

Semi-Annual Investor Meeting FY2020.3 (Fiscal Year Ending March 31, 2020)

I. Summary of Financial Results for 1st Half of FY2020.3



Corporate Officer and General Manager of Finance Department Tatsuhiko Yamada

Central Japan Railway Company October 29, 2019

	Income S	Statemer	nt (Non-	consoli	idated)
					(Billions of Yen
		1st Half of FY2019.3 (Apr Sep.) Results A	1st Half of FY2020.3 (Apr Sep.) Results B	Changes (B – A)	Main Factors for Changes
	perating Revenues ransportation Revenues)	727.0 (693.2)	751.2 (716.9)		Shinkansen +21.4, conventional lines +2.1
Op	erating Expenses	353.5	361.2	+7.6	
	Personnel Expenses	90.4	88.0	-2.3	Decrease in retirement benefit expenses
	Non-personnel Expenses	149.1	156.5	+7.3	
	Energy	21.0	22.5	+1.5	Increase in electricity charges
	Maintenance	40.3	43.0	+2.6	Increase in technology development expenses and maintenance of rolling stock
	Others	87.7	91.0	+3.2	Increase in advertising expenses and outsourcing expenses
	Taxes other than Income Taxes	20.8	21.2	+0.4	
	Depreciation & Amortization	93.0	95.3	+2.2	Rolling stock, ground facilities, etc.
Op	erating Income	373.4	390.0	+16.5	
Or	dinary Income	333.9	351.3	+17.3	
Ne	t Income	234.6	246.6	+11.9	

- I am Yamada, General Manager of the Finance Department. I would like to present a summary of the financial results for the six months ended September 30, 2019.
- $\ensuremath{\bigcirc}$ Let us start with an overview of the non-consolidated financial results.
- In terms of revenues, operating revenues increased by 24.2 billion yen year-on-year to reach 751.2 billion yen, marking a record high, mainly due to a 23.6 billion yen increase in transportation revenues owing to favorable business and tourism use.
- \odot Next, I would like to explain the main items of the operating expenses.
- Personnel expenses decreased by 2.3 billion yen year-on-year to 88.0 billion yen, mainly due to a decrease in retirement benefit expenses.
- O Non-personnel expenses increased by 7.3 billion yen, due to an increase in energy costs associated with an increase in the unit price of electricity charges, an increase in technology development expenses related to the test-run of next-generation limited express vehicles for conventional lines using the hybrid system, and an increase in other expenses owing to an increase in advertising expenses.
- \odot Depreciation & amortization increased by 2.2 billion yen due to the renewal of the EX service system.
- As a result, both revenues and incomes increased, and operating income, ordinary income, and quarterly net income were higher than in the past.

		(Bi	llions of Yen)
	1st Half of FY2019.3 (Apr Sep.) Results A	1st Half of FY2020.3 (Apr Sep.) Results B	Changes (B – A)
Operating Revenues	918.1	955.6	+37.4
Operating Expenses	527.1	548.7	+21.6
Operating Income	390.9	406.8	+15.8
Non-operating Income (Loss)	-39.1	-37.6	+1.4
Ordinary Income	351.8	369.2	+17.3
Net Income Attributable to Owners of the Parent	244.7	257.5	+12.8

○ Next, I would like to present the consolidated financial results.

- O Concerning operating revenues, consolidated operating revenues increased by 37.4 billion yen year-on-year to a record high of 955.6 billion yen, due to favorable transportation revenues in the Company and increased sales in Merchandise and Other business including JR Tokai Takashimaya and sales at NIPPON SHARYO.
- Operating expenses increased by 21.6 billion yen due to an increase in non-personnel expenses in the Company and an increase in cost of sales reflecting higher sales at Group companies.
- As a result, operating income was 406.8 billion yen, ordinary income was 369.2 billion yen, and net income attributable to owners of the parent was 257.5 billion yen, all record highs.

Segme	nt Inforn	nation (C	Consoli	dated)
				(Billions of Yer
	1st Half of FY2019.3 (Apr Sep.) Results A	1st Half of FY2020.3 (Apr Sep.) Results B	Changes (B – A)	Main Factors for Changes
Operating Revenues	918.1	955.6	+37.4	
Transportation	725.1	748.4	+23.3	(+) JR Tokai (Transportation)
Merchandise and Other	127.5	132.0	+4.4	(+) JR Tokai Takashimaya Tokai Kiosk
Real Estate	38.9	40.2	+1.3	(+) JR Tokai Real Estate
Other	95.6	111.9	+16.3	(+) NIPPON SHARYO
Operating Expenses	527.1	548.7	+21.6	
Operating Income	390.9	406.8	+15.8	
Transportation	371.6	387.1	+15.4	(+) JR Tokai (Transportation)
Merchandise and Other	4.3	4.6	+0.3	(+) JR Tokai Takashimaya Tokai Kiosk
Real Estate	10.6	11.3	+0.6	(+) JR Tokai Real Estate
Other	4.1	3.5	-0.5	(+) NIPPON SHARYO (-) JR Tokai Tours

- \odot Finally, I would like to explain the year-on-year changes in each segment.
- In Transportation, revenues and incomes increased, boosted by higher transportation revenues of the Company.
- In Merchandise and Other, revenues and incomes increased, boosted by JR Tokai Takashimaya with higher sales at department stores and an increase in sales at stores of Tokai Kiosk.
- \odot In Real Estate, revenues and incomes increased boosted by higher sales of residential land by JR Tokai Real Estate.
- O Finally, in the Other segment, while revenue increased mainly due to higher sales at NIPPON SHARYO's railway rolling stock business, income decreased due to an increase in cost of sales associated with higher sales at NIPPON SHARYO and expenses associated with upgrading the system at JR Tokai Tours.
- \odot This concludes my presentation.



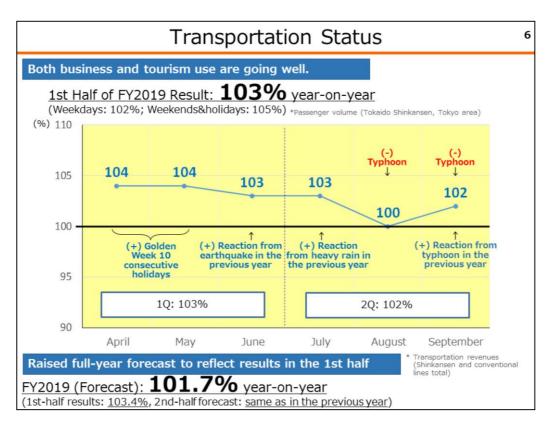
Semi-Annual Investor Meeting FY2020.3 (Fiscal Year Ending March 31, 2020)

- II. Transportation Status
- III. Performance Forecast for FY2020.3
- IV. Key Initiatives



Director, Corporate Officer, Corporate Planning Shunsuke Niwa

Central Japan Railway Company October 29, 2019



- \odot I am Niwa, Director, Corporate Officer of Corporate Planning. First is the transportation status of the Tokaido Shinkansen.
- In the first half, the passenger volume of the Shinkansen was 103% compared with the previous year, and many customers used it both on weekdays when many business travelers use it, and on weekends and holidays when many tourists use it.
- O Looking at the passenger volume of the Shinkansen every month, in April and May, the Golden Week Holidays were long holidays with 10 consecutive days off this year. In addition, due to the favorable weather, the total number of customers using the Shinkansen and conventional lines during the Golden Week Holidays was 118% compared with the previous year, which contributed to the increase in transportation revenues in the first half. Furthermore, transport disruptions due to natural disasters such as earthquakes, heavy rains, and typhoons in June, July, and September of last year, were also a factor in boosting passenger volume this year.
- On the other hand, this year, too, there have been delays and cancellations of trains due to typhoons, which have reduced the passenger volume in August and September in particular. Overall, however, there were no major accidents and we were able to provide safe and stable train operations. As a result, transportation revenues in the first half increased by 103.4% year-on-year.
- Against this backdrop, we revised the performance forecast of fullyear transportation revenues upward to 101.7% from the previous year.

Full- • To 1s	ook into account t	ised upward by 14 the fact that transpo	1.0 billion yen ortation revenues fo t and the impact of	r the
	(Performance forecas	st)	(Billions of Yen)	
		Full-year Forecast	YoY Comparison	
	Previous Forecast	1,407.0	+10.3	
	Current Forecast	1,421.0	+24.3	
	Changes	+14.0	+14.0	
	enses year forecast left	unchanged		
 On Oct operate 	ed and <u>almost all tra</u>	whoon No. 19 most affected by the ains were suspended. revenues: <u>Approximate</u>	typhoon, only 7 trains ely <u>3.0 billion yen</u>	s were

- \odot I would like to explain in detail our approach to revising the non-consolidated performance forecast.
- First of all, we reflected approximately 17.0 billion yen in our fullyear forecast, as the transportation revenues in the first half exceeded our initial forecast.
- O n the other hand, in the second half, due to the extremely large typhoon No. 19 accompanied by heavy rain, train services of the Shinkansen were almost completely suspended on October 12. We estimated the impact of this on transport revenues at approximately 3.0 billion yen and revised our forecast of transportation revenues for the second half to the same level as the previous year. As a result, we revised the full-year forecast of transportation revenues to 1,421.0 billion yen, which is 14.0 billion yen higher than the previous forecast.
- \odot In terms of expenses, we have not changed our initial forecast.

Revised Full-Year Performance Forecast for FY2020.3 (Non-consolidated)⁸

						(Billions of Yen
		FY2019.3 Results A	FY2020.3 Previous Forecast B	FY2019 Current Forecast C	Results vs. Forecast (C-A)	Change in Forecast (C-B)
	rating Revenues nsportation Revenues)	1,464.8 (1,396.6)	1,476.0 (1,407.0)	1,490.0 (1,421.0)	+25.1 (+24.3)	+14.0 (+14.0)
Ope	rating Expenses	797.1	831.0	831.0	+33.8	_
[Personnel Expenses	179.7	178.0	178.0	-1.7	_
	Non-personnel Expenses	381.7	416.0	416.0	+34.2	_
	Energy	43.1	46.0	46.0	+2.8	_
	Maintenance	140.5	168.0	168.0	+27.4	_
	Others	198.0	202.0	202.0	+3.9	_
	Taxes other than Income Taxes	42.2	42.0	42.0	-0.2	_
7	Depreciation & Amortization	193.4	195.0	195.0	+1.5	_
Ope	rating Income	667.7	645.0	659.0	-8.7	+14.0
Ordi	inary Income	590.1	568.0	582.0	-8.1	+14.0
Net	Income	414.0	399.0	408.0	-6.0	+9.0

- Based on the thinking I just mentioned, I would like to explain in detail the revisions of our non-consolidated full-year performance forecast.
- O We added 14.0 billion yen to transportation revenues and operating revenues while keeping our operating expenses unchanged. As a result, operating income increased 14.0 billion yen from the previous forecast to 659.0 billion yen, ordinary income increased 14.0 billion yen from the previous forecast to 582.0 billion yen, and net income increased 9.0 billion yen from the previous forecast to 408.0 billion yen. Each has been revised upward from the previous forecast.

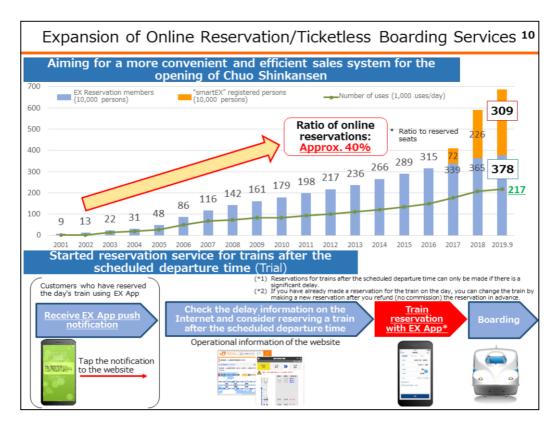
					(Billions of Yen)
		FY2019.3 Results A	FY2020.3 Previous Forecast B	FY2020.3 Revised Forecast C	Results vs. Forecast (C-A)	Change in Forecast (C-B)
Oper	ating Revenues	1,878.1	1,891.0	1,902.0	+23.8	+11.0
	Transportation	1,461.3	1,471.0	1,485.0	+23.6	+14.0
	Merchandise and Other	264.9	270.0	269.0	+4.0	-1.0
	Real Estate	82.1	82.0	81.0	-1.1	-1.0
	Other	261.0	263.0	269.0	+7.9	+6.0
Oper	ating Expenses	1,168.3	1,215.0	1,212.0	+43.6	-3.0
Oper	ating Income	709.7	676.0	690.0	-19.7	+14.0
	Transportation	664.8	640.0	654.0	-10.8	+14.0
	Merchandise and Other	9.6	8.0	8.0	-1.6	_
	Real Estate	20.2	20.0	20.0	-0.2	_
	Other	16.1	9.0	9.0	-7.1	_
Non- (Los	operating Income s)	-77.1	-77.0	-76.0	+1.1	+1.0
Ordi	nary Income	632.6	599.0	614.0	-18.6	+15.0
Attri	Income butable to Owners e Parent	438.7	416.0	426.0	-12.7	+10.0

- \odot Next, I would like to present the revisions to our consolidated full-year performance forecast.
- O In addition to an increase in operating revenues for the Company, we expect an increase in operating revenues at NIPPON SHARYO in Other segment, and a decrease due to a time lag in sales reporting for the JR Tokai Corporation in Merchandise and Other segment and JR Tokai Real Estate in Real Estate segment. As a result, consolidated operating revenues increased 11.0 billion yen from the previous forecast to 1,902.0 billion yen.

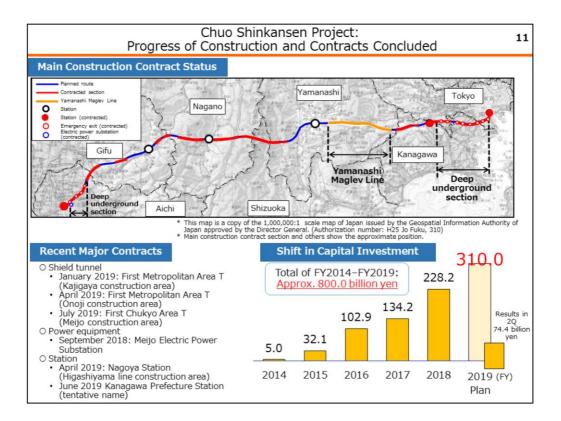
 Consolidated operating expenses are expected to decrease by 3.0 billion yen from the previous forecast, mainly due to a decrease in cost of sales resulting from lower sales at JR Tokai Corporation and JR Tokai Real Estate.

As a result, also on a consolidated basis, operating income, ordinary income, and net income attributable to owners of the parent are all revised upward from the previous forecast.

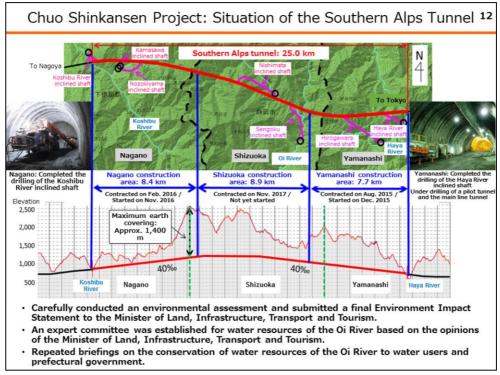
○ The interim dividend per share will be 75 yen as per the forecast announced at the beginning of the fiscal year.



- Next, I would like to explain our key initiatives.
- \odot In terms of sales, we continued to expand online reservation and ticketless boarding services.
- O The graph in the slide shows the number of Express Reservation members and smartEX registerd persons in a bar chart, and the usage per day in a line chart. As of the end of September, the combined number of daily use of both services reached approximately 217,000, and online reservations accounted for approximately 40% of the total number of reserved seats, and the number of users is steadily increasing.
- O In addition, as you can see on the bottom of the slide, in June this year, we started a trial of a new service that allows reservation by Express Reservation members who use the app of EX service, even for trains that have passed their scheduled departure, when there is a big delay in the train. In the future, we will expand the number of users and improve the services based on the usage conditions.
- O By realizing the "12 Nozomi Timetable" in the spring of next year, we will increase the number of Nozomi during busy hours and reduce the time required for Nozomi. Customers can shorten the travel time to the destination by making a train reservation online at their convenience and using Nozomi at a faster speed without waiting in line at a station ticket office. We will continue our efforts to make the Tokaido Shinkansen even more convenient.



- \odot Next, I would like to explain the progress in our contracts and construction of the Chuo Shinkansen Project.
- O In the map on this slide, blue refers to a planned route, red refers to contracted section, and orange refers to the Yamanashi Maglev Line. Construction contracts have been concluded mainly on difficult construction areas with a long construction period, such as the Southern Alps tunnel, Shinagawa and Nagoya terminals, and emergency exits, which serve as starting points for a shield machine to drill the main line tunnels in urban areas.
- Other major construction contracts concluded recently are listed on the lower left of the slide. Based on the timing of the start of operations, construction work started when the necessary preparations had been made, and full-scale construction is being pushed forward along the railway line.
- O The actual capital investment for the Chuo Shinkansen in the first half totaled 74.4 billion yen. Our capital investment plan has many items that post results in the second half, including the Chuo Shinkansen. The plan is generally progressing as planned compared with the initial plan of this fiscal year of 310.0 billion yen.



- $\odot\,$ I would like to explain the situation of the Southern Alps tunnel among the difficult constructions with a long construction period.
- O The Southern Alps tunnel is divided into three sections: Yamanashi, Shizuoka, and Nagano. Construction contracts have already been concluded for all construction areas, and tunnel drilling is steadily proceeding in the Yamanashi and Nagano construction areas. At the Shizuoka construction area, meanwhile, we are in the stage of proceeding with preparatory constructions such as building lodgings for construction workers and bank protection constructions. As these constructions are reaching their final stage, we believe that we must move on to the next stage of construction as soon as possible, that is, preparing yards near pit entrances, preparing sediment pits and other necessary facilities, and moving on to the next stage of tunnel drilling construction.
- The Company has submitted a final Environment Impact Statement based on the opinions of the prefectural governors and the Minister of Land, Infrastructure, Transport and Tourism, and has appropriately completed the environmental assessment procedures. The Minister of Land, Infrastructure, Transport and Tourism commented, "Continuously grasp the flow rate of the river before construction, and formulate a plan based on advice from experts, etc."
- O Subsequently, based on the opinions of the Minister of Land, Infrastructure, Transport and Tourism, the Oi River Water Resources Review Committee was held four times with the participation of the national and prefectural governments as observers, in addition to experts in tunnel engineering and river engineering. Environmental conservation measures were formulated to build the headrace tunnel and have the spring water generated during the construction flow to the Oi River.
- In addition, each time the committee meeting was held, we briefed the Prefectural Environmental Conservation Liaison Conference, the Oi River Water Supply Adjustment Council, and mayors of cities and towns along the railway line.
- $\odot\,$ After that, we have repeatedly and carefully explained details of the conservation of the Oi River water resources to water users and the prefecture.
- O The Ministry of Land, Infrastructure, Transport and Tourism, the Shizuoka Prefectural Government and the Company have signed an agreement on how to proceed for the time being with regard to the Shizuoka construction area, and confirmed that we would work toward the early realization of the Chuo Shinkansen while avoiding or reducing the impact on the natural environment of the Southern Alps.

Future	e Plans fo	r Lar	ge-sc	ale R	enov	ation 1
structures suchThe above mea		nnels base	ed on the o	concept of	preventiv	
* The total amo	ost	renovatio	n in FY201			
	Phase I Plan		Phase	II Plan		Phase III Plan
Fiscal Year	2013 to 2015 Results	2016 Results	2017 Results	2018 Results	2019 <u>Plan</u>	2019 to 2022 <u>New Plan</u>
Investment results/plan	75.3	34.0	36.3	36.1	34.0	136.0 *of which, 3.0 billion yen to be implemented in FY2019

- Finally, as we announced in the press the other day, I would like to explain the future plan of the large-scale renovation of the Tokaido Shinkansen.
- O Since FY2013, the Company has been conducting large-scale renovation of the civil engineering structure of the Tokaido Shinkansen from the viewpoint of preventive maintenance, and we are generally proceeding as planned. In addition to the construction plan currently being implemented, we have decided on the plan up to FY2022, and I would like to inform you of the outline of the plan.
- In terms of construction, we will continue to implement measures to prevent the occurrence of aging-related changes in civil engineering structures, such as bridges and tunnels, based on the concept of preventive maintenance.
- O This plan is expected to complete measures to prevent the occurrence of aging-related changes in steel bridges and tunnels. As for concrete bridges, there are still some parts that will not be completed due to discussions with underpass users, but we will continue to gradually proceed with the construction in FY2023 and beyond.
- The construction cost of this plan is approximately 136.0 billion yen. Of this amount, we plan to allocate 3.0 billion yen for FY2019, and the plan for large-scale renovation in FY2019 totals 37.0 billion yen, including 34.0 billion yen already announced.
- O We will continue to maintain the soundness of the civil engineering structures on the Tokaido Shinkansen for a long period of time by proceeding with large-scale renovation as planned.
- \odot This concludes my presentation.

Forward-looking statements and forecasts, etc. contained in this document are future prospects based on information available at the time of preparing this document and include risks and uncertainties. Examples of latent risks and uncertainties include economic conditions, the business environment, consumer trends, and the status of competition between the Company and its subsidiaries and other firms. Changes, etc. to laws and regulations, etc. may also be cited.

(Reference) Results and Performance Forecast of Major Subsidiaries 15 (before Consolidation Adjustment)

		1~		0 00110						/				
O Results (A	s of O	ctobe	r 28	8, 2019)									
	0	perating	Reven	ues		Opera	ating Inc	ome			Ordi	nary	Incom	ie
	FY2018 2Q Results		019 Q ults	YoY Changes	FY201 2Q Result		FY2019 2Q Results	YoY Change	es	FY201 2Q Result		FY2 2 Res	019 Q ults	YoY Changes
Takashimaya	68.2	69	.2	101.5%	2.0		2.2	111.29	%	2.1	Т	2.	.3	110.8%
JR Central Building	15.9	16	.1	101.8%	3.0		2.6	88.59	6	2.9		2.	.5	88.2%
JR Tokai Hotels	12.5	12	.8	102.1%	0.4		0.4	94.49	6	0.5		0.	.5	97.7%
NIPPON SHARYO	33.9	44	.8	131.9%	3.0		3.3	110.39	%	3.3		3.	.4	103.9%
					NIPPO	N SHA	ARYO Ne	et Income	9	3.2		5.	.0	155.7%
 Performan 	ice Fo	recas	t (As	s of Oct	ober	28,	2019)				(Billion	s of Yen)
		Operating	Revenu	Jes		Oper	ating Inco	me			Ordi	inary	Income	:
	FY2018 Results	FY2019 Forecast (Previous)	FY201 Foreca (Curren	st vs	FY2018 Results	FY20 Forec (Previo	ast Fored	ast vs		FY2018 Results	FY20 Foreo (Previo	cast	FY2019 Forecas (Current	t vs
Takashimaya	143.5	141.6	142.0	0 100.3%	4.9	3.3	3 3.3	3 100.1	.%	5.1	3.	5	3.5	100.1%
JR Central Building	32.5	32.7	32.7	100.2%	5.5	3.8	8 3.8	3 98.9	%	5.3	3.	5	3.5	99.2%
JR Tokai Hotels	26.5	26.7	26.7	100.2%	1.2	1.0	D 1.) 100.	1	1.4	1.	1	1.1	101.1%
NIPPON SHARYO	89.2	85.0	89.0	104.7%		2.4				8.2	2.3	7	3.9	144.4%
					NIPPOI	N SHA	ARYO Ne	et Income	9	8.9	2.5	5	5.5	220.0%

(Reference) Passenger Volume (Monthly Passenger Volume) 16

			新幹線 Shinkansen				来線 nal Railway
期間 Period	のぞみ Nozomi	ひかり Hikari	こだま Kodama	合計 Total	(参考) 大阪口	特急等 Express	名古屋近郊 Nagoya Area
19/04	104	104	103	104	105	107	102
19/05	104	103	103	104	104	105	99
19/06	103	103	101	103	104	102	99
FY 1Q	104	103	102	103	104	105	100
19/07	103	103	102	103	103	136	105
19/08	100	100	99	100	101	109	98
19/09	102	104	105	102	102	109	106
FY 2Q	102	102	102	102	102	116	103
FY 1H	103	103	102	103	103	110	101

(Reference) Passenger Volume (Passenger Volume during the peak holiday seasons)

17

			幹線 (ansen			:来線 onal Railway
期間 Period	のぞみ Nozomi	ひかり Hikari	こだま Kodama	合計 Total	特急等 Express	名古屋近郊 Nagoya Area(※
		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			101	107
4/26~5/6 期間 Summer Ho	120 Diidays	118	111	118	124	<u>107</u> 来線
期間 Summer Ho	blidays	新	幹線 (ansen		在	1
		新	幹線	合計	在	来線 onal Railway 名古屋近郊
期間 Summer Ho	blidays	新 Shink	幹線 (ansen		在 Conventio	来線 onal Railway

(Nozomi & Hikari \rightarrow Odawara \sim Shizuoka, Kodama \rightarrow Shin-Yokohama \sim Odawara)

The data of the Nagoya area is based on the passenger ridership of each month counted by automatic ticket gates.

% The data of the Nagoya area regarding the peak holiday seasons is based on the passenger ridership excluding commuter passes.

◆商業施設 Comme	ercial Facilities		◆ホデル Hotels					
	友 タカシマヤ ゲー JR Nagoya a	古屋ダカシマヤ び - トタワーモール rakashimaya nd Sate Tower Mall	フーモール shimaya			名古屋JRゲートタワーホテル Nagoya JR Gate Tower Hotel		
期間 Period	党上高合計 2020年2月期 (百万円) Total Sales FY2019: 2019.3~2020.2 (Millions of Yen)	前年同月 光 (%) YoY Companison	期間 Period	稼働辛(%) Occupancy Rate	前年同月比 増減 YoY Inc./Dec.	稼働辛 (%) Occupancy Rate	前年同月比 増減 YoY Inc/Dec	
19/03	15,276	104.3						
19/04	13,046	103.3	19/04	85.4	-5.0	96.4	2	
19/05	12,360	100.3	19/05	79.2	-5.4	89.3	-1	
19/06	13,646	106.2	19/06	75.7	-8.0	91.5	-1.	
19/07	13,369	98.1	19/07	77.2	-5.3	95.6	-0.	
19/08	11,933	105.9	19/08	75.7	-6.7	97.1	0	
19/09	15,935	129.5	19/09	79.2	-1.5	93.8	0	