### OVERVIEW OF JR EAST

### **GROUP PHILOSOPHY**

The JR East Group aims to contribute to the growth and prosperity of the East Japan area by providing quality leading-edge services, with train station and railway businesses at its core, to customers and communities.

We will continue to embrace the challenge of pursuing "extreme safety levels" and service quality reforms. Through technological innovation and globalization, we will strive to attain goals such as nurturing personnel with an expansive perspective, spurring the advancement of railways, and making line-side areas more attractive and convenient. To this end, JR East will continue to rigorously pursue its unlimited potential.

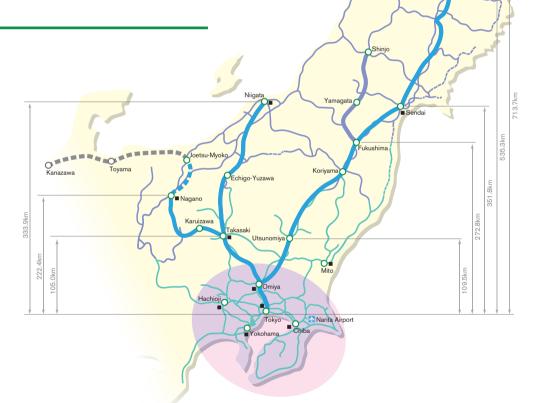
We aim to grow continuously while meeting our social responsibilities as a *Trusted Life-Style Service Creating Group*.

### RAILWAY MAP (As of Jun. 2014)



Branch Offices

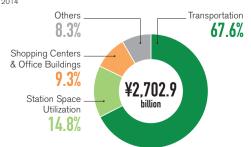




### **SEGMENT INFORMATION**

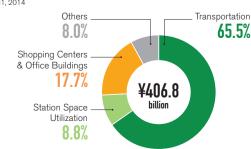
### **OPERATING REVENUES**

For the year ended March 31, 2014



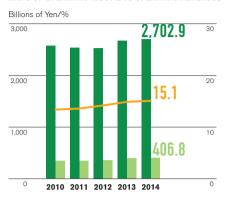
### OPERATING INCOME

For the year ended March 31, 2014



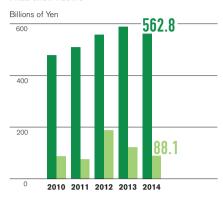
### **SELECTED FINANCIAL DATA**

#### OPERATING REVENUES. OPERATING INCOME AND RATIO OF OPERATING INCOME TO OPERATING REVENUES



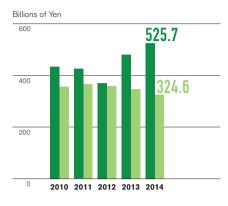
- Operating Revenues (left scale)
- Operating Income (left scale) - Ratio of Operating Income to Operating Revenues (right scale)

#### CASH FLOWS FROM OPERATING ACTIVITIES AND FREE CASH FLOWS



Cash Flows from Operating Activities Free Cash Flows

### CAPITAL EXPENDITURES AND DEPRECIATION

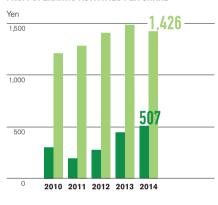


INTEREST-BEARING DEBT AND INTEREST-BEARING

**DEBT TO SHAREHOLDERS' EQUITY** 

■ Capital Expenditures Depreciation

### **EARNINGS PER SHARE AND CASH FLOWS** FROM OPERATING ACTIVITIES PER SHARE\*

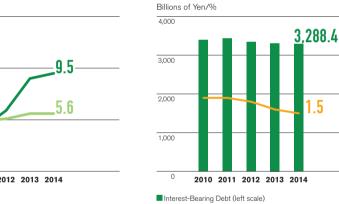


Earnings per Share Cash Flows from Operating Activities per Share

# RETURN ON AVERAGE EQUITY (ROE) AND RATIO OF

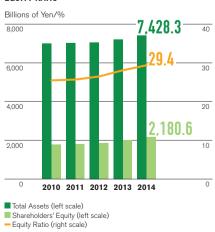


## OPERATING INCOME TO AVERAGE ASSETS (ROA)



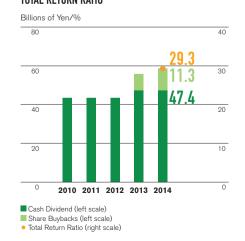
## Interest-Bearing Debt to Shareholders' Equity (right scale)

#### TOTAL ASSETS. SHAREHOLDERS' EQUITY AND **EQUITY RATIO**



### CASH DIVIDEND. SHARE BUYBACKS AND TOTAL RETURN RATIO

- ROA



#### LONG-TERM CREDIT RATINGS

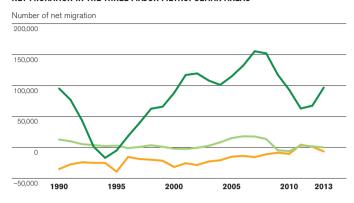
Rating agency	Rating
Moody's	Aa2 [Stable]
Standard & Poor's (S&P)	AA-[Stable]*
Rating & Investment Information (R&I)	AA+[Stable]

<sup>\*</sup> Standard & Poor's (S&P) revised upwards its Outlook on JR East's debt servicing from negative to stable in Nov. 2013.

<sup>\*</sup> JR East implemented a stock split at a ratio of 100 shares for 1 share of common stock with an effective date of January 4, 2009.

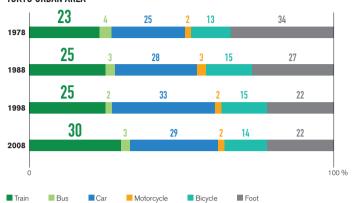
### BUSINESS ENVIRONMENT INDICATORS FOR THE TOKYO METROPOLITAN AREA

### NET MIGRATION IN THE THREE MAJOR METROPOLITAN AREAS



- Tokyo Metropolitan Area
- Nagoya Metropolitan Area
- Report on Internal Migration in Japan, Ministry of Internal Affairs and Communications, Apr. 2014.

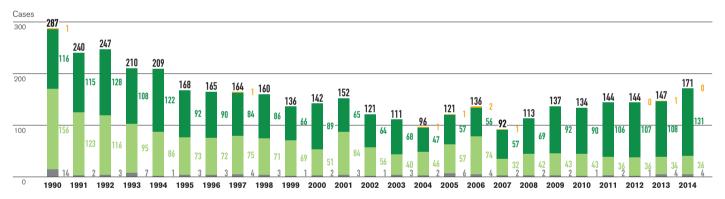
# PROPORTION OF TRANSPORT CARRIED BY DIFFERENT MEANS OF TRANSPORT IN TOKYO URBAN AREA



 The 5th Tokyo urban area person trip survey, Tokyo urban area traffic plan meeting, Nov. 2009.
 Note: Tokyo Urban Area: Tokyo Metropolis, Kanagawa Prefecture, Saitama Prefecture, Chiba Prefecture, and the southern part of Ibaraki Prefecture.

### SAFETY, ENVIRONMENTAL AND SOCIAL INDICATORS

### TRENDS IN RAILWAY ACCIDENTS



- Physical damage to property: accidents causing more than 5 million yen damage to property by train operation
- Fatalities or injuries: people killed or injured by train operation
  Accidents at railway crossings: people or automobiles being hit by trains
- Accidents at railway crossings: people or automobiles being hit by trains
  Train accidents: train collisions, derailments, and train fires

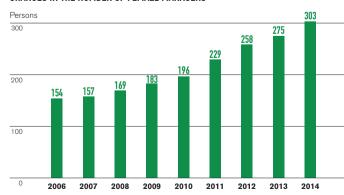
#### , ,

TRENDS IN JR EAST'S TOTAL CO2 EMISSIONS

#### Emissions (Million t-CO<sub>2</sub>) 3 Reduction 2.33 Reduction 2.26 Reduction 2% 2.15 Reduction 2.15 Reduction 10% 12% 1.88 Reduction 17% 17% 27% Changes in energy calculation methodology 2009 2010 2011 2012

\* Total CO<sub>2</sub> emissions in FY2014, when calculated with the same calculation methodology (category and boundary) as that used until FY2010, are 2.43 million tons of CO<sub>2</sub>.

### CHANGES IN THE NUMBER OF FEMALE MANAGERS



\* Including deputy managers in clerical work, assistant chiefs infield work, chief nurses in medical work, etc.