WEST JAPAN RAILWAY COMPANY CORPORATE **OPERATING CONTENTS BUSINESSES** DATA **OTHER OVERVIEW**

Retail

128.4

90.9

234.6

13

Real estate

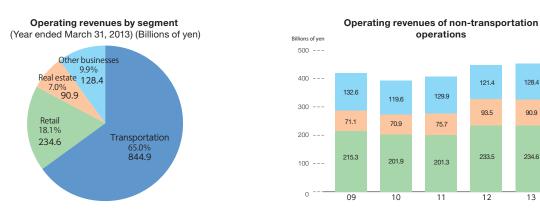
Other businesses

- Operating revenues (Left axis)

Operating income (Right axis

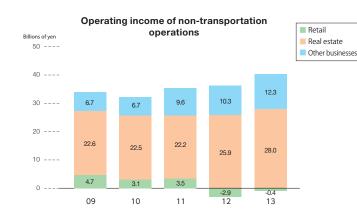
Business

Non-Transportation Operations Years ended March 31



- Operating revenues (Left axis)

Operating income (Right axis)





Operation of stores within railway stations, including kiosk, conveniences stores in stations and combined convenience stores and gift shops, and restaurants





Operation of shopping centers in station buildings and surrounding areas of stations



Other businesses

Operation of hotels directly connected to main stations



Department stores

Operation of JR Kyoto Isetan and JR Osaka Mitsukoshi Isetan department stores Billions of ver Billions of ven 100 93.5 _ 2.0 0.8 - 1.0 $\cap A$ 80 63.9 63.4 - -1.0 - -2.0 -3.0 __ -4.0 -5.0 -6.0 -6.3 -8.0 09 12 13 10 11

Real estate lease and sale



Travel agency Nippon Travel Agency



Notes: 1. Operating revenues are the revenues from third parties (= customers). The breakdowns of operating revenues by each segment are the sums of revenues of major subsidiaries. 2. The breakdowns of operating income by each segment are the sums of incomes of major subsidiaries before eliminating internal transactions.

- Operating revenues (Left axis)

Operating income (Right axis)