Presentation on FY2021 Financial Results for Investors



May 20, 2022

Nankai Electric Railway Co., Ltd.

(Tokyo Stock Exchange, Prime Market, Securities Code: 9044)



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I. Summary of Financial Results for FY2021

	FY2021	FY2020	Compared to FY2020 results		FY2021 forecasts	Compared to FY2021 forecasts		(Reference) FY2019
	results results (A) (B)		Change (A-B)	Percentage change	(Announced October 2021) (C)	Change (A-C)	Percentage change	results
Operating revenue (Before the application of the revenue recognition)	201,793 (188,747)	190,813	10,979 (-2,065)	5.8% (-1.1%)	206,400	-4,606	-2.2%	228,015
Operating income (Before the application of the revenue recognition)	12,190 (12,169)	5,552	6,637 (6,616)	119.5% (119.2%)	10,400	1,790	17.2%	35,223
Non-operating income	2,004	1,695	309	18.3%				1,462
Non-operating expenses	4,263	5,393	-1,130	-21.0%				5,009
Ordinary income	9,931	1,854	8,077	435.7%	7,800	2,131	27.3%	31,677
Extraordinary income	25,282	2,349	22,933	976.3%				3,000
Extraordinary losses	27,028	5,400	21,628	400.5%				4,150
Profit attributable to owners of parent	4,021	-1,861	5,883	_	4,400	-378	-8.6%	20,811

<Main reasons for changes compared to the previous year>

While completed construction contracts decreased in the construction, revenue in the transportation rose due to an increase in the number of passengers carried and the application of revenue recognition. Income increased for reasons such as the shrinkage of losses in the transportation.

<Main reasons for changes compared to forecasts announced in October 2021>

Revenue fell due to a decrease in the amount of completed construction contracts in the construction, while operating income exceeded the forecast due to reduced expenses and other factors in each segment. Profit attributable to owners of parent decreased due to the partial withdrawal of deferred tax assets.



Compared to Compared to FY2021 FY2021 FY2020 (Reference) FY2020 results FY2021 forecasts forecasts FY2019 results results (Announced Change Percentage Change Percentage October 2021) results (A) (B) (C) (A-B) change (A-C) change 21,408 27,966 -6.558-23.4% 31,100 -9,691 -31.2% 47,917 Investment Depreciation and amortization 28,591 29,410 -819 -2.8%28.800 -208-0.7%28,786 16.5% 41,568 35.695 5,872 1,568 3.9% EBITDA* 40.000 64,976 482,487 506.475 -23,988-4.7% 482.700 -0.0%467.953 -212Interest-bearing debt 446,017 464,619 -18,602-4.0% 455,500 -9,482-2.1%450,079 Net interest-bearing debt Ratio of interest-bearing 11.6 times 14.2 times -2.6 pt 12.1 times -0.5 pt 7.2 times debt to EBITDA* Ratio of net interest-bearing 10.7 times 13.0 times 11.4 times -0.7 pt -2.3 pt 6.9 times debt to EBITDA*

<Main reasons for changes compared to the previous year>

Declined due to the acquisition of the Namba Front Building, etc. in the previous year.

Interest-bearing debt Decreased by gradually using and withdrawing cash and deposits accumulated during the previous year, in addition to benefits from higher income and reined-in investment.

<Main reasons for changes compared to forecasts announced in October 2021>

Investment Decreased due to the reduction of construction costs, rescheduled projects, etc.

* Operating income + Dividend income + Depreciation and amortization



Investment

[Consolidated subsidiaries: 54, non-consolidated subsidiaries: 16, non-equity method affiliates: 6]

Change (from March 31, 2021) Decrease in consolidated subsidiaries, 1 company (liquidation): Nankai Amusement Co., Ltd.

Increase in non-consolidated subsidiaries, 3 companies (newly established):

Every Buddy Co., Ltd., LAWN Inc., EMOSHARE, Inc.

Transportation (35 companies)	Real Estate (5 companies)	Distribution (9 companies)	Leisure and Services (21 companies)	Construction (4 companies)	Other (7 companies)
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* Nankai Electric Railway Co., Ltd. (the Company) is included in duplicate in the Transportation, Real Estate, Distribution, and Leisure and Services segments. SEMBOKU RAPID RAILWAY CO., LTD. is included in duplicate in the Transportation and Real Estate segments.

Operating revenue (Billions of yen)

Operating income (Billions of yen)





* Percentage share: Ratio to operating revenue, including that from intersegment transactions



Segment operating revenue and operating income



6

Segment operating revenue and operating income

(ii) Quarterly (3 months) operating income



(Millions of yen)



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655 376 104 8 **Real Estate** Distribution 820 174 12 -0 -10 Leisure and Services Other Construction

2.738

Segment operating revenue and operating income (compared to FY2020)

(i) Change of operating revenue (compared to FY2020)





Segment operating revenue and operating income (compared to FY2020)

		Ope	erating revenu	ıe			Ор	erating incom	e	
	FY2021	FY2020	Compared	Compared to FY2020 (F		FY2021	FY2020	Compared	to FY2020	(Reference)
	results	results	Change	Percentage change	FY2019 results	results	results	Change	Percentage change	FY2019 results
Transportation	83,371 (70,746)	66,566	16,805 (4,180)	25.2% (6.3%)	100,980	−7,382 (−7,584)	-13,599	6,216 (6,014)	 (_)	12,953
Real Estate	45,598 (44,088)	41,777	3,821 (2,310)	9.1% (5.5%)	43,486	12,577 (12,699)	12,878	-301 (-179)	-2.3% (-1.4%)	13,832
Distribution	21,965 (23,875)	25,312	−3,346 (−1,437)	-13.2% (-5.7%)	32,348	1,144 (1,204)	1,883	-738 (-679)	-39.2% (-36.1%)	3,835
Leisure and Services	38,241 (37,377)	34,756	3,484 (2,621)	10.0% (7.5%)	42,981	3,834 (3,833)	2,285	1,548 (1,548)	67.7% (67.7%)	2,762
Construction	38,121	45,490	-7,368	-16.2%	41,111	1,959	1,699	260	15.3%	2,304
Other	2,653	3,027	-373	-12.3%	3,503	176	248	-72	-29.0%	212
Adjustment	−28,159 (−28,115)	-26,116	(-)	_ (-)	-36,396	−120 (−120)	155	_ (-)	_ (-)	-677
Total	201,793 (188,747)	190,813	10,979 (−2,065)	5.8% (-1.1%)	228,015	12,190 (12,169)	5,552	6,637 (6,616)	119.5% (119.2%)	35,223



* Figures in parentheses indicate those before the application of the revenue recognition.

Segment operating revenue and operating income (compared to forecasts announced in October 2021)

(Millions of yen) (i) Change of operating revenue (compared to forecasts announced in October 2021)



(ii) Change of operating income (compared to forecasts announced in October 2021)



Segment operating revenue and operating income (compared to forecasts announced in October 2021)

		Operating r	revenue			Operating	income	
	FY2021 results	FY2021 forecasts (Announced October 2021)	Change	Percentage change	FY2021 results	FY2021 forecasts (Announced October 2021)	Change	Percentage change
Transportation	83,371	82,800	571	0.7%	-7,382	-6,600	-782	_
Real Estate	45,598	45,500	98	0.2%	12,577	11,500	1,077	9.4%
Distribution	21,965	22,500	-534	-2.4%	1,144	800	344	43.1%
Leisure and Services	38,241	38,500	-258	-0.7%	3,834	3,000	834	27.8%
Construction	38,121	42,400	-4,278	-10.1%	1,959	1,500	459	30.6%
Other	2,653	2,600	53	2.1%	176	100	76	76.7%
Adjustment	-28,159	-27,900	_	_	-120	100		_
Total	201,793	206,400	-4,606	-2.2%	12,190	10,400	1,790	17.2%



	Transportation	FY2021 results	FY2020 results	Change	Percentage change	FY2021 Amount affected by the revenue recognition
Operating revenue		83,371	66,566	16,805	25.2%	12,625
	Railway business	48,078	45,665	2,412	5.3%	35
	Bus business	17,513	16,189	1,324	8.2%	9
	Other transportation businesses	24,077	10,047	14,029	139.6%	12,580
	Adjustment (intrasegment)	-6,297	-5,336	_	_	-0
Operating	Operating income		-13,599	6,216		201
comp	Railway business	-5,545	-9,595	4,049		201
Main components	Bus business	-1,614	-3,356	1,742		_

• The effects of COVID-19 still continued, but revenue grew because the number of passengers transported rose compared to the same period of the previous year in the railway and bus businesses and because the total amount of revenue in the cargo transportation business was recognized due to the application of the revenue recognition. Income rose partly because of the effects of cost.



Revenue from railway passengers and passengers carried (non-consolidated)

(Millions of yen, thousands of passengers)

٨	II lines	FY2021	FY2020	Compared to F	TY2020 results	Compared to FY2019 results		
All lines		results	results	Change	Percentage change	Change	Percentage change	
Pas rev	Non-commuter passes	20,538	18,544	1,993	10.8%	-14,535	-41.4%	
Passenger revenue	Commuter passes	18,495	18,548	-52	-0.3%	-4,066	-18.0%	
jer e	Total	39,033	37,092	1,941	5.2%	-18,602	-32.3%	
Pas	Non-commuter passes	65,964	60,670	5,294	8.7%	-31,810	-32.5%	
Passengers carried	Commuter passes	116,887	117,494	-607	-0.5%	-24,793	-17.5%	
ers	Total	182,851	178,164	4,687	2.6%	-56,603	-23.6%	

(Millions of yen, thousands of passengers)

Airport line		FY2021	FY2020	Compared to F	TY2020 results	Compared to FY2019 results		
All	port line	results	results	Change	Percentage change	Change	Percentage change	
Pas re	Non-commuter passes	2,203	1,686	517	30.7%	-6,366	-74.3%	
Passenger revenue	Commuter passes	780	838	-57	-6.9%	-766	-49.5%	
e	Total	2,984	2,524	459	18.2%	-7,133	-70.5%	
Pas	Non-commuter passes	3,194	2,574	620	24.1%	-7,501	-70.1%	
Passengers carried	Commuter passes	2,631	2,570	61	2.4%	-2,261	-46.2%	
ers	Total	5,825	5,144	681	13.2%	-9,762	-62.6%	

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Segment information (Transportation)



Segment information (Transportation)



	Real Estate	FY2021 results	FY2020 results	Change	Percentage change	FY2021 Amount affected by the revenue recognition
Operating revenue		45,598	41,777	3,821	9.1%	1,510
	Real estate leasing business	32,531	30,737	1,793	5.8%	1,510
	Real estate sales business	13,477	11,571	1,905	16.5%	_
	Adjustment (intrasegment)	-409	-531	_	_	-0
Operating) income	12,577	12,878	-301	-2.3%	-121
Comp	Real estate leasing business	11,625	12,063	-438	-3.6%	-124
Main Components	Real estate sales business	1,115	989	126	12.7%	2

• In the real estate leasing business, while revenue increased because the total amount of revenue from water supply, fuel, and lighting charges collected from tenants was recognized due to the application of the revenue recognition, along with the contribution of new properties, income decreased due to lower revenue from existing properties.

• The real estate sales business saw an increase both in revenue and income due to an increase in sales of properties for business use.



	Distribution	FY2021 results	FY2020 results	Change	Percentage change	FY2021 Amount affected by the revenue recognition
Operating revenue		21,965	25,312	-3,346	-13.2%	-1,909
	Management of Shopping Centers	12,260	12,368	-108	-0.9%	706
	Station premises business	10,705	13,648	-2,943	-21.6%	-2,469
	Other distribution businesses	609	744	-134	-18.1%	_
	Adjustment (intrasegment)	-1,608	-1,448	_	_	-147
Opera	ting income	1,144	1,883	-738	-39.2%	-59
Main compone	Management of Shopping Centers	581	1,523	-942	-61.9%	-59
Main components	Station premises business	618	391	226	57.9%	_

• Both revenue and income decreased because the net amount of revenue related to consignment buying was recognized due to the application of the revenue recognition, along with the impact of the prolonged COVID-19 pandemic and other factors.



	Leisure and Services	FY2021 results	FY2020 results	Change	Percentage change	FY2021 Amount affected by the revenue recognition
Operating revenue		38,241	34,756	3,484	10.0%	863
	Building management and maintenance business	23,757	22,346	1,410	6.3%	-34
	Other leisure and service businesses	16,356	14,365	1,991	13.9%	903
	Adjustment (intrasegment)	-1,872	-1,955	_	_	-5
Operating income		3,834	2,285	1,548	67.7%	0
Main components	Building management and maintenance business	1,353	1,092	260	23.8%	_

• In the building management and maintenance business, both revenue and income grew due to increase in revenue from equipment construction work.

• In other leisure and service businesses, the Company posted greater revenue and income due to recovery from the effects of COVID-19 and because the travel agency recognized the total amount of revenue from organized tours as the result of the application of the revenue recognition.



Segment information (Construction and Other)

	Construction	FY2021 results	FY2020 results	Change	Percentage change	FY2021 Amount affected by the revenue recognition
Operating revenue		38,121	45,490	-7,368	-16.2%	_
	Construction	38,156	45,510	-7,354	-16.2%	_
	Adjustment (intrasegment)	-34	-19	_	_	_
Operatin	ng income	1,959	1,699	260	15.3%	_

(Main reasons for changes)

Revenue fell due to a decrease in the amount of completed construction contracts, and income rose because of improved profit ratios, etc.

(Millions of yen)

(Millions of ven)

	Other	FY2021 results	FY2020 results	Change	Percentage change	FY2021 Amount affected by the revenue recognition
Operating revenue		2,653	3,027	-373	-12.3%	_
	Other	2,663	3,041	-377	-12.4%	_
	Adjustment (intrasegment)	-10	-13	_	_	_
Operating income		176	248	-72	-29.0%	_

(Main reasons for changes)

Both revenue and income decreased due to a decrease in revenue from systems, etc.



Non-operating income and expenses and extraordinary income and losses

					(Millions of yen)
		FY2021 results	FY2020 results	Change	Remarks
Non-op	perating income	2,004	1,695	309	
	Interest income	24	24	0	
	Dividend income	786	732	54	
	Miscellaneous income	1,193	938	254	
Non-op	perating expenses	4,263	5,393	-1,130	
	Interest expenses	3,817	4,149	-332	
	Miscellaneous expenses	446	1,244	-798	
Extrao	Extraordinary income		2,349	22,933	
	Contribution for construction	23,311	330	22,981	
	Contribution for restoration	-	1,230	-1,230	
	Other	1,970	789	1,181	FY2021: Cooperation money for large facilities, etc.
Extrao	rdinary losses	27,028	5,400	21,628	
	Tax purpose reduction entry of contribution for construction	23,268	326	22,942	
	Impairment losses	943	2,120	-1,176	
	Loss on Coronavirus disease	649	458	190	
	Loss on reconstruct	509	1,867	-1,358	
	Other	1,657	627	1,030	FY2021: Loss on retirement of non- current assets, etc.



						(Millio	ns of yen)
	As of March 31, 2021	As of March 31,2020	Change	Main reasons for changes			
Current assets	85,147	101,068	-15,921	 Current assets Decrease in cash and deposits Decrease in notes and accounts receivable-trade -¥5.8 billio -¥2.9 billio 			
Non-current assets	835,829	861,161	-25,331	 Decrease in merchandise and finished goods -¥3.5 bit Non-current assets Decrease mainly due to the advanced depreciation of fixed assets entered in the balance sheet as the result the completion of continuous flyover roadway constru- (up route) in Takaishi City 		3.5 billion	
assets	920,976	962,229	-41,252			e result of	
liabilities	660,260	703,660	-43,399	 Decrease in current liabilities and other account titles as a result of the completion of continuous flyover roadway construction (up route) in Takaishi City 			
assets	260,716	258,569	2,147		As of March 31,2021		illions of yen) Change
				Interest-bearing debt	482.4	506.4	-23.9
				Net interest- bearing debt	446.0	464.6	-18.6
	920,976	962,229	 -41,252 Net assets Profit attributable to owners of parent Valuation difference on available-for-s 				€4.0 billion ities 1.0 billion 2.8 billion
	Non-current	31, 2021Current assets85,147Non-current assets835,829assets920,976liabilities660,260assets260,716liabilities and920,976	31, 2021 31,2020 Current assets 85,147 101,068 Non-current assets 835,829 861,161 assets 920,976 962,229 liabilities 660,260 703,660 assets 260,716 258,569	31, 2021 31,2020 Change Current assets 85,147 101,068 -15,921 Non-current assets 835,829 861,161 -25,331 assets 920,976 962,229 -41,252 liabilities 660,260 703,660 -43,399 assets 920,976 962,229 -41,252	31, 202131,2020ChangeMCurrent assets85,147101,068-15,921• Current assets • Decrease in or receivable-tra • Decrease in or finished good • Non-current assetsNon-current assets835,829861,161-25,331• Current assets • Decrease in or finished good • Non-current assetsassets920,976962,229-41,252• Liabilities • Decrease in or fixed assets ethe completion (up route) inliabilities660,260703,660-43,399• Liabilities • Decrease in or result of the construction (• Decrease in or result of the construction (• Decrease in or estimation of the construction (• Decrease in or result of the construction (• Decrease in or • Decrease in or 	31, 202131,2020ChangeMain reasons toCurrent assets85,147101,068-15,921• Current assets • Decrease in notes and account receivable-trade • Decrease in merchandise and finished goodsNon-current assets835,829861,161-25,331• Current assets • Decrease in merchandise and finished goodsassets920,976962,229-41,252• Non-current liabilities and result of the completion of continuous fil (up route) in Takaishi Cityliabilities and ssets920,976258,5692,147• Liabilities and statistic interest-bearing debtliabilities and ssets920,976962,229-41,252• Net assets • Perfut attributable to owners of	As of March 31, 2021As of March 31,2020ChangeMain reasons for changesCurrent assets85,147101,068-15,921• Current assets • Decrease in cash and deposits • Decrease in mechandise and finished goods • 4Non-current assets835,829861,161-25,331• Non-current assets • Decrease in current liabilities and the completion of continuous flyover roadway of (up route) in Takaishi Cityliabilities660,260703,660-43,399• Liabilities • Decrease in the balance of interest-bearing defi (see the completion of continuous flyover ro construction (up route) in Takaishi City • Decrease in the balance of interest-bearing defi (get assets)liabilities and ssets920,976962,229-41,252Interest-bearing defi defiliabilities and ssets920,976962,229-41,252Interest-bearing defi defiliabilities and ssets920,976962,229-41,252Interest-bearing defi defiliabilities and ssets920,976962,229-41,252Interest-bearing defi defiliabilities and ssets920,976962,229-41,252Int



FY2021 FY2020 Change Main reasons for changes results results Cash flows from operating activities Increase/decrease in trade receivables Cash flows from +¥11.5 billion 41,879 21,338 20,540 operating activities • Profit before income taxes +¥9.3 billion • Increase/decrease in inventories +¥2.6 billion Increase/decrease in trade payables -¥3.3 billion Cash flows from investing activities Cash flows from -33,273 13,603 Purchase of non-current assets +¥13.5 billion -19,669 investing activities · Proceeds from contribution received for construction -¥1.1 billion Cash flows from financing activities Increase/decrease in interest-bearing debt Cash flows from 35.821 -62,847 -27,026 -¥62.2 billion financing activities O FY2021 -¥23.9 billion Borrowings O FY2020 Bonds +¥29.7 billion Cash and cash +¥13.5 billion Borrowings equivalents at end 36,101 40,917 -4.816 Commercial paper -¥5.0 billion of period



		Investment		EBITDA *1			
	FY2021 results	FY2020 results	Change	FY2021 results	FY2020 results	Change	
Transportation	11,811	10,454	1,357	8,482	2,775	5,706	
Real Estate	6,553	14,680	-8,126	20,471	20,675	-204	
Distribution	1,430	1,625	-194	5,440	6,136	-695	
Leisure and Services	1,557	1,156	400	5,130	3,991	1,138	
Construction	47	39	8	2,096	1,841	254	
Other	6	9	-2	189	262	-73	
Adjustment	-	_	_	^{*2} -242	*2 12	-254	
Total	21,408	27,966	-6,558	41,568	35,695	5,872	

*1 Operating income + Dividend income + Depreciation and amortization

*2 Adjustment for EBITDA is the sum of intersegment eliminations and dividend income.



II. Business Forecasts for FY2022

Formulating the Business Forecasts and Assumed Conditions

• Revenues in the FY2022 numerical plan are calculated based on the following guidelines.

* Rate of decrease against average year excluding the impact of COVID-19

1. Assumed conditions:

		FY2022						
	1Q	2Q	3Q	4Q	Average			
Inbound/overseas travel	-80	0%	-6	-60%				
Domestic medium- and long-distance travel	-10	0%	-1	-10%				
Nearby leisure travel	-1:	5%	-1	-15%				
Business (commuter pass) users	-10%		-1	-10%				
Student (commuter pass) users	-5%		-5	-5%				

2. Nankai Electric Railway lines:

	FY2022						
	1Q	2Q	3Q	4Q	Average		
Non-commuter passes (existing lines)	-1	5%	-1	-15%			
Non-commuter passes (airport line)	-70%		-5	-60%			
Commuter passes (existing lines)	-10%		-10%		-10%		
Commuter passes (airport line)	-30%		-2	-25%			



	FY2022 Forecasts	FY2021 results	Change	Main reasons for changes
Operating revenue	227,100	201,793	25,306	 Operating revenue
Operating income	16,300	12,190	4,109	Revenue will increase mainly in the transportation due to a gradual recovery of transport demand.
Ordinary income	13,200	9,931	3,268	 Operating income
Profit attributable to owners of parent	7,800	4,021	3,778	Income will increase due to income/expenditure improvement in the transportation.
Investment	47,700	21,408	26,291	 Profit attributable to owners of parent
Depreciation and amortization	28,400	28,591	-191	Profit will increase in reaction to the recording of impairment losses in the previous year, as well as due
EBITDA*	45,400	41,568	3,831	to an increase in ordinary profit.
Interest-bearing debt	482,600	482,487	112	 Investment Investment will increase for the accomplishment of the
Net interest-bearing debt	458,900	446,017	12,882	Medium-term Management Plan
Ratio of Interest-bearing debt to EBITDA*	10.6 times	11.6 times	-1.0 pt	 Net interest-bearing debt Interest-bearing debt will increase due to an increase in investment
Ratio of net interest-bearing debt to EBITDA*	10.1 times	10.7 times	−0.6 pt	



* Operating income + Dividend income + Depreciation and amortization

Segment operating revenue and operating income

	(Millions of yen)									
		FY2022 forecasts	FY2021 results	Change	Main reasons for changes					
Transaction	Operating revenue	95,800	83,371	12,428	 Railway business +¥9.4 billion Bus business +¥2.1 billion 					
Transportation	Operating income	-300	-7,382	7,082	 Railway business +¥6.6 billion Increase in power costs and personnel expenses 					
Deel Fetete	Operating revenue	44,000	45,598	-1,598	 Real estate sales business -¥2.1 billion Decrease in condominium sales 					
Real Estate	Operating income	10,900	12,577	-1,677	 Real estate leasing business -¥1.0 billion Increase in repair expenses 					
	Operating revenue	23,600	21,965	1,634	 Management of Shopping Centers +¥1.2 billion Increase in reaction to facility closures in FY2021 					
Distribution	Operating income	1,200	1,144	55	 Management of Shopping Centers –¥0.0 billion FY2021: Transfer of extraordinary losses due to facility closure (depreciation and amortization and taxes) Increase in advertising and publicity expenses 					



Segment operating revenue and operating income

					(Millions of yen)
		FY2022 forecasts	FY2021 results	Change	Main reasons for changes
Leisure and	Operating revenue	41,700	38,241	3,458	 Travel agency +¥1.2 billion Increase in the volume of domestic travel handled
Services	Operating income	2,400	3,834	-1,434	 Building management and maintenance business -¥0.4 billion Increase in new business-related expenses
Construction	Operating revenue	47,800	38,121	9,678	
Construction	Operating income	2,100	1,959	140	
Other	Operating revenue	2,600	2,653	-53	
Other	Operating income	100	176	-76	
Adjustment	Operating revenue	-28,400	-28,159		
Adjustment	Operating income	-100	-120		
Total	Operating revenue	227,100	201,793	25,306	
Total	Operating income	16,300	12,190	4,109	





			Investme	nt		EBITDA ^{*1}		
	FY2022 forecasts	FY2021 results	Change	Forecast amounts Main details	FY2022 forecasts	FY2021 results	Change	
Transportation	21,100	11,811	9,288	<investments expand="" profits="" to="" ¥17.8<br="">billion> Enhancement of logistics facilities ¥8.0 </investments>	15,600	8,482	7,117	
Real Estate	21,800	6,553	15,246	billion Construction of Building E at the Osaka Prefectural Food Distribution	18,800	20,471	-1,671	
Distribution	3,300	1,430	1,869	 Center, etc. Namba area peripheral zone development ¥7.7 billion 	5,200	5,440	-240	
Leisure and Services	2,500	1,557	942	<safety and="" investments<br="" refurbishment="">¥26.4 billion></safety>	3,800	5,130	-1,330	
Construction	100	47	52	 Railway-related construction work ¥13.7 billion Rolling stock manufacturing, bridge reinforcement, etc. 	2,200	2,096	103	
Other	0	6	-6	 Real estate and distribution facility construction ¥6.5 billion 	100	189	-89	
Adjustment	-1,100	_	_	<future exploration="" investment="" ¥4.6<br="">billion></future>	*2 -300	^{*2} –242	_	
Total	47,700	21,408	26,291	 New Businesses ¥0.9 billion e-sports business, etc. 	45,400	41,568	3,831	

*1 Operating income + Dividend income + Depreciation and amortization

*2 Adjustment for EBITDA is the sum of intersegment eliminations and dividend income.



Transportation : Revenue from railway passengers and passengers carried (non-consolidated)

(Millions of yen, thousands of passengers)

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	All lines	FY2022 forecasts	YoY percentage change	FY2021 results	YoY percentage change	FY2020 results	YoY percentage change
Passenger revenue	Non-commuter passes	27,463	33.7%	20,538	10.8%	18,544	-47.1%
	Commuter passes	20,103	8.7%	18,495	-0.3%	18,548	-17.8%
er er	Total	47,566	21.9%	39,033	5.2%	37,092	-35.6%
pas c	Non-commuter passes	84,391	27.9%	65,964	8.7%	60,670	-37.9%
passengers carried	Commuter passes	126,855	8.5%	116,887	-0.5%	117,494	-17.1%
Brs	Total	211,246	15.5%	182,851	2.6%	178,164	-25.6%

(Millions of yen, thousands of passengers)

Airport line		FY2022 forecasts	YoY percentage change	FY2021 results	YoY percentage change	FY2020 results	YoY percentage change
Pa: re	Non-commuter passes	3,880	76.1%	2,203	30.7%	1,686	-80.3%
Passenger revenue	Commuter passes	1,162	49.0%	780	-6.9%	838	-45.8%
er er	Total	5,043	69.0%	2,984	18.2%	2,524	-75.0%
pas c	Non-commuter passes	5,516	72.7%	3,194	21.4%	2,574	-75.9%
passengers carried	Commuter passes	3,909	48.6%	2,631	2.4%	2,570	-47.5%
Brs	Total	9,425	61.8%	5,825	13.2%	5,144	-67.0%



Shareholder Returns

- Secure stable dividend resources by working to further improve earnings while striving to ensure a stable management foundation and strengthen the financial position over the long term.
- Continue to pay stable dividends by comprehensively considering the business environment, performance trends, capital investments, investment opportunities, and other factors.





III. Topics on the Medium-term Management Plan "Kyoso 140 Plan"

Positioning of the New Medium-term Management Plan: "Kyoso 140 Plan"

Period for "restructuring" and "building the foundation for growth" through the COVID-19 pandemic The Spirit of Nankai's collaborative creation ("Kyoso") with all stakeholders remains 1. unchanged

- Make steady strategic investments in core businesses for the opening of the Naniwasuji 2. Line
- 3.

Fundamental policies

ΝΔΝ

- Build the foundation for future growth in three years Accelerate investments in safety and updating to completion over three years
- Accelerate the implementation of the two business strategies in the Nankai Group • Management Vision 2027
- Secure sufficient levels of investment to nurture the buds of new businesses •
- Management strategies Sustainable management of public transportation business 1.
 - 2. Develop the most popular areas along railway lines and deepen and expand our real estate business
 - 3. Initiatives for the future (future exploration)
 - Promote human resources/financial strategies supporting the above 4.

Nankai Group Management Vision 2027

Develop the most popular areas along railway lines and become the most preferred corporate group by delivering satisfaction and delight to customers



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Kyoso 140 Plan: Major business strategies

1. Sustainable management of public transportation business



- Systematic promotion of safety measures and disaster countermeasures
- Utilization of digital technologies: Establishment of new technologies and frameworks and enhancement of preventive maintenance
- · Enhancement of profitability and improvement of brand services
- New services—Evolving into a comprehensive mobility business

2. Develop the most popular areas along railway lines and deepen and expand our real estate business



- Community development through Kyoso (collaborative creation)
- Acceleration of the Greater Namba concept—transforming Namba into a location that is famous across Asia
- Sustainable development of Semboku New Town
- · Functionality enhancement of logistics facilities
- Establishment of private REIT

3. Future exploration



- DX strategy: Establishing digital customer contact points and creating new value
- Acceleration of initiatives for new businesses
- Coexistence with foreigners
- · Enhancement of tourism-related businesses
- · Provision of new services in the new normal era



Numerical Plan: Consolidated

- Each index will improve with the recovery of transport demand mainly in the transportation business
- Steadily implement necessary investments in the recovery phase on the major premise of maintaining financial health

	FY2021 results	FY2022 plan	FY2023 plan	FY2024 plan
Operating income ^{*1}	¥12.9 billion	¥17.1 billion	¥24.7 billion	¥28.0 billion
Net interest-bearing debt	¥446.0 billion	¥458.9 billion	¥431.4 billion	¥433.9 billion
Ratio of the net interest-bearing debt to EBITDA ^{*2}	10.7 times	10.1 times	8.0 times	7.5 times

		FY2021 results	FY2022 plan ^{*3}	FY2023 plan ^{*3}	FY2024 plan ^{*3}
Тс	tal capital investments	¥21.4 billion	¥49.0 billion	¥45.0 billion	¥66.0 billion
	Future exploration	_	¥4.8 billion	¥4.5 billion	¥5.7 billion
	Revenue expanding	¥6.2 billion	¥17.8 billion	¥15.4 billion	¥38.0 billion
	Safety and renewal	¥15.2 billion	¥26.4 billion	¥25.1 billion	¥22.3 billion



- *1 Operating income + Dividend income
- *2 Operating income + Dividend income + Depreciation and amortization
- *3 Capital investment amounts from FY2022 to FY2024 are before consolidation elimination.
(Reference) Details of capital investments (¥160.0 billion over three years)

- Ensure appropriate levels of investments in line with the outline of our business strategies
- Seek both the increase of value as a sustainable company and the realization of a sustainable society and allocate a certain investment amount to "sustainable investments"

1. Sustainable management of public transportation business

¥52.0 billion:

 To maintain a sustainable transportation network, systematically make safety investments and renewal investments

2. Develop the most popular areas along railway lines and deepen and expand our real estate business

¥93.0 billion:

• While securing development funds through a REIT, make concentrated investments in the Namba and Izumigaoka areas and for the functionality enhancement of logistics facilities

3. Future exploration

¥15.0 billion:

 Allocate budget for building a third core business, following railway and real estate businesses, from a medium- to longterm perspective

Sustainable investments* out of the total capital investments

- Investment in disaster countermeasures: ¥5.0 billion Preparation for worsening disasters and prevention countermeasures
- Investment in DX promotion: ¥9.0 billion Creation of new values and workstyles by making full use of data and digital technologies

Investment in CO₂ reduction: ¥19.0 billion Utilization of opportunities for global warming mitigation and the shift to a carbon-free society

- Investment in brand enhancement: ¥16.0 billion Enhancement of product, service, corporate, and regional brands
- Investment in diversity enhancement: ¥4.0 billion Enhancement of the working environment for diverse employees
 - Total: ¥46.0 billion (some items are duplicated)

* Major investments to realize materiality items identified for sustainable management



Topic 1

"Greater Namba" promoted through community collaborative creation



Community Development Vision for the Namba Area

 Based on collaborative creation and cooperation with stakeholders, the "community development vision to upgrade the urban status of the Namba area with the powers of entertainment and staying" was compiled at a community development conference that aims to enhance the urban status of the Namba area through public-private collaboration. (released in April 2022)





Excerpt from the joint press release dated April 15, 2022





Major Functions

New station life & stay Kyoso area

An area with a large development potential extending west and south from the new station for the Naniwasuji Line. We aim to develop Namba (the area around the new station, in particular) into a new urban center with new urban functions, such as offices, urban dwellings, purpose-built facilities such as halls and exhibition sites, and facilities to support diverse personnel for innovations and living in harmony with foreign residents.

Shin-Namba terminal Kyoso area

The area that has been developed centered on our terminal for about a century. We aim to develop an urban block which combines tradition and innovation that is suitable for the future new Namba terminal. This area is intended to attract both customers and workers by capturing trends and needs.

Entertainment city Kyoso area

The core area of "Entertainment City Namba." Public spaces such as Namba Hiroba serve as hubs for people and information. We aim to develop the center of tourism in Osaka by creating an environment that promotes expressions and activities for the emergence and development of modern entertainment, while inheriting tradition and culture.

<Basic Direction>

- Upgrade the urban status of Namba <u>through collaborative creation</u> with various players.
- Promote the renewal of urban functions, implementation of necessary functional enhancements, and improvement of disaster prevention systems, <u>while considering the use of the urban</u> regeneration program.
- Continue to hold discussions with local communities to further enhance the ground-level mobility, which is an advantage of Namba.
- Promote "<u>expansion of Namba to the south</u>," while strengthening cooperation with the Shin-Imamiya area.

Image of major functions in the Greater Namba area: Shin-Imamiya



Major Functions

Shin-Imamiya diversity Kyoso area

A conveniently located area connecting Namba and Tennoji. This area aims to serve as the second gateway to Greater Namba that provides opportunities for new activities for people who "live, work, and visit" by transforming itself into an area where various elements are mixed and people of various nationalities and generations gather, while continuing to disseminate new culture and information.

<Basic Direction>

- For community development, implement measures based on the "Shin-Imamiya Station North Side Development Vision" jointly formulated by the public and private sectors.
- The <u>Community Development Council</u> takes the initiative to collaborate with stakeholders, while focusing on <u>communication</u> with government and <u>surrounding areas.</u>
- Implement revitalization measures mainly for the interaction axis between the Namba and Tennoji areas and improve the mobility from these city centers.
- Promote community development keeping in mind that Shin-Imamiya is the destination in the basic policy "expansion of Namba to the south."
- Properties under development (including those under consideration)>
- (1) Ebisucho Land Development Plan

Development of tennis courts and corporate dormitories

(2) YOLO BASE

Construction and maintenance of vocational schools and dormitories to live in harmony with foreign residents

(3) Utilization of space under elevated tracks

Provisionally utilize the space centered on the interaction axis, and shift to full-scale utilization after the development of the Naniwasuji Line

(4) Emi Park-PFI (Park-Private Finance Initiative) Proper management of a neighboring park

< Properties developed/acquired>

- A OMO7 Osaka by Hoshino Resort
- B Shin-Imamiya Ekimae Hotel (CHISUN STANDARD Osaka Shin-Imamiya)
- C Republic of the heart "Nanigotoya"
- D Yorimichi square "Sankakuchi"

Relationships between the Greater Namba Vision and Nankai

Development projects

- Corporate support program
- Test marketing support
- Namba-Ture Fes
- Community manager
- Performance certification

Residents

Downtown residents (single)

 Downtown residents (household)

Visitors

- People who live in the suburbs and come to visit Namba
- People who live far away in Japan or abroad and come to visit Namba

Players

Entrepreneurs, store managers
Entertainment human resources

Workers

Office workers working in Namba (operations)
Workers working in Namba as a sub-place (business negotiations, planning, etc.)

Development projects

- Development of highly purpose-built facilities, such as museums and galleries
- Night content and public space creation
- Community-based tourism for tourists from inside and outside Japan/Diversification of accommodation functions
- High-quality, trendy food and drink content
- Development of an activity-based working (ABW) environment, shared offices, co-working
- Corporate innovation support ecosystem
- High-quality food and drink content suitable for business situations
- · High standard, small and medium-sized office lineup
- · Wellness content that helps restore workers' energy
- · High-quality food delivery system
- · Life support services (including those for foreign residents)
- Hobby-specialized residences
- High-grade residential functions for families, foreigners, etc.
- Creating contact points, such as Nankai SC and preferential services at nearby stores

Attract and send customers to the downtown area, and encourage their shop-around behaviors

Drive the development of bases in the Namba area

Support trials of new businesses and human resources

Monetization

Deepen real estate and logistics businesses

Customer diversification and expansion with entertainment (meal time, encounter, happiness) as the magnetic force

Explore new businesses in the downtown

Explore future businesses in the downtown so that Namba can attract support from across Asia

Create a "powerful downtown area" centered on <u>entertainment</u> along with community development, and make the "attractions of working, living, and <u>staying</u> near the town" into the Nankai brand



Roles of Nanka

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Topic 2

Nankai's e-sports business promotion and value creation along railway lines through collaborative creation



Environment surrounding e-sports

- E-sports is still in its infancy at the moment, and specialized start-ups are leading the industry.
- Large companies are trying to enter the e-sports business through their subsidiaries, but they
 are still in a wait-and-see state.
- There are obstacles that hinder market expansion.

Significance of our entry into e-sports

- Lead the sound development of the e-sports industry by promoting business with our corporate brand power
 - Raise the awareness and social status of e-sports
- Build a direct and strong connection with Generation Z
- Earn revenue from the business and contribute to regional revitalization through collaborative creation with other entities (local governments, companies, educational institutions, etc.)





Establishment of the new company "e-Stadium"

- We are convinced through the opening of "e-Stadium Namba Powered by NANKAI" (July 2021) that an e-sports economic zone will be established centered on Nankai.
- To promote e-sports as a new business of Nankai, we have established a joint venture specialized in operations.



Nankai's e-sports business model

 While Nankai Electric Railway is responsible for business promotion, it has established "e-Stadium" to accelerate operational management, which is crucial for the business. e-Stadium pursues speedy operational management on site.





Initiatives for FY2022

- Establish the business development model during FY2022.
- Develop directly managed and FC stores with the know-how and systems cultivated through trial facilities



Facility management business

- Directly managed stores: Establish the main store of e-Stadium Namba and other stores
- FC store development, projects commissioned by governments



Tournament and event business

• Self-planned events (Kansai Student E-sports Tournament: 3 times a year), etc.



Online services

- WEB site for e-sports players (facility member management, tournament and event entries, goods sales)
- * Scheduled to hold seminars on mental health with the cooperation of Kobe University



Appendix

(Reference) Kyoso 140 Plan (Numerical plan): Assumed conditions for calculations

- Revenues in the three-year numerical plan are calculated based on the following guidelines
 - * Rate of decrease against average year excluding the impact of COVID-19
 - 1. Assumed conditions:

	FY2022					FY2023	FY2024	(Reference)
		2Q	3Q	4Q	Average	F12023	F 1 2024	FY2025
Inbound/overseas travel	-80%		-60	1%	-70%	-30%	-10%	0%
Domestic medium- and long-distance travel	-10%		-10	1%	-10%	0%	0%	0%
Nearby leisure travel	-15%		-15	5%	-15%	-10%	-10%	-10%
Business (commuter pass) users	-10%		-10	1%	-10%	-10%	-10%	-10%
Student (commuter pass) users	-5%		-59	%	-5%	0%	0%	0%

2. Nankai Electric Railway lines:

		_	FY202	22		FY2023	FY2024	(Reference)
		2Q	3Q	4Q	Average	F12023	F12024	FY2025
Non-commuter passes (existing lines)	-15%		-15	%	-15%	-10%	-10%	-10%
Non-commuter passes (airport line)	-70%		-50	%	-60%	-25%	-10%	0%
Commuter passes(existing lines)	-10%		-10	%	-10%	-10%	-10%	-10%
Commuter passes(airport line)	-30%		-20	%	-25%	-10%	-5%	0%



(Reference) Kyoso 140 Plan Numerical Targets

- Improve both operating income and the ratio of the net interest-bearing debt to EBITDA and build financial foundations for future growth
- Systematically advance CO₂ emissions reduction toward FY2030

The numerical targets (consolidated basis) for FY2024, the final year of the plan, are as follows.

Operating income*1¥28.0 billionRatio of the net interest-bearing
debt to EBITDA*27.5 times or less

- *1 Operating income + Dividend income
- *2 Operating income + Dividend income + Depreciation and amortization

<Reference>

Capital investment amounts (three-year total) Reduction of CO_2 emissions (FY2024)

¥160.0 billion

-32% from FY2013 levels



(Billions of yen)

		EV2024				
		FY2021 results	FY2022 plan	FY2023 plan	FY2024 plan	Change (FY2024-FY2021)
Transportation	Operating revenue	83.3	95.8	105.3	110.9	27.5
Папяропаціон	Transportation Operating income	-7.3	-0.3	6.0	7.5	14.8
Real Estate	Operating revenue	45.5	44.0	45.6	45.4	-0.1
	Operating income	12.5	10.9	10.2	10.6	-1.9
Distribution	Operating revenue	21.9	23.6	24.3	24.8	2.8
Operating income		1.1	1.2	1.9	2.5	1.3
Leisure and Services	Operating revenue	38.2	41.7	45.8	51.6	13.3
	Operating income	3.8	2.4	3.6	4.0	0.1



(Billions of yen)

		EV/2024				
		FY2021 results	FY2022 plan	FY2023 plan	FY2024 plan	Change (FY2024–FY2021)
Construction	Operating revenue	38.1	47.8	48.8	49.6	11.4
Construction	Operating income	1.9	2.1	2.3	2.6	0.6
Other	Operating revenue	2.6	2.6	2.7	2.7	0.0
	Operating income	0.1	0.1	0.1	0.2	0.0
Adjustment	Operating revenue	-28.1	-28.4	-30.2	-29.8	_
Adjustment	Operating income	-0.1	-0.1	-0.2	-0.2	_
Total	Operating revenue	201.7	227.1	242.3	255.2	53.4
	Operating income	12.1	16.3	23.9	27.2	15.0



(Billions of yen)

	Kyoso 136 Plan results (FY2018–FY2020)	Kyoso 140 Plan (FY2022–FY2024)	Change
Transportation	46.6	66.0	19.3
Real Estate	61.3	76.4	15.0
Distribution	5.9	10.6	4.6
Leisure and Services	5.0	6.8	1.7
Construction	0.2	0.2	-0.0
Other	0.0	0.0	-0.0
Total	119.4	160.0	40.5



(Reference) The Meaning of Nankai's collaborative creation ("Kyoso")

 Based on the spirit of collaborative creation upheld at the start of the Nankai Group Management Vision 2027 and by leveraging Nankai's strengths, we will create and expand our business in collaboration with all stakeholders.



(Reference) Nankai Group Management Vision 2027

• The outline of the "Nankai Group Management Vision 2027" remains unchanged. The point is how can we deepen it.

<<ld>deal form for 2027>></ld>

Develop the most popular areas along railway lines and become the most preferred corporate group by delivering satisfaction and delight to customers

Our position A decade of enhancing the attractiveness of areas along our railway lines in preparation for the opening of the Naniwasuji Line

- With neighborhoods along our railway lines as main business areas, apply all the abilities
 of our group to focus on increasing value along these lines
- By using Namba and inbound tourism as business chances, accelerate increasing value along our railway lines
- By proactively using alliances, raise the speed of business development



Repost from "Presentation on the New Medium-term Management Plan FY2022 (April 4, 2022)"

(Reference) Nankai Group Management Vision 2027: Outline of business strategies





(Reference) Nankai's corporate image in 2050

Community coexistence and co-creation, diverse lifestyles

Together with local communities

Under the banner of being community-based, we will continue to treasure connections with people in communities and areas along our railway lines and work together with these people to create diverse communities where diverse groups of people can live in happiness.

Diversity and globality

"Think Globally, Act Locally"

With Kansai International Airport as a gateway to the world (Asia), and Namba as a diverse community, we will foster diversity that respects and enhances diverse values and individuality while staying close to Namba, where diverse people from all over the world will continue to gather for the foreseeable future.

With our roots within the local communities, NANKAI with an entrepreneurial spirit is firmly committed to creating *"DiverCity"** in Kansai

Mobility

Mission as a public transportation operator

We will deepen the history and responsibility of safe and secure operations of the transportation business cultivated in areas along our railway lines to evolve into more diverse mobility business that connects "person and person," "community and community," and "people and communities" towards the future.

Nankai identity

Strong will to open the way to the future on our own

Throughout the long history since its founding, the Nankai Group has built its culture and identity and created a new roadmap for the future. Keeping our mission and responsibility as a member of society in mind, we will take on new challenges, become a business group that carries through on its commitments, and open up our own future.



* <u>DiverCity</u>: "DiverCity" is a term created by combining "Diversity" and "Diverse City (city filled with diversity)" that we seek to realize.

Reference: Naniwasuji Line Plan

- Naniwasuji Line
 - Received approval for railway business in July 2019. Approval for construction was obtained and the urban project decision was
 publicly announced in February 2020.
 - Full-scale construction project began at Nakanoshima Station in October 2021 and at Nishi-Hommachi Station in November.
 - From now on, we will acquire land and work on other sections, and aim to put the line into operation spring 2031.



なんかいいね'があふれてる (Reference)

- Favorable results were obtained from a study of the Naniwasuji connecting line and Shin-Osaka connecting line conducted by the Japanese government in FY2017.
 - · Based on the results of the study, the related parties will conduct discussions and reviews with the aim of commercializing the project at an early stage.

Reference: Route map







Company facilities

①Nankai Building
②NAMBA CITY
③Swissôtel Nankai Osaka
④PARKS TOWER
⑤NAMBA PARKS
⑥Fraser Residence Nankai,Osaka
⑦EKIKAN
⑧Nankai Namba Midosuji West
⑨NAMBA SkyO
⑩Nankai Namba Building No. 2
⑪Shin-Imamiya Ekimae Hotel
⑫Namba Midosuji Center Building
⑬YOLO BASE
⑭Namkai SK Namba Building
⑮Namba Front Building

 Developed (including capital contribution)
 OMO7 Osaka by Hoshino Resort
 Shin-Imamiya Station Renewal

Under development (including capital contribution)

 Namba Station Front Plaza Project
 Nambanaka 2-chome Development Project
 Ebisu-cho Land Development Project

Development under consideration



Reference: Main facilities in the Greater Namba area (list)

Leasing area	Month & year of completion (acquisition)	Main uses
49,827 m ²	July 1932	Takashimaya Osaka and shops
Approx. 33,200 m ²	1978 ^{*2}	Shopping center
61,557 m²	March 1990	Hotel
36,500 m ²	August 2003	Offices and shops
Approx. 51,800 m ²	October 2003 ^{*2}	Shopping center
7,332 m ^{2*1}	July 2010	Serviced apartments
Approx. 3,700 m ²	2014*2	Shopping center
4,286 m ²	September 1985 (July 2018)	Offices
45,927 m²	October 2018	Offices, medical facilities, conference hall, commercial service facilities
1,500 m ^{2*1}	November 1988 (November 2018)	Offices
4,952 m ^{2*1}	August 2018 (December 2018)	Hotel
(Portion owned by the Company) 5,665 m ² (Overall) 6,217 m ²	March 1992 (April 2019)	Offices and shops
3,156 m ^{2*1}	September 2019	Employment assistance facility for foreign workers
14,141 m²	March 1983 (February 2020)	Offices
6,460 m ²	March 1992 (May 2020)	Offices
	49,827 m ² Approx. 33,200 m ² 61,557 m ² 36,500 m ² Approx. 51,800 m ² 7,332 m ²¹ Approx. 3,700 m ² 4,286 m ² 45,927 m ² 1,500 m ²¹ 4,952 m ²¹ (Portion owned by the Company) 5,665 m ² (Overall) 6,217 m ² 3,156 m ²¹	Leasing area (acquisition) 49,827 m² July 1932 Approx. 33,200 m² 1978'² 61,557 m² March 1990 36,500 m² August 2003 Approx. 51,800 m² October 2003'² 7,332 m²'1 July 2010 Approx. 3,700 m² 2014'² 4,286 m² September 1985 (July 2018) 45,927 m² October 2018 1,500 m²'1 November 1988 (November 2018) 4,952 m²'1 August 2018 (December 2018) (Portion owned by the Company) 5,665 m² (Overall) 6,217 m² March 1992 (April 2019) 14,141 m² September 2019 14,141 m² March 1983 (February 2020)





<Contact for IR inquiries> Nankai Electric Railway Co., Ltd. Corporate Policy Division, Corporate Strategy Department (Investor Relations) Tel: +81-6-6644-7105 Fax: +81-6-6644-7108 E-mail: nankai_ir@nankai.co.jp http://www.nankai.co.jp/

Cautionary Statement Regarding Forward Looking Statements

This presentation was not prepared for the purpose of soliciting an investment in Nankai Electric Railway Co., Ltd. It is reference material only, and you should consult the Company's Kessan Tanshin (Financial Results—available in Japanese only) and Yukashoken Hokokusho (Annual Securities Report—available in Japanese only) for accurate financial results.

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