

月次営業概況のお知らせ

Monthly Report on Operating Conditions

(百万円/¥-mil.,千人/Thousands of people,%)

|   |  |   | 2023年度(FY 2023) |        |        |             |        |        |        |                 |        |        |        |                 |        |        |        |             |
|---|--|---|-----------------|--------|--------|-------------|--------|--------|--------|-----------------|--------|--------|--------|-----------------|--------|--------|--------|-------------|
|   |  |   | 4月              | 5月     | 6月     | 第1四半期       | 7月     | 8月     | 9月     | 第2四半期<br>累計     | 10月    | 11月    | 12月    | 第3四半期<br>累計     | 1月     | 2月     | 3月     | 年度累計        |
|   |  |   | Apr.            | May    | June   | 1st Quarter | Jul.   | Aug.   | Sept.  | 2 Q Accumulated | Oct.   | Nov.   | Dec.   | 3 Q Accumulated | Jan.   | Feb.   | Mar.   | Fiscal Year |
| 西日本鉄道(鉄道)<br>Nishi-Nippon Railroad(Railways)                        | 輸送人員<br>(Passengers transported of Railways) | 定期(Commuter-pass passengers)            | 4,421           | 5,090  | 4,946  | 14,457      | 4,918  | 4,568  | 4,585  | 28,528          | 4,918  | 4,847  | 4,775  | 43,068          | 4,533  | 4,233  | 4,155  | 55,989      |
|   |  | 前年比(Change)[%]                          | +5.1            | +4.8   | +4.2   | +4.7        | +3.6   | +5.1   | +5.6   | +4.7            | +3.7   | +3.4   | +3.2   | +4.3            | +3.5   | +7.7   | +4.7   | +4.5        |
|   |  | 定期外(Non-commuter pass passengers)       | 3,498           | 3,571  | 3,348  | 10,417      | 3,338  | 3,526  | 3,414  | 20,695          | 3,576  | 3,493  | 3,922  | 31,687          | 3,692  | 3,542  | 4,133  | 43,053      |
|   |  | 前年比(Change)[%]                          | +12.4           | +11.7  | +9.8   | +11.3       | +9.7   | +18.2  | +18.9  | +13.4           | +7.4   | +6.6   | +10.7  | +11.6           | +9.0   | +9.2   | +6.2   | +10.6       |
|   | 旅客運輸収入<br>(Passengers revenues of Railways)  | 合計(Total)                               | 7,919           | 8,661  | 8,294  | 24,874      | 8,256  | 8,094  | 7,999  | 49,223          | 8,494  | 8,340  | 8,697  | 74,755          | 8,225  | 7,775  | 8,288  | 99,042      |
|   |  | 前年比(Change)[%]                          | +8.2            | +7.5   | +6.4   | +7.4        | +6.0   | +10.5  | +10.9  | +8.2            | +5.3   | +4.7   | +6.4   | +7.2            | +5.9   | +8.4   | +5.4   | +7.1        |
|   |  | 定期(Commuter-pass passengers)            | 613             | 669    | 658    | 1,940       | 663    | 631    | 632    | 3,868           | 662    | 649    | 647    | 5,827           | 624    | 600    | 611    | 7,663       |
|   |  | 前年比(Change)[%]                          | +6.5            | +7.2   | +6.8   | +6.8        | +6.4   | +7.7   | +8.6   | +7.2            | +6.7   | +6.1   | +5.7   | +6.8            | +5.9   | +9.5   | +5.4   | +6.9        |
|   | 旅客運輸収入<br>(Passengers revenues of Railways)  | 定期外(Non-commuter pass passengers)       | 990             | 1,035  | 946    | 2,972       | 945    | 1,036  | 973    | 5,927           | 1,020  | 1,007  | 1,120  | 9,076           | 1,061  | 1,016  | 1,195  | 12,349      |
|   |  | 前年比(Change)[%]                          | +18.4           | +18.8  | +16.5  | +17.9       | +17.1  | +26.7  | +25.0  | +20.4           | +12.0  | +10.7  | +14.5  | +17.5           | +13.5  | +13.0  | +9.0   | +15.9       |
|   |  | 合計(Total)                               | 1,603           | 1,705  | 1,604  | 4,913       | 1,609  | 1,667  | 1,605  | 9,795           | 1,683  | 1,656  | 1,767  | 14,903          | 1,685  | 1,617  | 1,806  | 20,013      |
|   |  | 前年比(Change)[%]                          | +13.6           | +13.9  | +12.3  | +13.3       | +12.5  | +18.8  | +18.0  | +14.8           | +9.8   | +8.9   | +11.1  | +13.1           | +10.5  | +11.6  | +7.8   | +12.3       |
| 西日本鉄道(国内宿泊主体型ホテル)<br>Nishi-Nippon Railroad (Limited Service Hotels) | 既存ホテル<br>(Existing Hotels)                   | 稼働率<br>(Occupancy rate)                 | 76.6            | 74.9   | 75.4   | 75.6        | 75.0   | 74.4   | 77.0   | 75.5            | 82.2   | 86.1   | 79.3   | 77.9            | 70.4   | 81.2   | 81.6   | 77.8        |
|   |  | 前年比(Change)[P]                          | +15.3           | +12.8  | +10.8  | +13.0       | +8.4   | +9.0   | +8.2   | +10.7           | +8.7   | +5.9   | +0.4   | +8.9            | +3.5   | +3.7   | △ 0.4  | +7.2        |
|   |  | 平均客室単価<br>(Average revenue per room)    | 10,376          | 10,927 | 10,778 | 10,694      | 11,560 | 11,843 | 11,356 | 11,142          | 11,665 | 11,848 | 12,229 | 11,414          | 11,218 | 12,347 | 12,155 | 11,542      |
|   |  | 前年比(Change)[%]                          | +42.7           | +44.1  | +48.2  | +45.0       | +44.2  | +38.6  | +41.0  | +42.7           | +35.2  | +28.2  | +25.8  | +37.0           | +20.9  | +22.7  | +19.5  | +32.1       |
|   | 既存ホテル<br>(Existing Hotels)                   | Rev PAR<br>(Revenue per available room) | 7,943           | 8,181  | 8,126  | 8,084       | 8,666  | 8,814  | 8,746  | 8,415           | 9,585  | 10,200 | 9,699  | 8,886           | 7,901  | 10,024 | 9,923  | 8,981       |
|   |  | 前年比(Change)[%]                          | +78.3           | +73.8  | +72.9  | +74.9       | +62.3  | +57.7  | +57.9  | +66.4           | +51.2  | +37.6  | +26.5  | +54.5           | +27.4  | +28.6  | +19.0  | +45.6       |
|   |  | 稼働率<br>(Occupancy rate)                 | 76.8            | 75.6   | 76.3   | 76.2        | 75.9   | 75.5   | 78.0   | 76.3            | 82.8   | 86.6   | 80.1   | 78.6            | 71.5   | 81.9   | 82.4   | 78.6        |
|   |  | 前年比(Change)[P]                          | +15.5           | +13.5  | +11.7  | +13.6       | +9.3   | +10.1  | +9.2   | +11.5           | +9.3   | +6.4   | +1.2   | +9.6            | +4.6   | +4.4   | +0.4   | +8.0        |
|   | 全ホテル<br>(Total)                              | 平均客室単価<br>(Average revenue per room)    | 10,361          | 10,922 | 10,736 | 10,677      | 11,549 | 11,810 | 11,368 | 11,131          | 11,690 | 11,882 | 12,305 | 11,423          | 11,292 | 12,469 | 12,285 | 11,576      |
|   |  | 前年比(Change)[%]                          | +42.5           | +44.0  | +47.6  | +44.7       | +44.1  | +38.2  | +41.1  | +42.6           | +35.5  | +28.6  | +26.6  | +37.1           | +21.7  | +23.9  | +20.8  | +32.5       |
|   |  | Rev PAR<br>(Revenue per available room) | 7,955           | 8,253  | 8,197  | 8,137       | 8,765  | 8,920  | 8,865  | 8,497           | 9,676  | 10,285 | 9,861  | 8,980           | 8,079  | 10,209 | 10,119 | 9,098       |
|   |  | 前年比(Change)[%]                          | +78.6           | +75.4  | +74.4  | +76.1       | +64.1  | +59.6  | +60.0  | +68.0           | +52.7  | +38.8  | +28.6  | +56.1           | +30.3  | +31.0  | +21.3  | +47.5       |

※百万円未満切捨(Amounts less than one million yen have rounded down)

※既存ホテルは、当該月およびその前年同月のいずれにも営業していたホテルを対象としております。(Existing Hotels refers to hotels that were open both in the current month and the same month of the previous year)

※上記数値は、決算における確定値と異なる場合があります。(The above figures may differ materially from the final figures shown in the financial statements.)