TOPICS

Example of Value Creation from Putting Business Policy into Practice

The Tokyu Fudosan Holdings Group's challenge-oriented DNA, its founding spirit, is embodied in the actions of each and every employee. Here, we hear from certain frontline employees who endeavor daily and take on the challenge of creating new value in order to live up to our philosophy and business policies for contributing to both corporate growth and society.

The collective expertise of the Group brings the innovative Japanese quality-of-life approach to Jakarta.



Shinji Komine
Unit Manager,
PT. Tokyu Land Indonesia

Komine I am involved in a large-scale mixed-use development project in the Mega Kuningan area in central Jakarta, Indonesia, which consists of condominiums, serviced apartments, and a retail complex. Since construction began in 2020, we have worked to enhance our revenue model by accruing funds at an early stage through condominium sales while realizing stable revenues from the leasing business.

While local operations are led mainly by Indonesian employees, we have realized that Japanese quality is greatly desired among local residents. At first, we struggled with how to meet such expectations, but by entrusting building management to local subsidiary Tokyu Community Corp. and restaurant supervision to Tokyu Resorts & Stays Co., Ltd., we leveraged the Group's intellectual assets and achieved services that boast the level of quality and attention to detail Japan is renowned for. Receiving high praise in this regard was a profound sense of motivation.

I feel that meticulous Japanese craftsmanship is a significant advantage in overseas markets. We will thus continue to combine the domestically cultivated strengths of the Group and, while reflecting the cultures of each country and region in which we operate, take on the challenge of proposing new ways of living for local communities.

Overseas Business (Indonesia)

Since entering the Indonesian market in 1975, we have developed detached housing, condominiums, and serviced apartments mainly in Jakarta. We have leveraged the unique real estate development know-how we have thus far cultivated domestically while establishing a Group-wide value chain. Through our development initiatives, we also contribute to addressing environmental and social issues in Indonesia.

Project overview



Collaboration across departments transforms information into assets



Maho Ohto
Chief,
Futako-Tamagawa Center,
Retail Business Unit,
Tokyu Livable, Inc.

Moeka Iijima
MVC Promotion Section,
MVC Promotion Department,
Tokyu Livable, Inc.

Iijima In response to requests from sales front lines to share information with other departments and to customer calls for the disclosure of higher-quality information, we developed the LIVABLE BANK (LIBANK) platform, which accumulates data and facilitates searches of Company-wide sales and purchase information. The platform combines information on individual sellers held by the retail division with corporate and real estate agent channels belonging to the wholesale division, thereby reducing the likelihood of missing business opportunities that may not have been seized in the past. I have seen many cases in which cross-departmental collaborations lead to the creation of proposals that exceed customer expectations, and I feel this is a new strength for our organization.

Ohto LIBANK accumulates up-to-date and valuable information from various departments, which differentiates us from other companies. In certain cases, company-wide introductions through the platform have enabled collaborations across departments, benefiting both sellers and buyers. I believe that LIBANK, which facilitates trustworthy introductions among staff, is a strength that other companies cannot easily replicate. I have learned the importance of relying on our internal network rather than handling everything alone. So, going forward, I intend to take on the challenge of providing wide-area support, regardless of region, and actively encourage those around me to make use of it as well.

Tokyu Livable, Inc.'s LIVABLE BANK (LIBANK)

The proprietary LIVABLE BANK (LIBANK) platform comprises Tokyu Livable's network of approximately 4,200 employees (consolidated basis) connected through sales and purchase brokerage offices nationwide. It facilitates the internal sharing of property information and purchase requirements as well as prompt responses through strong interdepartmental collaboration. Thanks to LIBANK, for the third consecutive year, we achieved the No. 1 ranking in terms of transaction volumes in sales and purchase brokerage operations in fiscal 2025* (As of March 31, 2026).

* Total real estate transaction value brokered by Tokyu Livable, Inc. (including real estate sales and purchases for individuals and corporations)