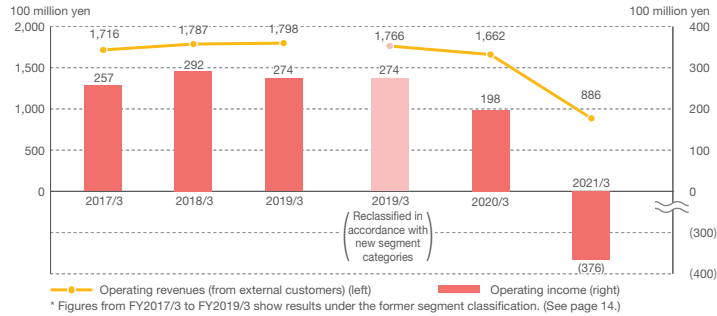


Transportation Segment — Overview



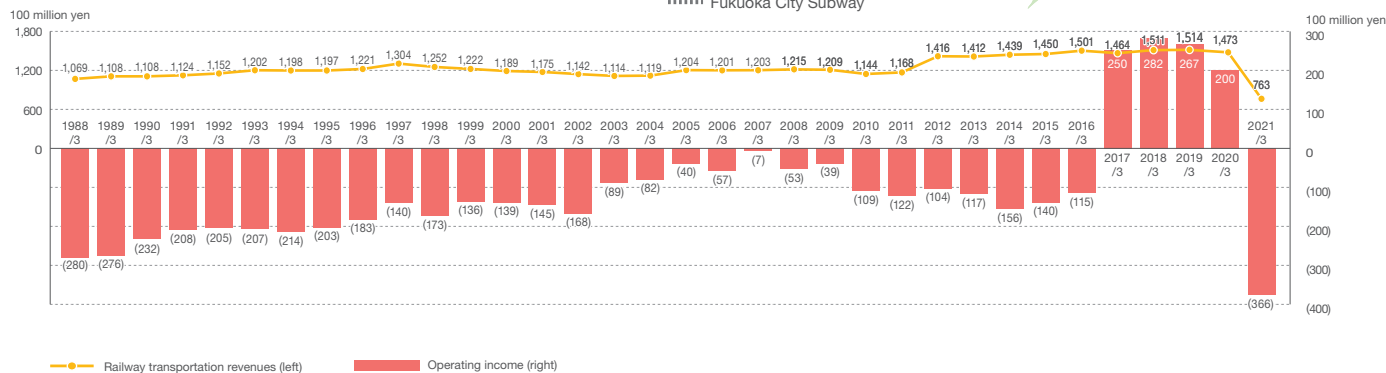
Railway Services

Route Summary
(as of March 31, 2021)

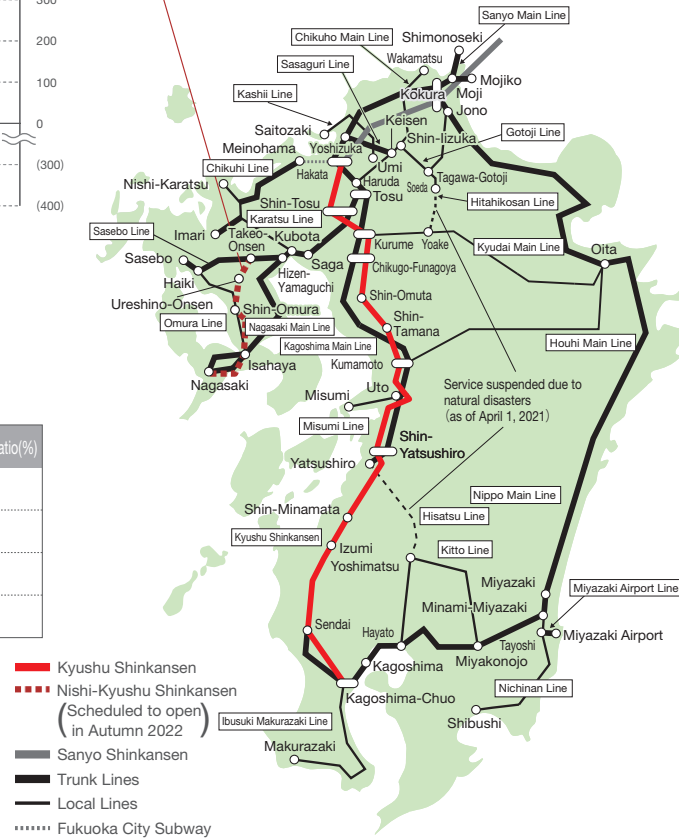
	Number of train lines	Operating Kilometers	No. of Stations	Electrification Ratio(%)
Shinkansen	1	288.9	4(11)	100
Trunk Lines	8	1,042.9	297	95
Local Lines	13	941.2	267	7
Total	22	2,273.0	568	59

* Number of stations in parentheses represent the number of stations including stations served by both Shinkansen and conventional lines.

Revenues from Railway Transportation and Operating Income in the Railway Business



Nishi-Kyushu Shinkansen
(Takeo-Onsen·Nagasaki)
Scheduled to open
in Autumn 2022



Bus Services



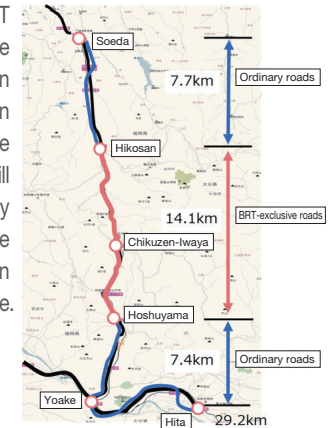
Number of Services by Route
(as of Jun 1, 2021)

Route name	No. of services	
	Total	(restated) at Kyushu Bus
Local bus		
Nogata	123	123
Ureshino	51	51
Hokusatsu	52	52
Subtotal	226	226
Expressway bus		
Fukuoka - Miyazaki	42	6
Fukuoka - Kagoshima	26	2
Fukuoka - Yamaguchi	8	2
Fukuoka - Hiroshima (daytime)	16	4
Fukuoka - Hiroshima (overnight)	2	1
Fukuoka - Izumo (overnight)	2	1
Shin-Yatsushiro - Miyazaki	32	16
Subtotal	128	32
Total	354	258

* Number of buses on weekdays

Restoring the Hitahikosan Line through the construction of a Bus Rapid Transit (BRT) system

Finalized the construction of a BRT system to restore the Soeda - Yoake segment, of which operation has been suspended since July 2017. In addition to the development of BRT-exclusive roads, in certain areas the BRT will operate on ordinary roads in proximity to residential areas. Bus stops will be established in areas other than train stations as well for added convenience.

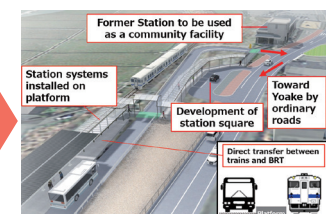


Development of station building and surrounding area (Soeda Station)

(Before restoration)



(After restoration)



The above image may be subject to change.

Current Status of Railway Business

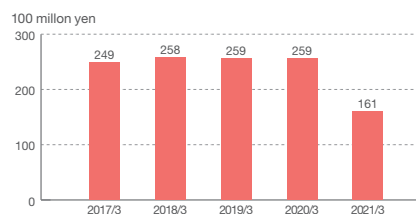
Railway Transportation Revenues

		2012 /3	2013 /3	2014 /3	2015 /3	2016 /3	2017 /3	2018 /3	2019 /3	2020 /3	2021 /3
Shinkansen	Passes	20	23	24	25	26	26	26	27	28	24
	Other	477	459	464	467	490	474	514	522	495	200
	Subtotal	498	482	489	493	516	501	541	549	523	224
Conventional Lines	Passes	288	291	296	293	295	294	296	297	297	238
	Other	630	637	654	663	688	668	673	668	652	300
	Subtotal	918	929	950	957	984	963	970	965	950	538
Total	Passes	309	314	320	319	322	321	323	324	325	262
	Other	1,107	1,097	1,118	1,131	1,179	1,143	1,188	1,190	1,147	500
	Subtotal	1,416	1,412	1,439	1,450	1,501	1,464	1,511	1,514	1,473	763
Index (FY1988/3=100)		132	132	135	136	140	137	141	142	138	71

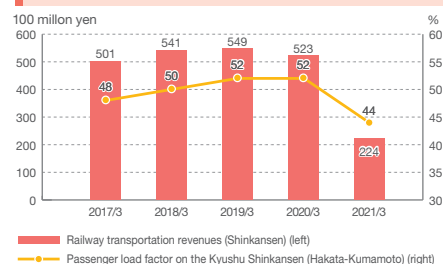
100 million yen

Railway Transportation Revenues(Short Distance*)

* Within 50 km



Railway Transportation Revenues (Shinkansen), Passenger Load Factor on the Kyushu Shinkansen (Hakata-Kumamoto)



— Railway transportation revenues (Shinkansen) (left)
 — Passenger load factor on the Kyushu Shinkansen (Hakata-Kumamoto) (right)

Number of Rolling Stocks

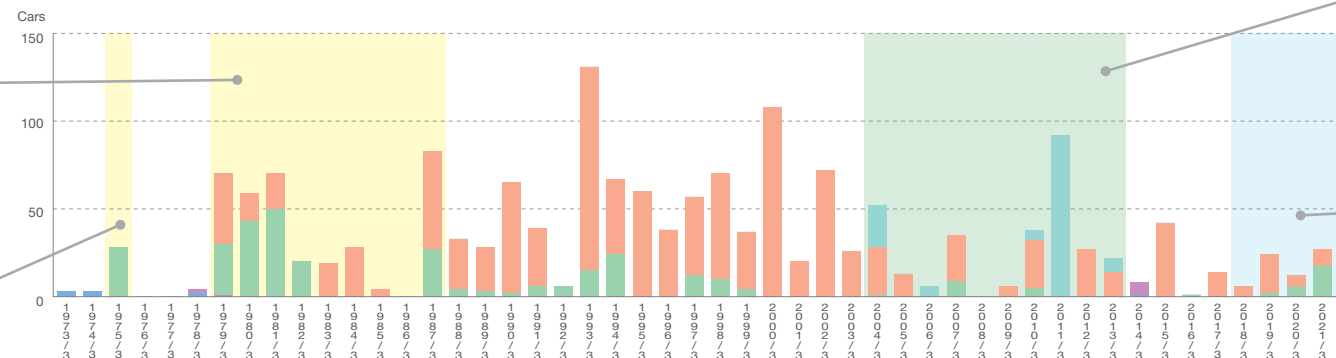
Number of Rolling Stocks by Type(as of March 31, 2021)

Type	SL Steam locomotive	EL Electric locomotive	DL Internal combustion locomotive	TEC Shinkansen	EC Electric railcars	DC Internal combustion railcars	PC Passenger cars	Other	Total
No. of rolling stocks	1	0	9	136	1,189	299	10	27	1,671

cars

Rolling Stock Fiscal Year of Manufacture (as of March 31, 2021)

Internal combustion locomotive Shinkansen Electric railcars Internal combustion railcars Passenger cars



* Excluding steam locomotives and other rolling stock

Transportation Data

Passenger-kilometers

		2012 /3	2013 /3	2014 /3	2015 /3	2016 /3	2017 /3	2018 /3	2019 /3	2020 /3	2021 /3
Shinkansen	Passes	157	176	186	188	194	196	195	199	204	177
	Other	1,666	1,605	1,639	1,674	1,735	1,655	1,809	1,832	1,745	690
	Subtotal	1,823	1,782	1,825	1,863	1,929	1,852	2,004	2,032	1,950	868
Conventional Lines	Passes	3,915	3,943	4,069	3,946	4,026	4,018	4,011	4,015	4,006	3,288
	Other	3,149	3,198	3,287	3,329	3,421	3,320	3,319	3,237	3,102	1,407
	Subtotal	7,064	7,141	7,357	7,275	7,448	7,339	7,331	7,252	7,108	4,696
Total	Passes	4,073	4,119	4,256	4,134	4,221	4,214	4,207	4,214	4,211	3,466
	Other	4,815	4,804	4,926	5,003	5,156	4,976	5,129	5,070	4,847	2,098
	Subtotal	8,888	8,924	9,182	9,138	9,378	9,191	9,336	9,285	9,059	5,564

Million passenger-km

Number of Passengers

		2012 /3	2013 /3	2014 /3	2015 /3	2016 /3	2017 /3	2018 /3	2019 /3	2020 /3	2021 /3
Total	Passes	201	203	211	206	212	213	215	217	218	183
	Other	108	110	112	113	118	118	121	121	118	67
	Subtotal	310	314	323	319	330	331	337	338	337	251
Shinkansen	Passes	2	2	2	2	2	2	2	2	2	2
	Other	9	9	10	10	10	10	11	11	11	4
	Subtotal	11	12	12	12	13	13	14	14	13	7

Million

* Numbers of Shinkansen passengers have been restated.

Train-kilometers, Car-kilometers

		2012 /3	2013 /3	2014 /3	2015 /3	2016 /3	2017 /3	2018 /3	2019 /3	2020 /3	2021 /3
Train-kilometers											
Shinkansen		9	10	10	10	10	9	9	9	9	8
Conventional Lines		61	61	61	61	61	60	60	56	56	53
Total		71	71	72	71	71	69	69	65	65	62
Car-kilometers											
Shinkansen		68	72	72	71	71	64	70	68	68	62
Conventional Lines		248	248	250	250	250	247	243	230	231	216
Total		317	320	322	322	322	311	314	299	299	278

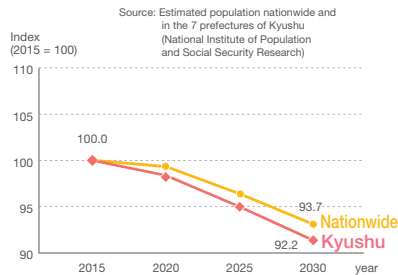
Million-km



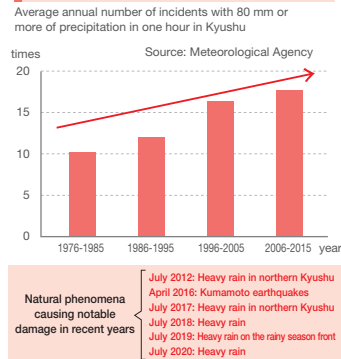
Build Sustainable Railway Services through Improvement in Earnings

Background

Declining population in Kyushu, where the pace of the decline exceeds that in the nationwide population



Increasing natural disasters in Kyushu



Countermeasures for aging facilities

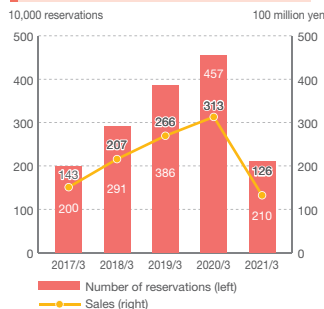


JR Kyushu will pursue earnings opportunities and work to increase future productivity in order to address market contraction due to a declining population, a decrease in the working population due to a declining birth rate and an aging population, the frequent occurrence / increased severity of natural disasters, and aging facilities.

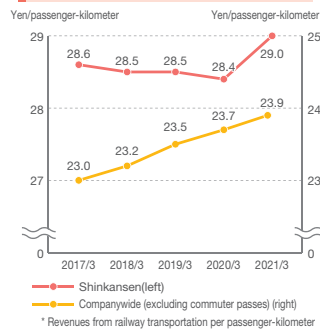
Pursuing Further Earnings Opportunities

- Increase online sales ratio by enhancing convenience of online train reservation system
- Increasing urban area earning power
- Bolster yield management
- Expand sales routes for JR Kyushu Rail Pass in cooperation with overseas travel agents and airlines
- Discovering tourism resources that utilize “Design & Story” trains

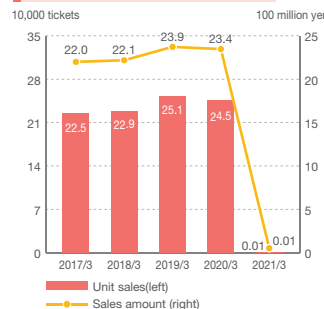
Internet Train Reservation Services:
Number of Reservations, Sales



Yield* (Companywide (excluding commuter passes), Shinkansen)



Sales Amount and Unit Sales of JR Kyushu Rail Pass



Improve Productivity

Service

- Expansion of the Smart Support Station
Providing guidance to customers from support center operators using camera and intercom equipment installed in stations
- Introduction of Assist Mars
Providing customer support from remote operators using ticket sales machines equipped with intercoms and remote operation functions

Operations

- Experimentations involving automatic driving systems
Implementing verification testing targeting the realization of self-driving trains, with a train crew member in the front of the train, but no train driver on duty
- Expanding one-person operation
Advancing one-person operation while securing safety through the introduction of platform monitoring equipment and platform detection devices

Maintenance

- Maintenance and inspections utilizing drones and robots
- Scheduled removal of unnecessary assets
- Monitoring of railways for trains in operation
Promoting inspection laborsaving with the installation of monitoring equipment on trains used to carry passengers

Energy

- Development and introduction of energy-saving train cars
Reducing energy expenses and maintenance expenses through the introduction of rolling stock with high energy efficiency
- Utilization of storage battery technology
Reducing electricity consumption through the effective use of regenerative electric power



Smart Support Station



Safety confirmation Guidance



Automated rail welding machines



Invigorating Local Communities through MaaS

Expanding/enhancing initiatives in realization of seamless mobility services

- Strengthening information/guidance for buses/trains in conjunction with spring 2020 timetable revision. Considering the expansion to other areas of this model.
- Verification testing in Miyazaki City, Nichinan City and the surrounding areas as a program for enterprises that advance/support MaaS in Japan by The Ministry of Land, Infrastructure, Transport and Tourism (November 6, 2020~March 12, 2021)
- Through system collaboration with ANA, offering seamless reservation payment, from airline ticket reservations to Shinkansen/limited-express train reservations

