

# Supplemental Data

(Results for 3 months ended June 30,2016)

July 27, 2016

West Japan Railway Company

# 1. Financial Highlights

¥ Billions

	3 months ended June 30, 2015 A	3 months ended June 30, 2016 B	YoY		Results FY2016.3 C	Forecasts FY2017.3 As of July 27* D	YoY	
			Increase/ (Decrease) B-A	% B/A-1			Increase/ (Decrease) D-C	% D/C-1
<b>【Consolidated】</b>								
Operating Revenues	341.3	338.1	(3.2)	(0.9)	1,451.3	1,450.0	(1.3)	(0.1)
Operating Income	51.0	45.3	(5.6)	(11.2)	181.5	175.5	(6.0)	(3.3)
Recurring Profit	45.3	40.5	(4.8)	(10.7)	162.2	159.5	(2.7)	(1.7)
Profit attributable to owners of parent	29.6	27.5	(2.1)	(7.2)	85.8	106.5	20.6	24.0
<b>【Non-Consolidated】</b>								
Operating Revenues	230.8	229.0	(1.7)	(0.8)	954.2	952.5	(1.7)	(0.2)
Transportation Revenues	205.8	203.3	(2.4)	(1.2)	850.0	848.5	(1.5)	(0.2)
Operating Expenses	187.1	190.4	3.2	1.7	817.0	816.5	(0.5)	(0.1)
Personnel costs	57.9	56.2	(1.6)	(2.8)	233.3	223.0	(10.3)	(4.4)
Non personnel costs	83.0	84.7	1.7	2.1	392.4	390.5	(1.9)	(0.5)
Energy costs	11.3	9.9	(1.3)	(11.8)	44.1	42.0	(2.1)	(4.8)
Maintenance costs	28.0	29.0	0.9	3.5	152.8	153.0	0.1	0.1
Miscellaneous costs	43.6	45.7	2.0	4.8	195.4	195.5	0.0	0.0
Depreciation	31.1	32.6	1.5	4.8	132.3	137.5	5.1	3.9
Operating Income	43.6	38.5	(5.0)	(11.6)	137.2	136.0	(1.2)	(0.9)
Recurring Profit	37.8	33.5	(4.2)	(11.2)	116.7	119.0	2.2	1.9
Net Income	25.0	23.4	(1.6)	(6.5)	61.1	82.0	20.8	34.2

Note: Figures in bracket ( ) are negative values.

\* Forecasts has not been revised since April 27, 2016.

## 2. Non-Consolidated Financial Results and Forecasts



¥ Billions

	3 months ended June 30, 2015 A	3 months ended June 30, 2016 B	YoY		Results FY2016.3 C	Forecasts FY2017.3 As of July 27* D	YoY	
			Increase/ (Decrease) B-A	% B/A-1			Increase/ (Decrease) D-C	% D/C-1
Operating Revenues	230.8	229.0	(1.7)	(0.8)	954.2	952.5	(1.7)	(0.2)
Transportation revenues	205.8	203.3	(2.4)	(1.2)	850.0	848.5	(1.5)	(0.2)
Other	24.9	25.6	0.7	2.8	104.1	104.0	(0.1)	(0.2)
Operating Expenses	187.1	190.4	3.2	1.7	817.0	816.5	(0.5)	(0.1)
Personnel costs	57.9	56.2	(1.6)	(2.8)	233.3	223.0	(10.3)	(4.4)
Non personnel costs	83.0	84.7	1.7	2.1	392.4	390.5	(1.9)	(0.5)
Energy costs	11.3	9.9	(1.3)	(11.8)	44.1	42.0	(2.1)	(4.8)
Maintenance costs	28.0	29.0	0.9	3.5	152.8	153.0	0.1	0.1
Miscellaneous costs	43.6	45.7	2.0	4.8	195.4	195.5	0.0	0.0
Rental payments, etc.	6.6	7.5	0.9	14.5	26.9	30.5	3.5	13.2
Taxes	8.4	9.2	0.7	8.5	31.9	35.0	3.0	9.5
Depreciation	31.1	32.6	1.5	4.8	132.3	137.5	5.1	3.9
Operating Income	43.6	38.5	(5.0)	(11.6)	137.2	136.0	(1.2)	(0.9)
Non-operating revenues and expenses	(5.7)	(4.9)	0.7	(13.8)	(20.4)	(17.0)	3.4	(17.0)
Non-operating revenues	0.9	0.8	(0.0)	-	6.3	6.5	0.1	-
Non-operating expenses	6.6	5.8	(0.8)	-	26.8	23.5	(3.3)	-
Recurring Profit	37.8	33.5	(4.2)	(11.2)	116.7	119.0	2.2	1.9
Extraordinary profit and loss, net	(0.6)	(0.2)	0.4	-	(15.5)	(1.0)	14.5	-
Extraordinary profit	2.3	2.5	0.2	-	19.5	-	-	-
Extraordinary loss	3.0	2.7	(0.2)	-	35.0	-	-	-
Net Income	25.0	23.4	(1.6)	(6.5)	61.1	82.0	20.8	34.2

Note: Figures in bracket ( ) are negative values.

\* Forecasts has not been revised since April 27, 2016.

### 3. Transportation Revenues and Passenger-Kilometers Results and Forecasts



#### Transportation Revenues

¥ Billions

#### Passenger-Kilometers

Millions of passenger-kilometers

	Results for 3 months ended June 30 ( 4/1 ~ 6/30 )			FY2016.3 Results	FY2017.3 Forecasts As of July 27*	YoY	Results for 3 months ended June 30 ( 4/1 ~ 6/30 )		
	FY2016.3	FY2017.3	YoY				FY2016.3	FY2017.3	YoY
Total	205.8	203.3	(2.4) (1.2%)	850.0	848.5	(1.5) (0.2%)	14,377	14,243	(134) (0.9%)
Shinkansen	104.3	101.2	(3.0) (3.0%)	437.2	435.5	(1.7) (0.4%)	4,816	4,658	(158) (3.3%)
Commuter Passes	2.5	2.5	(0.0) (2.3%)	10.1	-	-	207	210	3 1.5%
Non-Commuter Passes	101.7	98.7	(3.0) (3.0%)	427.1	-	-	4,609	4,447	(161) (3.5%)
Conventional Lines	101.5	102.1	0.6 0.6%	412.7	412.9	0.2 0.1%	9,560	9,584	24 0.3%
Commuter Passes	36.0	36.6	0.6 1.8%	141.0	-	-	5,987	5,977	(9) (0.2%)
Non-Commuter Passes	65.5	65.4	(0.0) (0.1%)	271.7	-	-	3,573	3,607	34 1.0%
Kansai Urban Area (Kyoto-Osaka-Kobe Area)	75.3	76.0	0.6 0.9%	302.2	302.9	0.6 0.2%	7,504	7,527	23 0.3%
Commuter Passes	29.4	30.0	0.5 2.0%	115.6	-	-	4,899	4,891	(8) (0.2%)
Non-Commuter Passes	45.8	45.9	0.0 0.2%	186.5	-	-	2,604	2,636	32 1.2%
Other Lines	26.1	26.1	(0.0) (0.3%)	110.5	110.0	(0.4) (0.4%)	2,056	2,057	0 0.0%
Commuter Passes	6.5	6.5	0.0 0.9%	25.3	-	-	1,087	1,086	(1) (0.1%)
Non-Commuter Passes	19.6	19.5	(0.1) (0.7%)	85.1	-	-	968	970	2 0.3%

Note: Figures in bracket ( ) are negative values.

\* Forecasts has not been revised since April 27, 2016.

# 4. Consolidated Financial Results and Forecasts



¥ Billions

	3 months ended June 30, 2015 A	3 months ended June 30, 2016 B	YoY		Results FY2016.3 C	Forecasts FY2017.3 As of July 27* D	YoY	
			Increase/ (Decrease) B-A	% B/A-1			Increase/ (Decrease) D-C	% D/C-1
Operating Revenues	341.3	338.1	(3.2)	(0.9)	1,451.3	1,450.0	(1.3)	(0.1)
Operating Expenses	290.3	292.8	2.4	0.8	1,269.7	1,274.5	4.7	0.4
Operating Income	51.0	45.3	(5.6)	(11.2)	181.5	175.5	(6.0)	(3.3)
Non-operating revenues and expenses	(5.6)	(4.8)	0.8	(14.9)	(19.2)	(16.0)	3.2	(17.0)
Non-operating revenues	1.0	1.1	0.1	-	7.8	7.5	(0.3)	-
Non-operating expenses	6.7	5.9	(0.7)	-	27.1	23.5	(3.6)	-
Recurring Profit	45.3	40.5	(4.8)	(10.7)	162.2	159.5	(2.7)	(1.7)
Extraordinary profit and loss, net	(0.5)	(0.4)	0.1	-	(17.1)	(2.5)	14.6	-
Extraordinary profit	2.8	2.7	(0.1)	-	21.5	-	-	-
Extraordinary loss	3.4	3.1	(0.2)	-	38.6	-	-	-
Profit attributable to owners of parent	29.6	27.5	(2.1)	(7.2)	85.8	106.5	20.6	24.0
<i>Comprehensive Income</i>	<i>31.3</i>	<i>25.9</i>	<i>(5.3)</i>	<i>(16.9)</i>	<i>104.8</i>	-	-	-

Note: Figures in bracket ( ) are negative values.

\* Forecasts has not been revised since April 27, 2016.

# 5. Consolidated Financial Results and Forecasts (Segment Information)



¥ Billions

	3 months ended June 30, 2015 A	3 months ended June 30, 2016 B	YoY		Results FY2016.3 C	Forecasts FY2017.3 As of July 27*1 D	YoY	
			Increase/ (Decrease) B-A	% B/A-1			Increase/ (Decrease) D-C	% D/C-1
Operating Revenues*2	341.3	338.1	(3.2)	(0.9)	1,451.3	1,450.0	(1.3)	(0.1)
Transportation	224.3	222.0	(2.2)	(1.0)	928.7	925.7	(3.0)	(0.3)
Retail	55.4	55.1	(0.3)	(0.6)	232.0	241.8	9.7	4.2
Sales of goods and food services	34.6	36.0	1.4	4.2	144.9	152.1	7.1	4.9
Department Stores	18.9	17.2	(1.7)	(9.2)	79.1	80.7	1.5	2.0
Real estate	22.5	25.8	3.2	14.4	108.8	104.4	(4.4)	(4.1)
Shopping center	13.8	14.6	0.8	6.1	57.8	59.9	2.0	3.5
Real estate lease and sale*4	8.2	10.6	2.3	28.7	49.2	42.7	(6.5)	(13.4)
	<b>【0.9】</b>	<b>【2.9】</b>	<b>【2.0】</b>	<b>【226.4】</b>	<b>【19.5】</b>	<b>【11.6】</b>	<b>【(7.8)】</b>	<b>【(40.3)】</b>
Other businesses	38.9	35.1	(3.8)	(9.9)	181.5	178.1	(3.4)	(1.9)
Hotel	8.9	9.1	0.1	2.2	36.5	36.6	0.0	0.1
Nippon Travel Agency	9.0	9.3	0.2	3.0	41.6	42.8	1.1	2.8
Operating Income*3	51.0	45.3	(5.6)	(11.2)	181.5	175.5	(6.0)	(3.3)
Transportation	40.1	34.8	(5.2)	(13.1)	125.1	122.3	(2.8)	(2.3)
Retail	1.3	0.9	(0.4)	(34.6)	5.3	5.4	0.0	1.5
Sales of goods and food services	1.2	1.0	(0.2)	(17.8)	4.6	-	-	-
Department stores	0.0	(0.2)	(0.2)	-	0.3	-	-	-
Real estate	7.9	9.0	1.0	13.6	32.7	31.4	(1.3)	(4.1)
Shopping center	2.3	2.6	0.2	10.0	9.3	-	-	-
Real estate lease and sale	2.7	3.4	0.7	27.7	12.5	-	-	-
Other businesses	1.1	0.3	(0.7)	(66.7)	22.4	19.9	(2.5)	(11.3)
Hotel	0.7	0.8	0.1	20.7	2.7	-	-	-
Nippon Travel Agency	(0.7)	(0.7)	0.0	-	0.4	-	-	-

Note: Figures in bracket ( ) are negative values.

\*1 Forecasts has not been revised since April 27, 2016.

\*2 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.

\*3 The breakdowns of operating income by each segment are the sums of incomes of major subsidiaries before eliminating internal transactions.

\*4 Figures in bracket 【 】 are the sales of condominiums. (Included in Real estate lease and sale)

# 6. Consolidated Financial Situation

¥ Billions

	As of March 31, 2016 A	As of June 30, 2016 B	Difference increase/ (decrease) B-A
Assets	2,843.1	2,783.1	(60.0)
Liabilities	1,916.8	1,844.4	(72.3)
Net assets	926.3	938.6	12.3
Balance of Long-term Debt and Payables	1,001.8	1,011.1	9.2
【Average interest rate ( % ) 】	【2.25】	【2.24】	【(0.01)】
Shinkansen Purchase Liability	134.6	134.6	-
【Average interest rate ( % ) 】	【6.28】	【6.28】	-
Bonds	494.9	504.9	10.0
【Average interest rate ( % ) 】	【2.00】	【1.98】	【(0.02)】
Equity ratio (%)	30.9	32.0	1.1
Net assets per share ( ¥ )	4,534.29	4,598.48	64.19

Note: Figures in bracket ( ) are negative values.

# 7. Other Data

Persons, ¥ Billions

	3 months ended June 30, 2015	3 months ended June 30, 2016	Results FY2016.3	Forecasts FY2017.3 As of July 27 <sup>*2</sup>
ROA (% , Consolidated)	1.8	1.6	6.4	6.1
ROE (% , Consolidated)	3.7	3.1	10.2	11.6
EBITDA (Consolidated) <sup>*1</sup>	87.9	83.9	338.1	338.5
Depreciation (Consolidated)	36.9	38.6	156.6	163.0
Capital Expenditures (Consolidated, own fund)	31.6	34.2	233.1	193.0
Capital Expenditures (Non-consolidated, own fund)	27.3	28.0	198.7	163.0
Safety-related capital expenditures	19.2	21.0	126.0	104.5
Dividends per share (¥)	-	-	135	140

	3 months ended June 30, 2015		3 months ended June 30, 2016		Results FY2016.3		Forecasts FY2017.3 As of July 27 <sup>*2</sup>	
	Consolidated	Non-Consolidated	Consolidated	Non-Consolidated	Consolidated	Non-Consolidated	Consolidated	Non-Consolidated
No. of employees at the end of period	48,557	27,342	48,469	26,846	47,456	26,555	-	-
Financial Expenses, net	(5.8)	(5.3)	(5.5)	(5.0)	(23.3)	(22.6)	(22.0)	(21.3)
Interest and dividend income	0.1	0.6	0.1	0.6	0.7	1.5	0.6	1.2
Interest expenses	6.0	6.0	5.7	5.7	24.1	24.1	22.6	22.5

Note: Figures in bracket ( ) are negative values.

\*1 EBITDA = Operating Income + Depreciation

\*2 Forecasts has not been revised since April 27, 2016.



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- 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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  - 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 July 27, 2016 based on information available to JR-West as of July 27, 2016 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.