President’s Message

I am Kenju Suematsu, the President and CEO of Tokyo International Forum Co., Ltd.

In 2012, Tokyo International Forum celebrated its 15th anniversary. Since it opened its doors in 1997, Tokyo International Forum, the largest “convention and art center” in Japan, has made an indelible impression on millions of visitors as a space for people to gather and information to be presented.

In our fifteenth year, we formulated the Fourth Medium-Term Management Plan, a three-year plan starting in fiscal 2012, with the aim of further solidifying our foundation as a company looking to the future. Tokyo International Forum has taken steady steps forward in its efforts to address five management issues, which include stabilizing the earnings structure and improving the level of services.

Tokyo International Forum has been designated as a temporary emergency shelter, and in this capacity it will offer support to people unable to travel home in the event of a major natural disaster. As our highest priority, we make every effort to ensure the safety and security of the more than 20 million people that walk through our doors every year.

As of 2012, Japan has been a member of the International Monetary Fund (IMF) and the World Bank for 60 years. The Annual Meeting of the International Monetary Fund and the World Bank was held for a second time in Tokyo, the previous one 48 years ago in 1964, at the Tokyo International Forum, Imperial Hotel and Hotel Okura during October 9-14, 2012. Tokyo International Forum was proud to be host to one of the world’s largest conferences, the Annual Meeting of the International Monetary Fund and the World Bank, on its 15th anniversary. We are pleased to have heard that so many of the participants from around the world were impressed with our facilities and the warm welcome and hospitality they received while in Japan.

The largest city in Japan and a business hub to Asia, Tokyo has all the necessary elements in place for businesses to succeed. The Otemachi, Marunouchi and Yurakucho areas of Tokyo in particular feature everything from historical buildings dating back to the Edo Period to modern cultural centers, hotels and commercial facilities. It is a dynamic and appealing destination that we refer to as MICE Town, an acronym we have coined for meetings, incentive tours, conventions, and exhibitions, or business events likely to involve the gatherings of many people. Located in the heart of Tokyo, Tokyo International Forum aims to be a leading “convention and art center” not only in Japan, but for Asia as well. We will continue with our mission of providing an ideal space for people coming from overseas and other parts of Japan to gather and experience the courteous services and warm hospitality that Tokyo has to offer. We appreciate your interest in Tokyo International Forum, and hope to see you soon.

Kenju Suematsu
President & CEO

Company Profile (as of July 16, 2013)

Name of Company: Tokyo International Forum Co., Ltd.
Address: 5-1 Marunouchi 3-chome, Chiyoda-ku, Tokyo
Date established: April 4, 2003
Main business:
1. Management of halls, conference rooms and other facilities of Tokyo International Forum
2. Management of the service facilities of Tokyo International Forum
3. Planning, design, execution and contracting of events for promoting international exchanges
4. Other business services related to the above

Management Philosophy

As a leading convention and art center, Tokyo International Forum is a company that aims to create sensations and generate excitement by putting on display for the world the allure of the local community, Tokyo and Japan as a whole.

Management Principles

- Tokyo International Forum is a leading convention and art center that provides venues and services of the highest quality.
- Tokyo International Forum aims to be the one and only brand as a convention and art center that conveys the “now” of Tokyo and Japan.
- Tokyo International Forum contributes to the local community with a competitive and cooperative spirit, by focusing on building captivating communities in the Otemachi, Marunouchi and Yurakucho areas, the “face” of Tokyo.
- Tokyo International Forum is a venue for the dissemination of information, a symbol of the allure of Tokyo, the hustle and bustle of a town, and the passion of people.
- Tokyo International Forum delights in the happiness and satisfaction of its customers, and strives to be highly sensitive and responsive to the feelings of its customers.
- Tokyo International Forum aims to create high value added in its operations through highly transparent, efficient and highly profitable business management.

Management

President & CEO
Kenju Suematsu
Managing Director
Goro Sunaga
Director
Tomonori Uegaki
Director
Yoji Tsukada
Corporate Auditor
Masahisa Suzuki
Corporate Auditor
Masao Hino

Organization Chart

Number of employees: 45

President & CEO
Managing Director
Directors

Corporate Auditor

Board of Directors

Internal Audit Committee
Crisis Management Committee
Compliance Committee
Environment Committee

Administration Department
Facilities Management Department
Public Relations Department
Sales Department 1
Sales Department 2
Project Development Department

Organization Chart

Number of employees: 45
Fiscal 2012 Business Report

Management of halls and related service facilities

Facility capacity utilization

Number of events held at major halls by type of event

Number of events held in individual conference rooms

Number of people visiting stores

Number of parking spaces used

Major events held in fiscal 2012

<table>
<thead>
<tr>
<th>Classification</th>
<th>Event name</th>
<th>Dates Held</th>
<th>Event Space</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conferences</td>
<td>Fugata Forum 2012</td>
<td>2012.10.17 - 18</td>
<td>Hall B5, C, D5, D1, Meeting, LG, Exhibition</td>
</tr>
<tr>
<td>67th Annual Meetings of the International Monetary Fund and World Bank Group</td>
<td>2012</td>
<td>10.9 - 16</td>
<td>All Facilities</td>
</tr>
<tr>
<td>iBtech TOKYO 2012</td>
<td>2012.10.30 - 31</td>
<td>B7, B5, Exhibition, LG, Meeting</td>
<td></td>
</tr>
<tr>
<td>CAC User Forum &amp; iEXPO 2012</td>
<td>2012.11.8 - 9</td>
<td>All Facilities (Excluding A)</td>
<td></td>
</tr>
<tr>
<td>Exhibitions</td>
<td>2012</td>
<td>6.10 - 14</td>
<td>B7, B5, Exhibition, LG, Meeting</td>
</tr>
<tr>
<td>33rd Annual Meeting of the Japanese Ophthalmological Society</td>
<td>2012.4.5 - 8</td>
<td>All Facilities</td>
<td></td>
</tr>
<tr>
<td>27th Annual Meeting of the Academy of Clinical Dentistry</td>
<td>2012.6.15 - 17</td>
<td>B7, B5, Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>54th Annual Meeting of Japan Geriatrics Society</td>
<td>2012.10.28 - 30</td>
<td>B7, B5, Meeting, GL</td>
<td></td>
</tr>
<tr>
<td>50th Annual Musculoskeletal Tumor Meeting of the Japanese Orthopedic Association</td>
<td>2012.11.8 - 10</td>
<td>B7, B5, Meeting</td>
<td></td>
</tr>
<tr>
<td>25th Annual Meeting of the Japanese Society for Therapeutic Radiology and Oncology</td>
<td>2012.12.23 - 25</td>
<td>B7, B5, Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>53rd Academic Conference of Japan Academy of Nursing Science</td>
<td>2013.1.30 - 1</td>
<td>B7, B5, D7, Meeting</td>
<td></td>
</tr>
<tr>
<td>Ceremonies</td>
<td>Sake Dayz's 150th Anniversary Commemorative Ceremony</td>
<td>2012.12.23</td>
<td>A, Exhibition, HA, Meeting, Other</td>
</tr>
<tr>
<td>2012 Sake Dayz's 150th Anniversary Commemorative Ceremony</td>
<td>2012.12.23</td>
<td>A, Exhibition</td>
<td></td>
</tr>
<tr>
<td>Sports Festival Tokyo 2013</td>
<td>2013.12.9</td>
<td>Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>Japan-Sommerler Association Testing Festival</td>
<td>2013.2.3 - 8</td>
<td>B7, Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>Grand Masters' Collection in Tokyo 2012</td>
<td>2013.4.12 - 15</td>
<td>B7, Exhibition, Meeting</td>
<td></td>
</tr>
<tr>
<td>Kokubu's 300th Anniversary Exhibition</td>
<td>2013.12.8 - 14</td>
<td>B7, Exhibition, LG, Other</td>
<td></td>
</tr>
<tr>
<td>ADVANTAGE EXPO 2012</td>
<td>2013.5.20 - 21</td>
<td>B7, Exhibition, LG, Other</td>
<td></td>
</tr>
<tr>
<td>Human Capital 2012</td>
<td>2013.5.20 - 21</td>
<td>B7, Exhibition, LG, Other</td>
<td></td>
</tr>
<tr>
<td>Nippon &quot;Genki&quot; Market</td>
<td>2013.6.27 - 29</td>
<td>Exhibition, LG, Other</td>
<td></td>
</tr>
<tr>
<td>Super Box 2012</td>
<td>2013.11.13 - 15</td>
<td>D7, Exhibition, Meeting</td>
<td></td>
</tr>
<tr>
<td>The 22nd International Meetings Expo (IME 2012)</td>
<td>2013.12.11 - 12</td>
<td>Exhibition</td>
<td></td>
</tr>
<tr>
<td>The 25th Annual Meeting of Japan Geriatrics Society</td>
<td>2012.11.28 - 30</td>
<td>B7, B5, Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>The 54th Annual Meeting of Japan Geriatrics Society</td>
<td>2012.10.28 - 30</td>
<td>B7, B5, Meeting, GL</td>
<td></td>
</tr>
<tr>
<td>60th Annual Musculoskeletal Tumor Meeting of the Japanese Orthopedic Association</td>
<td>2012.11.8 - 10</td>
<td>B7, B5, Meeting</td>
<td></td>
</tr>
<tr>
<td>The 25th Annual Meeting of the Japanese Society for Therapeutic Radiology and Oncology</td>
<td>2012.12.23 - 25</td>
<td>B7, B5, Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>The 53rd Academic Conference of Japan Academy of Nursing Science</td>
<td>2013.1.30 - 1</td>
<td>B7, B5, D7, Meeting</td>
<td></td>
</tr>
<tr>
<td>Ceremonies</td>
<td>Sake Dayz's 150th Anniversary Commemorative Ceremony</td>
<td>2012.12.23</td>
<td>A, Exhibition, HA, Meeting, Other</td>
</tr>
<tr>
<td>Performing Arts</td>
<td>Doney on Classic—A Magical Evening of Music 2012</td>
<td>2013.1.13 - 15</td>
<td>Exhibition</td>
</tr>
<tr>
<td>2012 Ikenobo National Contest / Ikenobo 550th Anniversary Celebration</td>
<td>2013.7.15 - 25</td>
<td>Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>The 23rd Annual Meeting of the Japanese Ophthalmological Society</td>
<td>2013.5.24 - 26</td>
<td>All Facilities (Excluding C)</td>
<td></td>
</tr>
<tr>
<td>The 24th Annual Meeting of the Academy of Clinical Dentistry</td>
<td>2013.6.10 - 12</td>
<td>Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>The 25th Annual Meeting of the Japanese Society for Therapeutic Radiology and Oncology</td>
<td>2013.12.23 - 25</td>
<td>B7, B5, Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>The 23rd Academic Conference of Japan Academy of Nursing Science</td>
<td>2013.1.30 - 1</td>
<td>B7, B5, D7, Meeting</td>
<td></td>
</tr>
<tr>
<td>Ceremonies</td>
<td>Sake Dayz's 150th Anniversary Commemorative Ceremony</td>
<td>2012.12.23</td>
<td>A, Exhibition, HA, Meeting, Other</td>
</tr>
<tr>
<td>Performing Arts</td>
<td>Doney on Classic—A Magical Evening of Music 2012</td>
<td>2013.1.13 - 15</td>
<td>Exhibition</td>
</tr>
<tr>
<td>2012 Ikenobo National Contest / Ikenobo 550th Anniversary Celebration</td>
<td>2013.7.15 - 25</td>
<td>Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>The 23rd Annual Meeting of the Japanese Ophthalmological Society</td>
<td>2013.5.24 - 26</td>
<td>All Facilities (Excluding C)</td>
<td></td>
</tr>
<tr>
<td>The 24th Annual Meeting of the Academy of Clinical Dentistry</td>
<td>2013.6.10 - 12</td>
<td>Exhibition, LG</td>
<td></td>
</tr>
<tr>
<td>Performing Arts</td>
<td>Doney on Classic—A Magical Evening of Music 2012</td>
<td>2013.1.13 - 15</td>
<td>Exhibition</td>
</tr>
<tr>
<td>2012 Ikenobo National Contest / Ikenobo 550th Anniversary Celebration</td>
<td>2013.7.15 - 25</td>
<td>Exhibition, LG</td>
<td></td>
</tr>
</tbody>
</table>

Classifications: GL : Lounge, Other : Outdoor Plaza
Carrying Out Its Own Event Planning Business

Taking advantage of its venues as spaces to create and disseminate culture, Tokyo International Forum carries out its own events that give back to the local community and society as a whole as part of its efforts to create a charming and dynamic community.

La Folle Journée au Japon “Days of Enthusiasm” Music Festival 2012—“Le Sacre Russe”

The theme of the La Folle Journée au Japon “Days of Enthusiasm” Music Festival 2012 (LFJ) was “Le Sacre Russe” (Russian Festival) in the vogue of The Rite of Spring composed by Igor Stravinsky, whose influence led to a musical revolution in the 20th century. In addition to performances of scores by the great Russian composers Tchaikovsky and Rachmaninoff, we celebrated 150 years of Russian classical music with music written by composers from the 20th century.

- Event dates: April 27 (Friday) — May 5 (Saturday) 2012
- Venue: Tokyo International Forum, Yomiuri Hall, Tokyo and Marunouchi areas
- Number of visitors: About 465,000 (total)
- Number of participants: 3,297 (including 1,157 people in non-live performances with 703 foreign artists and 554 Japanese artists)
- Number of performances: 351
- Number of tickets sold: 122,610

TOPICS

1. Expanding music festivals in the Tokyo and Marunouchi areas

We acted on new plans to bring the LFJ and classical music closer to people that work in the Marunouchi area. This year again, we created several works that could only be experienced at the LFJ.

- Concerts in office buildings
  Artists and LFJ classic sommelier paid visits to five office buildings in the Marunouchi area and the Chiyoda Ward Office to perform classical music recitals and participate in live talks.

- Morning University of Marunouchi
  We offered courses related to LFJ at the Morning University of Marunouchi, a popular school with courses for people who like to take advantage of their mornings.

- Expanding area concerts
  We held area concerts featuring young artists in 15 locations in Marunouchi, Hibiya, Otemachi, and near the Yczas Exit of Tokyo Station.

2. Open recruitment of citizen volunteers to help with music festivals

For the LFJ, we enlisted the help of volunteers from the LFJ Friends, a group of LFJ lovers that have helped us manage event spaces since 2008. Aiming to expand this circle of friends, we publicly called for more volunteers through the LFJ Volunteer 2012 campaign, and gained the support of 157 people, including three high school students.

3. Enlisting the younger generation to support the future of music

In 2012, Tokyo International Forum again offered programs that foster interest in music among children and young adults, and continued to present the “Concert for Infants” event it introduced at the first LFJ in 2005.

- Music University
  Tokyo International Forum supports college students majoring in music through free and paid concerts, guest performances in area concerts, attendance at master classes, participation in programs for children, and internships in administering LFJ.

- Children and Youth Programs
  Tokyo International Forum sponsors concerts for infants, programs for children, outreach programs for elementary schools, and public rehearsals for elementary and junior high school students.

Initiatives to Commemorate Our 15th Anniversary

Opened in January 1997, the Tokyo International Forum celebrated its 15th year as the largest convention and art center in Japan, providing venues for millions of people to enjoy.

We came up with “A New Start” as the catchphrase to commemorate our 15th anniversary and created a logo mark for it as well. We also pulled off a campaign of events to celebrate our 15th year from January to December 2012.

Special Lecture by Michael Sandel Titled “Democracy Strike Back”

Cospersoned by Hayakawa Publishing and the Kiyoshi Hayakawa Foundation, Harvard University professor Michael Sandel, a leading philosopher of modern politics, gave a heated lecture to about 5,000 people, one of his largest audiences ever.

All of the attendees expressed their opinions to questions posed by the professor by raising the red or white covers of programs. The professor selected many participants to present their opinions on the spot, for a heated debate that encouraged audience participation and discussion.

Marunouchi Kids’ Jamboree 2012

Coinciding with our 15th anniversary, we changed the name of Marunouchi Kids’ Festival (2007-2011) to Marunouchi Kids’ Jamboree, and opened the TIF Wonder Campus with a new and original curriculum led by first-rate teachers on classes in biology, dinosaurs and outer space to stimulate the curiosity of children.

We also broadened the curriculum to include athletic demonstrations and sporting events to convey the fun and excitement of sports soon after the London Olympics were held, as well as classes on cooking and disaster prevention. It was a jam-packed three days of fun and excitement for the children, who showed their appreciation with bright eyes and big smiles.

- Event dates and time: May 28 (Monday) 2012, 10:00-22:30
- Part one: Beginnings of free market- “What Money Can’t Buy”
- Part two: Issues after 3/11 “Japanese people—show us a model democracy”
- Venue: Tokyo International Forum, Hall A
- Participants: 4,000

Boxed lunches to commemorate 15th anniversary

In celebration of our 15th year of operations, we sold a special boxed lunch for ¥1,500. From January to December 2012, we gave away as many as 15 boxed lunches to clients that used Halls D7, D5 and D1.
Events held at the Tokyo International Forum

Key Conferences

- Plenary Session of the Annual meetings (Hall A on October 12)
  - The largest conference during the annual meetings with around 3,000 people, including financial ministers, central bank governors and other government representatives in attendance.
- IMF Managing Director Press Conference (Hall D7 on October 11)
- G20 Town Hall Meeting (Hall B5 on October 11)
  - Dialog with the IMF Managing Director, World Bank President, and CSO Representatives.
- Plenary Session of the Annual meetings (Hall A on October 12)
- Program of Seminars
  - Open seminars on financial and development topics confronted by international society.
(NHK Debate on October 11, BBC Debate on October 12, etc.)

Security

With such a large number of VIPs present, extra precautions were taken to secure the premises, such as closing off the outdoor plaza with a perimeter fence in three locations, and installing metal detectors at entrances to buildings.

Press Center

A press center was set up in the Exhibition Hall, and press reporting stations were also established on the first floor and first underground floor of the Glass Building to provide facilities for the international press corps.

Initiatives Undertaken by Tokyo International Forum

Anti-terrorism joint drills (July 24)

Approximately 250 people including representatives of private-sector companies and organizations in the Marunouchi partnership, officers from the Marunouchi Police Station, and not police and security division personnel from the Metropolitan Police Department, participated in joint anti-terrorism drills. The drills were held at the outdoor plaza and included bomb-sniffing dogs, anti-explosive equipment, police canines and anti terrorist preventing suspected terrorists.

Earthquake and fire drills (September 4)

Drills were held mainly in Hall A to prepare in the event of a major earthquake strike below Tokyo during the annual meetings, with guidance from the Marunouchi Fire Station.

Letters of appreciation from related institutions

After the Annual Meetings of the International Monetary Fund and World Bank Group were held, the host and many of the institutions that were involved in the event presented Tokyo International Forum with letters of commendation and appreciation. These letters praising not only the facilities but also the teamwork of the staff and high quality of services have been a great confidence boost.

Hospitality Desk

The hospitality desk on the ground floor provided information to attendees about excursions, helped with reservations for cultural events, distributed brochures on tourist attractions within the Tokyo metropolitan area.

Hospitality and English language training (August 30, September 3)

We offered hospitality and English language classes to all employees that work at the Tokyo International Forum. In hospitality classes, we aimed to foster a higher awareness of hospitality among staff, and went over the key points of working at reception along with correct postures and attitudes. For English language education, we created an original English conversation class based on responses to an internal survey of questions that are often asked by foreign guests.

2013 calendar created and distributed to attendees

As a way of leaving a lasting impression of Japan and the Tokyo International Forum on visitors that came from over 180 countries, we created a calendar with pictures portraying Japanese traditions for each month of the year and distributed them from the main information booth and at stores on the premises.
Aiming to be a leading convention and art center

Large-scale upgrade work on facilities, other repairs and maintenance work

In 2009, Tokyo International Forum began a ten-year plan for large-scale upgrades to facilities. The purpose of this work is not only to restore the buildings to their original condition when they were completed, but also to improve their functionality in response to customer requests while enhancing safety and security and making them easier on the environment. We are also performing a wide range of repairs and maintenance work to increase customer convenience and service quality. Major work undertaken in fiscal 2012 is described as follows.

**Hall C**

Visitor seating was updated with new backs, seats and armrests for chairs, and repairs to backboards and seat boards, to ensure comfortable seating arrangements for guests. The speaker system was upgraded, and the mixer and other components of the sound system were replaced with digital equipment. These updates improved the clarity of sound quality remarkably and enhanced the flexibility of the sound system to make it compatible with high-level sound requirements for a variety of performances.

**Halls B7 and B5**

Lighting equipment was upgraded with LED lamps installed for seat lighting in Hall B7 and a completely updated light dimming control system was installed in Hall B5. The wooden sections of wall surfaces were repaired and painted in both halls.

**Outdoor Plaza**

Cracks and chips in the stone covering the outdoor plaza were repaired in approximately 200 places.

Creating facilities that are easy to familiarize with

**A new maternity room**

On the first underground floor of the Glass Building, we have built a maternity room for nursing babies and their mothers. The room features a hot water spigot for preparing baby formula, a sink, and diaper changing station. The idea for the maternity room originated from our internal idea proposal system, which was then evaluated and implemented by a project team.

**Collaboration and Cooperation with Local Communities**

**Space Ball—a world-first machine for experiencing outer space**

Space Ball is a movable, sensational cinema theater shaped like a celestial sphere that uses the latest in technology to give spectators the feeling that they are traveling through outer space. Hosted by TV Tokyo with special cooperation from Tokyo International Forum, Space Ball was placed in the lobby gallery and entertained a combined total of 37,000 people with ‘experiences of the unknown’ over a 40-day period that began in mid-December 2012.

On December 31, 2012, we held the Silvester Concert, which was broadcast live on TV, featuring orchestra performances at the Orchid Hall and chorus performances in front of the Space Ball by the Showa University of Music’s chor.

- **Event dates**: December 15 (Saturday) 2012 to January 27 (Sunday) 2013
- **Number of attendees**: 37,000
- **Host**: TV Tokyo
- **Special supporter**: Tokyo International Forum

**Tokyo Michiterasu 2012, a Celebration of the Future in Lights**

Tokyo International Forum participated as an executive member in Tokyo Michiterasu 2012, a celebration in lights sponsored by the Tokyo Michiterasu Executive Committee. One tessellation tower of lighted tiles was set up in Plaza.

An installation of several tessellation towers named the Starlight Walk in the Tokyo and Marunouchi areas shed their light on the newly restored pavilion on the Marunouchi side of Tokyo Station, dazzling passersby with a surreal spectacle of light and shadows.

- **Event dates**: Friday, December 21 to Friday, December 28, 2012
- **Event venues**: Tokyo and Marunouchi areas (Marunouchi side of Tokyo Station, Gyoko Street)
- **Host**: Tokyo Michiterasu Executive Committee
**Financial Statements**

**Balance Sheet**

As of March 31, 2013

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount (Unit: Thousands of yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
</tr>
<tr>
<td>Cash and deposits</td>
<td>4,984,184</td>
</tr>
<tr>
<td>Accounts receivable-trade</td>
<td>1,056,893</td>
</tr>
<tr>
<td>Accounts receivable-trade</td>
<td>387,565</td>
</tr>
<tr>
<td>Securities</td>
<td>464,928</td>
</tr>
<tr>
<td>Merchandise</td>
<td>142</td>
</tr>
<tr>
<td>Supplies</td>
<td>17,054</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts payable-trade</td>
<td>1,188,840</td>
</tr>
<tr>
<td>Lease obligations</td>
<td>39,294</td>
</tr>
<tr>
<td>Accounts payable-trade</td>
<td>2,323,373</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>4,922</td>
</tr>
<tr>
<td>Income taxes payable</td>
<td>225,395</td>
</tr>
<tr>
<td>Accrued business office taxes</td>
<td>156,526</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>35,482</td>
</tr>
<tr>
<td>Accounts receivable-trade</td>
<td>561,845</td>
</tr>
<tr>
<td>Advances received</td>
<td>12,334</td>
</tr>
<tr>
<td>Other, net</td>
<td>148</td>
</tr>
<tr>
<td><strong>Deferred tax assets</strong></td>
<td>35,397</td>
</tr>
<tr>
<td>Allowance for doubtful accounts</td>
<td>8,963</td>
</tr>
<tr>
<td><strong>Noncurrent assets</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>6,876,431</td>
</tr>
<tr>
<td><strong>Noncurrent liabilities</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>3,192,795</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>3,683,726</td>
</tr>
</tbody>
</table>

**Statement of Income**

April 1, 2012 to March 31, 2013

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount (Unit: Thousands of yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>7,380,186</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>5,493,033</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>1,887,153</td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td>1,389,030</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>499,755</td>
</tr>
<tr>
<td><strong>Non-operating income</strong></td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>7,182</td>
</tr>
<tr>
<td>Reversal of allowance for doubtful accounts</td>
<td>896</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>23,802</td>
</tr>
<tr>
<td><strong>Non-operating expenses</strong></td>
<td></td>
</tr>
<tr>
<td>Interest expenses</td>
<td>483</td>
</tr>
<tr>
<td>Loss on cancellation of lease contracts</td>
<td>3,136</td>
</tr>
<tr>
<td>Miscellaneous loss</td>
<td>452</td>
</tr>
<tr>
<td><strong>Ordinary income</strong></td>
<td>537,544</td>
</tr>
<tr>
<td><strong>Extraordinary loss</strong></td>
<td></td>
</tr>
<tr>
<td>Loss on disposal of noncurrent assets</td>
<td>20,506</td>
</tr>
<tr>
<td>Income before income taxes</td>
<td>507,037</td>
</tr>
<tr>
<td>Income taxes-current</td>
<td>1,349</td>
</tr>
<tr>
<td>Income taxes-refunded</td>
<td>195,287</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>310,809</td>
</tr>
</tbody>
</table>

**TOPICS**

**Number of visitors in fiscal 2012**

- An estimated total of 22,040,000 people visited in fiscal 2012.
- This represents an increase of 0.5% from the previous fiscal year.
- This increase is attributable to a higher number of event attendees and store customers, as activity recovered from the impact of the earthquake in fiscal 2011. Meanwhile, the number of casual visitors and people passing through is estimated to have declined slightly, based on figures for fiscal 2010, owing to entry restrictions during the Annual Meetings of the International Monetary Fund and World Bank Group.

**Participation in Fire Fighter Training Assessment Events**

The Tokyo International Forum's fire-fighting crew participated in a fire fighter training assessment event held by the Marunouchi Fire Station on Wednesday, July 4, at the outdoor plaza in front of the Imperial Palace. The women and security personnel that make up our fire-fighting crew gave an excellent demonstration of their training at the event despite the hot weather.

**Letter of commendation received from the commander of the Tokyo Fire Department**

Tokyo International Forum's cooperation with fire departments and related authorities, and its efforts to spread awareness of disaster protection and fire prevention, were recognized by the Tokyo Fire Department with a letter of commendation from the commander in chief. This award, which is bestowed only once every five years, was presented to Tokyo International Forum at a ceremony at the Marunouchi Fire Station on March 5, 2013, the 65th anniversary of the Tokyo Fire Department.

**Letter of appreciation received from the Marunouchi Police Station**

As a member of the Marunouchi Partnership that works to create communities against terrorism, Tokyo International Forum engages in training and drills to prevent and counter terrorist acts. In recognition of these combined efforts, Tokyo International Forum received a letter of appreciation from the police chief of the Marunouchi Police Station on February 8, 2013.

**Newly opened stores**

- **May 1**
  - Yurukacho Café & Dining by Royal
  - First underground floor concourse “Remodel opening”

- **September 15**
  - Kurobuta Gekijyo Hibiki, a yakiton shabu shabu restaurant featuring micro-brewed sake
  - First underground floor concourse

**Total number of visitors (estimate)**

<table>
<thead>
<tr>
<th>Event attendees</th>
<th>Store customers (see note)</th>
<th>Visitors, people passing through, etc</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>370.7</td>
<td>385.4</td>
</tr>
<tr>
<td>2010</td>
<td>391.4</td>
<td>396.7</td>
</tr>
<tr>
<td>2011</td>
<td>389.7</td>
<td>394.1</td>
</tr>
<tr>
<td>2012</td>
<td>394.1</td>
<td>398.4</td>
</tr>
<tr>
<td>Total 2,038</td>
<td>Total 2,021</td>
<td>Total 2,165</td>
</tr>
</tbody>
</table>

Note: Store customers are counted by the number of receipts issued at cash registers of restaurants and cafes.
History of Tokyo International Forum

From basic concept to opening day

December 2, 1980 Declaration of construction of city hall by My Town Concept Panel Community Section Meeting
August 22, 1985 Announcement of fundamental concept of construction plan for the Tokyo City Hall
January 24, 1986 Inauguration of the Council of Tokyo Metropolitan Government for constructing Tokyo International Forum [final report on December 24, 1987]
November 2, 1990 Result of the international design competition announced with Rafael Viñoly as the winning architect
October 9, 1992 Construction starts
September 1, 1994 Establishment of Tokyo International Foundation
December 1, 1994 Opening of facility reservations for Tokyo International Forum
May 31, 1996 Construction finished for Tokyo International Forum
July 1, 1996 Tokyo Metropolitan Government lends Tokyo International Forum to Tokyo International Foundation
January 10, 1997 Grand opening of Tokyo International Forum

Transition from Tokyo International Foundation to Tokyo International Forum Co., Ltd.

January 10 to March 29, 1997 “Tokyo Takemura Festa” held to celebrate opening of Tokyo International Forum
March 1, 1997 General opening of halls and conference rooms
December 24, 2000 – January 1, 2001 “Forum Millenario Club” year-end event held (held annually until 2005)
October 1, 2001 Plaza importantly the outdoor plaza opens for general use
December 21, 2001 Announcements of change to Tokyo International Forum Co., Ltd.
August 2002 Commemoration of 5th anniversary of Tokyo International Forum (“Tokyo Art Jungle” etc.)
April 8, 2003 Establishment of Tokyo International Forum Co., Ltd. (Representative Director Yoshimi Miyake)
May 22, 2003 Iwao Toriumi appointed as President & CEO
July 1, 2003 Tokyo International Forum transfers business to Tokyo International Forum Co., Ltd.

Tokyo International Forum Co., Ltd.

July 1, 2003 Tokyo International Forum Co., Ltd. begins operations
Sign changes on the premises, names of some Halls and other facilities are changed, operating hours extended (7:00-23:30), new facility use fee system introduced
July 2003 New Staff Village comes to outdoor plaza (every weekday, remaining)
October 2003 Oedo Antiques Market comes to outdoor plaza (once a month until September 2005, twice a month from October 2005)
November 2003 Mitsuo Aida Museum opens
June 2004 Installed lighting poles to illuminate the outdoor plaza
July 2004 First super night held for New Staff Village
April 24 – May 1, 2005 La Folle Journée au Japon “Days of Enthusiasm” music festival 2005 held (during Golden Week every year)
April 2006 Expanded women’s restroom in Hall A, installed elevator for Exhibition Hall, installed elevator near exit to Tokyo Station, set up smoking room on outdoor plaza on first floor of Block B (outdoor plaza turned into a non-smoking area)
December 24, 2006 – January 16, 2007 “Year-end event ‘Harmonia’” held (also in 2006 and 2007)
June 1, 2007 Conference room (201) (completed in April) now available for reservations
August 2008 Tokyo International Forum decides its Environmental Policies
April 2009 First batch of major renovation project based on 10-year repair and improvement plan
December 2010 Year-end event “Marche de fete des Strasbourg” held (first held in December 2010)
January 2010 Greenery added to roof and terrace on the seventh floor of the Glass Building
March 11, 2011 Great East Japan Earthquake strikes Japan: Tokyo International Forum takes in people who are stranded and unable to return home
March 31, 2011 Hall B7 reopened after remodeling changed from a theater with fixed seating to an open floor plan
November 2011 First floor of the Glass Building, remodeling finished on reservations counter and meeting corner
2012 (p. year) Events to commemorate the 15th anniversary (special lecture by Michael Sandel in May, “Marunouchi Kids Jamboree 2012” in August, etc.) (*name changed from “Marunouchi Kids Festa”)
May 2012 Maternity room opens
March 2013 Hall C: remodeling finished on stage machinery, etc.

Overview of Facilities

Name: Tokyo International Forum
Address: 5-1 Marunouchi 3-chome, Chiyoda-ku, Tokyo
Site area: approximately 27,000 m²
Total floor area: approximately 145,000 m²
Opening date: January 10, 1997
Owner: Tokyo Metropolitan Government
Administrating organization: Tokyo International Forum Co., Ltd.

Architect: Rafael Viñoly (U.S.A.), winner of the international design competition

Halls, etc.

- Hall A
  - Theater / seating capacity: 5,012 seats (3,025 on the first level, 1,987 on the second level)
- Hall B7
  - Open floor plan / area: 1,400 m² (divided into two sections 670 m² each)
- Hall B5
  - Open floor plan / area: 650 m² (divided into two sections 320 m² and 330 m²)
- Hall C
  - Theater / seating capacity: 1,092 seats (798 on the first level, 395 on the second level, 100 on the third level)
- Hall D7
  - Open floor plan / area: 340 m² (in-reachable seating for 110 seats and 180 seats)
- Hall D8
  - Open floor plan / area: 285 m²
- Hall D1
  - Open floor plan / area: 137 m²
- Exhibition Hall
  - Area: 5,000 m² (divided into two sections 3,000 m² and 2,000 m²)

Conference rooms

- D Block: Three conference rooms on floors 4 and 5
- Glass Building: 31 conference rooms on floor 4 (through 7, 10 each on floors 4 through 6, one on floor 7)

Other

- Lobby Gallery 560 m², Lounge 224 m²

Glass Building

- Scale
  - Area: approximately 4,000 m² (length: about 130 m, maximum width: about 30 m, height: about 60 m)
- Pieces of glass: about 3,600 (1,000 on the west side, 1,000 on the roof, 600 on the east side)
- Dimensions of the glass: 2.6 m x 2.5 m on the walls, 1.79 m x 1.9 m on the roof

Outdoor Plaza

- Scale
  - Area: approximately 8,700 m²
- Plants, etc.: Parisi 42 Japanese pine trees, 15 katsura trees, 46 tea-rose benches
- Reserved spaces: A: about 850 m², B: about 650 m², C: about 380 m², D: about 160 m²

Parking

- House, etc.
  - Third underground floor / 7,160 – 12,330 m² (all year)
- Parking spaces / 420 (including 7 handicap parking spaces)
- Fee: ¥300 – 360 minutes

Stores, etc.

- Cafes & restaurants
  - 18 locations (six on the first underground floor, four on the first floor, one on the second floor, one on the seventh floor)
- Shops
  - 2 locations (pet shop, convenience store)
- Services
  - 3 locations (travel agency, ticket center, relaxation area)
- Museums / wedding facilities
  - Mitsuo Aida Museum / first floor underground floor, Miraculous / first floor

Artwork

- 134 exhibits by 50 artists in total, including “Red and Black” by Ellsworth Kelly

*Names and dates may be subject to change.

Pictures in this report were used with the permission of the following companies and individuals.

Kawasumi Architectural Photograph Office, Digital Photon Co., Ltd., Takarumi Nozohira, Yoshiyuki Fukuoka, Koichi Murase