Supplemental Data

(Fiscal year ended March 31, 2014)

April 30, 2014 West Japan Railway Company



¥ Billions

1

| | Results | Results Results | | νY | Forecasts | YoY | |
|-------------------------|----------|-----------------|-------------------------|-------|-----------|-------------------------|--------|
| | FY2013/3 | FY2014/3 | Increase/ (Decrease) | % | FY2015/3 | Increase/ (Decrease) | % |
| | А | В | B-A | B/A-1 | С | C-B | C/B-1 |
| [Consolidated] | | | | | | | |
| Operating Revenues | 1,298.9 | 1,331.0 | 32.1 | 2.5 | 1,319.5 | (11.5) | (0.9) |
| Operating Income | 129.4 | 134.5 | 5.0 | 3.9 | 117.5 | (17.0) | (12.7) |
| Recurring Profit | 104.6 | 112.9 | 8.2 | 7.9 | 98.5 | (14.4) | (12.8) |
| Net Income | 60.1 | 65.6 | 5.4 | 9.0 | 58.5 | (7.1) | (10.9) |
| [Non-Consolidated] | | | | | | | |
| Operating Revenues | 868.5 | 873.6 | 5.1 | 0.6 | 874.5 | 0.8 | 0.1 |
| Transportation Revenues | 769.1 | 780.6 | 11.4 | 1.5 | 781.5 | 0.8 | 0.1 |
| Operating Expenses | 766.1 | 771.8 | 5.6 | 0.7 | 779.5 | 7.6 | 1.0 |
| Personnel costs | 233.3 | 235.4 | 2.0 | 0.9 | 233.0 | (2.4) | (1.1) |
| Non personnel costs | 342.7 | 351.6 | 8.8 | 2.6 | 369.0 | 17.3 | 4.9 |
| Energy costs | 37.1 | 43.1 | 5.9 | 16.1 | 46.5 | 3.3 | 7.9 |
| Maintenance costs | 136.5 | 139.0 | 2.4 | 1.8 | 146.5 | 7.4 | 5.4 |
| Miscellaneous costs | 169.1 | 169.5 | 0.4 | 0.3 | 176.0 | 6.4 | 3.8 |
| Depreciation | 134.7 | 129.3 | (5.3) | (4.0) | 127.0 | (2.3) | (1.8) |
| Operating Income | 102.3 | 101.7 | (0.5) | (0.5) | 95.0 | (6.7) | (6.7) |
| Recurring Profit | 77.5 | 79.9 | 2.4 | 3.1 | 75.0 | (4.9) | (6.2) |
| Net Income | 41.9 | 48.6 | 6.7 | 16.1 | 43.0 | (5.6) | (11.7) |

2. Non-Consolidated Financial Results



¥ Billions

| | Results | FY20 | 14/3 | Ya | ſΥ | Difference from the |
|-------------------------------------|----------|----------------------------------|--------------|--------------------------------|------------|---|
| | FY2013/3 | Forecasts (As of Jan 30) B | Results C | Increase/ (Decrease) C-A | % C/A-1 | forecasts Increase/(Decrease) C-B |
| Operating Revenues | 868.5 | 869.5 | 873.6 | 5.1 | 0.6 | 4.1 |
| Transportation revenues | 769.1 | 778.0 | 780.6 | 11.4 | 1.5 | 2.6 |
| Other | 99.3 | 91.5 | 93.0 | (6.3) | (6.4) | 1.5 |
| Operating Expenses | 766.1 | 770.5 | 771.8 | 5.6 | 0.7 | 1.3 |
| Personnel costs | 233.3 | 235.0 | 235.4 | 2.0 | 0.9 | 0.4 |
| Non personnel costs | 342.7 | 349.5 | 351.6 | 8.8 | 2.6 | 2.1 |
| Energy costs | 37.1 | 43.0 | 43.1 | 5.9 | 16.1 | 0.1 |
| Maintenance costs | 136.5 | 139.5 | 139.0 | 2.4 | 1.8 | (0.4 |
| Miscellaneous costs | 169.1 | 167.0 | 169.5 | 0.4 | 0.3 | 2.5 |
| Rental payments, etc. | 23.4 | 23.5 | 23.6 | 0.1 | 0.6 | 0.1 |
| Taxes | 31.7 | 31.5 | 31.6 | (0.0) | (0.2) | 0.1 |
| Depreciation | 134.7 | 131.0 | 129.3 | (5.3) | (4.0) | (1.6 |
| Operating Income | 102.3 | 99.0 | 101.7 | (0.5) | (0.5) | 2.7 |
| Non-operating revenues and expenses | (24.7) | (23.0) | (21.7) | 2.9 | (12.1) | 1.2 |
| Non-operating revenues | 6.4 | 6.2 | 6.5 | 0.1 | - | 0.3 |
| Non-operating expenses | 31.1 | 29.2 | 28.3 | (2.8) | - | (0.8 |
| Recurring Profit | 77.5 | 76.0 | 79.9 | 2.4 | 3.1 | 3.9 |
| Extraordinary profit and loss, net | 0.1 | (1.0) | 1.2 | 1.0 | - | 2.2 |
| Extraordinary profit | 39.9 | - | 23.8 | (16.1) | - | - |
| Extraordinary loss | 39.7 | _ | 22.6 | (17.1) | _ | - |
| Net Income | 41.9 | 46.0 | 48.6 | 6.7 | 16.1 | 2.6 |



¥ Billions

| | | Re | sults FY2014/3 | 3 | |
|--------------------|-------|-------------------|--------------------------|---|--------|
| Transportation | | Yc Increase/(I | | Major factors | |
| revenues | | Amount | % | | Amount |
| | | | | Fundamentals 1.4% | 5.0 |
| | | | | Special factors | |
| | | | | Three consecutive hollidays (Sep.) | 1.0 |
| Shinkansen | 364.4 | 7.4 | 2.1 | and New Year's holiday | |
| Chinkarloon | 004.4 | <i>ı</i> т | 2.1 | Inbound demand | 0.9 |
| | | | | Strong demand before the consumption tax hike | 1.0 |
| | | | Competitive factors,etc. | (1.1) | |
| | | | | etc. | |
| | | | | Fundamentals 0.7% | 1.9 |
| Kansai Urban Area* | | | | Special factors | |
| (Kyoto-Osaka- | 292.1 | 3.1 | 1.1 | Three consecutive hollidays (Sep.) | 0.2 |
| Kobe Area) | 202.1 | 0.1 | | and New Year's holiday | 0.2 |
| (tobe / trea) | | | | Opening of Grand Front Osaka | 1.0 |
| | | | | Fundamentals 0.8% | 1.0 |
| Other | | | | Special factors | |
| | 123.9 | 0.8 | 0.7 | Three consecutive hollidays (Sep.) | |
| lines* | | | | and New Year's holiday | 0.1 |
| | | | | etc. | |
| Conventional lines | 416.1 | 4.0 | 1.0 | | |
| Total | 780.6 | 11.4 | 1.5 | | |

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

Figures in bracket() are negative values.

*In transportation revenues for conventional lines, the allocation method for Kansai Urban Area and Other Lines has been revised.

4. Transportation Revenues and Passenger-Kilometers



| Transportation Revenues* | | | | | | | Passenge | er-Kilomete | ers | | | |
|--|----------|-------------------------------|---------------------|----------|-----------------------------|--------------------|----------|-------------------------------|----------------------|----------|-----------------------------|---------------------|
| | | | | | | ¥ Billions | | | | Millio | ns of passeng | er-kilometers |
| | | Fiscal Year (4/1 ~ 3/31) | | | 3 months (4Q) (1/1~3/31) |) | | Fiscal Year (4/1 ~ 3/31) | | | 3 months (4Q) (1/1~3/31) | |
| | FY2013/3 | FY2014/3 | YoY | FY2013/3 | FY2014/3 | YoY | FY2013/3 | FY2014/3 | YoY | FY2013/3 | FY2014/3 | YoY |
| Total | 769.1 | 780.6 | 11.4 <i>1.5%</i> | 186.0 | 190.8 | 4.7 <i>2.6%</i> | 54,769 | 55,894 | 1,124 <i>2.1%</i> | 12,986 | 13,733 | 747 <i>5.8%</i> |
| Shinkansen | 357.0 | 364.4 | 7.4 <i>2.1%</i> | 84.6 | 87.5 | 2.9 <i>3.5%</i> | 17,171 | 17,617 | 446 <i>2.6%</i> | 4,020 | 4,206 | 186 <i>4.6%</i> |
| Commuter Passes | 9.0 | 9.3 | 0.2 <i>2.6%</i> | 2.2 | 2.3 | 0.1 <i>6.8%</i> | 736 | 762 | 26 <i>3.6%</i> | 177 | 200 | 23 <i>13.0%</i> |
| Non-Commuter Passes | 347.9 | 355.1 | 7.1 <i>2.1%</i> | 82.4 | 85.2 | 2.7 <i>3.4%</i> | 16,434 | 16,854 | 419 <i>2.6%</i> | 3,842 | 4,005 | 163 <i>4.2%</i> |
| Conventional Lines | 412.0 | 416.1 | 4.0 <i>1.0%</i> | 101.4 | 103.2 | 1.8 <i>1.8%</i> | 37,598 | 38,276 | 678 1.8% | 8,965 | 9,527 | 561 <i>6.3%</i> |
| Commuter Passes | 140.2 | 141.0 | 0.8 <i>0.6%</i> | 33.4 | 33.8 | 0.3 <i>1.1%</i> | 22,728 | 23,157 | 428 <i>1.9%</i> | 5,277 | 5,726 | 449 <i>8.5%</i> |
| Non-Commuter Passes | 271.8 | 275.0 | 3.2 1.2% | 67.9 | 69.4 | 1.4 <i>2.2%</i> | 14,869 | 15,119 | 249 <i>1.7%</i> | 3,688 | 3,801 | 112 <i>3.1%</i> |
| Kansai Urban Area (Kyoto-Osaka-Kobe Area) | 288.9 | 292.1 | 3.1 <i>1.1%</i> | 71.0 | 72.3 | 1.2 <i>1.8%</i> | 28,490 | 29,012 | 522 1.8% | 6,808 | 7,233 | 425 <i>6.3%</i> |
| Commuter Passes | 113.2 | 113.8 | 0.5 <i>0.5%</i> | 27.1 | 27.3 | 0.1 <i>0.6%</i> | 18,398 | 18,724 | 325 <i>1.8%</i> | 4,308 | 4,643 | 335 <i>7.8%</i> |
| Non-Commuter Passes | 175.7 | 178.3 | 2.5 <i>1.5%</i> | 43.9 | 45.0 | 1.1 <i>2.5%</i> | 10,091 | 10,288 | 197 <i>2.0%</i> | 2,499 | 2,590 | 90 <i>3.6%</i> |
| Other Lines | 123.0 | 123.9 | 0.8 <i>0.7%</i> | 30.3 | 30.9 | 0.5 <i>1.9%</i> | 9,108 | 9,264 | 155 <i>1.7%</i> | 2,157 | 2,294 | 136 <i>6.3%</i> |
| Commuter Passes | 26.9 | 27.1 | 0.2 <i>0.9%</i> | 6.3 | 6.5 | 0.1 <i>3.1%</i> | 4,330 | 4,433 | 103 <i>2.4%</i> | 969 | 1,083 | 114 <i>11.8%</i> |
| Non-Commuter Passes | 96.1 | 96.7 | 0.6 <i>0.7%</i> | 24.0 | 24.3 | 0.3 <i>1.6%</i> | 4,778 | 4,830 | 51 <i>1.1%</i> | 1,188 | 1,211 | 22 1.9% |

Note: Figures in bracket () are negative values.

* The breakdown of transportation revenues is based on certain assumptions.

To better reflect actual circumstances, we have revised the allocation method for revenue from non-commuter passes on conventional lines (Kansai Urban Area and Other Lines).

All figures in the above chart, including results from the previous fiscal year, have been calculated using the new allocation method.

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



¥ Billions

| | | | Res | sults FY2014/3 |
|-------------------------------|-------|-------------------------|-------|---|
| Item | | YoY | | |
| | | Increase/ (Decrease) | % | Major factors (YoY) |
| Personnel costs | 235.4 | 2.0 | 0.9 | Increase in the rate of health insurance and employees' pension insurance +1.3, etc. |
| Energy costs | 43.1 | 5.9 | 16.1 | Increase in electricity charges and fuel price +5.7, etc. |
| Maintenance costs | 139.0 | 2.4 | 1.8 | Difference in progress of maintenance work, etc. |
| Miscellaneous costs | 169.5 | 0.4 | 0.3 | Decrease in payments for other JR companies (5.7) Increase in electricity charges and fuel price +0.9 Increase in sales charge 0.8 Increase in system related costs +0.7, etc. |
| Rental Payments, etc | 23.6 | 0.1 | 0.6 | |
| Taxes | 31.6 | (0.0) | (0.2) | |
| Depreciation and amortization | 129.3 | (5.3) | (4.0) | Progress of depreciation and amortization, etc. |
| Total | 771.8 | 5.6 | 0.7 | |

6. Consolidated Financial Results



¥ Billions

| | Results | FY20 |)14/3 | Yo | γY | Difference from |
|-------------------------------------|----------|-----------------------------|---------|-------------------------|--------|--------------------------------------|
| | FY2013/3 | Forecasts (As of Jan 30) | Results | Increase/ (Decrease) | % | the forecasts Increase/(Decrease) |
| | Α | В | С | C-A | C/A-1 | C-B |
| Operating Revenues | 1,298.9 | 1,316.0 | 1,331.0 | 32.1 | 2.5 | 15.0 |
| Operating Expenses | 1,169.4 | 1,186.0 | 1,196.4 | 27.0 | 2.3 | 10.4 |
| Operating Income | 129.4 | 130.0 | 134.5 | 5.0 | 3.9 | 4.5 |
| Non-operating revenues and expenses | (24.8) | (23.0) | (21.6) | 3.1 | (12.9) | 1.3 |
| Non-operating revenues | 6.8 | 7.2 | 7.7 | 0.9 | - | 0.5 |
| Non-operating expenses | 31.6 | 30.2 | 29.4 | (2.2) | - | (0.7) |
| Recurring Profit | 104.6 | 107.0 | 112.9 | 8.2 | 7.9 | 5.9 |
| Extraordinary profit and loss, net | (4.9) | (4.0) | (1.2) | 3.7 | - | 2.7 |
| Extraordinary profit | 41.5 | - | 26.3 | (15.2) | - | - |
| Extraordinary loss | 46.5 | - | 27.6 | (18.9) | - | - |
| Net Income | 60.1 | 60.5 | 65.6 | 5.4 | 9.0 | 5.1 |
| Comprehensive Income | 55.0 | - | 67.9 | 12.8 | 23.4 | _ |

7. Consolidated Financial Results (Segment Information)



¥ Billions

| | Results | FY20 |)14/3 | Yc | νY | Difference from the |
|--|----------|----------------------------------|--------------|--------------------------------|------------|---|
| | FY2013/3 | Forecasts (As of Jan 30) B | Results C | Increase/ (Decrease) C-A | % C/A-1 | forecasts Increase/(Decrease) C-B |
| Operating Revenues*1 | 1,298.9 | 1,316.0 | 1,331.0 | 32.1 | 2.5 | 15.0 |
| Transportation | 844.9 | 847.0 | 851.3 | 6.4 | 0.8 | 4.3 |
| Retail | 234.6 | 236.4 | 240.1 | 5.4 | 2.3 | 3.7 |
| Sales of goods and food services | 134.4 | 133.6 | 135.1 | 0.7 | 0.6 | 1.5 |
| Department stores | 93.5 | 94.0 | 94.5 | 1.0 | 1.1 | 0.5 |
| Real estate | 90.9 | 103.8 | 102.2 | 11.3 | 12.5 | (1.5) |
| Shopping center | 55.0 | 52.7 | 53.5 | (1.5) | (2.9) | 0.8 |
| Real estate lease and sale* ³ | 34.2 | 49.4 | 47.1 | 12.8 | 37.4 | (2.2) |
| | 【6.9】 | 【21.8】 | 【19.1】 | | | |
| Other businesses | 128.4 | 128.8 | 137.1 | 8.7 | 6.8 | 8.3 |
| Hotel | 33.0 | 33.1 | 33.4 | 0.3 | 1.2 | 0.3 |
| Nippon Travel Agency | 38.8 | 41.0 | 41.5 | 2.6 | 6.8 | 0.5 |
| Operating Income* ² | 129.4 | 130.0 | 134.5 | 5.0 | 3.9 | 4.5 |
| Transportation | 90.1 | 87.7 | 91.0 | 0.9 | 1.0 | 3.3 |
| Retail | (0.4) | 3.1 | 4.4 | 4.9 | - | 1.3 |
| Sales of goods and food services | 3.3 | - | 3.9 | 0.5 | 17.6 | - |
| Department stores | (4.0) | - | 0.2 | 4.3 | - | - |
| Real estate | 28.0 | 27.7 | 27.7 | (0.2) | (0.8) | 0.0 |
| Shopping center | 8.7 | - | 7.9 | (0.8) | (9.5) | - |
| Real estate lease and sale | 8.1 | - | 10.3 | 2.2 | 27.2 | - |
| Other businesses | 12.3 | 11.9 | 11.8 | (0.4) | (4.0) | (0.0) |
| Hotel | 2.3 | - | 2.0 | (0.3) | (13.5) | - |
| Nippon Travel Agency | 0.7 | _ | 0.8 | 0.0 | 9.5 | _ |

Note: Figures in bracket () are negative values.

*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.

*³ Figures in bracket [] are the sales of condominiums. (Revenues from third parties) (Included in Real estate lease and sale)

8. Non-Consolidated Financial Forecasts



¥ Billions

| | Results | Forecasts | Yo | Y |
|-------------------------------------|----------|-----------|-------------------------|--------|
| | FY2014/3 | FY2015/3 | Increase/ (Decrease) | % |
| | A | В | B-A | B/A-1 |
| Operating Revenues | 873.6 | 874.5 | 0.8 | 0.1 |
| Transportation revenues | 780.6 | 781.5 | 0.8 | 0.1 |
| Other | 93.0 | 93.0 | (0.0) | (0.0) |
| Operating Expenses | 771.8 | 779.5 | 7.6 | 1.0 |
| Personnel costs | 235.4 | 233.0 | (2.4) | (1.1) |
| Non personnel costs | 351.6 | 369.0 | 17.3 | 4.9 |
| Energy costs | 43.1 | 46.5 | 3.3 | 7.9 |
| Maintenance costs | 139.0 | 146.5 | 7.4 | 5.4 |
| Miscellaneous costs | 169.5 | 176.0 | 6.4 | 3.8 |
| Rental payments, etc. | 23.6 | 18.5 | (5.1) | (21.7) |
| Taxes | 31.6 | 32.0 | 0.3 | 1.0 |
| Depreciation | 129.3 | 127.0 | (2.3) | (1.8) |
| Operating Income | 101.7 | 95.0 | (6.7) | (6.7) |
| Non-operating revenues and expenses | (21.7) | (20.0) | 1.7 | (8.2) |
| Non-operating revenues | 6.5 | 6.6 | 0.0 | - |
| Non-operating expenses | 28.3 | 26.6 | (1.7) | - |
| Recurring Profit | 79.9 | 75.0 | (4.9) | (6.2) |
| Extraordinary profit and loss, net | 1.2 | (8.5) | (9.7) | - |
| Extraordinary profit | 23.8 | - | - | - |
| Extraordinary loss | 22.6 | - | - | - |
| Net Income | 48.6 | 43.0 | (5.6) | (11.7) |



¥ Billions

| | Results | Forecasts | Yo | ρΥ |
|-------------------------|----------|-----------|-------------------------|-------|
| | FY2014/3 | FY2015/3 | Increase/ (Decrease) | % |
| | А | В | B-A | B/A-1 |
| | | | | |
| Shinkansen | 364.4 | 365.9 | 1.4 | 0.4 |
| Kansai Urban Area | | | | |
| (Kyoto-Osaka-Kobe Area) | 292.1 | 292.1 | 0.0 | 0.0 |
| Other lines | 123.9 | 123.3 | (0.5) | (0.5) |
| | | | | |
| Conventional lines | 416.1 | 415.5 | (0.5) | (0.1) |
| Transportation revenues | 780.6 | 781.5 | 0.8 | 0.1 |

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

10. Operating Expenses Forecasts (Non-Consolidated)



| | | | | ¥Billions |
|-------------------------------|-------|-------------------------------|--------|---|
| | | | | Forecasts FY2015/3 |
| Item | | Yc Increase/ (Decrease) | oY % | Major factors (YoY) |
| Personnel costs | 233.0 | (2.4) | (1.1) | Decrease in retirement allowance Change in the rate of health insurance and employees' pension insurance, etc. |
| Energy costs | 46.5 | 3.3 | 7.9 | Preparation costs for the opening of the Kanazawa segment of the Hokuriku Shinkansen Rise in fuel costs and renewable energy power promotion surcharge, etc. |
| Maintenance costs | 146.5 | 7.4 | 5.4 | Preparation costs for the opening of the Kanazawa segment of the Hokuriku Shinkansen Rise in construction unit price Increase in testing cost of the gage change trains, etc. |
| Miscellaneous costs | 176.0 | 6.4 | 3.8 | Preparation costs for the opening of the Kanazawa segment of the Hokuriku Shinkansen Increase in system related costs Rise in fuel costs and renewable energy power promotion surcharge, etc. |
| Rental Payments, etc | 18.5 | (5.1) | (21.7) | Termination of the lease period for Kosei Line, etc. |
| Taxes | 32.0 | 0.3 | 1.0 | · Real estate acquisition tax, etc. |
| Depreciation and amortization | 127.0 | (2.3) | (1.8) | Preparation costs for the opening of the Kanazawa segment of the Hokuriku Shinkansen Progress of depreciation and amortization, etc. |
| Total | 779.5 | 7.6 | 1.0 | |

11. Consolidated Financial Forecasts



| | | | | ¥ Billions |
|-------------------------------------|----------|-----------|-------------------|------------|
| | Results | Forecasts | Yo | νY |
| | FY2014/3 | FY2015/3 | Increase/ | % |
| | А | В | (Decrease) B-A | B/A-1 |
| Operating Revenues | 1,331.0 | 1,319.5 | (11.5) | (0.9) |
| Operating Expenses | 1,196.4 | 1,202.0 | 5.5 | 0.5 |
| Operating Income | 134.5 | 117.5 | (17.0) | (12.7) |
| Non-operating revenues and expenses | (21.6) | (19.0) | 2.6 | (12.2) |
| Non-operating revenues | 7.7 | 8.1 | 0.3 | _ |
| Non-operating expenses | 29.4 | 27.1 | (2.3) | - |
| Recurring Profit | 112.9 | 98.5 | (14.4) | (12.8) |
| Extraordinary profit and loss, net | (1.2) | (9.0) | (7.7) | - |
| Extraordinary profit | 26.3 | _ | - | - |
| Extraordinary loss | 27.6 | - | | - |
| Net Income | 65.6 | 58.5 | (7.1) | (10.9) |
| Net income per share(¥) | 338.98 | 302.16 | - | - |

12. Consolidated Financial Forecasts (Segment Information)



¥ Billions

| | Results | Forecasts | Yo | Y |
|--|----------|-----------|-------------------------|--------|
| | FY2014/3 | FY2015/3 | Increase/ (Decrease) | % |
| | А | В | B-A | B/A-1 |
| Operating Revenues*1 | 1,331.0 | 1,319.5 | (11.5) | (0.9) |
| Transportation | 851.3 | 852.8 | 1.4 | 0.2 |
| Retail | 240.1 | 214.3 | (25.8) | (10.8) |
| Sales of goods and food services | 135.1 | 129.8 | (5.3) | (4.0) |
| Department stores | 94.5 | 76.0 | (18.5) | (19.6) |
| Real estate | 102.2 | 89.2 | (13.0) | (12.8) |
| Shopping center | 53.5 | 50.0 | (3.5) | (6.6) |
| | 47.1 | 37.5 | (9.6) | (20.4) |
| Real estate lease and sale ^{*2} | 【19.1】 | 【8.1】 | | |
| Other businesses | 137.1 | 163.2 | 26.0 | 19.0 |
| Hotel | 33.4 | 34.1 | 0.6 | 2.0 |
| Nippon Travel Agency | 41.5 | 41.8 | 0.2 | 0.6 |
| Operating Income | 134.5 | 117.5 | (17.0) | (12.7) |
| Transportation | 91.0 | 83.8 | (7.2) | (7.9) |
| Retail | 4.4 | 1.0 | (3.4) | (77.4) |
| Real estate | 27.7 | 23.7 | (4.0) | (14.7) |
| Other businesses | 11.8 | 9.5 | (2.3) | (19.9) |

Note: Figures in bracket () are negative values.

*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 Figures in bracket [] are the sales of condominiums. (Revenues from third parties) (Included in Real estate lease and sale)

13. Consolidated Financial Situation and Statements of Cash Flows



| ¥ Billio | | | | |
|--|-------------------------|-------------------------|-----------------------------------|--|
| | As of March 31, 2013 | As of March 31, 2014 | Difference increase/(decrease) | |
| | A | В | B-A | |
| Assets | 2,613.7 | 2,687.8 | 74.1 | |
| Liabilities | 1,845.5 | 1,880.5 | 34.9 | |
| Net assets | 768.1 | 807.3 | 39.2 | |
| Balance of Long-term Debt and Payables | 983.0 | 980.7 | (2.3) | |
| [Average interest rate (%)] | 【2.84】 | 【2.63】 | 【 (0.21) 】 | |
| Shinkansen Purchase Liability | 244.2 | 205.1 | (39.0) | |
| [Average interest rate (%)] | 【5.69】 | 【5.85】 | 【0.16】 | |
| Bonds | 449.9 | 459.9 | 10.0 | |
| 【Average interest rate (%)】 | 【2.11】 | 【2.08】 | 【 (0.03) 】 | |
| Equity ratio (%) | 28.5 | 29.2 | 0.6 | |
| Net assets per share (¥) | 3,850.82 | 4,048.31 | 197.49 | |

| | Results FY2013/3 A | Results FY2014/3 B | YoY increase/(decrease) B-A |
|--|--------------------------|--------------------------|-----------------------------------|
| Cash flows from operating activities | 238.0 | 237.7 | (0.2) |
| Cash flows from investing activities | (154.7) | (165.3) | (10.6) |
| Free cash flows | 83.2 | 72.3 | (10.8) |
| Cash flows from financing activities | (85.2) | (47.8) | 37.4 |
| Change in cash and cash equivalents, net | (1.9) | 24.5 | 26.5 |
| Cash and cash equivalents at the end of the period | 48.3 | 72.9 | 24.5 |



Persons, ¥ Billions

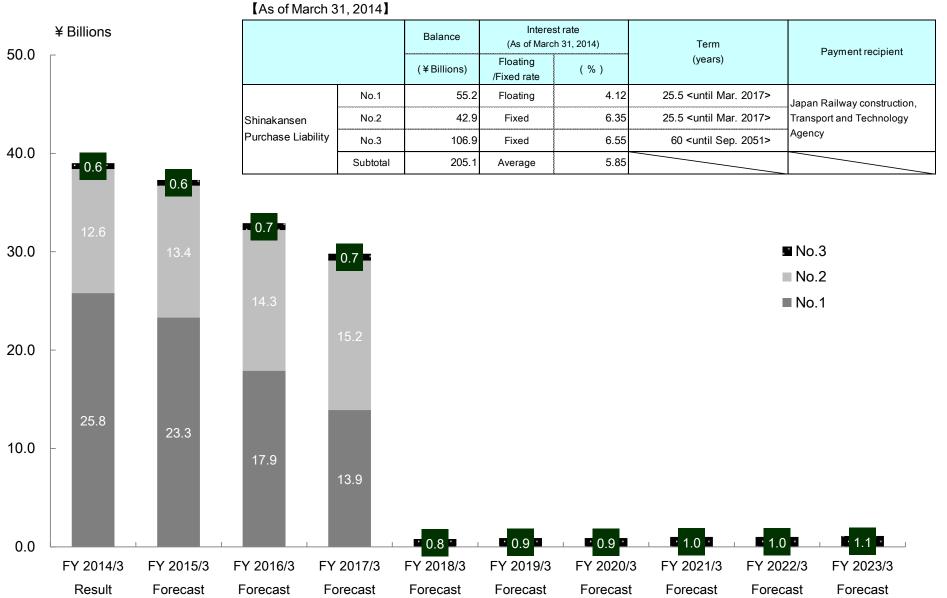
| | Results FY2013/3 | | |
|---|---------------------|-------|-------|
| ROA (%, Consolidated) | 4.9 | 5.1 | 4.3 |
| ROE (%, Consolidated) | 8.3 | 8.6 | 7.5 |
| EBITDA (Consolidated) ^{*1} | 290.3 | 288.4 | 269.5 |
| Depreciation (Consolidated) | 160.8 | 153.9 | 152.0 |
| Capital Expenditure (Consolidated, own fund) | 152.9 | 166.7 | 224.0 |
| Capital Expenditure (Non-consolidated, own fund) | 124.8 | 144.5 | 188.0 |
| Safety related capital expenditure | 72.7 | 89.3 | 90.0 |
| Dividends per share (¥) | 110 | 115 | 120 |

*1 EBITDA = Operating Income + Depreciation

| | Results FY2013/3 | | Results FY2014/3 | | Forecasts | |
|---------------------------------------|---------------------|------------------|---------------------|------------------|--------------|------------------|
| | | | | | FY2015/3 | |
| | Consolidated | Non-Consolidated | Consolidated | Non-Consolidated | Consolidated | Non-Consolidated |
| No. of employees at the end of period | 45,326 | 26,889 | 46,006 | 27,300 | - | - |
| Financial Expenses, net | (30.0) | (28.9) | (27.5) | (26.3) | (25.5) | (24.5) |
| Interest and dividend income | 0.3 | 1.3 | 0.5 | 1.4 | 0.5 | 1.4 |
| Interest expenses | 30.4 | 30.3 | 28.0 | 27.8 | 26.0 | 26.0 |

15. Redemption Plan of Shinkansen Purchase Liability





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.
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- 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 April 2014 based on information available to JR-West as of April 2014 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 this presentation.