



# FY2017/3 Annual Investors Meeting

May 12, 2017

Kyushu Railway Company



KYUSHU RAILWAY COMPANY





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# I Financial results for FY2017/3

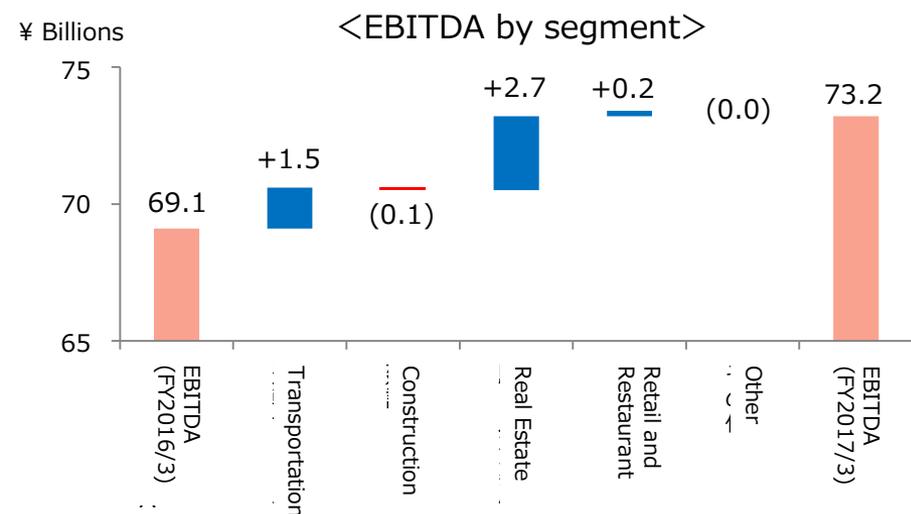
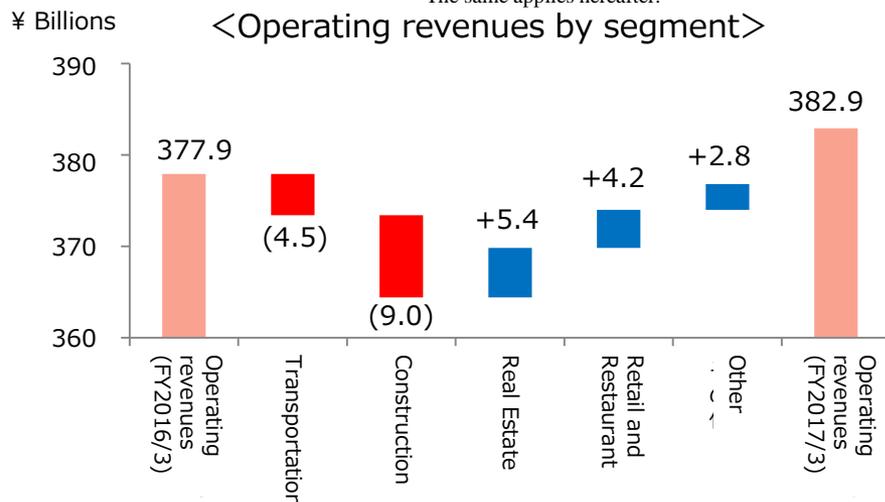
# Consolidated Financial highlights for FY2017/3 【Year on Year】

- Despite a decrease in revenues from railway passenger traffic resulting from the impact of the 2016 Kumamoto earthquakes, operating revenues **increased** due to higher revenues from condominium sales and from drugs stores and convenience stores.
- Net income attributable to owners of the parent **increased** due to the absence of impairment losses on fixed assets held in the railway business recorded at the end of the previous fiscal year.
- EBITDA was **up** as a result of favorable performance in the real estate lease business.

(Billions of yen)

	FY2016/3	FY2017/3	YoY	
Operating revenues	377.9	382.9	4.9	101.3%
Operating income	20.8	58.7	37.8	281.2%
Ordinary income	32.0	60.5	28.5	189.1%
Net income attributable to owners of the parent	(433.0)	44.7	477.8	—
EBITDA	69.1	73.2	4.0	105.9%

Note: FY2016/3 EBITDA = operating income + cost of depreciation + earnings from use of the Management Stabilization Fund  
 FY2017/3 EBITDA = operating income + cost of depreciation  
 The same applies hereafter.



Note: Figures for changes in operating revenues [and EBITDA] by segment are prior to eliminating intersegment transactions and therefore do not coincide with consolidated figures.

# Consolidated Income Statements



(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY		Major factors
			Increase/ (decrease) B-A	% B/A	
Operating revenues	377.9	382.9	4.9	101.3%	Increase in revenues in Retail and Restaurant +4.2 Higher condominium sales +2.3
Operating expenses	357.0	324.1	(32.9)	90.8%	Depreciation cost (JR Kyushu) (22.3) Shinkansen track usage fees (10.3)
Operating income	20.8	58.7	37.8	281.2%	
Nonoperating income and expenses	11.1	1.8	(9.3)	16.4%	Decrease in earnings from use of the Management Stabilization Fund (11.1)
Ordinary income	32.0	60.5	28.5	189.1%	
Extraordinary gains and losses	(476.4)	(4.9)	471.5	—	Rebound from previous impairment losses on fixed assets held in the railway business (FY2016/3) +520.3 Decrease in gain on sales of the Management Stabilization Fund assets (42.0)
Net income attributable to owners of the parent	(433.0)	44.7	477.8	—	
EBITDA	69.1	73.2	4.0	105.9%	Increase in revenues from real estate leases +2.3

# Segment Information (Summary)



(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase / (decrease) B-A	% B/A
Operating revenues	377.9	382.9	4.9	101.3%
Transportation	180.9	176.4	(4.5)	97.5%
Construction	88.4	79.3	(9.0)	89.7%
Real Estate	62.0	67.4	5.4	108.8%
(Real Estate Lease)	43.2	46.3	3.1	107.2%
Retail and Restaurant	96.2	100.4	4.2	104.4%
Other	58.1	60.9	2.8	104.9%
EBITDA	69.1	73.2	4.0	105.9%
Transportation	27.0	28.5	1.5	105.7%
Construction	6.8	6.7	(0.1)	98.3%
Real Estate	28.4	31.1	2.7	109.6%
(Real Estate Lease)	25.9	28.2	2.3	108.9%
Retail and Restaurant	4.9	5.1	0.2	105.5%
Other	3.3	3.3	(0.0)	98.7%

Note: Figures by segment are prior to eliminating intersegment transactions.  
The same applies hereafter.

# Segment Information ①



## ◆ Transportation Segment

(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	180.9	176.4	(4.5)	97.5%
Operating income	(10.5)	25.7	36.2	—
EBITDA	27.0	28.5	1.5	105.7%

## ◆ Construction Segment

(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	88.4	79.3	(9.0)	89.7%
Operating income	6.1	5.9	(0.1)	97.5%
EBITDA	6.8	6.7	(0.1)	98.3%

# Segment Information ②



## ◆ Real Estate Segment

(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	62.0	67.4	5.4	108.8%
Operating income	20.4	22.6	2.2	110.9%
EBITDA	28.4	31.1	2.7	109.6%

## (Reprint) Real Estate Lease

(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	43.2	46.3	3.1	107.2%
Operating income	17.9	19.7	1.8	110.0%
EBITDA	25.9	28.2	2.3	108.9%

# Segment Information ③



## ◆ Retail and Restaurant Segment

(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	96.2	100.4	4.2	104.4%
Operating income	3.4	3.4	0.0	102.2%
EBITDA	4.9	5.1	0.2	105.5%

## ◆ Other Segments

(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	58.1	60.9	2.8	104.9%
Operating income	2.4	2.5	0.0	101.7%
EBITDA	3.3	3.3	(0.0)	98.7%

# Financial Position and Status of Cash Flows (consolidated)



(Billions of yen)

Financial Position	As of March 31,2016 A	As of March 31,2017 B	Increase/ (decrease) B-A
Assets	646.6	676.6	29.9
Current assets	165.8	198.6	32.7
Non-current assets	480.8	478.0	(2.7)
Liabilities	340.9	328.2	(12.7)
Current assets	146.3	134.9	(11.4)
Non-current assets	194.5	193.2	(1.2)
Net assets	305.7	348.4	42.7
Equity ratio	46.4%	50.7%	4.3%
Net assets per share (¥)	1,876.72	2,144.00	267.28

(Billions of yen)

Status of Cash Flows	FY2016/3 A	FY2017/3 B	Increase/ (decrease) B-A
Net cash provided by operating activities	63.4	28.5	(34.8)
Net cash provided by (used in) investing activities	9.0	(18.3)	(27.3)
Free cash flows	72.4	10.2	(62.2)
Net cash used in financing activities	(40.0)	(0.6)	39.3
Change in cash and cash equivalents	32.4	9.5	(22.8)
Cash and cash equivalents, end of year the period	44.6	54.2	9.5

# Nonconsolidated Income Statements



(Billions of yen)

	FY2016/3 A	FY2017/3 B	YoY		Major factors
			Increase/ (decrease) B-A	% B/A	
Operating revenues	211.1	212.2	1.1	100.5%	Higher condominium sales +2.3
(Revenue from railway passenger travel)	150.1	146.4	(3.6)	97.6%	Impact of the 2016 Kumamoto earthquakes, etc. (3.6)
Operating expenses	205.6	168.7	(36.9)	82.0%	
Personnel costs	54.2	53.1	(1.0)	98.0%	Decrease in employee numbers, etc.
Nonpersonnel costs	116.2	102.5	(13.7)	88.2%	
Energy costs	8.8	8.0	(0.7)	91.3%	Lower usage volumes
Maintenance costs	38.9	37.8	(1.1)	97.1%	
Other	68.4	56.6	(11.8)	82.7%	Shinkansen track usage fees (10.3)
Taxes	5.8	6.0	0.1	103.1%	
Depreciation costs	29.3	7.0	(22.3)	24.0%	Rebound from previous impairment losses on fixed assets held in the railway business (FY2016/3) (22.2)
Operating income	5.4	43.4	38.0	804.0%	
Nonoperating income and expenses	12.8	4.0	(8.8)	31.4%	Decrease in earnings from use of the Management Stabilization Fund (11.1)
Ordinary income	18.2	47.5	29.2	259.9%	
Extraordinary gains and losses	(481.9)	(4.2)	477.6	–	Rebound from previous impairment losses on fixed assets held in the railway business (FY2016/3) +525.6 Decrease in earnings from use of the Management Stabilization Fund (42.0)
Net income	(444.4)	37.6	482.0	–	

# Nonconsolidated Income Statements 【Reprint】



(Billions of yen)

		FY2016/3 A	FY2017/3 B	YoY	
				Increase/ (decrease) B-A	% B/A
Railway business	Operating revenues	169.1	164.9	(4.2)	97.5%
	Operating expenses	180.7	139.8	(40.8)	77.4%
	Operating income	(11.5)	25.0	36.6	—
Related businesses	Operating revenues	41.9	47.2	5.3	112.7%
	Operating expenses	24.9	28.8	3.8	115.5%
	Operating income	16.9	18.4	1.4	108.6%

# Income from Railway Passenger Traffic and Performance of Transportation Volume



(Billions of yen)

Transportation Revenues	FY2016/3 A	FY2017/3 B	YoY		Major factors
			Increase/ (decrease B-A)	% B/A	
Total	150.1	146.4	(3.6)	97.6%	
Shinkansen	51.6	50.1	(1.5)	97.0%	Decrease due to impact of the 2016 Kumamoto earthquakes (2.4)
Commuter pass	2.6	2.6	0.0	101.7%	Increase in usage due to reconstruction efforts +0.3
Noncommuter pass	49.0	47.4	(1.5)	96.7%	Rebound from brisk travel during Silver Week in 2015 (0.1)
Conventional Lines	98.4	96.3	(2.0)	97.9%	Impact of the 2016 Kumamoto earthquakes (1.4)
Commuter pass	29.5	29.4	(0.0)	99.7%	Rebound from brisk travel during Silver Week in 2015
Noncommuter pass	68.8	66.8	(2.0)	97.1%	(0.3)

(Millions of passenger-kilometers)

Passenger-Kilometers	FY2016/3 A	FY2017/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Total	9,378	9,191	(186)	98.0%
Shinkansen	1,929	1,852	(77)	96.0%
Commuter pass	194	196	2	101.2%
Noncommuter pass	1,735	1,655	(79)	95.4%
Conventional Lines	7,448	7,339	(109)	98.5%
Commuter pass	4,026	4,018	(8)	99.8%
Noncommuter pass	3,421	3,320	(100)	97.0%

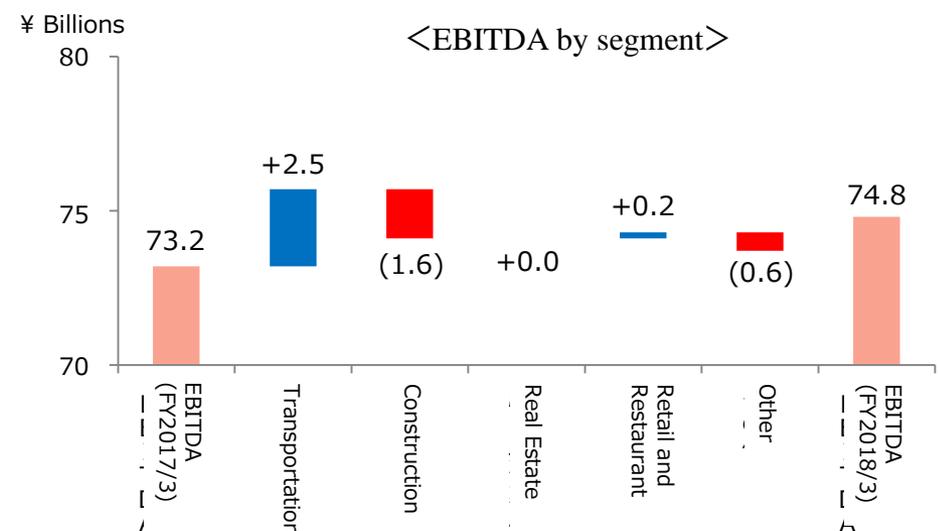
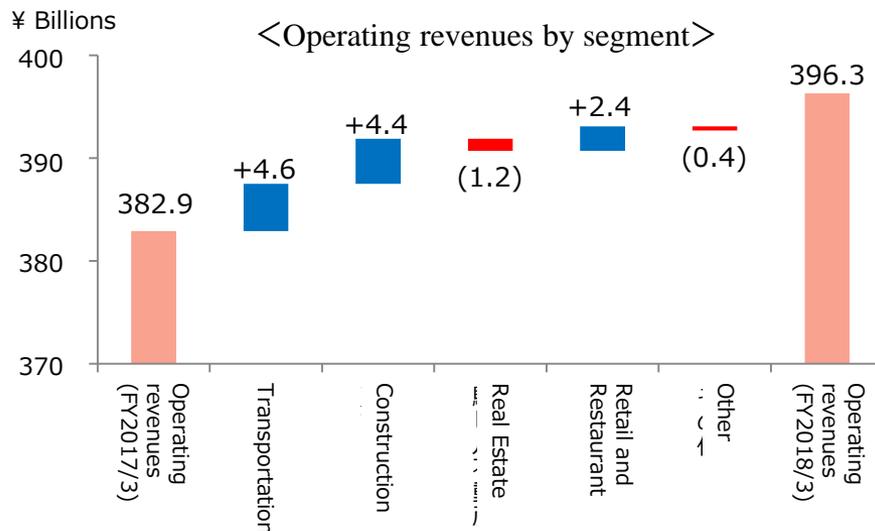
## II Forecasts for FY2018/3

# Consolidated Financial highlights for FY2018/3 【Year on Year】

- Operating revenues are forecast to **increase** due to a rise in revenues from railway passenger traffic as the impacts of the 2016 Kumamoto earthquakes dissipate.
- Despite higher taxes and depreciation costs in the railway business, net income attributable to owners of the parent is projected to **increase** following a decline in extraordinary losses associated with the 2016 Kumamoto earthquakes.
- EBITDA is set to **increase** due to a rise in revenues from railway passenger traffic as the impact of the 2016 Kumamoto earthquakes dissipates.

(Billions of yen)

	Results FY2017/3	Forecasts FY2018/3	YoY	
Operating revenues	382.9	396.3	13.3	103.5%
Operating income	58.7	56.2	(2.5)	95.7%
Ordinary income	60.5	57.6	(2.9)	95.1%
Net income attributable to owners of the parent	44.7	45.0	0.2	100.6%
EBITDA	73.2	74.8	1.5	102.1%



Note: Figures for changes in operating revenues [and EBITDA] by segment are prior to eliminating intersegment transactions and therefore do not coincide with consolidated figures.

# Consolidated Financial Forecasts



(Billions of yen)

	Results FY2017/3 A	Forecasts FY2018/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	382.9	396.3	13.3	103.5%
Operating income	58.7	56.2	(2.5)	95.7%
Ordinary income	60.5	57.6	(2.9)	95.1%
Net income attributable to owners of the parent	44.7	45.0	0.2	100.6%
Net income per share(¥)	279.70	281.25	1.55	100.6%
EBITDA	73.2	74.8	1.5	102.1%

# Consolidated Financial Forecasts 【By segment】

(Billions of yen)



	Results FY2017/3 A	Forecasts FY2018/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	382.9	396.3	13.3	103.5%
Transportation	176.4	181.1	4.6	102.7%
Construction	79.3	83.8	4.4	105.6%
Real Estate	67.4	66.2	(1.2)	98.1%
Retail and Restaurant	100.4	102.9	2.4	102.4%
Other	60.9	60.5	(0.4)	99.3%
Operating income	58.7	56.2	(2.5)	95.7%
Transportation	25.7	25.1	(0.6)	97.6%
Construction	5.9	4.4	(1.5)	73.9%
Real Estate	22.6	22.1	(0.5)	97.5%
Retail and Restaurant	3.4	3.6	0.1	103.6%
Other	2.5	1.5	(1.0)	59.0%
EBITDA	73.2	74.8	1.5	102.1%
Transportation	28.5	31.1	2.5	109.0%
Construction	6.7	5.1	(1.6)	75.3%
Real Estate	31.1	31.2	0.0	100.2%
Retail and Restaurant	5.1	5.4	0.2	104.1%
Other	3.3	2.7	(0.6)	80.6%

# Nonconsolidated Financial Forecasts



(Billions of yen)

	Results FY2017/3 A	Forecasts FY2018/3 B	YoY	
			Increase/ (decrease) B-A	% B/A
Operating revenues	212.2	215.5	3.2	101.5%
(Revenue from railway	146.4	149.5	3.0	102.1%
Operating expenses	168.7	173.0	4.2	102.5%
Personnel costs	53.1	51.3	(1.8)	96.6%
Nonpersonnel costs	102.5	103.0	0.4	100.5%
Energy costs	8.0	9.1	1.0	113.0%
Maintenance costs	37.8	34.9	(2.9)	92.2%
Other	56.6	59.0	2.3	104.2%
Taxes	6.0	7.9	1.8	131.1%
Depreciation costs	7.0	10.8	3.7	153.1%
Operating income	43.4	42.5	(0.9)	97.7%
Nonoperating income and expenses	4.0	3.4	(0.6)	84.2%
Ordinary income	47.5	45.9	(1.6)	96.6%
Extraordinary gains and	(4.2)	—	4.2	—
Net income	37.6	39.0	1.3	103.6%

# Nonconsolidated Financial Forecasts 【Reprint】



(Billions of yen)

		Results FY2017/3 A	Forecasts FY2018/3 B	YoY	
				Increase/ (decrease) B-A	% B/A
Railway business	Operating revenues	164.9	169.0	4.0	102.4%
	Operating expenses	139.8	144.6	4.7	103.4%
	Operating income	25.0	24.4	(0.6)	97.3%
Related businesses	Operating revenues	47.2	46.5	(0.7)	98.4%
	Operating expenses	28.8	28.4	(0.4)	98.5%
	Operating income	18.4	18.1	(0.3)	98.3%

# III Progress of the Medium-Term Business Plan

# Position of the Medium-Term Business Plan 2016–2018



Aiming to be a kind and robust corporate group involved in comprehensive city-building

- Actively promoting city-building through strong railway construction and diverse businesses and further solidifying business foundations in Kyushu
- Steadily moving forward with preparations for developing the areas surrounding Kumamoto and Nagasaki Stations, with a focus on invigorating the Kyushu area
- Examining ways to earnestly take on the challenge of invigorating Japan and Asia

## *Tsukuru 2016* (2012–2016)

### Realizing the listing of our stocks

Prepare for all the terms and conditions regarding the listing of our stocks while building a management foundation suitable for a listed company.

**<FY2016/3 Consolidated  
Operating Revenue>  
¥377.9 billion**

## Medium-Term Business Plan 2016–2018 (2016–2018)

### A corporate group involved in comprehensive city- building

Further accelerate the creation of a strong management foundation that enables long-term, continuous business activities that contribute to local development

**<FY 2019/3 Consolidated  
Operating Revenues>  
¥400 billion**

## Future

- Open the West Kyushu Route of the Kyushu Shinkansen
- Develop the areas surrounding Kumamoto and Nagasaki Stations
- Participate further in city-building outside of city centers and urban areas
- Establish businesses outside the Kyushu area

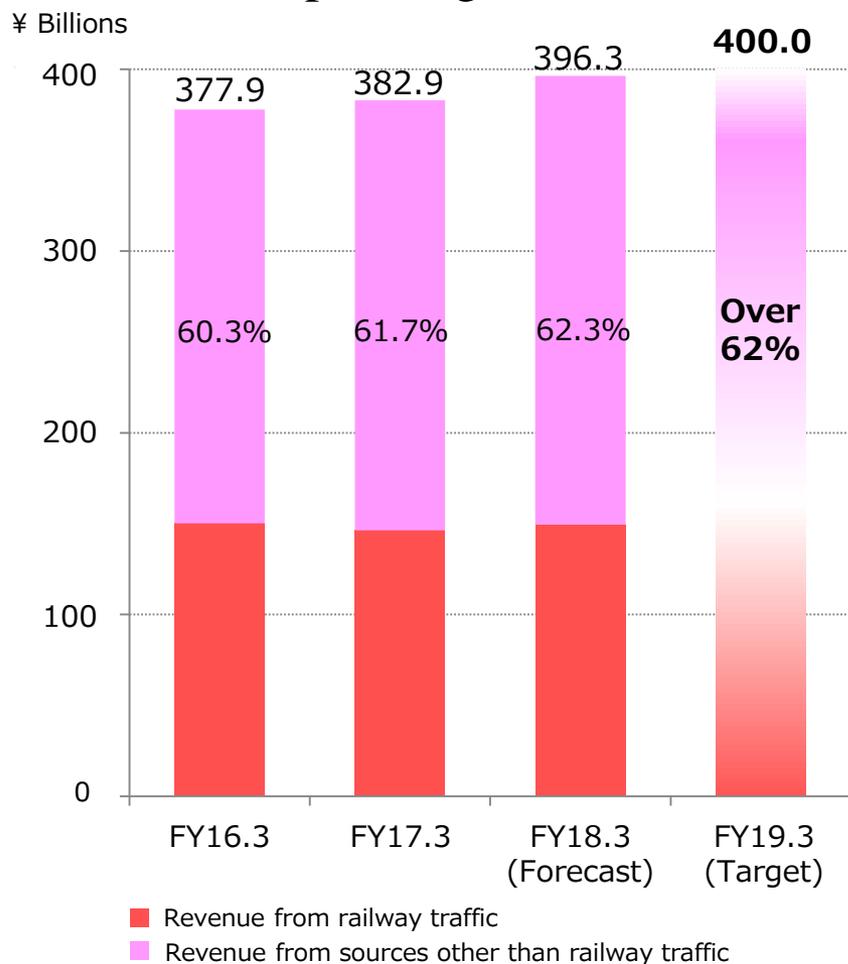
**<Target 10-Year Consolidated  
Operating Revenue>  
¥500 billion**

# Target Management Indicators

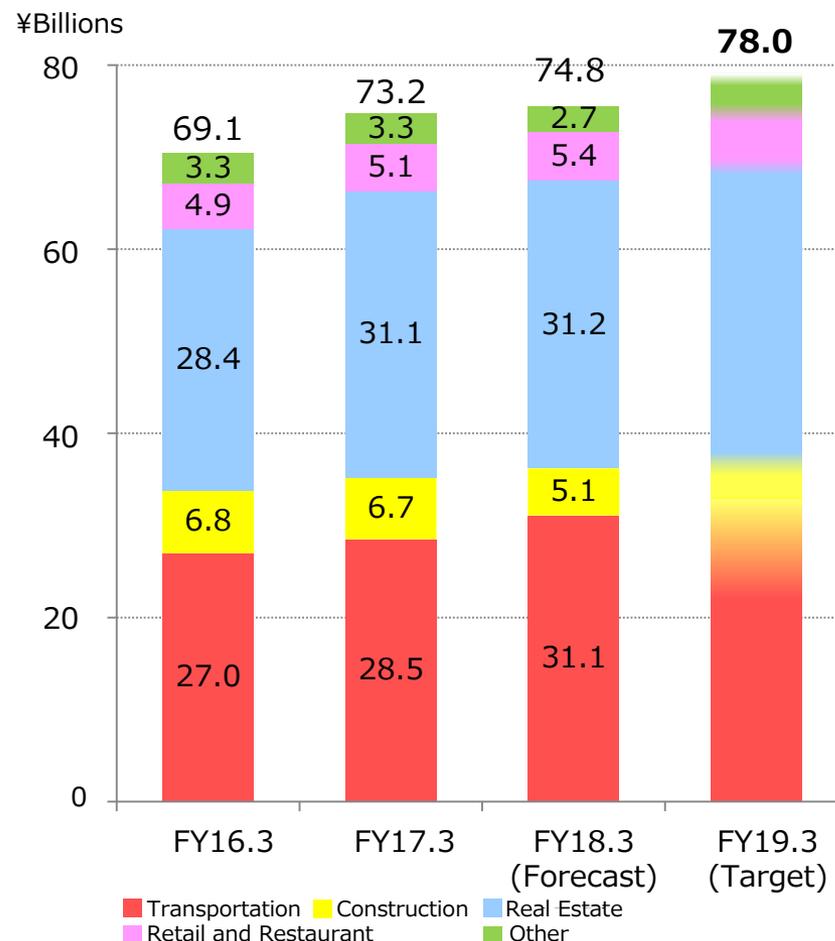


## ◆ Target Indicators (FY 2019/3)

### < Operating revenues >



### < EBITDA >



Notes: The FY2016/3 figure for EBITDA in the Transportation segment includes earnings from use of the Management Stabilization Fund (¥11.1 billion)  
 EBITDA figures by segment are prior to eliminating intersegment transactions and therefore do not coincide with consolidated EBITDA figures.

# Target Management Indicators

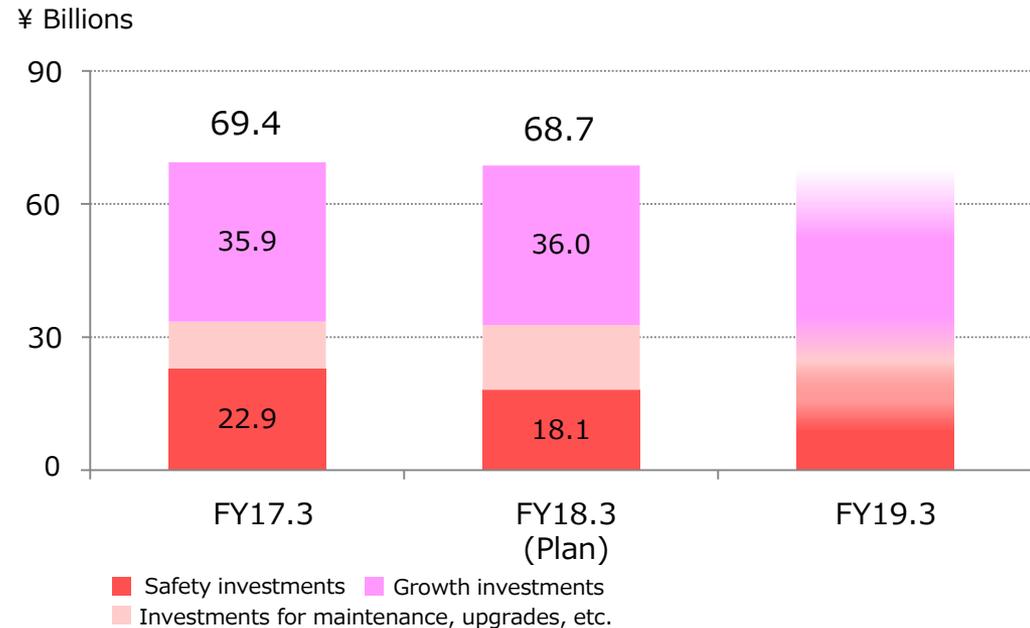


## <Capital Investment Amounts[Reference]>

¥190 billion  
(FY 2017/3–2019/3 totals)

(Main details)

- Investments to improve safety in the railway business      ¥65 billion
- Growth investments      ¥80 billion



## <Major Growth Investments under Medium-Term Business Plan>

- Ropponmatsu development project
- JR Kyushu Hotel Blossom Naha
- Shinbashi 1-chome hotel project
- Hakata ekimae 2-chome development project (Site formerly intended for Line Corporation Fukuoka Office Building)
- Apartment rentals  
RJR Oita Ekimae II (provisional name)  
Grand Precia Shibaura, etc.



■ Ropponmatsu development project



■ JR Kyushu Hotel Blossom Naha



■ Shinbashi 1-chome hotel project



## ◆ Dividend Policy

Until FY 2019/3, we will aim for stable dividends per share with a consolidated payout ratio at a level of approximately 30% as the standard guideline.

Note: Taking into account the fact that the period between the Company's public listing and the year-end dividend record date is less than six months, the Company intends to decide on the fiscal 2017 year-end dividend amount based on a consolidated payout ratio of approximately 15%.

## ◆ Annual Dividend Amount per Share and Payout Ratio

FY2017/3 year-end dividends will be increased by ¥1 per share from the most recent forecast, to ¥38.50 per share.

An annual dividend of ¥78 per share is forecast for FY2018/3.

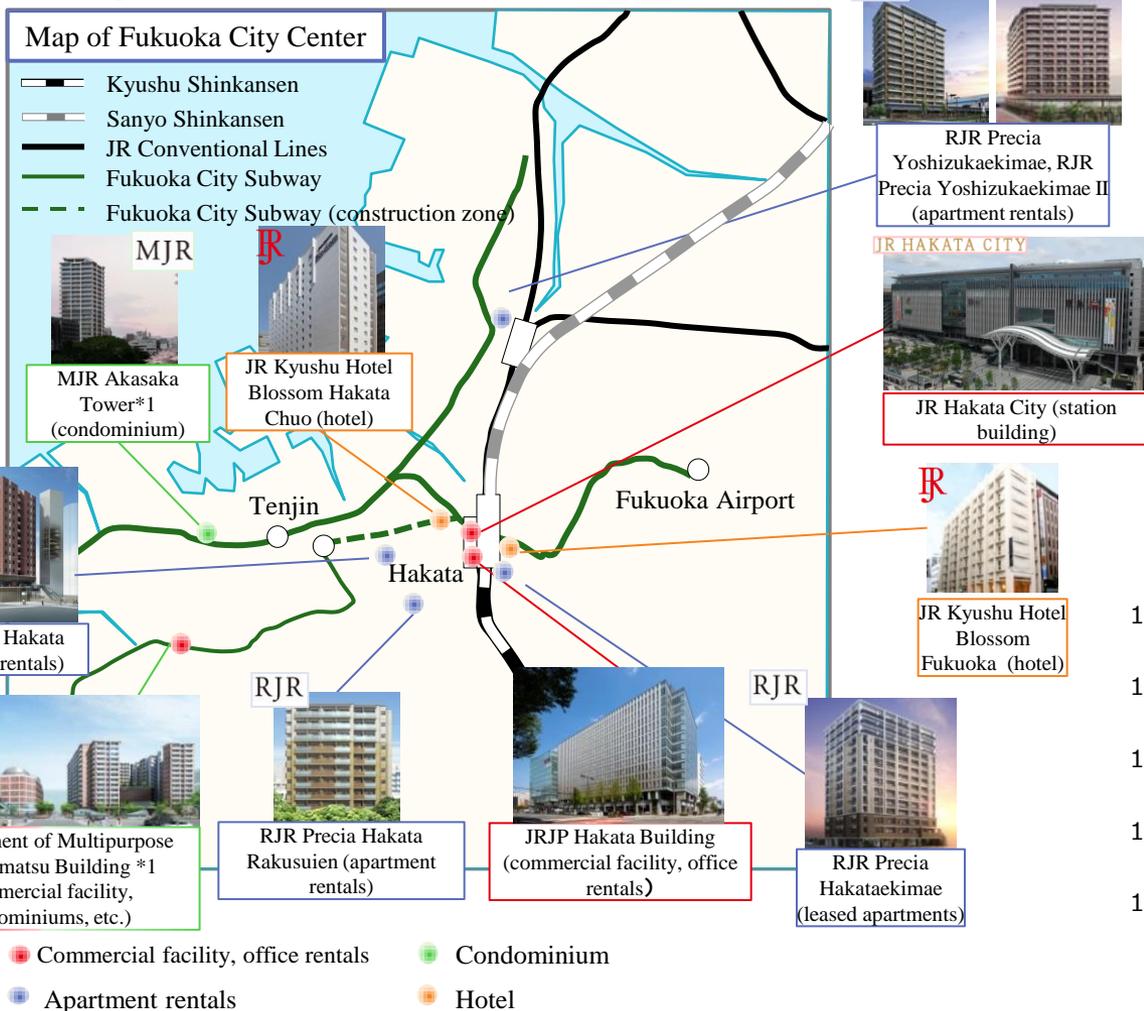
	Annual dividend amount per share	Consolidated dividend payout ratio
FY2017/3 (Plan) * For half fiscal year	¥38.50	13.8%
FY2018/3 (Forecast)	¥78.00	27.7%

## IV Individual business initiatives

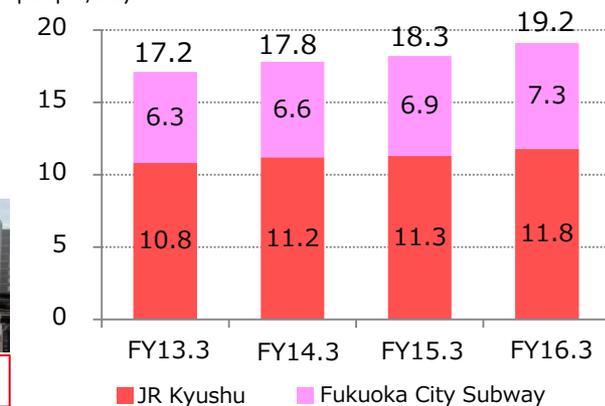
# Creating Synergies Between Businesses through City-Building

- Development of versatile businesses that leverages the security and trust and customer attraction capabilities cultivated in the railway business
- Contribution of city-building to increased ridership and short-distance transportation in railway business

<Examples from Fukuoka>

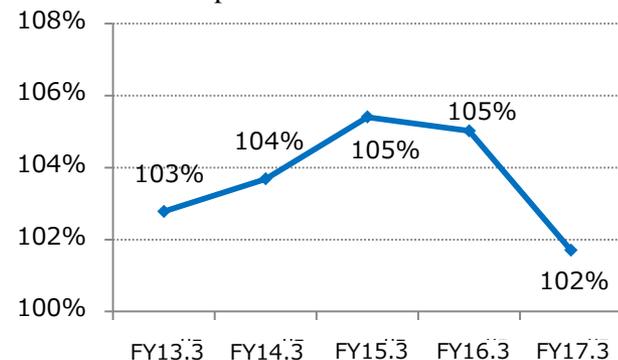


<Average Number of Daily Passengers to Hakata Station>



Source: In-house data, Fukuoka City statistical reports

<YoY Changes in Short-Distance Transportation Revenues in Fukuoka>

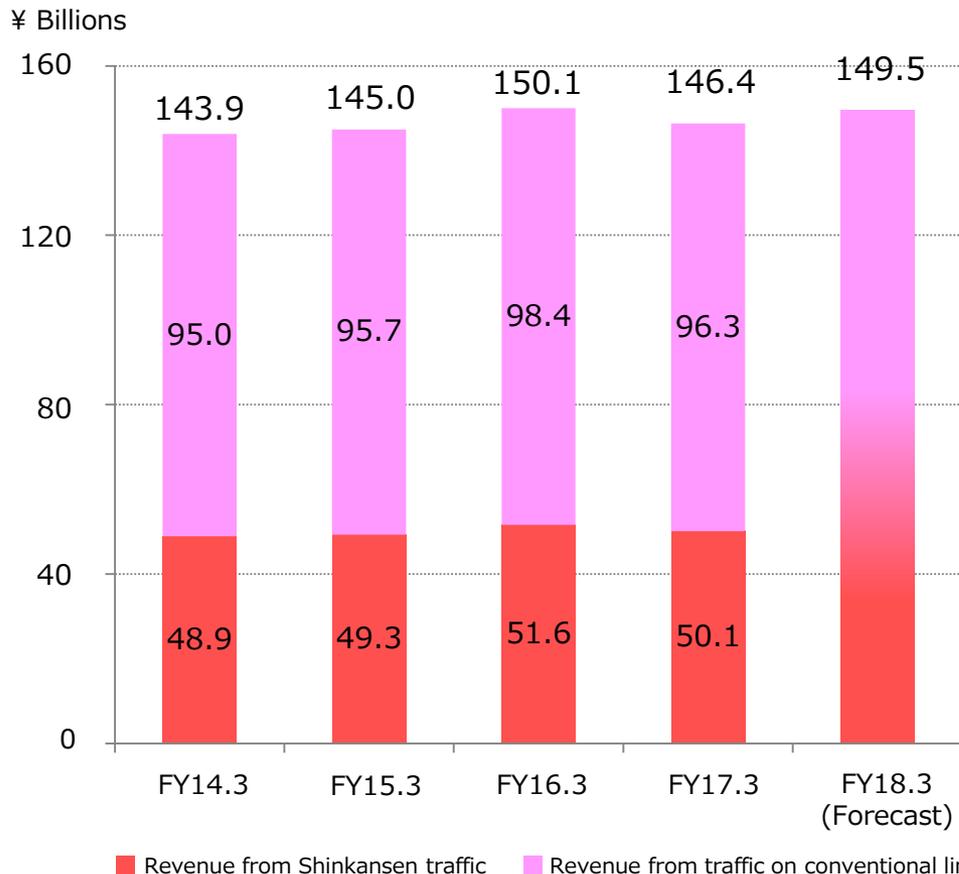


# Strong Railway Business as the Foundation for All Business

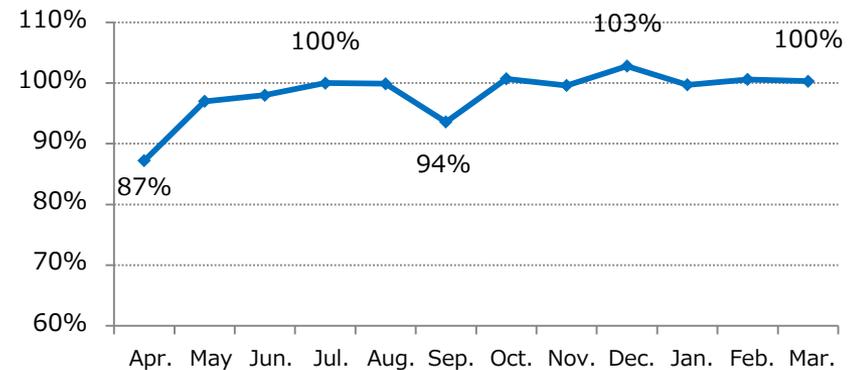


- Stable revenues from railway passenger traffic following establishment of position as an important transportation method connecting all of Kyushu
- Strong JR Kyushu brand known for safety and reliability in Kyushu to be cultivated by operating safe and reliable railway business and fostering trusting relationships with communities

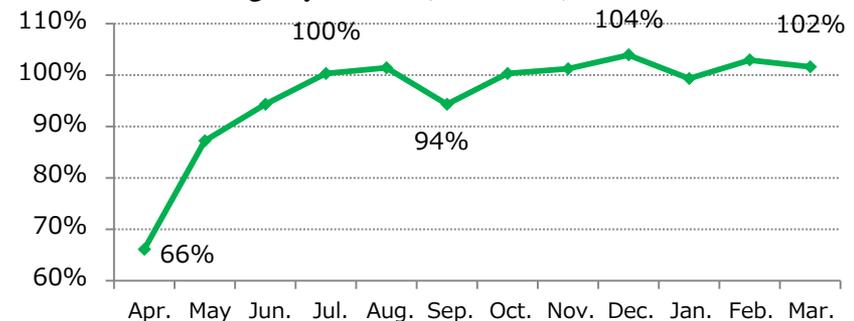
<Revenue from Railway Passenger Traffic>



<YoY Changes in Revenues from Railway Passenger Traffic by Month (FY2017/3)>



<YoY Changes in Kyushu Shinkansen Usage by Month (FY2017/3)>



Note: Figures above represent YoY changes in aggregate monthly railway passenger traffic volume from Hakata Station to Kumamoto Station.

# Initiatives in the Railway Business ①: Bolstering Profitability



- Further increase train usage and bolster profitability by encouraging the use of the “JR Kyushu Internet Reservation Service” and actively promoting policies focused on inbound demand

## <Internet Strategy>

- ✓ Accelerate shift toward Internet reservations

- March 2017: Launched advertisements
- May 2017 : Commenced initiatives targeting individuals without credit cards



- ✓ Bolster profitability by promoting yield management

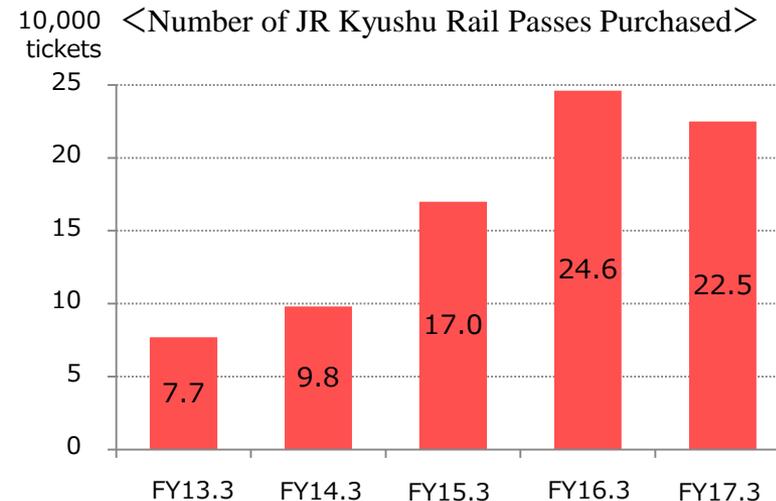
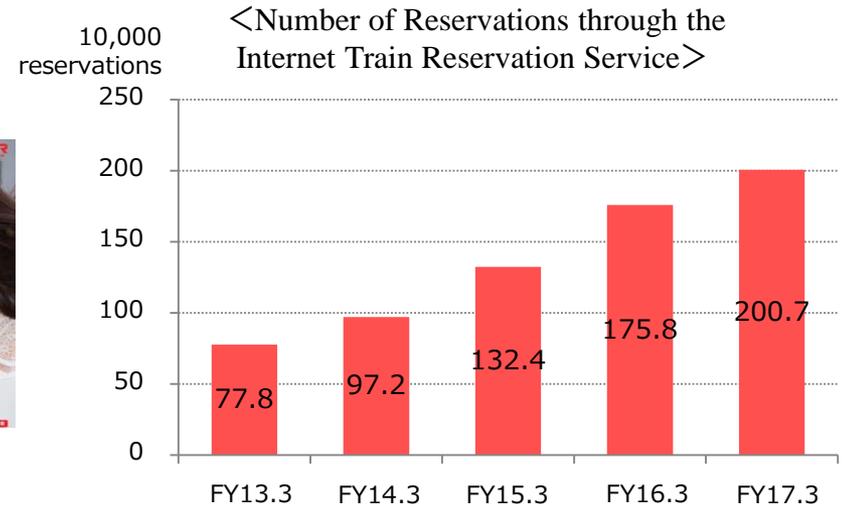
## <Inbound Demand Initiatives>

- ✓ Promote sales of the JR Kyushu Rail Pass

- Coordinate with overseas travel agencies and airlines

- ✓ Communicate information in a manner that caters to specific countries and regions

- Solicit appeal of Kyushu together with rail passes (Distribute free guidebooks to rail pass purchasers that propose model travel courses and contain coupons)



# Initiatives in the Railway Business ②: Pursuing Efficient Business Operations



- Pursue technological innovation and efficient business operations to respond flexibly to rapidly changing operating environment and diversifying customer needs

## <Streamlining of Business Operation System>

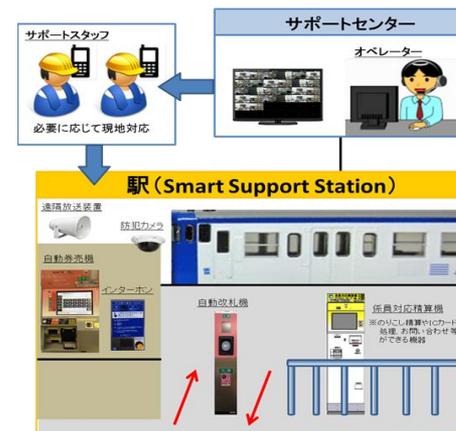
### ✓ Expand Smart Support Station

#### 【Overview】

- Provides customers with ideal services based on usage opportunities
- Entails installing cameras, intercoms, and other equipment in stations to enable support center operators to conduct remote surveillance to ensure safety and provide guidance to customers over intercoms

#### 【Introduction Schedule】

- March 2015: Stations between Saitozaki Station and Umi Station (14 stations excluding Kashii Station and Chojabaru Station)
- March 2017: Stations between Wakamatsu Station and Shinnyu Station (11 stations excluding Orio Station)



## <Development of New Eco-Friendly Rolling Stock>

### ✓ Introduce DENCHA dual energy charge train

#### 【Overview】

- Realizes efficient energy usage by charging storage batteries with energy recovered during braking
- Employs energy-efficient design specifications including LED lighting in passenger cars, energy-efficient air-conditioning equipment, and smart doors

#### 【Introduction Schedule】

- October 2016: Commencement of operations  
Between Wakamatsu Station and Orio Station on Chikuho Main Line (Wakamatsu Line)

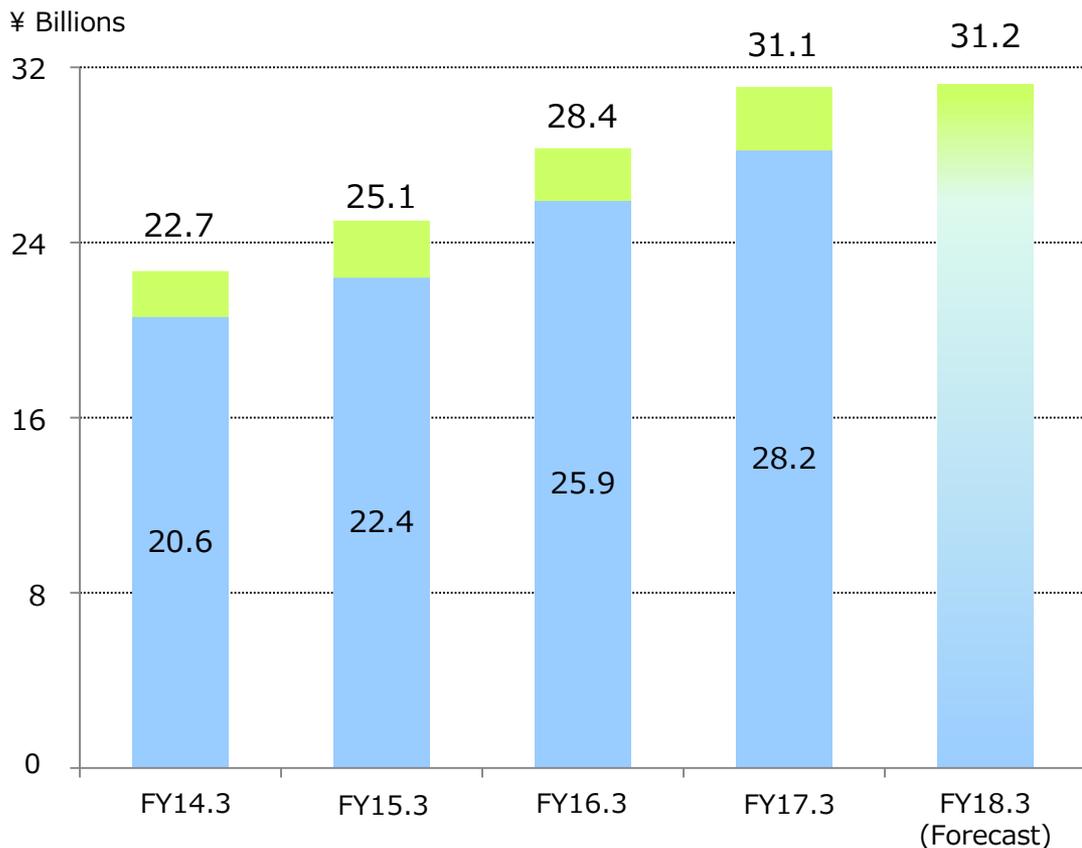


# Real Estate Segment Driving Growth and Evolution



- Important segment comprising real estate lease and sales operations and accounting for approximately 40% of consolidated EBITDA
- Develops operations focused on station buildings and other commercial facilities, office buildings, and condominiums in Kyushu and other areas
- Generates approximately 90% of segment EBITDA through real estate lease business

<EBITDA of Real Estate Segment>



Note: Figures by segment are prior to eliminating intersegment transactions.

## Real Estate Sale

<Condominiums>



## Real Estate Lease

<Station and office buildings>



<Rental apartments>



# Initiatives in the Station Building Business



- Carry out attractive and lively city-building centered on train stations and rooted in local communities
- Maximize synergistic effects with the railway business with the aim of improving the value of our stations and station buildings

## <Initiatives for Improving Our Ability to Attract Customers>

- ✓ Implement renovations in such ways as changing tenants

Examples:

- JR Hakata City  
(46 stores opened between February and April 2017)
- Amu Plaza Nagasaki (TOKYU HANDS opened in April 2016)
- Amu Plaza Kokura  
(9 restaurants and other stores opened in April 2017)
- Amu Plaza Kagoshima  
(8 restaurants and other stores scheduled to be opened in July 2017)

- ✓ Hold events at station plazas, etc.

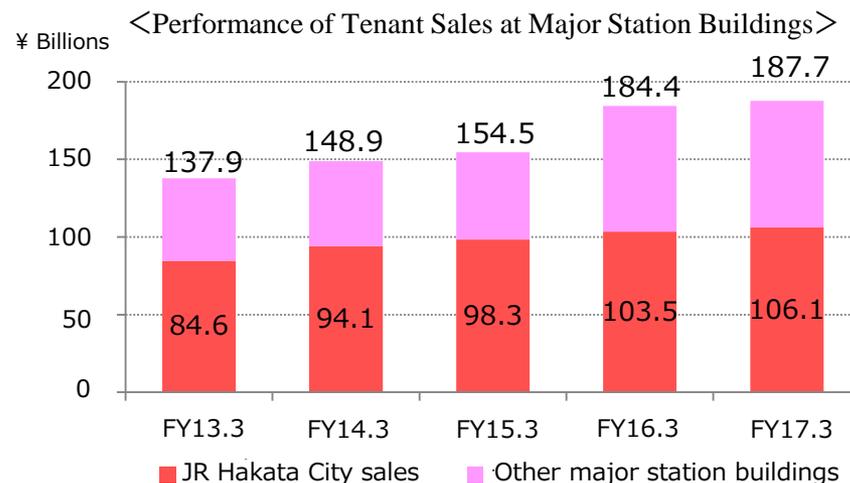
(Example: JR Hakata City)

- Hakata Farmers' Market
- Kyushu Gospel Festival 2016 in Hakata
- Christmas Market in Hikari no Machi-Hakata

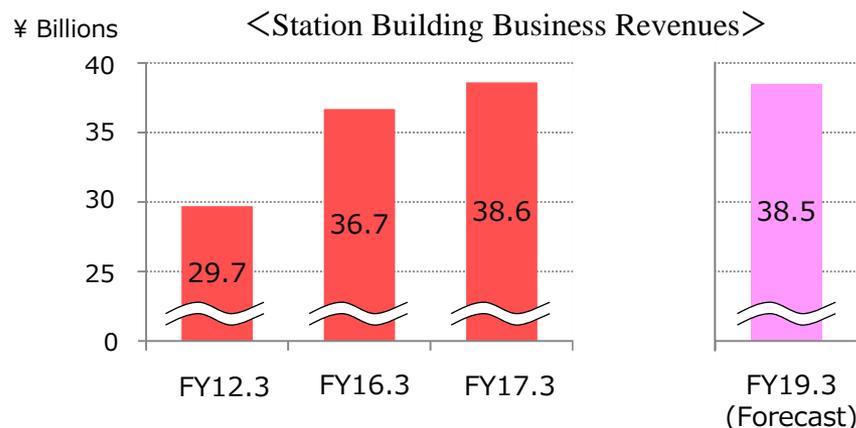


■ Illumination light-up ceremony (JR Hakata City)

■ Talk show featuring popular celebrity Ryucheru (Amu Plaza Nagasaki)



\*Major station buildings: AMU PLAZA Kokura, AMU PLAZA Nagasaki, AMU PLAZA Kagoshima, JR Hakata City, JR Oita City



Notes: Figures above are the total of business revenues from six station building business subsidiaries and the JRJP Hakata Building. Forecasts for FY2019/3 were formulated at the time of the establishment of the Medium-term Business Plan.

# Initiatives in the Apartment Business



## <Rental Apartments>

- Secure stable profits by promoting new business development

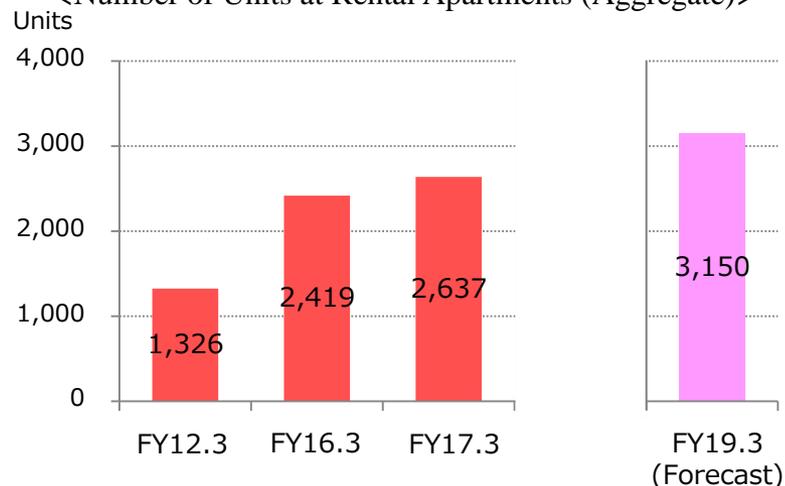
Name	Location	Start of move-in availability	Number of units
RJR Oita Ekimae II (Provisional)	Oita City	FY2018.3 (scheduled)	130
RJR ChiyoKenchoguchi (Provisional)	Hakata Ward, Fukuoka	FY2018.3 (scheduled)	132
RJR Nishikoen (Provisional)	Chuo Ward, Fukuoka	FY2018.3 (scheduled)	45
Grand Precia Shibaura	Minato Ward, Tokyo	FY2019.3 (scheduled)	234
RJR Korimoto II (Provisional)	Kagoshima City	FY2019.3 (scheduled)	142
RJR Hakata Eki Minami (Provisional)	Hakata Ward, Fukuoka	FY2019.3 (scheduled)	140

## <Condominiums>

- Expand share through proactive business development activities

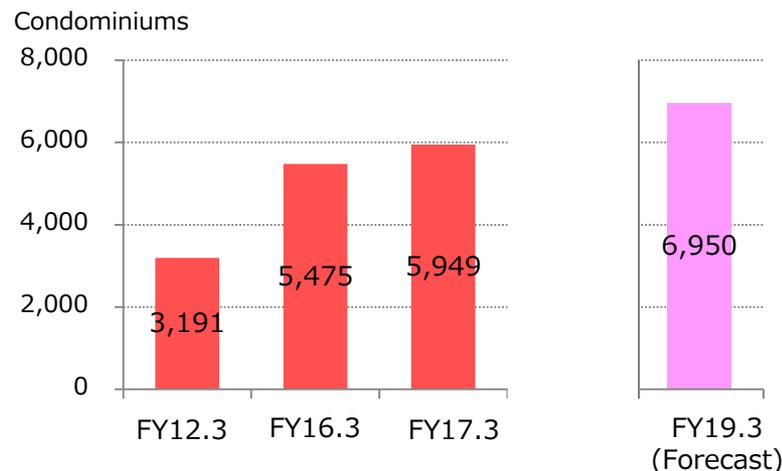
Name	Location	Start of move-in availability	Number of Condominiums
MJR Kyudai-Gakkentoshi Residence	Nishi, Fukuoka	FY2018.3 (scheduled)	161
MJR Akasaka Tower	Chuo, Fukuoka	FY2018.3 (scheduled)	172
MJR The Garden Oe	Chuo, Kumamoto	FY2018.3 (scheduled)	193
MJR Kuhonji Terrace	Chuo, Kumamoto	FY2019.3 (scheduled)	64
MJR The Garden Kagoshima-Chuo	Kagoshima	FY2019.3 (scheduled)	472
MJR Onojyo Ekimae	Onojyo City, Fukuoka Prefecture	FY2019.3 (scheduled)	52
MJR Sakurazaka the Residence	Chuo, Fukuoka	FY2019.3 (scheduled)	26
MJR Shimizucho (Provisional)	Kagoshima	FY2019.3 (scheduled)	51
MJR Shin-Oe (Provisional)	Chuo, Kumamoto	FY2019.3 (scheduled)	28

## <Number of Units at Rental Apartments (Aggregate)>



Notes: Figures are as of March 31 of each fiscal year.  
Forecasts for FY2019/3 were formulated at the time of the establishment of the Medium-term Business Plan.

## <Number of Sold Condominiums (Aggregate)>



Notes: Figures are as of March 31 of each fiscal year.  
Forecasts for FY2019/3 were formulated at the time of the establishment of the Medium-term Business Plan.

# Ropponmatsu Development Project



## ◆ Overview of Ropponmatsu Development Project

- Location : Chuo Ward, Fukuoka City
- Closest station : Ropponmatsu Station  
(Fukuoka City Subway)

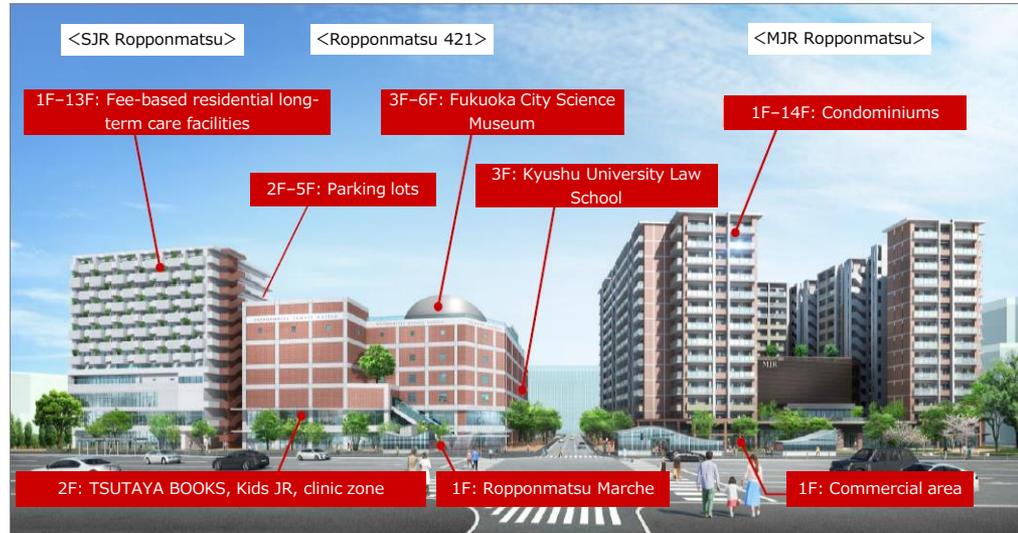
### <Ropponmatsu 421, etc. (Eastern area)>

- Lot area : Approx. 9,950 m<sup>2</sup>
- Total floor space : Approx. 37,000 m<sup>2</sup>
- Scale : 13 above-ground floors,  
1 underground floor
- Uses : Commercial facilities  
Kyushu University Law School  
Fukuoka City Science Museum  
Fee-based residential long-term care facilities (SJR Ropponmatsu)
- Opening : Fall 2017

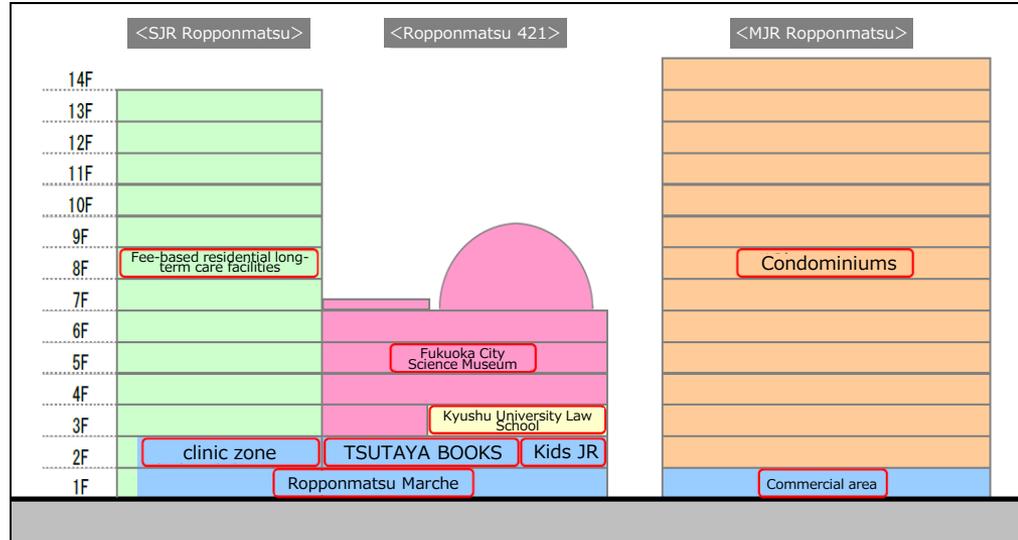
### <MJR Ropponmatsu, etc. (Western area)>

- Lot area : Approx. 11,200 m<sup>2</sup>
- Total floor space : Approx. 44,000 m<sup>2</sup>
- Scale : 14 above-ground floors
- Units : 351
- Turnover date : March 2017

[Artist rendition of building exteriors] \*As seen from National Route 202



[Facility Overview]



# Retail, Restaurant, and Hotel Businesses Pursuing Further Growth



## <Retail and Restaurants>

- Aim to be industry's leading company by accelerating urban development projects centered on stations

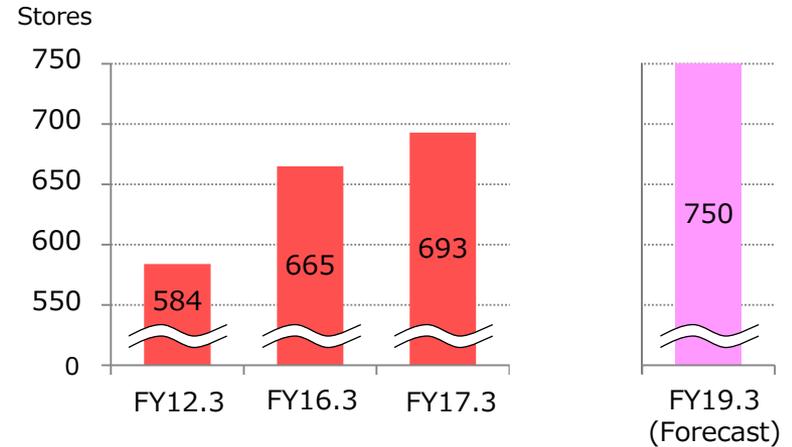


■ Integrated DRUG ELEVEN-FamilyMart store



■ Akasaka Umayu Jingan, Shanghai Location

## <Number of Stores in Retail and Restaurant Group>



Notes: Figures are as of March 31 of each fiscal year.  
Forecasts for FY2019/3 were formulated at the time of the establishment of the Medium-term Business Plan.

## <Hotel Business>

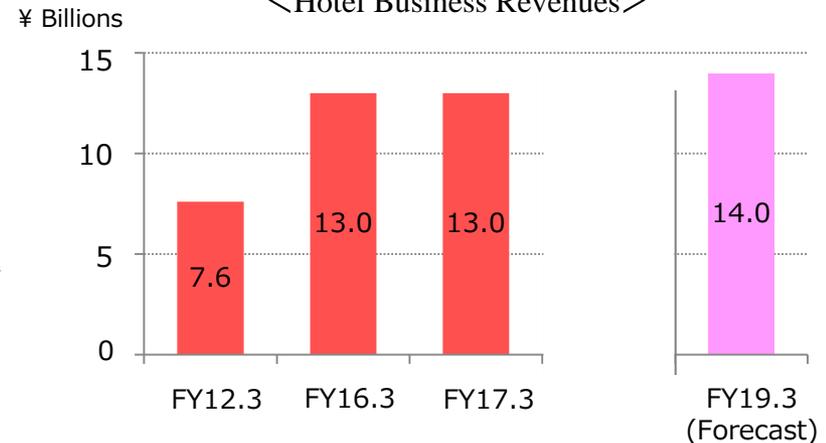
- Expand chain through development of hotels mainly consisting of guest rooms for overnight stays



### <JR Kyushu Hotel Blossom Naha>

Location : Naha City, Okinawa Prefecture  
Ownership : ORION BREWERIES, LTD.  
Operator : JR Kyushu Hotels Inc.  
Guest rooms : 218  
Opening : June 24, 2017

## <Hotel Business Revenues>

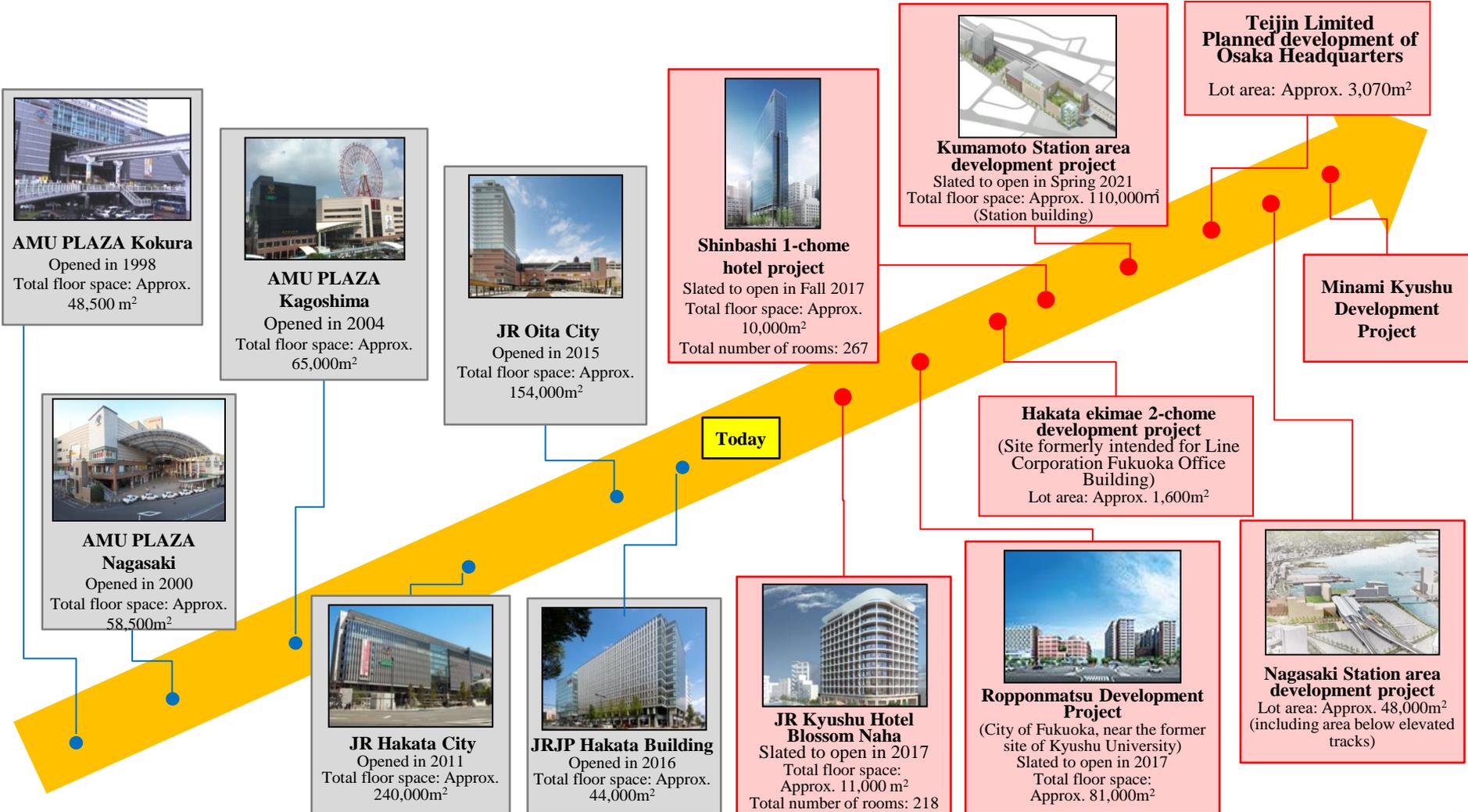


Note: Figures above are the total of business revenues from five subsidiaries operating hotel and Japanese-style lodge businesses.  
Forecasts for FY2019/3 were formulated at the time of the establishment of the Medium-term Business Plan.

# Pipeline Going Forward



- Continue to strengthen profitability through large-scale developments
- Without being limited to areas surrounding train stations, actively pursue development in urban areas as a “city-building” company
- Promote expansion outside of the Kyushu area, including Tokyo and Okinawa

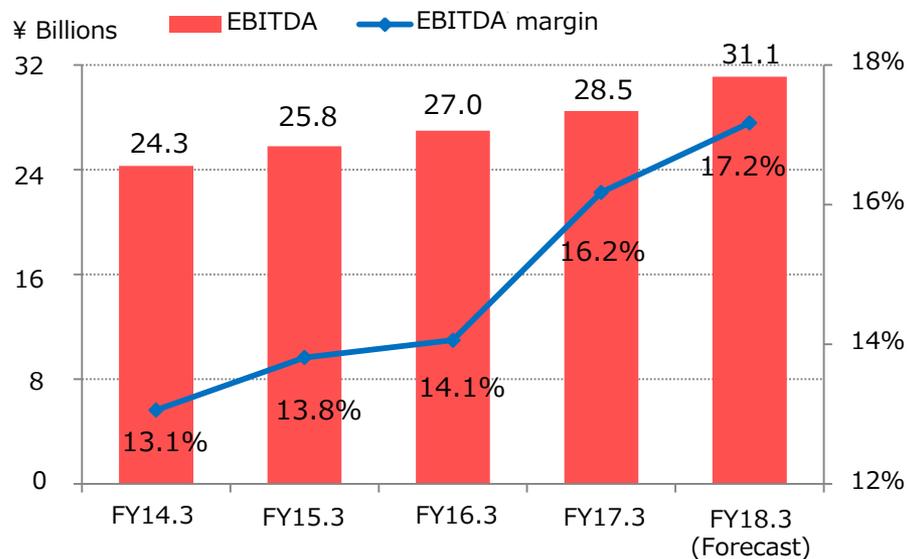


# Appendix

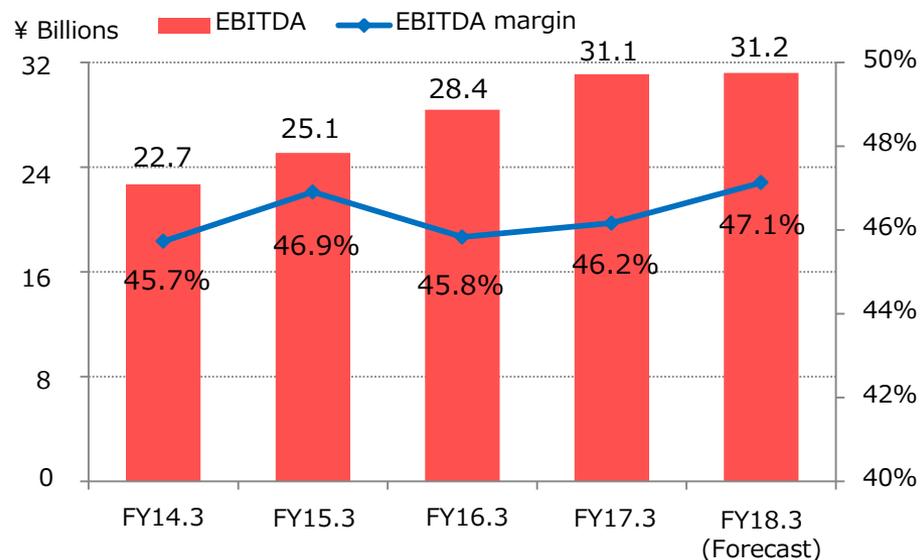
# EBITDA by Segment



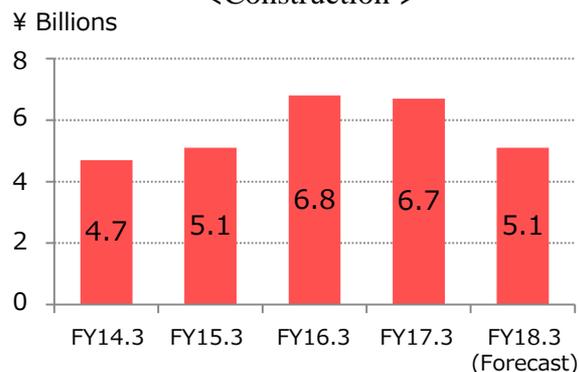
<Transportation>



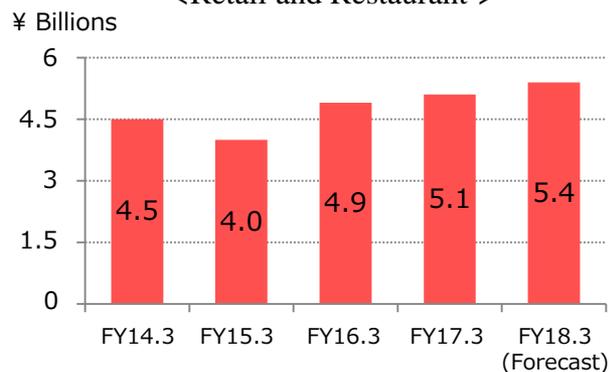
<Real Estate>



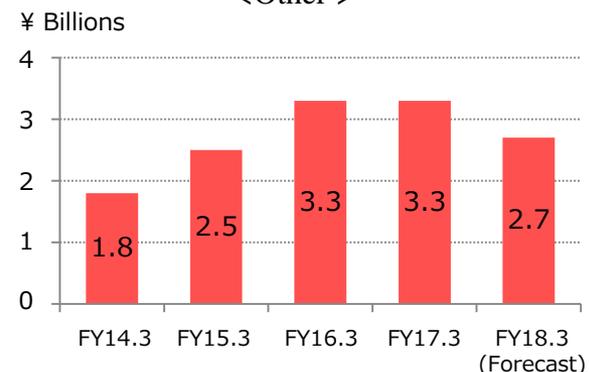
<Construction>



<Retail and Restaurant>



<Other>



Notes: Figures for the Transportation segment EBITDA up to and including FY2016/3 contain earnings from use of the Management Stabilization Fund (¥12.0 billion in FY2014/3, ¥12.5 billion in FY2015/3, and ¥11.1 billion in FY2016/3).  
 Figures by segment are prior to eliminating intersegment transactions.

# Major Properties



\*As of March 2017

Asset type	Name	Location	Timings (Opening / Acquisition)	Floor space / Units / Rooms	Tenant sales (FY2017/3)	Major tenants
Station building	AMU PLAZA Kokura	Kokura Kita Ward, Kitta Kyusyu City	Mar. 1998	Approx. 48,500㎡	¥12.0 billion	UNITED ARROWS, Francfranc, etc.
	AMU PLAZA Nagasaki	Onoemachi, Nagasaki City	Sep. 2000	Approx. 58,500㎡	¥20.8 billion	TOKYU HANDS, MUJI, UNITED CINEMAS, etc.
	AMU PLAZA Kagoshima	Chuocho, Kagoshima City	Sep. 2004	Approx. 65,000㎡	¥26.4 billion	TOKYU HANDS, ZARA, Cinema Kagoshima Mitte 10, etc.
	JR Hakata City	Hakata Ward, Fukuoka City	Mar. 2011	Approx. 240,000㎡	¥106.1 billion	Hankyu Department Store, TOKYU HANDS, T-Joy Hakata, etc.
	JR Oita City	Kanamemachi, Oita City	Apr. 2015	Approx. 154,000㎡	¥22.3 billion	TOKYU HANDS, TOHO CINEMAS, etc.
Office buildings	Akasaka Sanno Center Building	Chiyoda Ward, Tokyo	Acquired in Mar. 2011	Approx. 5,000㎡	—	—
	Nibancho Center Building	Chiyoda Ward, Tokyo	Acquired in Mar. 2014	Approx. 44,000㎡	—	—
	JRJP Hakata Building	Hakata Ward, Fukuoka City	Opened in Apr. 2016	Approx. 44,000㎡	—	—
	Hirakawacho Center Building	Chiyoda Ward, Tokyo	Acquired in Sep. 2016	Approx. 8,000㎡	—	—
Rental apartments	RJR Precia Yoshizukaekimae II	Hakata Ward, Fukuoka City	Feb. 2014	177	—	—
	RJR Oita Ekimae	Kanamemachi, Oita City	Feb. 2015	130	—	—
	RJR Precia Korimoto	Korimotocho, Kagoshima City	Feb. 2016	164	—	—
	RJR Precia Hakata	Hakata Ward, Fukuoka City	Feb. 2017	218	—	—
	And 25 other buildings					
Hotels	JR Kyushu Hotel Blossom Hakata Chuo	Hakata Ward, Fukuoka C	Apr. 2013	247	—	—
	JR Kyushu Hotel Blossom Shinjuku	Shibuya Ward, Tokyo	Aug. 2014	239	—	—
	And 12 other buildings					

# Overview of Major Development Pipelines



\*As of March 2017

Name	Location	Timings	Floor space / Lot area / Units / Rooms	Additional comments (uses, etc.)
Ropponmatsu Development	–	–	–	–
Ropponmatsu 421, etc. (Eastern area)	Chuo Ward, Fukuoka City	Slated to open in fall 2017	Lot area: Approx. 9,950㎡ Total floor space: Approx. 37,000㎡	Commercial facilities (Ropponmatsu Marche, TSUTAYA BOOKS, etc.) ; Kyushu University Law School, Fukuoka City Science Museum; Fee-based residential long-term care facilities (SJR Ropponmatsu)
MJR Ropponmatsu, etc. (Western area)	Chuo Ward, Fukuoka City	March 2017: Start of turnovers	Condominiums: 351 units Total floor space: Approx. 44,000㎡	Condominium turnover completed 1F commercial area
Kumamoto Station area development	Kumamoto City	Spring 2018: Scheduled start of operations in area under elevated tracks Spring 2019: Scheduled start of station building construction Spring 2021: Scheduled commencement of station building operations	Lot area: Approx. 70,000 m <sup>2</sup> (including area below elevated tracks) Total floor space: Approx. 110,000 m <sup>2</sup> (station building)	Area below elevated tracks: Commercial area Station building: Commercial area, movie theaters, hotels, etc. Multilayered parking lots: 2,100 parking spaces Residential areas: MJR, RJR, SJR, etc.
Nagasaki Station area development	Nagasaki City	Undecided * Scheduled for opening in FY2020/3 or later	Lot area: Approx. 48,000㎡ (including area below elevated tracks)	Promotion of development in area surrounding station out of consideration for Shinkansen opening and change to elevated tracks for conventional lines; Potentially integrated development of commercial areas, hotels, office buildings, etc.
Minami Kyushu development project	–	–	–	–
Kagoshima-Chuo Station West Exit	Kagoshima City	Undecided * Scheduled for opening in FY2020/3 or later	Lot area: Approx. 8,500㎡	Potentially integrated development including commercial areas, hotels, residential areas, etc.
Kagoshima Station area	Kagoshima City	Undecided * Scheduled for opening in FY2020/3 or later	Lot area: Approx. 14,000㎡	–
Miyazaki Station West Exit	Miyazaki City	Undecided * Scheduled for opening in FY2020/3 or later	Lot area: Approx. 4,000㎡	Potentially integrated development including commercial areas, hotels, residential areas, etc.
Area surrounding Kagoshima Rolling Stock Depot	Kagoshima City	Undecided * Scheduled for opening in FY2020/3 or later	Lot area: Approx. 12,000㎡	–
Hakata ekimae 2-chome development (Site formerly intended for Line Corporation Fukuoka Office Building)	Hakata Ward, Fukuoka City	Undecided	Lot area: Approx. 1,600㎡	Potentially integrated development including commercial areas, hotels, office areas, etc.
Teijin Limited Planned development of Osaka Headquarters	Chuo Ward, Osaka	Undecided	Lot area: Approx. 3,070㎡	–
JR Kyushu Hotel Blossom Naha	Naha City, Okinawa	Slated to open in Jun. 2017	Total number of rooms: 218 Total floor space: Approx. 11,000㎡	Ownership: ORION BREWERIES, LTD. Hotel operator: JR Kyushu Hotels Inc.
Shinbashi 1-chome hotel project	Minato Ward, Tokyo	Slated to open in fall 2019	Total number of rooms: 267 (planned) Total floor space: Approx. 10,000㎡	Integrated development of office buildings and hotels, joint development projects with NTT Urban Development Hotel owner: Kyushu Railway Company Hotel operator: JR Kyushu Hotels Inc.

# Forward-Looking Statements

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These materials contain forward-looking statements concerning business forecasts, targets, etc. of the JR Kyushu Group.

The Company decided on these forward-looking statements based on the available information, as well as Company estimates and assumptions, at the time these materials were created. Please note that actual performance can vary greatly depending on the impact of various factors such as the economic environment in Kyushu as well as greater Japan and overseas, the condition of the real estate market, the progress of each individual project, changes in laws and regulations, and a wide range of other risks.

These materials can be viewed on our corporate website.  
[http://www.jrkyushu.co.jp/company/ir\\_eng/library/earnings/](http://www.jrkyushu.co.jp/company/ir_eng/library/earnings/)