Position in Period Under Review

Assets amounted to ¥965,573 million, up ¥65,226 million (7.2%) from the end of the previous period. A major factor was the acquisition of Shin-Keisei Electric Railway.

Liabilities amounted to ¥554,627 million, up ¥41,985 million (8.2%) from the end of the previous period. A major factor was an increase in interest-bearing debt with the issuance of bonds.

Net assets amounted to ¥410,945 million, up ¥23,240 million (6.0%) from the end of the previous period. A major factor was an increase in retained earnings with the recording of net income attributable to owners of parent.

(3) Summary of Cash Flows in Period Under Review

(Cash flows from operating activities)

We recorded a positive cash flow of ¥47,238 million, up ¥18,407 million from the end of the previous consolidated period. This increase in net inflow occurred because depreciation was deducted from income before income taxes.

(Cash flows from investing activities)

We recorded a negative cash flow of ¥29,505 million, down ¥4,259 million from the end of the previous consolidated period. This decrease in net outflow reflects the purchasing of non-current assets.

(Cash flows from financing activities)

We recorded a negative cash flow of ¥20,916 million. The main outflow was a stock buyback.

With the above cash flows and the acquisition of Shin-Keisei Electric Railway, cash and cash equivalents at the end of the consolidated period under review amounted to ¥34,410 million, up ¥9,132 million from the end of the previous consolidated period.

(4) Outlook

For the period ending March 2024, we expect operating revenue of ¥308.8 billion (up 22.4% from the previous period under review) with a recovery in transport demand as the Covid-19 effects eased and with Shin-Keisei Electric Railway contributing positively toward full-year earnings.

The profit outlook is as follows: We expect operating income of ¥24.8 billion (up 142.5% from the previous period under review), ordinary income of ¥42.2 billion (up 57.7% from the previous period under review), and net income attributable to owners of parent of ¥33.3 billion. (up 23.7% from the previous period under review) For consolidated financial results forecasts by segment, see Consolidated Financial Results Forecasts for Fiscal Year Ending March 31, 2024 on page 18 of this Appendix.

* Consolidated financial results forecast is based on information that was available at the time the forecasts were announced. Actual financial results may differ from what the forecasts suggest.

(5) Basic Dividend Policy, Dividend for Period Under Review and for Forthcoming Period

Our basic dividend policy is to distribute profit to shareholders in a stable and continuous manner, taking into account certain variables. These variables include business performance and the level of reserves we require to develop our businesses and to strengthen and stabilize our financial foundation. This policy reflects the fact that our business operations, which primarily involve railways, intersect significantly with public affairs.

For the period under review, we will pay a year-end dividend of ¥11.5 per share (this together with the interim dividend amounts to an annual dividend of ¥20 per share).

For the next period under review (ending March 2024), we will pay an annual dividend of ¥20 per share (consisting of an interim dividend of ¥10 per share and a year-end dividend of ¥10 per share).

We will keep some of the profit earned in both periods. Some of this profit will be reinvested in ongoing efforts to enhance comfort and safety on our railways. Some will be used to reduce our interest-bearing debt.

2. Criteria for Selecting Accounting Standard

We currently apply Japan's Generally Accepted Accounting Principles (J-GAAP). Although we continue to gather information on other accounting standards, we believe that J-GAAP still suits us best. That is, J-GAAP offers a net benefit in terms of preparing financial statements and it enables comparisons with our industry peers. We will continue to apply J-GAAP for the foreseeable future, barring any drastic changes in the business environment.

3. Consolidated Financial Statements with Main Notes

(1) Consolidated Balance Sheet

(Millions of yen)

| | Previous consolidated accounting period (as of March 31, 2022) | Consolidated accounting period under review (as of March 31, 2023) |
|---|--|--|
| Assets | | |
| Current assets | | |
| Cash and deposits | 25,513 | 34,607 |
| Notes and accounts receivable -trade and contract assets | 24,739 | 28,445 |
| Land and building for sale | 5,266 | 6,224 |
| Merchandise | 2,164 | 2,246 |
| Work in progress | 182 | 168 |
| Raw materials and supplies | 3,348 | 4,085 |
| Other | 11,960 | 14,420 |
| Allowance for doubtful accounts | (21) | (36) |
| Total current assets | 73,152 | 90,160 |
| Non-current assets | | |
| Property, plant, and equipment | | |
| Buildings and structures, net | 297,169 | 321,354 |
| Machinery, equipment, and vehicles, net | 24,387 | 30,780 |
| Land | 191,178 | 207,127 |
| Right-of-use assets, net | 34,151 | 29,506 |
| Construction in progress | 36,937 | 42,636 |
| Other, net | 3,183 | 4,168 |
| Total property, plant, and equipment | 587,008 | 635,573 |
| Intangible assets | | |
| Right-of-use assets | 1,008 | 1,161 |
| Other | 11,471 | 11,934 |
| Total intangible assets | 12,480 | 13,095 |
| Investments and other assets | | |
| Investment securities | 204,162 | 202,892 |
| Long-term loans receivable | 337 | 160 |
| Deferred tax assets | 18,812 | 18,987 |
| Other | 4,086 | 4,398 |
| Allowance for doubtful accounts | (165) | (183) |
| Total investments and other assets | 227,234 | 226,256 |
| Total non-current assets | 826,722 | 874,925 |
| Deferred assets | 471 | 486 |
| Assets | 900,346 | 965,573 |

(Millions of yen)

| | Previous consolidated accounting period (as of March 31, 2022) | Consolidated accounting period under review (as of March 31, 2023) |
|---|--|--|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable-trade | 18,320 | 20,723 |
| Short-term loans payable | 55,682 | 55,986 |
| Commercial papers | 4,000 | - |
| Current portion of bonds payable | - | 20,000 |
| Lease obligations | 6,486 | 4,985 |
| Income taxes payable | 1,811 | 2,504 |
| Provision for bonuses | 3,345 | 3,954 |
| Other | 58,681 | 74,483 |
| Total current liabilities | 148,328 | 182,638 |
| Non-current liabilities | | |
| Bonds | 110,450 | 110,450 |
| Long-term loans payable | 140,189 | 148,431 |
| Long-term accounts payable to JR TT | 40,505 | 36,710 |
| Lease obligations | 22,840 | 19,964 |
| Deferred tax liabilities | 2,035 | 2,128 |
| Retirement benefit liability | 36,322 | 39,784 |
| Other | 11,969 | 14,519 |
| Total non-current liabilities | 364,313 | 371,989 |
| Liabilities | 512,641 | 554,627 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 36,803 | 36,803 |
| Capital surplus | 28,410 | 34,396 |
| Retained earnings | 309,843 | 335,790 |
| Treasury stock | (6,184) | (13,641) |
| Total shareholders' equity | 368,873 | 393,350 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 2,210 | 2,537 |
| Deferred gains (losses) on hedges | 38 | - |
| Remeasurements of defined benefit plans | (1,358) | (975) |
| Total accumulated other comprehensive income | 890 | 1,562 |
| Non-controlling interests | 17,941 | 16,033 |
| Net assets | 387,705 | 410,945 |
| Liabilities and net assets | 900,346 | 965,573 |

(2) Consolidated Income Statement and Consolidated Statement of Comprehensive Income

Consolidated Income Statement

(Millions of yen)

| | Previous consolidated accounting period (April 1, 2021, to March 31, 2022) | Consolidated accounting period under review (April 1, 2022, to March 31, 2023) |
|--|---|---|
| Operating revenue | 214,157 | 252,338 |
| Operating expenses | | |
| Transport related operating expenses and sales costs | 181,034 | 198,178 |
| Selling, general, and administrative expenses | 38,323 | 43,930 |
| Total operating expenses | 219,358 | 242,109 |
| Operating income (loss) | (5,201) | 10,228 |
| Non-operating income | | |
| Interest income | 226 | 249 |
| Dividend income | 240 | 219 |
| Share of profit of entities accounted for using equity method | 508 | 17,401 |
| Employment adjustment subsidy | 1,643 | 269 |
| Miscellaneous income | 2,407 | 2,804 |
| Total non-operating income | 5,027 | 20,944 |
| Non-operating expenses | | |
| Interest expenses | 2,375 | 2,420 |
| Subsidy redemption loss | - | 1,227 |
| Miscellaneous expenses | 641 | 760 |
| Total non-operating expenses | 3,017 | 4,408 |
| Ordinary income (loss) | (3,191) | 26,764 |
| Extraordinary income | | |
| Negative goodwill | - | 9,214 |
| Contribution for construction | 1,653 | 1,207 |
| Gain on sale of investment securities | 457 | 231 |
| Gain on change in equity | 704 | 153 |
| Other | 321 | 157 |
| Total extraordinary income | 3,137 | 10,965 |
| Extraordinary losses | | |
| Impairment loss | 469 | 1,834 |
| Loss on step acquisitions | - | 1,470 |
| Loss on reduction of non-current assets | 1,625 | 1,025 |
| Loss on retirement of non-current assets | 701 | 520 |
| Other | 39 | 20 |
| Total extraordinary losses | 2,836 | 4,871 |
| Net income (loss) before income taxes | (2,890) | 32,858 |
| Income taxes: Current | 1,939 | 3,140 |
| Income taxes: Deferred | (1,165) | 1,752 |
| Total income taxes | 773 | 4,892 |
| Net income (loss) | (3,664) | 27,966 |
| Net income attributable to non-controlling interests | 773 | 1,036 |
| Net income (loss) attributable to owners of parent | (4,438) | 26,929 |

Consolidated Statement of Comprehensive Income

(Millions of yen)

| | Previous consolidated accounting period (April 1, 2021, to March 31, 2022) | Consolidated accounting period under review (April 1, 2022, to March 31, 2023) |
|--|---|---|
| Net income (loss) | (3,664) | 27,966 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | (731) | 465 |
| Remeasurements of defined benefit plans, net of tax | 67 | 632 |
| Share of other comprehensive income of entities accounted for using equity method | (187) | (375) |
| Total other comprehensive income | (851) | 722 |
| Comprehensive income | (4,515) | 28,688 |
| Comprehensive income attributable to | | |
| owners of parent | (5,256) | 27,601 |
| non- controlling interests | 740 | 1,086 |

(3) Consolidated Statement of Changes in Shareholders' Equity

Previous consolidated accounting period (April 1, 2021, to March 31, 2022)

(Millions of yen)

| | Shareholders' equity | | | | |
|---|----------------------|-----------------|-------------------|----------------|----------------------------|
| | Capital stock | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity |
| Opening balance | 36,803 | 28,411 | 317,899 | (6,184) | 376,930 |
| Cumulative effect of changes in accounting policy | | | (692) | | (692) |
| Restated opening balance | 36,803 | 28,411 | 317,207 | (6,184) | 376,237 |
| Change during period | | | | | |
| Dividends of surplus | | | (2,903) | | (2,903) |
| Net income (loss) attributable to owners of parent | | | (4,438) | | (4,438) |
| Change in scope of consolidation | | | | | - |
| Change resulting from acquisition of stock in consolidated subsidiary | | (0) | | | (0) |
| Change in ownership interest of parent due to transactions with non-controlling interests | | 0 | | | 0 |
| Change related to merger with consolidated or non-consolidated subsidiary | | | (22) | | (22) |
| Stock buyback | | | | (0) | (0) |
| Retirement of treasury stock | | | | | - |
| Increase following stock swap | | | | | - |
| Change in equity in affiliates accounted for by equity method-treasury stock | | | | 0 | 0 |
| Net change in items other than shareholders' equity | | | | | |
| Total change during period | - | (0) | (7,363) | 0 | (7,363) |
| Closing balance | 36,803 | 28,410 | 309,843 | (6,184) | 368,873 |

| | Accumulated other comprehensive income | | | | Non-controlling interests | Net assets |
|---|---|-----------------------------------|---|--|---------------------------|------------|
| | Valuation difference on available-for sale securities | Deferred gains (losses) on hedges | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | | |
| Opening balance | 3,075 | 30 | (1,397) | 1,708 | 17,406 | 396,044 |
| Cumulative effect of changes in accounting policy | | | | | (55) | (748) |
| Restated opening balance | 3,075 | 30 | (1,397) | 1,708 | 17,350 | 395,296 |
| Change during period | | | | | | |
| Dividends of surplus | | | | | | (2,903) |
| Net income (loss) attributable to owners of parent | | | | | | (4,438) |
| Change in scope of consolidation | | | | | | - |
| Change resulting from acquisition of stock in consolidated subsidiary | | | | | | (0) |
| Change in ownership interest of parent due to transactions with non-controlling interests | | | | | | 0 |
| Change related to merger with consolidated or non-consolidated subsidiary | | | | | | (22) |
| Stock buyback | | | | | | (0) |
| Retirement of treasury stock | | | | | | - |
| Increase following stock swap | | | | | | - |
| Change in equity in affiliates accounted for by equity method-treasury stock | | | | | | 0 |
| Net change in items other than shareholders' equity | (864) | 7 | 38 | (818) | 590 | (227) |
| Total change during period | (864) | 7 | 38 | (818) | 590 | (7,591) |
| Closing balance | 2,210 | 38 | (1,358) | 890 | 17,941 | 387,705 |

Consolidated accounting period under review (April 1, 2022, to March 31, 2023)

(Millions of yen)

| | Shareholders' equity | | | | |
|---|----------------------|-----------------|-----------------|----------------|----------------------------|
| | Capital surplus | Capital surplus | Capital surplus | Treasury stock | Total shareholders' equity |
| Opening balance | 36,803 | 28,410 | 309,843 | (6,184) | 368,873 |
| Cumulative effect of changes in accounting policy | | | | | - |
| Restated opening balance | 36,803 | 28,410 | 309,843 | (6,184) | 368,873 |
| Change during period | | | | | |
| Dividends of surplus | | | (2,887) | | (2,887) |
| Net income (loss) attributable to owners of parent | | | 26,929 | | 26,929 |
| Change in scope of consolidation | | | 1,099 | | 1,099 |
| Change resulting from acquisition of stock in consolidated subsidiary | | (0) | | | (0) |
| Change in ownership interest of parent due to transactions with non-controlling interests | | 98 | | | 98 |
| Change related to merger with consolidated or non-consolidated subsidiary | | 61 | 805 | | 867 |
| Stock buyback | | | | (24,553) | (24,553) |
| Retirement of treasury stock | | 0 | | 2 | 2 |
| Increase following stock swap | | 5,825 | | 17,094 | 22,920 |
| Change in equity in affiliates accounted for by equity method-treasury stock | | | | | - |
| Net change in items other than shareholders' equity | | | | | |
| Total change during period | - | 5,986 | 25,947 | (7,456) | 24,476 |
| Closing balance | 36,803 | 34,396 | 335,790 | (13,641) | 393,350 |

| | Accumulated other comprehensive income | | | | Non-controlling interests | Net assets |
|---|---|-----------------------------------|---|---|---------------------------|------------|
| | Valuation difference on available-for sale securities | Deferred gains (losses) on hedges | Remeasurements of defined benefit plans | Valuation difference on available-for sale securities | | |
| Opening balance | 2,210 | 38 | (1,358) | 890 | 17,941 | 387,705 |
| Cumulative effect of changes in accounting policy | | | | | | - |
| Restated opening balance | 2,210 | 38 | (1,358) | 890 | 17,941 | 387,705 |
| Change during period | | | | | | |
| Dividends of surplus | | | | | | (2,887) |
| Net income (loss) attributable to owners of parent | | | | | | 26,929 |
| Change in scope of consolidation | | | | | | 1,099 |
| Change resulting from acquisition of stock in consolidated subsidiary | | | | | | (0) |
| Change in ownership interest of parent due to transactions with non-controlling interests | | | | | | 98 |
| Change related to merger with consolidated or non-consolidated subsidiary | | | | | | 867 |
| Stock buyback | | | | | | (24,553) |
| Retirement of treasury stock | | | | | | 2 |
| Increase following stock swap | | | | | | 22,920 |
| Change in equity in affiliates accounted for by equity method-treasury stock | | | | | | - |
| Net change in items other than shareholders' equity | 326 | (38) | 383 | 672 | (1,907) | (1,235) |
| Total change during period | 326 | (38) | 383 | 672 | (1,907) | 23,240 |
| Closing balance | 2,537 | - | (975) | 1,562 | 16,033 | 410,945 |

(4) Consolidated Cash Flows

(Millions of yen)

| | Previous consolidated accounting period (April 1, 2021, to March 31, 2022) | Consolidated accounting period under review (April 1, 2022, to March 31, 2023) |
|--|---|---|
| Cash flows from operating activities | | |
| Net income (loss) before tax | (2,890) | 32,858 |
| Depreciation | 30,483 | 31,616 |
| Impairment loss | 469 | 1,834 |
| Loss on reduction of non-current assets | 1,625 | 1,025 |
| Loss on retirement of non-current assets | 443 | 609 |
| Interest and dividend income | (467) | (468) |
| Interest expenses | 2,375 | 2,420 |
| Gain (loss) on sale of investment securities | (457) | (231) |
| Share of loss (profit) of entities accounted for using equity method | (508) | (17,401) |
| Gain (loss) on change in equity | (704) | (153) |
| Employment adjustment subsidy | (1,643) | (269) |
| Subsidy redemption loss | - | 1,227 |
| Negative goodwill | - | (9,214) |
| Gain (loss) on step acquisitions | - | 1,470 |
| Contribution for construction | (1,653) | (1,207) |
| Decrease (increase) in inventories | 1,460 | (406) |
| Other | (564) | 7,310 |
| Subtotal | 27,968 | 51,020 |
| Interest and dividend income received | 2,490 | 2,942 |
| Interest expenses paid | (2,357) | (2,375) |
| Employment adjustment subsidy received | 1,956 | 439 |
| Subsidy redemption | - | (1,344) |
| Income taxes paid | (1,226) | (3,443) |
| Cash flows from operating activities | 28,831 | 47,238 |
| Cash flows from investing activities | | |
| Purchase of non-current assets | (38,235) | (32,832) |
| Proceeds from sale of non-current assets | 98 | 850 |
| Proceeds from contribution for construction | 3,120 | 2,512 |
| Proceeds from sale of investment securities | 1,416 | 256 |
| Other | (163) | (292) |
| Cash flows from investing activities | (33,764) | (29,505) |

(Millions of yen)

| | Previous consolidated accounting period (April 1, 2021, to March 31, 2022) | Consolidated accounting period under review (April 1, 2022, to March 31, 2023) |
|---|---|---|
| Cash flows from financing activities | | |
| Net increase (decrease) in short-term loans payable | (1,865) | 825 |
| Proceeds from long-term loans payable | 6,234 | 14,608 |
| Repayments of long-term loans payable | (10,082) | (15,690) |
| Increase (decrease) in commercial papers | - | (4,000) |
| Proceeds from issuance of bonds | 19,904 | 19,900 |
| Repayments of accounts payable to JR TT | (2,990) | (3,009) |
| Repayments of lease obligations | (6,959) | (6,635) |
| Stock buyback | (0) | (23,664) |
| Cash dividends paid | (2,903) | (2,887) |
| Other | (101) | (363) |
| Cash flows from financing activities | 1,236 | (20,916) |
| Increase (decrease) in cash and cash equivalents | (3,697) | (3,182) |
| Cash and cash equivalents at beginning of period | 28,900 | 25,277 |
| Increase in cash and cash equivalents following stock swap | - | 11,623 |
| Increase in cash and cash equivalents from newly consolidated subsidiary | - | 585 |
| Increase in cash and cash equivalents following merger with non-consolidated subsidiary | 74 | 106 |
| Cash and cash equivalents at end of period | 25,277 | 34,410 |

(5) Notes to Consolidated Financial Statements

(Notes on the Going Concern Assumption)

No notes.

(Segment Information)

1. Description of Reportable Segments

Our reportable segments are components of our organization for which discrete financial information is available. They are also subject to regular review by the Board of Directors. In these reviews, the board considers the allocation of resources among the reportable segments and the performance of each segment.

The reportable segments are as follows. Transport includes railway operations, which accounts for the bulk of our operations.

| <u>Reportable segment</u> | <u>Main operations</u> |
|---------------------------|--|
| Transportation | — Railway, road (bus, taxi) |
| Distribution | — Retail (store, department store) |
| Real Estate | — Real estate for lease and sale |
| Leisure, Service | — Accommodation (hotels), tourism services |
| Construction | — Contracting for civil engineering and construction |
| Other | — Maintenance of rolling stock and road vehicles |

2. Method for Calculating Segment-Specific Operating revenue, Income (Loss), Assets, and Other Items

Segment profit is reported as operating income. Inter-segment transactions and transfers are priced at the going rate.

3. Monetary Amounts for Segment-Specific Operating revenue, Income (Loss), Assets, and Other Items

Previous consolidated accounting period (April 1, 2021, to March 31, 2022)

Millions of yen

| | Transportation | Distribution | Real Estate | Leisure, Service | Construction | Other | Total | Reconciliation *1 | Book value *2 |
|--|----------------|--------------|-------------|---------------------|--------------|-------|---------|----------------------|------------------|
| Operating revenue | | | | | | | | | |
| (1) Operating revenue from outside sales | 117,084 | 47,023 | 21,872 | 6,742 | 16,434 | 5,001 | 214,157 | - | 214,157 |
| (2) Operating revenue or transfer balance from inside (inter-segment) sales | 561 | 418 | 5,547 | 1,321 | 10,018 | 2,860 | 20,728 | (20,728) | - |
| Total | 117,645 | 47,441 | 27,420 | 8,063 | 26,452 | 7,861 | 234,885 | (20,728) | 214,157 |
| Segment profit (loss) | (12,735) | (305) | 8,737 | (1,966) | 789 | 340 | (5,140) | (60) | (5,201) |
| Segment assets | 468,939 | 24,922 | 188,236 | 6,091 | 16,355 | 8,600 | 713,146 | 187,200 | 900,346 |
| Other | | | | | | | | | |
| Depreciation | 24,998 | 916 | 4,310 | 178 | 72 | 93 | 30,570 | (86) | 30,483 |
| Impairment loss | - | 209 | 256 | 17 | - | - | 483 | (14) | 469 |
| Increase in property, plant, and equipment or in intangible non-current assets | 21,220 | 1,502 | 16,323 | 674 | 67 | 144 | 39,933 | - | 39,933 |

(Notes) 1 (1) "Reconciliation" covers inter-segment gains and losses, inter-segment eliminations, and inter-segment goodwill amortization.

(2) The reconciliation for segment assets covered the ¥228,576 million in inter-segment eliminations and pan-organizational assets.

"Pan-organizational assets" are assets that are not attributable to any reportable segment. These can include surplus funds (cash and cash equivalents, short-term loans receivable), long-term investments (investment securities, long-term loans receivable), or shares held in equity-method affiliates.

(3) The reconciliations for segment depreciation and impairment loss covered inter-segment eliminations.

2. Segment profit (loss) is reconciled to the operating loss reported in the consolidated income statement.

Consolidated Accounting Period Under Review (April 1, 2022, to March 31, 2023)

Millions of yen

| | Transportation | Distribution | Real Estate | Leisure, Service | Construction | Other | Total | Reconciliation *1 | Book value *2 |
|--|----------------|--------------|-------------|---------------------|--------------|--------|---------|----------------------|------------------|
| Operating revenue | | | | | | | | | |
| (1) Operating revenue from outside sales | 147,233 | 50,740 | 21,879 | 10,003 | 17,355 | 5,126 | 252,338 | - | 252,338 |
| (2) Operating revenue or transfer balance from inside (inter-segment) sales | 625 | 523 | 7,072 | 2,577 | 10,588 | 4,023 | 25,411 | (25,411) | - |
| Total | 147,859 | 51,264 | 28,952 | 12,580 | 27,944 | 9,149 | 277,750 | (25,411) | 252,338 |
| Segment profit (loss) | 784 | (429) | 9,794 | (824) | 1,081 | 57 | 10,463 | (235) | 10,228 |
| Segment assets | 510,056 | 23,811 | 213,937 | 8,613 | 20,513 | 10,402 | 787,335 | 178,237 | 965,573 |
| Other | | | | | | | | | |
| Depreciation | 25,047 | 970 | 5,217 | 282 | 52 | 116 | 31,686 | (70) | 31,616 |
| Impairment loss | 47 | 1,747 | - | 39 | - | - | 1,834 | - | 1,834 |
| Increase in property, plant, and equipment or in intangible non-current assets | 25,138 | 1,608 | 10,899 | 450 | 35 | 121 | 38,254 | - | 38,254 |

- (Notes) 1 (1) The reconciliation for segment profit (loss) covered expenses incurred in purchasing shares in subsidiary, inter-segment eliminations, and inter-segment goodwill amortization.
- (2) The reconciliation for segment assets covered the ¥226,285 million in inter-segment eliminations and pan-organizational assets. "Pan-organizational assets" are assets that are not attributable to any reportable segment. These can include surplus funds (cash and cash equivalents, short-term loans receivable), long-term investments (investment securities, long-term loans receivable), or shares held in equity-method affiliate.
- (3) The reconciliations for segment depreciation covered inter-segment eliminations.
- 2 Segment profit (loss) is reconciled to the operating income reported in the consolidated income statement.
- 3 Increase in property, plant, and equipment or in intangible non-current assets: This increase does not account for the increase attributable to an increase in the scope of consolidation.

(Per-Share Information)

| | Previous consolidated accounting period (April 1, 2021, to March 31, 2022) | Consolidated accounting period under review (April 1, 2022, to March 31, 2023) |
|-----------------------------------|---|---|
| Net assets per share | ¥2,194.00 | ¥2,357.93 |
| Basic earnings (losses) per share | ¥(26.33) | ¥161.72 |

- (Notes) 1 Diluted earnings per share is omitted here because there were no potential shares.
- 2 Basic earnings (losses) per share is calculated as follows.

| | Previous consolidated accounting period (April 1, 2021, to March 31, 2022) | Consolidated accounting period under review (April 1, 2022, to March 31, 2023) |
|--|---|---|
| Net income (loss) attributable to owners of parent (mm JPY) | (4,438) | 26,929 |
| that is not attributable to common stock (mm JPY) | - | - |
| that is attributable to common stock (mm JPY) | (4,438) | 26,929 |
| Average number of shares of common stock during period (thousands of shares) | 168,533 | 166,523 |

(Material Subsequent Events)

No notes.

4. Supplementary Information to Earnings Report

I Consolidated income statement

- Operating revenue and income grew thanks to a recovery in transport demand as the Covid-19 effects eased.
- Impact of Shin-Keisei Electric Railway becoming consolidated subsidiary:
Operating revenue +¥9.5 billion, extraordinary income (negative goodwill) +¥9.2 billion

| Million yen, % | | FY2021 result | FY2022 result | Change | % change |
|--|-------------------|------------------|------------------|---------|-------------|
| Transportation | Operating revenue | 117,645 | 147,859 | 30,213 | 25.7 |
| | Operating income | (12,735) | 784 | 13,520 | - |
| Distribution | Operating revenue | 47,441 | 51,264 | 3,822 | 8.1 |
| | Operating income | (305) | (429) | (123) | - |
| Real Estate | Operating revenue | 27,420 | 28,952 | 1,532 | 5.6 |
| | Operating income | 8,737 | 9,794 | 1,056 | 12.1 |
| Leisure, Service | Operating revenue | 8,063 | 12,580 | 4,516 | 56.0 |
| | Operating income | (1,966) | (824) | 1,141 | - |
| Construction | Operating revenue | 26,452 | 27,944 | 1,491 | 5.6 |
| | Operating income | 789 | 1,081 | 291 | 36.9 |
| Other | Operating revenue | 7,861 | 9,149 | 1,288 | 16.4 |
| | Operating income | 340 | 57 | (282) | (83.2) |
| Subtotal | Operating revenue | 234,885 | 277,750 | 42,864 | 18.2 |
| | Operating income | (5,140) | 10,463 | 15,604 | - |
| Reconciliation | Operating revenue | (20,728) | (25,411) | (4,683) | - |
| | Operating income | (60) | (235) | (174) | - |
| Total | Operating revenue | 214,157 | 252,338 | 38,181 | 17.8 |
| | Operating income | (5,201) | 10,228 | 15,429 | - |
| Non-operating income | | 5,027 | 20,944 | 15,917 | 316.6 |
| Non-operating expenses | | 3,017 | 4,408 | 1,391 | 46.1 |
| Ordinary income | | (3,191) | 26,764 | 29,956 | - |
| Extraordinary income | | 3,137 | 10,965 | 7,828 | 249.5 |
| Extraordinary losses | | 2,836 | 4,871 | 2,035 | 71.8 |
| Net income before income taxes | | (2,890) | 32,858 | 35,749 | - |
| Income taxes | Current | 1,939 | 3,140 | 1,200 | 61.9 |
| | Deferred | (1,165) | 1,752 | 2,918 | - |
| | Total | 773 | 4,892 | 4,118 | 532.1 |
| Net income | | (3,664) | 27,966 | 31,630 | - |
| Net income attributable to non-controlling interests | | 773 | 1,036 | 263 | 34.0 |
| Net income attributable to owners of parent | | (4,438) | 26,929 | 31,367 | - |

| | | |
|---|-----|---------------|
| Non-operating income | | |
| Share of profit of entities accounted for using equity method | 508 | 17,401 |
| Extraordinary income | | |
| Negative goodwill | — | 9,214 |

I FY2022 Results by Segment

•Transportation

| Million yen, % | | FY2021 result | FY2022 result | Change | % change |
|----------------|-------------------|------------------|------------------|--------|-------------|
| Railway | Operating revenue | 55,256 | 72,017 | 16,761 | 30.3 |
| | Operating income | (7,189) | (337) | 6,852 | — |
| Bus | Operating revenue | 39,005 | 47,548 | 8,542 | 21.9 |
| | Operating income | (4,038) | 721 | 4,759 | — |
| Taxi | Operating revenue | 23,384 | 28,293 | 4,909 | 21.0 |
| | Operating income | (1,508) | 400 | 1,908 | — |
| Transportation | Operating revenue | 117,645 | 147,859 | 30,213 | 25.7 |
| | Operating income | (12,735) | 784 | 13,520 | — |

•Distribution

| Million yen, % | | FY2021 result | FY2022 result | Change | % change |
|---------------------|-------------------|------------------|------------------|--------|-------------|
| Store | Operating revenue | 32,315 | 35,497 | 3,181 | 9.8 |
| | Operating income | 62 | (65) | (127) | — |
| Department store | Operating revenue | 10,209 | 10,404 | 194 | 1.9 |
| | Operating income | (375) | (344) | 30 | — |
| Other | Operating revenue | 4,916 | 5,363 | 446 | 9.1 |
| | Operating income | 7 | (18) | (25) | — |
| Distribution | Operating revenue | 47,441 | 51,264 | 3,822 | 8.1 |
| | Operating income | (305) | (429) | (123) | — |

•Real Estate

| Million yen, % | | FY2021 result | FY2022 result | Change | % change |
|----------------|-------------------|------------------|------------------|---------|-------------|
| Leasing | Operating revenue | 19,464 | 22,938 | 3,474 | 17.9 |
| | Operating income | 8,213 | 9,436 | 1,222 | 14.9 |
| Sales | Operating revenue | 4,114 | 1,856 | (2,258) | (54.9) |
| | Operating income | 283 | 57 | (225) | (79.5) |
| Management | Operating revenue | 3,840 | 4,157 | 316 | 8.2 |
| | Operating income | 241 | 300 | 59 | 24.7 |
| Real Estate | Operating revenue | 27,420 | 28,952 | 1,532 | 5.6 |
| | Operating income | 8,737 | 9,794 | 1,056 | 12.1 |

Note: From the start of FY2022, Keisei Real Estate's revenue and income are reported as "leasing" instead of "sales" as before.
The results for FY2021 have retroactively adjusted to enable comparison.

I Consolidated Results Forecast for Fiscal Year Ending March 31, 2024

I Consolidated income statement

- There will be no Covid-related travel restrictions.
- Impact of Shin-Keisei Electric Railway becoming consolidated subsidiary:
Operating revenue +¥11.2 billion, operating income +¥1.3 billion

| Million yen, % | | FY2022 result | FY2023 forecast | Change | % change |
|---|-------------------|------------------|--------------------|---------|-------------|
| Transportation | Operating revenue | 147,859 | 186,100 | 38,240 | 25.9 |
| | Operating income | 784 | 12,000 | 11,215 | - |
| Distribution | Operating revenue | 51,264 | 56,600 | 5,335 | 10.4 |
| | Operating income | (429) | 400 | 829 | - |
| Real Estate | Operating revenue | 28,952 | 33,100 | 4,147 | 14.3 |
| | Operating income | 9,794 | 10,300 | 505 | 5.2 |
| Leisure, Service | Operating revenue | 12,580 | 19,200 | 6,619 | 52.6 |
| | Operating income | (824) | 600 | 1,424 | - |
| Construction | Operating revenue | 27,944 | 33,300 | 5,355 | 19.2 |
| | Operating income | 1,081 | 1,100 | 18 | 1.7 |
| Other | Operating revenue | 9,149 | 10,200 | 1,050 | 11.5 |
| | Operating income | 57 | 400 | 342 | 600.4 |
| Subtotal | Operating revenue | 277,750 | 338,500 | 60,749 | 21.9 |
| | Operating income | 10,463 | 24,800 | 14,336 | 137.0 |
| Reconciliation | Operating revenue | (25,411) | (29,700) | (4,288) | - |
| | Operating income | (235) | 0 | 235 | - |
| Total | Operating revenue | 252,338 | 308,800 | 56,461 | 22.4 |
| | Operating income | 10,228 | 24,800 | 14,571 | 142.5 |
| Ordinary income | | 26,764 | 42,200 | 15,435 | 57.7 |
| Net income attributable to owners of parent | | 26,929 | 33,300 | 6,370 | 23.7 |

Non-operating income

| | | |
|---|--------|---------------|
| Share of profit of entities accounted for using equity method | 17,401 | 18,600 |
| Extraordinary income | | |
| Negative goodwill | 9,214 | — |

I Consolidated Results Forecast for Fiscal Year Ending March 31, 2024

I FY 2023 Results Forecast by Segment

•Transportation

| Million yen, % | | FY2022 result | FY2023 forecast | Change | % change |
|----------------|-------------------|------------------|--------------------|--------|-------------|
| Railway | Operating revenue | 72,017 | 93,400 | 21,382 | 29.7 |
| | Operating income | (337) | 8,200 | 8,537 | - |
| Bus | Operating revenue | 47,548 | 59,800 | 12,251 | 25.8 |
| | Operating income | 721 | 2,900 | 2,178 | 302.0 |
| Taxi | Operating revenue | 28,293 | 32,900 | 4,606 | 16.3 |
| | Operating income | 400 | 900 | 499 | 124.9 |
| Transportation | Operating revenue | 147,859 | 186,100 | 38,240 | 25.9 |
| | Operating income | 784 | 12,000 | 11,215 | - |

•Distribution

| Million yen, % | | FY2022 result | FY2023 forecast | Change | % change |
|---------------------|-------------------|------------------|--------------------|--------|-------------|
| Store | Operating revenue | 35,497 | 39,200 | 3,702 | 10.4 |
| | Operating income | (65) | 200 | 265 | - |
| Department store | Operating revenue | 10,404 | 11,300 | 895 | 8.6 |
| | Operating income | (344) | 100 | 444 | - |
| Other | Operating revenue | 5,363 | 6,100 | 736 | 13.7 |
| | Operating income | (18) | 100 | 118 | - |
| Distribution | Operating revenue | 51,264 | 56,600 | 5,335 | 10.4 |
| | Operating income | (429) | 400 | 829 | - |

•Real Estate

| Million yen, % | | FY2022 result | FY2023 forecast | Change | % change |
|----------------|-------------------|------------------|--------------------|--------|-------------|
| Leasing | Operating revenue | 22,938 | 25,500 | 2,561 | 11.2 |
| | Operating income | 9,436 | 10,000 | 563 | 6.0 |
| Sales | Operating revenue | 1,856 | 3,200 | 1,343 | 72.4 |
| | Operating income | 57 | 100 | 42 | 72.5 |
| Management | Operating revenue | 4,157 | 4,400 | 242 | 5.8 |
| | Operating income | 300 | 200 | (100) | (33.5) |
| Real Estate | Operating revenue | 28,952 | 33,100 | 4,147 | 14.3 |
| | Operating income | 9,794 | 10,300 | 505 | 5.2 |

Transportation Performance [non-consolidated]

| Thousand people, Million yen, % | | FY2021 result | FY2022 result | Change | % change |
|---------------------------------|-------------------------|------------------|------------------|--------|-------------|
| Number of passengers | Commuters | 135,961 | 144,445 | 8,484 | 6.2 |
| | Non-commuters | 89,353 | 106,763 | 17,410 | 19.5 |
| | Total | 225,314 | 251,208 | 25,894 | 11.5 |
| | To/from Narita Airport | 8,335 | 13,952 | 5,617 | 67.4 |
| | Charged limited Express | 1,506 | 3,719 | 2,213 | 146.9 |
| Revenue from passengers | Commuters | 16,688 | 17,477 | 789 | 4.7 |
| | Non-commuters | 24,021 | 34,207 | 10,185 | 42.4 |
| | Total | 40,710 | 51,684 | 10,974 | 27.0 |
| | To/from Narita Airport | 5,902 | 13,153 | 7,251 | 122.8 |
| | Charged limited Express | 1,235 | 3,629 | 2,394 | 193.8 |

[Reference] Comparison with FY2019

| Thousand people, Million yen, % | | FY2019 result | FY2022 result | Change | % change |
|---------------------------------|-------------------------|------------------|------------------|----------|-------------|
| Number of passengers | Commuters | 173,808 | 144,445 | (29,363) | (16.9) |
| | Non-commuters | 119,014 | 106,763 | (12,251) | (10.3) |
| | Total | 292,822 | 251,208 | (41,614) | (14.2) |
| | To/from Narita Airport | 21,717 | 13,952 | (7,765) | (35.8) |
| | Charged limited Express | 6,079 | 3,719 | (2,360) | (38.8) |
| Revenue from passengers | Commuters | 21,702 | 17,477 | (4,224) | (19.5) |
| | Non-commuters | 43,510 | 34,207 | (9,303) | (21.4) |
| | Total | 65,213 | 51,684 | (13,528) | (20.7) |
| | To/from Narita Airport | 21,177 | 13,153 | (8,024) | (37.9) |
| | Charged limited Express | 5,843 | 3,629 | (2,214) | (37.9) |

FY 2023 Results Forecast (Comparison with FY2022)

| Thousand people, Million yen, % | | FY2022 result | FY2023 forecast | Change | % change |
|---------------------------------|-------------------------|------------------|--------------------|--------|-------------|
| Number of passengers | Commuters | 144,445 | 161,070 | 16,625 | 11.5 |
| | Non-commuters | 106,763 | 123,610 | 16,847 | 15.8 |
| | Total | 251,208 | 284,680 | 33,472 | 13.3 |
| | To/from Narita Airport | 13,952 | 21,771 | 7,819 | 56.0 |
| | Charged limited Express | 3,719 | 7,076 | 3,357 | 90.3 |
| Revenue from passengers | Commuters | 17,477 | 19,693 | 2,215 | 12.7 |
| | Non-commuters | 34,207 | 46,624 | 12,417 | 36.3 |
| | Total | 51,684 | 66,318 | 14,633 | 28.3 |
| | To/from Narita Airport | 13,153 | 23,229 | 10,075 | 76.6 |
| | Charged limited Express | 3,629 | 7,202 | 3,573 | 98.4 |