

## Trend of handling revenues (from April 2011 to March 2012)

\*Percentage indicates year-on-year increase / (decrease)

|             | Handling revenues | Breakdowns        |                               |                         |  |  |
|-------------|-------------------|-------------------|-------------------------------|-------------------------|--|--|
|             | YOY<br>(%)        | Short-haul<br>(%) | Medium- &<br>Long-haul<br>(%) | Commuter<br>Pass<br>(%) |  |  |
| April       | (3.7)             | (2.4)             | (7.1)                         | 1.5                     |  |  |
| Мау         | 0.8               | (2.1)             | 2.3                           | 0.3                     |  |  |
| June        | 3.6               | 1.8               | 5.7                           | (0.9)                   |  |  |
| 1st Quarter | (0.1)             | (1.0)             | (0.1)                         | 0.7                     |  |  |
| July        | 3.1               | 2.7               | 4.4                           | (0.3)                   |  |  |
| August      | 5.2               | 3.5               | 7.1                           | 0.1                     |  |  |
| September   | 3.4               | 0.5               | 7.4                           | (3.6)                   |  |  |
| 2nd Quarter | 3.9               | 2.3               | 6.3                           | (1.6)                   |  |  |
| First half  | 1.9               | 0.7               | 3.3                           | (0.4)                   |  |  |
| October     | 5.6               | 4.8               | 6.8                           | 3.6                     |  |  |
| November    | 3.4               | 1.5               | 5.2                           | (0.2)                   |  |  |
| December    | 5.5               | 5.1               | 6.9                           | 0.2                     |  |  |
| 3rd Quarter | 4.8               | 3.8               | 6.3                           | 1.7                     |  |  |
| January     | 1.1               | 2.3               | 1.5                           | (1.3)                   |  |  |
| February    | 2.8               | 2.8               | 2.9                           | 2.0                     |  |  |
| March       | 10.8              | 6.3               | 18.8                          | (4.2)                   |  |  |
| 4th Quarter | 5.1               | 3.9               | 7.9                           | (1.7)                   |  |  |
| Second half | 5.0               | 3.9               | 7.1                           | 0.0                     |  |  |
| Total       | 3.4               | 2.3               | 5.2                           | (0.2)                   |  |  |

\* Figures in bracket () are negative values.

\* Handling revenues are the revenues from ticket sales in our ticket offices, at ticket vending machines and group tours tickets sold in travel agencies in JR-West area.

\* Handling revenues include transactions between JR-West and other railway companies and consumption tax.

They are not equivalent to the the theorem of the statements of income. \* "P" denotes preliminary figures, which does not include ticket sales in travel agencies in JR-West area.

\*Percentage indicates year-on-year increase / (decrease)

Trend of passenger volume (from April 2011 to March 2012)

|             | L       | Sanyo Sh | Conventional Lines |          |            |                         |
|-------------|---------|----------|--------------------|----------|------------|-------------------------|
|             | Nozomi/ | Hikari/  | Kodama             | Total    | Urban      | Express                 |
|             | Mizuho  | Sakura   |                    |          | Network    | Trains                  |
|             | (%)     | (%)      | (%)                | (%)      | (%)        | (%)                     |
| April       | (3)     | (10)     | (5)                | (5)      | (1)        | (10)                    |
| Мау         | 0       | (6)      | (5)                | (1)      | 0          | (9)                     |
| June        | 7       | 0        | 1                  | 5        | 2          | (4)                     |
| 1st Quarter | 1       | (5)      | (3)                | 0        | 0          | (8)                     |
| July        | 9       | 3        | 4                  | 8        | 2          | (3)                     |
| August      | 5       | 7        | 6                  | 5        | 4          | (1)                     |
| September   | 11      | 4        | 5                  | 10       | 0          | (3)                     |
| 2nd Quarter | 8       | 5        | 5                  | 7        | 2          | (2)                     |
| First half  | 5       | 0        | 1                  | 4        | 1          | (5)                     |
| October     | 7       | 2        | 1                  | 6        | 5          | (1)                     |
| November    | 6       | 2        | 4                  | 5        | 1          | (2)                     |
| December    | 8       | 4        | 6                  | 7        | 4          | 5                       |
| 3rd Quarter | 7       | 3        | 4                  | 6        | 3          | 0                       |
| January     | 4       | 0        | 3                  | 3        | 2          | 0                       |
| February    | 4       | 2        | 8                  | 4<br>[0] | 2<br>[(2)] | (2)<br>[(5)]            |
| March       | 13      | 3        | 21                 | 11       | 5          | 13                      |
| 4th Quarter | 7       | 2        | 11                 | 6<br>[5] | 3<br>[2]   | 4<br>[3]                |
| Second half | 7       | 2        | 7                  | 6<br>[6] | 3<br>[2]   | [ <u>3]</u><br>2<br>[2] |
| Total       | 6       | 1        | 4                  | 5<br>[5] | 2<br>[2]   | (1)<br>[(2)]            |

\* Figures in bracket () are negative values.

\* With regard to the Sanyo Shinkansen, above figures are based on the passenger volume between Shin-Osaka and Nishi-Akashi.

\* With regard to the Urban Network, above figures are based on the number of short-haul tickets sold.

\* "P" denotes preliminary figures.
\*Figures in bracket [ ] are values without leap year effect (YoY for passeger volume per day).