

Supplemental Data

(Results for 6 months ended September 30, 2017)

October 30, 2017

West Japan Railway Company

1. Financial Highlights

¥ Billions

	6 months ended Sep 30, 2016 A	6 months ended Sep 30, 2017 B	YoY		Results FY2017.3 C	Forecasts FY2018.3		YoY		Difference between the forecasts Increase/ (Decrease) E-D
			Increase/ (Decrease) B-A	% 1-B/A		As of July 28 D	As of Oct 30 E	Increase/ (Decrease) E-C	% 1-E/C	
【Consolidated】										
Operating Revenues	700.3	727.1	26.7	3.8	1,441.4	1,492.0	1,497.0	55.5	3.9	5.0
Operating Income	98.3	111.2	12.8	13.1	176.3	183.5	185.5	9.1	5.2	2.0
Recurring Profit	88.5	102.6	14.1	16.0	160.7	168.5	170.5	9.7	6.0	2.0
Profit attributable to owners of parent	57.1	67.8	10.7	18.8	91.2	109.0	110.5	19.2	21.0	1.5
【Non-Consolidated】										
Operating Revenues	475.4	485.4	10.0	2.1	956.1	967.0	972.0	15.8	1.7	5.0
Transportation Revenues	422.8	433.6	10.7	2.5	849.6	859.0	864.0	14.3	1.7	5.0
Operating Expenses	394.0	394.7	0.7	0.2	820.6	828.0	831.0	10.3	1.3	3.0
Personnel costs	111.3	109.1	(2.1)	(2.0)	223.3	221.5	220.5	(2.8)	(1.3)	(1.0)
Non personnel costs	181.4	183.5	2.0	1.1	394.3	403.0	406.0	11.6	2.9	3.0
Energy costs	20.6	22.2	1.6	7.8	40.5	46.5	45.0	4.4	10.9	(1.5)
Maintenance costs	68.0	66.9	(1.0)	(1.6)	157.1	158.0	160.0	2.8	1.8	2.0
Miscellaneous costs	92.7	94.2	1.5	1.6	196.6	198.5	201.0	4.3	2.2	2.5
Depreciation	66.4	66.8	0.4	0.7	137.6	137.0	138.0	0.3	0.3	1.0
Operating Income	81.3	90.6	9.2	11.4	135.4	139.0	141.0	5.5	4.1	2.0
Recurring Profit	70.8	81.1	10.3	14.6	118.4	123.0	125.0	6.5	5.5	2.0
Net Income	46.9	55.8	8.9	19.1	70.8	83.0	84.5	13.6	19.3	1.5

Note: Figures in brackets () are negative values.

2. Non-Consolidated Financial Results

¥ Billions

	6 months ended Sep 30, 2016	6 months ended Sep 30, 2017	YoY	
			Increase/ (Decrease) B-A	% 1-B/A
	A	B		
Operating Revenues	475.4	485.4	10.0	2.1
Transportation revenues	422.8	433.6	10.7	2.5
Other	52.5	51.8	(0.7)	(1.4)
Operating Expenses	394.0	394.7	0.7	0.2
Personnel costs	111.3	109.1	(2.1)	(2.0)
Non personnel costs	181.4	183.5	2.0	1.1
Energy costs	20.6	22.2	1.6	7.8
Maintenance costs	68.0	66.9	(1.0)	(1.6)
Miscellaneous costs	92.7	94.2	1.5	1.6
Rental payments, etc.	15.1	15.0	(0.0)	(0.5)
Taxes	19.7	20.2	0.4	2.5
Depreciation	66.4	66.8	0.4	0.7
Operating Income	81.3	90.6	9.2	11.4
Non-operating revenues and expenses	(10.5)	(9.4)	1.0	(10.1)
Non-operating revenues	1.3	1.3	0.0	—
Non-operating expenses	11.8	10.8	(1.0)	—
Recurring Profit	70.8	81.1	10.3	14.6
Extraordinary profit and loss, net	(2.9)	(0.7)	2.1	—
Extraordinary profit	4.3	3.4	(0.9)	—
Extraordinary loss	7.2	4.2	(3.0)	—
Net Income	46.9	55.8	8.9	19.1

Note: Figures in brackets () are negative values.

3. Major Factors of Increase/Decrease in Transportation Revenues

¥ Billions

Results for 6 months ended Sep 30, 2017					
Transportation revenues		YoY Increase/(Decrease)		Major factors	
		Amount	%		Amount
Shinkansen	222.6	7.6	3.5	Fundamentals 1.6%	3.3
				Special factors	
				Rebound from Kumamoto earthquakes	2.7
				Favorable demand in Golden Week	0.7
				Inbound demand	0.1
				Seniors demand etc.	0.1
Kansai Urban Area (Kyoto-Osaka-Kobe Area)	155.6	2.6	1.7	Fundamentals 1.3%	2.0
				Special factors	
				Inbound demand	0.3
				Favorable demand in Golden Week	0.2
				Seniors demand	0.0
				etc.	
Other lines	55.3	0.5	0.9	Fundamentals 0.2%	0.1
				Special factors	
				Favorable demand in Golden Week	0.1
				Inbound demand	0.0
				Seniors demand	0.0
				etc.	
Conventional lines	210.9	3.1	1.5		
Total	433.6	10.7	2.5		

Note: Revenues from luggage transportation are omitted due to the small amount.

Figures in brackets() are negative values.

4. Transportation Revenues and Passenger-Kilometers

Transportation Revenues

¥ Billions

Passenger-Kilometers

Millions of passenger-kilometers

	Results for 6 months ended Sep 30 (4/1~9/30)			3 months (2Q) (7/1~9/30)			Results for 6 months ended Sep 30 (4/1~9/30)			3 months (2Q) (7/1~9/30)		
	FY2017.3	FY2018.3	YoY	FY2017.3	FY2018.3	YoY	FY2017.3	FY2018.3	YoY	FY2017.3	FY2018.3	YoY
Total	422.8	433.6	10.7 2.5%	219.5	222.5	3.0 1.4%	29,281	29,881	599 2.0%	15,038	15,214	176 1.2%
Shinkansen	215.0	222.6	7.6 3.5%	113.8	115.3	1.4 1.3%	10,004	10,407	403 4.0%	5,345	5,408	62 1.2%
Commuter Passes	5.1	5.4	0.3 6.3%	2.6	2.7	0.1 4.6%	415	431	15 3.8%	205	215	9 4.7%
Non-Commuter Passes	209.9	217.2	7.2 3.5%	111.2	112.6	1.3 1.2%	9,588	9,976	388 4.0%	5,140	5,193	52 1.0%
Conventional Lines	207.8	210.9	3.1 1.5%	105.6	107.2	1.5 1.5%	19,277	19,473	195 1.0%	9,692	9,806	113 1.2%
Commuter Passes	72.0	72.2	0.1 0.3%	35.4	35.9	0.5 1.4%	11,733	11,803	69 0.6%	5,756	5,800	44 0.8%
Non-Commuter Passes	135.7	138.6	2.9 2.2%	70.2	71.3	1.0 1.5%	7,544	7,670	126 1.7%	3,936	4,005	69 1.8%
Kansai Urban Area (Kyoto-Osaka-Kobe Area)	152.9	155.6	2.6 1.7%	76.9	78.2	1.2 1.6%	15,043	15,211	168 1.1%	7,515	7,599	84 1.1%
Commuter Passes	59.1	59.4	0.2 0.4%	29.0	29.5	0.4 1.6%	9,616	9,678	62 0.6%	4,725	4,764	38 0.8%
Non-Commuter Passes	93.8	96.2	2.4 2.6%	47.9	48.6	0.7 1.7%	5,427	5,532	105 1.9%	2,790	2,835	45 1.6%
Other Lines	54.8	55.3	0.5 0.9%	28.6	28.9	0.3 1.1%	4,234	4,261	27 0.7%	2,177	2,206	29 1.4%
Commuter Passes	12.9	12.8	(0.0) (0.4%)	6.3	6.3	0.0 0.8%	2,116	2,124	7 0.4%	1,030	1,036	5 0.6%
Non-Commuter Passes	41.8	42.4	0.5 1.4%	22.3	22.6	0.2 1.1%	2,117	2,137	20 1.0%	1,146	1,170	23 2.1%

Note: Figures in brackets () are negative values.

5. Major Factors of Increase/Decrease in Operating Expenses (Non-consolidated)

¥ Billions

Item	Results for 6 months ended Sep 30, 2017			
		YoY		Major factors
		Increase/ (Decrease)	%	
Personnel costs	109.1	(2.1)	(2.0)	•Difference in personnel, etc
Energy costs	22.2	1.6	7.8	•Increase in adjustment amount for fuel cost +1.7, etc.
Maintenance costs	66.9	(1.0)	(1.6)	•Decrease in maintenance costs for structures (0.4), etc.
Miscellaneous costs	94.2	1.5	1.6	•Increase in expenses from the introduction of new uniforms +1.3 •Increase in system related costs +0.5, etc.
Rental Payments, etc	15.0	(0.0)	(0.5)	
Taxes	20.2	0.4	2.5	•Increase in fixed assets tax, etc.
Depreciation and amortization	66.8	0.4	0.7	
Total	394.7	0.7	0.2	

Note: Figures in brackets () are negative values.

6. Consolidated Financial Results

¥ Billions

	6 months ended Sep 30, 2016	6 months ended Sep 30, 2017	YoY	
			Increase/ (Decrease) B-A	% 1-B/A
	A	B		
Operating Revenues	700.3	727.1	26.7	3.8
Operating Expenses	602.0	615.8	13.8	2.3
Operating Income	98.3	111.2	12.8	13.1
Non-operating revenues and expenses, net	(9.8)	(8.5)	1.2	(13.2)
Non-operating revenues	2.2	2.6	0.3	—
Non-operating expenses	12.1	11.1	(0.9)	—
Recurring Profit	88.5	102.6	14.1	16.0
Extraordinary profit and loss, net	(3.8)	(1.3)	2.5	—
Extraordinary profit	5.1	5.1	0.0	—
Extraordinary loss	9.0	6.4	(2.5)	—
Profit attributable to owners of parent	57.1	67.8	10.7	18.8
<i>Comprehensive Income</i>	<i>55.7</i>	<i>70.1</i>	<i>14.4</i>	<i>25.9</i>

Note: Figures in brackets () are negative values.

7. Consolidated Financial Results (Segment Information)

¥ Billions

	6 months ended Sep 30, 2016 A	6 months ended Sep 30, 2017 B	YoY	
			Increase/ (Decrease) B-A	% 1-B/A
Operating Revenues ^{*1}	700.3	727.1	26.7	3.8
Transportation	461.7	472.7	10.9	2.4
Retail	114.9	117.5	2.6	2.3
Sales of goods and food services	75.8	80.2	4.4	5.9
[Accommodation-oriented budget hotels](restated) ^{*2}	[5.4]	[5.6]	[0.2]	[4.2]
Department stores	35.0	33.0	(1.9)	(5.6)
Real estate	50.4	68.7	18.2	36.3
Shopping center	30.1	29.1	(0.9)	(3.1)
Real estate lease and sale	19.3	38.5	19.1	99.0
[Real estate sale](restated)	[4.0]	[17.1]	[13.1]	[328.1]
Other businesses	73.3	68.1	(5.1)	(7.0)
Hotel	17.8	17.6	(0.2)	(1.3)
Nippon Travel Agency	19.4	19.3	(0.1)	(1.0)
Operating Income ^{*1}	98.3	111.2	12.8	13.1
Transportation	74.5	83.5	8.9	12.1
Retail	2.5	3.3	0.8	31.9
Sales of goods and food services	2.8	3.2	0.3	13.0
Department stores	(0.4)	(0.0)	0.3	—
Real estate	16.8	19.8	3.0	18.1
Shopping center	5.2	4.4	(0.8)	(16.1)
Real estate lease and sale	5.7	10.3	4.6	81.7
Other businesses	4.1	3.2	(0.9)	(22.4)
Hotel	1.3	0.8	(0.5)	(38.0)
Nippon Travel Agency	(0.3)	(0.7)	(0.4)	—

Note: Figures in brackets () are negative values.

*1 The breakdowns of operating revenues and operating income by each segment are the sums of those of major subsidiaries.

*2 Figures in brackets [] are the sales of accommodation-oriented budget hotel, "VIA INN", sales, excluding Shimonoseki (non-consolidated), Asakusa (other business segment), and Hiroshima Kanayamacho (other business segment) locations.

8. Consolidated Financial Situation and Statements of Cash Flows

¥ Billions

	As of March 31, 2017 A	As of Sep 30, 2017 B	Difference increase/ (decrease) B-A
Assets	3,007.8	3,011.5	3.7
Liabilities	1,975.2	1,922.6	(52.5)
Net assets	1,032.6	1,088.9	56.3
Balance of Long-term Debt and Payables	1,037.9	1,061.1	23.1
【Average interest rate (%)】	【1.97】	【1.94】	【(0.03)】
Shinkansen Purchase Liability	104.6	104.2	(0.4)
【Average interest rate (%)】	【6.55】	【6.55】	【-】
Bonds	534.9	554.9	20.0
【Average interest rate (%)】	【1.75】	【1.73】	【(0.02)】
Equity ratio (%)	31.3	33.0	1.7
Net assets per share (¥)	4,857.50	5,141.03	283.53

	6 months ended Sep 30, 2016 A	6 months ended Sep 30, 2017 B	YoY increase/ (decrease) B-A
Cash flows from operating activities	56.4	99.6	43.2
Cash flows from investing activities	(79.9)	(62.7)	17.2
Free cash flows	(23.5)	36.9	60.4
Cash flows from financing activities	(2.1)	(23.7)	(21.5)
Change in cash and cash equivalents, net	(25.6)	14.0	39.6
Cash and cash equivalents at the end of the period	55.0	77.3	22.3

Note: Figures in brackets () are negative values.

9. Non-Consolidated Financial Forecasts

¥ Billions

	Results FY2017.3 A	Forecasts FY2018.3		YoY		Difference between the forecasts Increase/ (Decrease) C-B
		As of July 28 B	As of Oct 30 C	Increase/ (Decrease) C-A	% 1-C/A	
Operating Revenues	956.1	967.0	972.0	15.8	1.7	5.0
Transportation revenues	849.6	859.0	864.0	14.3	1.7	5.0
Other	106.4	108.0	108.0	1.5	1.5	—
Operating Expenses	820.6	828.0	831.0	10.3	1.3	3.0
Personnel costs	223.3	221.5	220.5	(2.8)	(1.3)	(1.0)
Non personnel costs	394.3	403.0	406.0	11.6	2.9	3.0
Energy costs	40.5	46.5	45.0	4.4	10.9	(1.5)
Maintenance costs	157.1	158.0	160.0	2.8	1.8	2.0
Miscellaneous costs	196.6	198.5	201.0	4.3	2.2	2.5
Rental payments, etc.	30.2	30.5	30.5	0.2	0.7	—
Taxes	34.9	36.0	36.0	1.0	2.9	—
Depreciation	137.6	137.0	138.0	0.3	0.3	1.0
Operating Income	135.4	139.0	141.0	5.5	4.1	2.0
Non-operating revenues and expenses, net	(17.0)	(16.0)	(16.0)	1.0	(5.9)	—
Non-operating revenues	6.1	6.0	6.0	(0.1)	—	—
Non-operating expenses	23.1	22.0	22.0	(1.1)	—	—
Recurring Profit	118.4	123.0	125.0	6.5	5.5	2.0
Extraordinary profit and loss, net	(16.5)	(3.0)	(3.0)	13.5	—	—
Extraordinary profit	18.3	—	—	—	—	—
Extraordinary loss	34.9	—	—	—	—	—
Net Income	70.8	83.0	84.5	13.6	19.3	1.5

Note: Figures in brackets () are negative values.

10. Transportation Revenue Forecasts

¥ Billions

	Results FY2017.3 A	Forecasts FY2018.3		YoY		Difference between the forecasts Increase/ (Decrease) C-B
		As of July 28 B	As of Oct 30 C	Increase/ (Decrease) C-A	% 1-C/A	
Shinkansen	434.6	441.7	444.6	10.0	2.3	2.9
Kansai Urban Area (Kyoto-Osaka-Kobe Area)	305.0	306.2	308.2	3.2	1.1	2.0
Other lines	110.0	111.0	111.0	0.9	0.9	(0.0)
Conventional lines	415.0	417.2	419.3	4.2	1.0	2.0
Transportation revenues	849.6	859.0	864.0	14.3	1.7	5.0

Note: Revenues from luggage transportation are omitted due to the small amount.

11. Operating Expenses Forecasts (Non-Consolidated)

¥ Billions

Item	Forecasts FY2018.3				
		YoY		Major factors (YoY)	Difference from the previous forecast Increase/(Decrease)
		Increase/ (Decrease)	%		
Personnel costs	220.5	(2.8)	(1.3)	•Difference in personnel, etc	(1.0)
Energy costs	45.0	4.4	10.9	•Increase in adjustment amount for fuel cost, etc.	(1.5)
Maintenance costs	160.0	2.8	1.8	•Increase in externally funded constructions, etc.	2.0
Miscellaneous costs	201.0	4.3	2.2	•Increase in system related costs •Increase in adjustment amount for fuel cost, etc.	2.5
Rental Payments, etc	30.5	0.2	0.7		—
Taxes	36.0	1.0	2.9	•Increase in fixed assets tax, etc.	—
Depreciation and amortization	138.0	0.3	0.3		1.0
Total	831.0	10.3	1.3		3.0

Note: Figures in brackets () are negative values.

12. Consolidated Financial Forecasts

¥ Billions

	Results FY2017.3 A	Forecasts FY2018.3		YoY		Difference between the forecasts Increase/ (Decrease) C-B
		As of July 28 B	As of Oct 30 C	Increase/ (Decrease) C-A	% 1-C/A	
Operating Revenues	1,441.4	1,492.0	1,497.0	55.5	3.9	5.0
Operating Expenses	1,265.0	1,308.5	1,311.5	46.4	3.7	3.0
Operating Income	176.3	183.5	185.5	9.1	5.2	2.0
Non-operating revenues and expenses, net	(15.6)	(15.0)	(15.0)	0.6	(3.9)	—
Non-operating revenues	8.0	7.2	7.2	(0.8)	—	—
Non-operating expenses	23.7	22.2	22.2	(1.5)	—	—
Recurring Profit	160.7	168.5	170.5	9.7	6.0	2.0
Extraordinary profit and loss, net	(23.0)	(4.0)	(4.0)	19.0	—	—
Extraordinary profit	19.6	—	—	—	—	—
Extraordinary loss	42.6	—	—	—	—	—
Profit attributable to owners of parent	91.2	109.0	110.5	19.2	21.0	1.5
Net income per share(¥)	471.52	563.00	570.75	—	—	—

Note: Figures in brackets () are negative values.

13. Consolidated Financial Forecasts (Segment Information)

¥ Billions

	Results FY2017.3 A	Forecasts FY2018.3		YoY		Difference between the forecasts Increase/ (Decrease) C-B
		As of July 28 B	As of Oct 30 C	Increase/ (Decrease) C-A	% 1-C/A	
Operating Revenues* ¹	1,441.4	1,492.0	1,497.0	55.5	3.9	5.0
Transportation	929.1	939.0	946.5	17.3	1.9	7.5
Retail	233.9	240.8	240.8	6.8	2.9	–
Sales of goods and food services	152.5	164.2	162.2	9.6	6.3	(2.0)
[Accommodation-oriented budget hotels](restated)* ²	【10.8】	【11.7】	【11.7】	【0.9】	【8.5】	【–】
Department stores	73.4	68.6	70.6	(2.8)	(3.9)	2.0
Real estate	109.5	138.7	138.7	29.1	26.6	–
Shopping center	60.5	59.1	59.1	(1.4)	(2.4)	–
Real estate lease and sale	47.2	77.7	77.7	30.4	64.6	–
[Real estate sale](restated)	【16.1】	【34.9】	【34.9】	【18.8】	【117.1】	【–】
Other businesses	168.8	173.5	171.0	2.1	1.3	(2.5)
Hotel	36.2	35.9	35.9	(0.3)	(0.8)	–
Nippon Travel Agency	42.0	43.5	41.0	(1.0)	(2.5)	(2.5)
Operating Income* ¹	176.3	183.5	185.5	9.1	5.2	2.0
Transportation	121.7	125.1	127.1	5.3	4.4	2.0
Retail	5.2	7.0	7.0	1.7	33.3	–
Real estate	32.2	35.5	35.5	3.2	10.2	–
Other businesses	20.4	19.0	19.0	(1.4)	(7.2)	–

Note: Figures in brackets () are negative values.

*1 The breakdowns of operating revenues and operating income by each segment are the sums of those of major subsidiaries.

*2 Figures in brackets [] are the sales of accommodation-oriented budget hotel, "VIA INN", sales, excluding Shimonoseki (non-consolidated), Asakusa (other business segment), and Hiroshima Kanayamacho (other business segment) locations.

14. Other Data

Persons, ¥ Billions

	6 months ended Sep 30, 2016	6 months ended Sep 30, 2017	Results FY2017.3	Forecasts FY2018.3 As of Oct 30
ROA (% , Consolidated)	3.5	3.7	6.0	6.2
ROE (% , Consolidated)	6.4	7.0	10.0	11.3
EBITDA (Consolidated) *1	176.8	191.6	339.1	351.7
Depreciation (Consolidated)	78.5	79.8	162.7	165.0
Capital Expenditures (Consolidated, own fund)	72.4	59.3	192.4	166.0
Capital Expenditures (Non-consolidated, own fund)	57.7	41.7	159.8	130.0
Safety related capital expenditure	40.5	28.4	105.0	79.0
Dividends per share (¥)	70	80	140	160

*1 EBITDA = Operating Income + Depreciation + Amortization of goodwill

	6 months ended Sep 30, 2016		6 months ended Sep 30, 2017		Results FY2017.3		Forecasts FY2018.3 As of Oct 30	
	Consolidated	Non-Consolidated	Consolidated	Non-Consolidated	Consolidated	Non-Consolidated	Consolidated	Non-Consolidated
No. of employees at the end of period	47,303	25,905	47,814	25,381	47,382	25,821	–	–
Financial Expenses, net	(11.1)	(10.6)	(10.1)	(9.6)	(21.6)	(21.0)	(20.3)	(19.6)
Interest and dividend income	0.3	0.8	0.3	0.8	0.6	1.1	0.7	1.2
Interest expenses	11.4	11.4	10.5	10.4	22.3	22.2	21.0	20.8

Note: Figures in brackets () are negative values.

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;
 - infectious disease outbreak and epidemic;
 - 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, 2017 based on information available to JR-West as of October 30, 2017 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.