# Results for the First Half ended September 30, 2009 and Future Initiatives

October 30, 2009 West Japan Railway Company



# 1. Financial Highlights

#### **Consolidated Financial Results**

(Unit: Billion Yen)

	The first half ended	The first half ended	YOY Increase/(Decrease)		
	Sep.30, 2008	Sep.30, 2009	Amount	%	
Operating Revenues	634.9	591.0	(43.9)	(6.9)	
Operating Expenses	562.0	547.1	(14.9)	(2.7)	
Operating Income	72.8	43.8	(28.9)	(39.8)	
Recurring Profit	57.0	27.5	(29.4)	(51.6)	
Net Income	33.3	17.1	(16.2)	(48.7)	

Operating revenues are the revenues from third parties (=customers).

Figures in bracket () are negative values.

### Financial Results by Business Segment

				(Unit	t:Billion Yen)	
		The first half ended	The first half ended	YOY		
		Sep. 30, 2008	Sep. 30, 2009	Increase/(	Decrease)	
		3ep. 30, 2008	3ep. 30, 2009	Amount %		
Transportation	Operating Revenues	433.2	400.8	(32.4)	(7.5)	Decrease in transportation revenues (¥31.8 billion YOY)
Transportation	Operating Income	58.6	31.8	(26.7)	(45.6)	
Sales of goods and	Operating Revenues	107.8	100.6	(7.2)	(6.7)	Decrease in revenues of Sales of goods and food
food services	Operating Income	3.0	1.4	(1.5)	(51.0)	services and JR Kyoto Isetan Department Store
Real estate	Operating Revenues	34.0	36.5	2.5	7.4	Increase in sales of condominiums
Real estate	Operating Income	11.6	11.7	0.0	0.5	
Other businesses	Operating Revenues	59.8	53.0	(6.8)	(11.4)	Decrease in revenues of Hotel business and
other businesses	Operating Income	(1.0)	(1.4)	(0.4)	-	Nippon Travel Agency

Operating revenues are the revenues from third parties (=customers).

Figures in bracket () are negative values.

# 2. Forecasts for Fiscal Year ending March 31, 2010

#### **Consolidated Financial Forecasts**

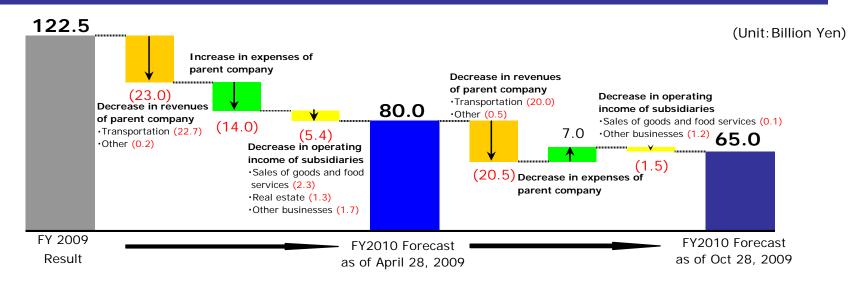
(Unit: Billion Yen)

	Result for year ended March 31,	Forecast as of April 28, 2009 for year ending March 31,	Forecast as of Oct 28, 2009 for year ending March 31,	YC Increase/(	DY Decrease)	Difference from the forecast as of April 28, 2009 Increase/(Decrease)		
	2009	2010	2010*	Amount %		Amount	%	
Operating Revenues	1,275.3	1,243.0	1,215.0	(60.3)	(4.7)	(28.0)	(2.3)	
Operating Expenses	1,152.7	1,163.0	1,150.0	(2.7)	(0.2)	(13.0)	(1.1)	
Operating Income	122.5	80.0	65.0	(57.5)	(46.9)	(15.0)	(18.8)	
Recurring Profit	94.8	51.0	37.0	(57.8)	(61.0)	(14.0)	(27.5)	
Net Income	54.5	29.0	20.0	(34.5)	(63.3)	(9.0)	(31.0)	

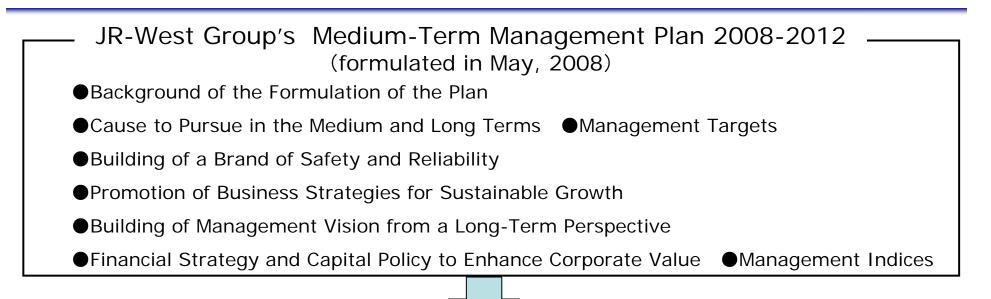
Operating revenues are the revenues from third parties (=customers).

\*Forecasts have not been revised since July 29,2009.

#### Forecasts for Consolidated Operating Income



3. Current Situation and Basic Policy for Future Management



- Management targets and initiatives in the Medium-Term Management Plan remain unchanged. JR-West will do its utmost to take on the challenge by stepping up ingenuity and teamwork.
- Due to the scale of the present recession, the economic outlook and the influence of policy change are uncertain. Consequently, it is difficult to rationally estimate future performance at this point of time and therefore the management indices of Medium-Term Management Plan are not revised.
- Centered on the Management Improvement Headquarters, JR-West is revising operational frameworks throughout its operations to increase the organizational strength of management while maintaining and improving safety.

(Unit: Billion Yen)

	Results for the first half ended September 30, 2009						he second half	Forecasts	for fiscal ye	ar ending M	1arch 31, 2010 <sup>*2</sup>
	Transportation revenues		OY (Decrease) %	Major factor	S	YOY Increase/(Decrease) Amount %		Transportation revenues	YOY Increase/(Decrease) Amount %		Difference from the forecast as of April 28, 2009
Shinkansen	157.2	(16.3)	(9.4)	Fundamentals (91.4%) Special factors Spread of the new influenza virus Lowering of expresway tolls Effects of convenient holidays (five-day holidays in September) Effects of timetable revisions etc	(14.9) (1.4) (2.3) (2.2) 1.2 0.8	11 1	(2.7)	318.3	(20.8)	(6.1)	(10.3)
Kyoto-Osaka- Kobe Area conventional lines	144.2	(9.0)	(5.9)	Fundamentals (94.9%) Special factors Spread of the new influenza virus Effects of convenient holidays (five-day holidays in September) etc	(7.7) (1.3) (1.3) 0.4	11 1	(3.2)	287.7	(13.7)	(4.6)	(7.1)
Other coventional lines	61.1	(6.1)	(9.1)	Fundamentals (91.0%) Special factors Spread of the new influenza virus Lowering of expresway tolls Effects of convenient holidays (five-day holidays in September) etc	(6.0) (0.1) (0.3) (0.2) 0.2	(1.5)	(2.4)	124.8	(7.7)	(5.8)	(2.5)
Marine and freight	0.0	(0.2)	-	Establishing a subisidiary *1	(0.2)	(0.2)	-	0.0	(0.4)	-	-
Total	362.6	(31.8)	(8.1)			(10.9)	(2.9)	731.0	(42.7)	(5.5)	(20.0)

\*1 JR-West established a subsidiary named JR-West Miyajima Ferry and transferred its ferry services to the company as of April 1, 2009.

\*2 Forecasts have not been revised since July 29, 2009

Note: Fiutres in bracket() are negative values.

# 5. Measures to Increase Transportation Revenues

#### Promotion of Business Trip by Shinkansen

EX-IC service (Ticket-less service of Shinkansen for members only)

·Launched services on Tokaido and Sanyo Shinkansen from August 29

•Started to provide "EX-IC early booking discount", which offers discounts to Express Reservation members who booked three days before traveling within limited trains, routes, and seat numbers

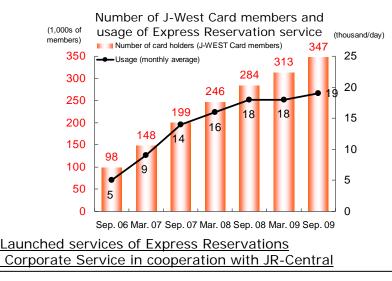
[Reference]Comparison of the fare on major routes (One way) (Unit: Yen)

Routes	Shin-Osaka- Hakata	Okayama- Tokyo	Hiroshima- Tokyo	Hakata- Nagoya
Standard fare	14,890	16,860	18,550	18,030
Express Reservation /EX-IC	12,880	15,570	17,170	16,200
EX-IC early booking discount	11,450	14,000	15,500	14,000

#### J-WEST Premium Program

• A program for frequent Shinkansen users that provides J-West Card members with special benefits such as bonus points and point back equal to annual membership fee, based on their results of Shinaknsen usage in the previous year

#### · Launched services from August 1



### Stimulate Demand for Tourism

#### West Japan Pass

•A special ticket that allows unlimited travel along all lines in JR-West, JR-Shikoku, JR-Kyushu and Chizu Express for two days at a price of ¥18,000\*1 (¥12,000 for two day unlimited travel along all lines in JR-West, JR-Shikoku and northern area of JR-Kyushu until August 3)

Sold until December 2009, extended from June 2009

(Not available in summer holidays, five-day holidays in September and November 20-23)

More than 280,000 tickets sold by the end of September

" Kodama Reserved Seat Return Ticket"

Osaka ⇔ Okayama 41% discount, etc (sold from March to December,2009)

• " Raicho Reserved Seat Return Ticket "

Osaka⇔Kanazawa 32% discount, etc (sold from July to December, 2009)

are also on sale. (Discounts are provided within limited seat numbers.)  $^{\ast_2}$ 

#### Tourism Campaign

•Tourism campaign implemented jointly with the relevant local governments in Kumano kodo, Iwami and Kurashiki, providing services such as hiking with guides, special exhibition at tourist facility, improved access from/to sites

•Kumamoto Campaign in cooperation with JR-Kyushu

#### Collaboration with Other Railways

•Collaborating with Keihan Electric Railway and Nankai Electric Railway to create the opportunity for short-haul and shortterm journeys by trains in Kyoto-Osaka-Kobe area

\*1 Sales conditions: two or more tickets purchased together at least seven days before first day of travel

\*2 Sales conditions: two or more tickets purchased together at least one day before first day of travel

## 6. Major Factors in Changes in Operating Expenses (Non-consolidated)

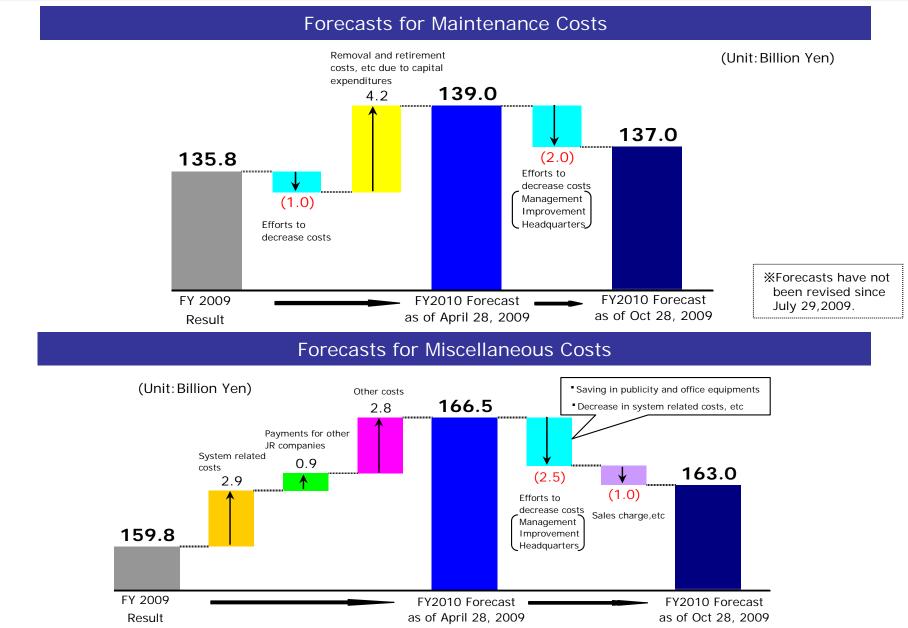
(Unit: Billion Yen)

			alf ended September 30, 2009						
Item	YC Increase/(		Major factors		OY (Decrease)	Major factors	Difference from the forecast as of April 28,		
	Amount	%	(Unit:Billion Yen)	Amount	%	(Unit:Billion Yen)	2009		
Personnel costs	(0.8)	(0.6)	<ul> <li>Decrease in bonuses (1.0)</li> <li>Increase in employee numbers, etc</li> </ul>	0.3	0.1	<ul> <li>Decrease in bonuses (1.0)</li> <li>Increase in employee numbers, etc</li> </ul>	(0.5)		
Energy costs	(1.3)	(7.3)	<ul> <li>Decrease in electricity charges and diesel oil prices</li> </ul>	(3.7)	(9.8)	•Decrease in electricity charges and diesel oil prices	(0.5)		
Maintenance costs	(1.3)	(2.4)	•Decrease in project costs (1.1)	1.1	0.8	<ul> <li>Increase in removal costs related to capital expenditures 3.8</li> <li>Increase in retirement costs 0.2</li> <li>Decrease in project costs (3.2)</li> </ul>	(2.0)		
Miscellaneous costs	(1.9)	(2.5)	<ul> <li>Increase in system related costs         <ol> <li>Increase in payments for             other JR companies 0.5</li> <li>Decrease in publicity costs (1.4)</li> </ol> </li> <li>A.1</li> <li></li></ul>		(3.5)				
Taxes	(0.8)	(4.2)	•Decrease in payment of property taxes in advance	0.8	3.0	Increase in property taxes	(0.5)		
Rental payments	(0.1)	(0.8)	-	0.1	0.6	-	_		
Depreciation and amortization	0.8	1.5	Increase in capital expenditures	5.0	4.4	Increase in capital expenditures	_		
Total	(5.5)	(1.5)	_	7.0	0.9	_	(7.0)		

Note: Fiutres in bracket() are negative values.

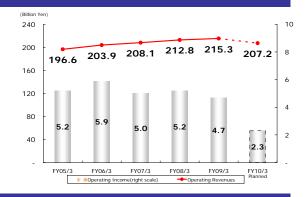
\* Forecasts have not been revised since July 29, 2009.

# 7. Forecasts for Maintenance and Miscellaneous Costs



## 8. Non-Transportation Business - 1

#### (Unit: Billion Yen) YOY Forecast as YOY Result for The first half The first half Increase/(Decrease) of Oct 28. Increase/(Decrease) year ended ended Sep. 2009 for year ended Sep. Major factors March 31, % 30, 2008 30, 2009 Amount ending March Amount % 2009 31,2010 Sales of goods and food services (4.8) Decrease in revenues due to the economic slowdow Operating and the spread of the new influenza virus 107.8 100.6 (7.2) 215.3 207.2 (8.1) (3.8)(6.7) Revenues Department store (3.0) Decrease in sales of clothing, etc Operating Sales of goods and food services (1.1) 3.0 1.4 (1.5) (51.0) 4.7 2.3 (2.4)(51.8) Department store (0.5) Income \*Forecasts have not been revised since July 29, 2009.



Operating revenues are the revenues from third parties (=customers).

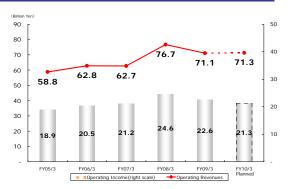
Note: Figures in bracket () are negative values.

#### **Real Estate Business**

Sales of Goods and Food Services

								(Unit:Bi	llion Yen)
	The first half	The first half		OY (Decrease)		Result for	Forecast as of Oct 28.,	YOY Increase/(Decrease)	
	ended Sep. 30, 2008	ended Sep. 30, 2009	Amount	%	Major factors	year ended March 31, 2009	2009 for year ending March 31,2010		%
Operating Revenues	34.0	36.5	2.5	7.4	Real estate lease and sale 2.7 Increase in ondominium sales Shopping center 0.0 Decrease in rent due to the effect of the economic slowdown and the spread of the new influenza virus Effect of renovations and new openings	71.1	71.3	(0.1)	(0.2)
Operating Income	11.6	11.7	0.0	0.5	Real estate lease and sale 0.0 Shopping center (0.0)	22.6	21.3	(1.3)	(5.8)
Operating revenues a	are the revenues fro	om third parties (=c	ustomers).				*Forecasts have n	ot been revised sin	ce July 29, 2009.

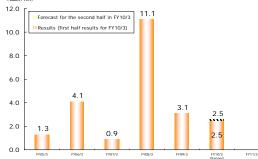
FY12/3



Operating revenues are the revenues from third parties (=customers).

Note: Figures in bracket () are negative values.

#### Revenue trend of condominium sales ( Billior



#### Plans to sale condominiums since this fiscal year

Condominiums	Period of Sales	Rooms
J GRAN Koshienguchi Tendocho	July, 2009(Sold)	90
STATES GRAN Shukugawa	June, 2010(Planned)	35
J GRAN Suma Kaihinkoen	March, 2011 (Planned)	184
J GRAN Abeno Matsuzakicho	July, 2011(Planned)	100

J GRAN Koshienguchi Tendocho

### (Lineth Dilling March)

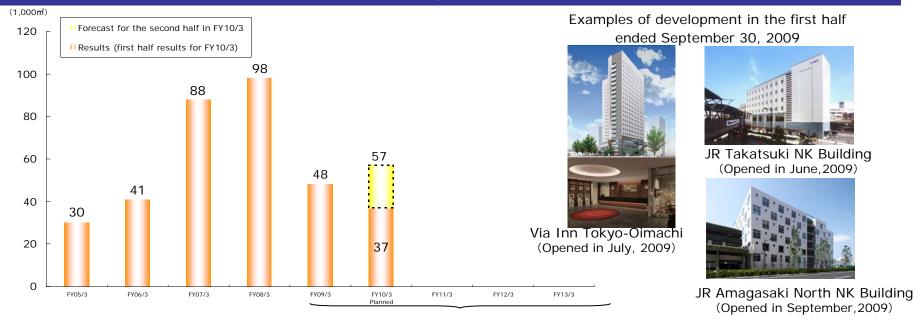
# 9. Non-Transportation Business - 2

#### (Billion Yen) (Unit: Billion Yen) 160 20 YOY Forecast as YO Result for of Oct 28. Increase/(Decrease) The first hal The first ha Increase/(Decrease) 140 year ended 135.8 138.7 143.4 139.3 132.6 ended Sep. ended Sep Major factors 2009 for yea March 31, 16 30, 2008 30, 2009 Amount % ending March Amount % 120 2009 125.8 31,2010 100 12 Hotel (1.0) Decrease in the quests and banquets due 80 Operating to the effect of the economic slowdown 59.8 53.0 (6.8)132.6 125.8 (6.8)(5.1)(11.4)and the spread of the new influenza virus Revenues 8 60 Nippon Travel Agency (4.2) 12.5 11.4 11.0 Decrease in both domestic and overseas travel 40 10.1 4 6.7 Ē Operating 20 Hotel (0,1) 3.8 (1.0)(1.4)(0.4)6.7 3.8 (2.9)(43.5)Nippon Travel Agency (1.0) Income FY05/3 FY06/3 FY07/3 FY08/3 EY10/3 FY09/3 \*Forecasts have not been revised since July 29, 2009. Operating revenues are the revenues from third parties (=customers) Planne Operating Income(right scale) Operating Revenues

**Other Businesses** 

Note: Figures in bracket () are negative values.

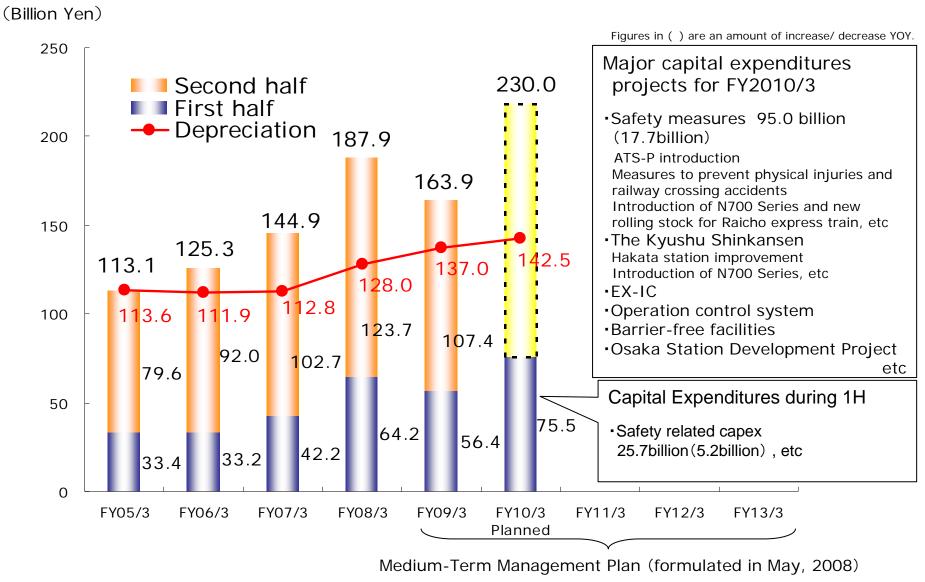
#### Results and Plan for Development in and around Stations



Medium-Term Management Plan (formulated in May 2008)

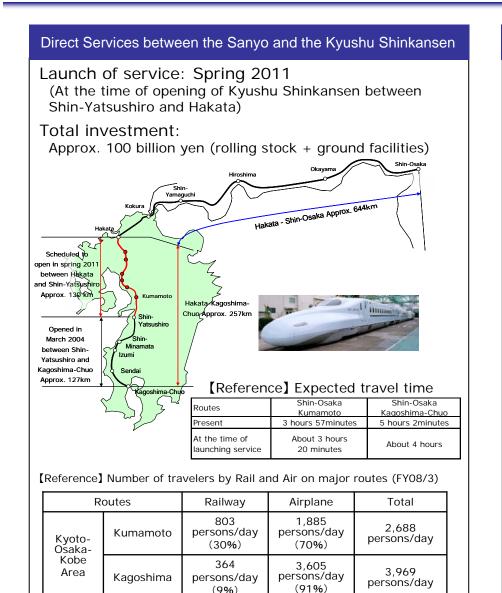
In total for the five-year period from FY09/3 to FY13/3, 250,000m<sup>2</sup> of development is planned, excluding Osaka Station development PT

## 10. Capital Expenditures Plan (Consolidated)



Total in 5 years (FY09/3-FY13/3) ¥980.0 billion

# 11. Two Major Projects



#### Source: Ministry of Land, Infrastructure and Transport

### **Osaka Station Development Project**

Scheduled completion: Spring 2011 Area of development: Approx. 245,000 m<sup>2</sup> •New North Building: Approx. 210,000 m<sup>2</sup> Department store (West Japan Railway Isetan) Approx.90,000 m<sup>2</sup>

(Sales area: Approx. 50,000 m<sup>2</sup>)

Shopping center Approx.40,000 m<sup>2</sup> (Shopping area: Approx. 20,000 m<sup>2</sup>) Offices, etc. Approx.45,000 m<sup>2</sup> (Rentable area: Approx. 21,000 m<sup>2</sup>) Cinema complexes Approx.10,000 m<sup>2</sup>

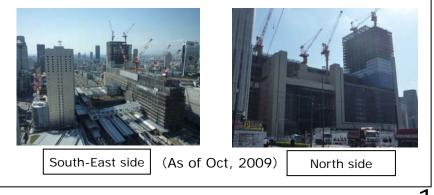
#### •ACTY Osaka expansion: Approx. 35,000 m<sup>2</sup>

(138,000m<sup>2</sup>→173,000 m<sup>2</sup>)
 Including Daimaru department store expansion of 24,000m<sup>2</sup>

Total project cost: Approx. 210 billion yen Projected revenue:

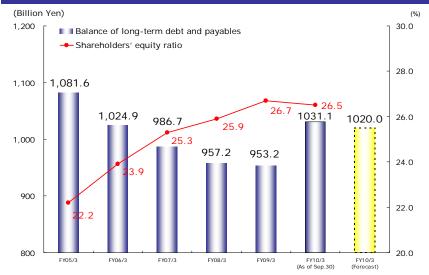
Real estate: 11.5 to 12.0 billion yen per year (including intersegment transactions with Sales of Goods and Food Services) Railways: 4.5 to 5.5 billion yen per year

Sales of Goods and Food Services : 55.0 billion yen and above per year (West Japan Railway Isetan)



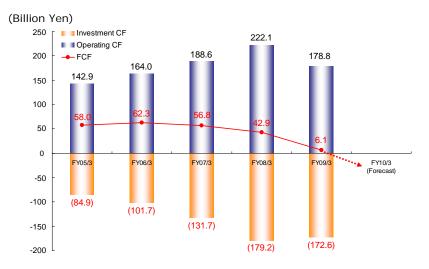
## 12. Finance and Cash Flow Strategies

## Shareholders' Equity Ratio and Long-Term Debt and Payables (consolidated)



- The balance of long-term debt and payables as of the end of September 2009 was 1,031.1 billion yen and the shareholders' equity ratio was 26.5%.
- The forecast for the balance of long-term debt and payables for the fiscal year ending March 2010 is 1,020.0 billion yen. This forecast has not been revised.
- Although long-term debt and payables are expected to increase along with the high level of capital expenditure, our understanding is that our equity ratio is maintained at a high level compared to other railway companies.

#### Forecast of Cash Flow (consolidated)



- A dividend of 7,000 yen per share is planned for the fiscal year ending March 2010.
- Free cash flow is expected to fall temporarily into the negative due to the high level of capital expenditure, but we will steadily implement capital expenditures for enhancing safety and two major projects as planned aiming at sustainable growth.
- There has been no change in the policy stated in the Medium-Term Management Plan to aim for consolidated DOE of 3% in the fiscal year ending March 2013, on condition that our projects yield results.

## Cautionary Statement Regarding Forward-looking Statements

- This presentation contains forward-looking statements that are based on JR-West's current expectations, assumptions, estimates and projections about its business, industry, and capital markets around the world.
- These forward-looking statements are subject to various risks and uncertainties. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as "may" "will" "expect" "anticipate" "plan" or similar words. These statements discuss future expectations, identify strategies, contain projections of results of operations or of JR-West's financial condition, or state other forward-looking information.
- Known or unknown risks, uncertainties and other factors could cause the actual results to differ materially from those contained in any forward-looking statements. JR-West cannot promise that the expectations expressed in these forward-looking statements will turn out to be correct. JR-West's actual results could be materially different from and worse than expectations.
- Important risks and factors that could cause actual results to be materially different from expectations include, but are not limited to:
  - expenses, liability, loss of revenue or adverse publicity associated with property or casualty losses;
    economic downturn, deflation and population decreases;
  - •adverse changes in laws, regulations and government policies in Japan;
  - •service improvements, price reductions and other strategies undertaken by competitors such as passenger
    - railway and airlines companies;
    - •earthquake and other natural disaster risks; and
  - •failure of computer telecommunications systems disrupting railway or other operations
- All forward-looking statements in this release are made as of October 30, 2009 based on information available to JR-West as of the date October 30, 2009 and JR-West does not undertake to update or revise any of its forward-looking statements or reflect future events or circumstances.
- Compensation for damages caused by the accident on Fukuchiyama Line happened on April 25,2005 is NOT considered in this presentation.