

Our Business

Business
Summary

Operating wide-ranging businesses centred in the Kansai area



Urban Transportation

Forming a mega network in the Kansai area that provides various urban transportation services linking Group railways, buses and taxis



Real Estate

Develop and manage high-quality housing, commercial facilities and offices in the areas served by our lines



Entertainment and Communications

Expand businesses of high brand value such as Hanshin Tigers professional baseball team, Hanshin Koshien Stadium and Takarazuka Revue



Travel

Offer a wide range of travel agency services through our mainstay Trapics brand



International Transportation

Offer high-quality global logistics services mainly through Hankyu Hanshin Express



Hotels

Operate Japan's major hotel groups under the Hankyu-Hanshin-Daiichi Hotel Group, and manage The Ritz-Carlton, Osaka

< Revising Core Business Structure >

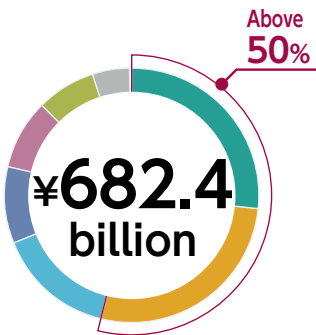
Certain core businesses have changed from fiscal 2014 onward. The business segments listed above are the new classifications.

Fiscal 2013
Core Business
Operating Results

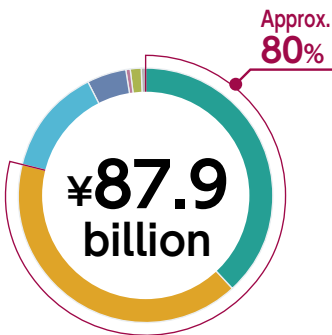
The Urban Transportation and Real Estate Businesses are generating stable cash flows

In the Urban Transportation Business, railways account for most revenues and earnings, and the same is true of leasing operations in the Real Estate Business. This ensures the generation of stable cash flow in both businesses. The Group's railway operations connect the central cities of the Kansai economic zone—Osaka, Kobe, and Kyoto—and they display high transportation efficiency. The most distinctive feature of our real estate leasing operations is the large number of properties we own in prime locations near our railway terminuses, principally in Umeda (Osaka) area.

Revenues from Operations



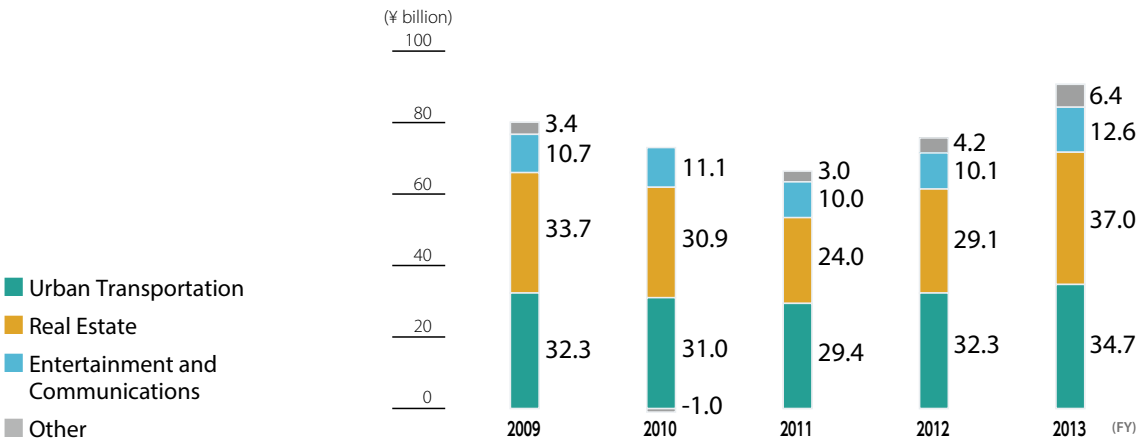
Operating Income



Urban Transportation	26.8%	38.2%
Real Estate	27.2%	40.7%
Entertainment and Communications	15.0%	13.8%
Travel and International Transportation	9.8%	4.9%
Hotels	8.9%	0.6%
Retailing	7.4%	1.5%
Other	5.0%	0.3%

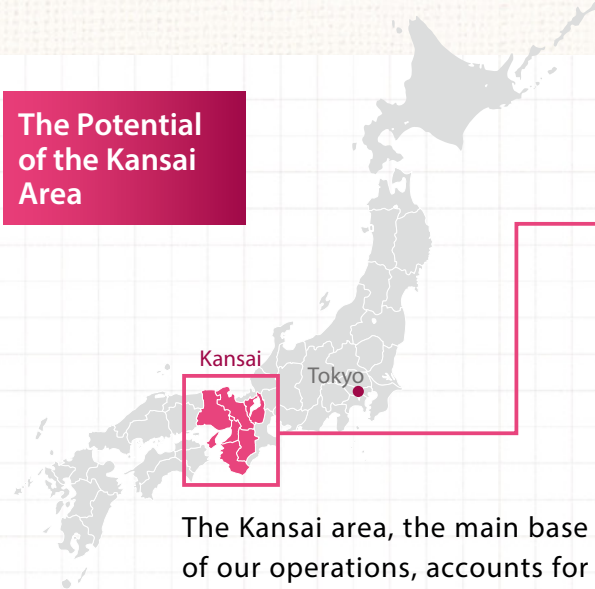
*Figures for % of revenues from operations are calculated based on the simple aggregate amount (including intersegment transactions) of each segment.

Operating Income by Core Business



Our Strength

The Potential of the Kansai Area



The Kansai area, the main base of our operations, accounts for approximately 16% of Japan’s GDP, making it the second-largest economic area in Japan.

Area:

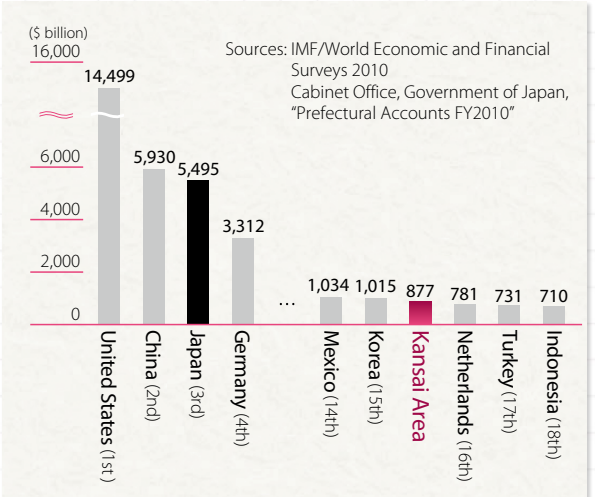
About 7% of Japan

Population:

About 16% of Japan

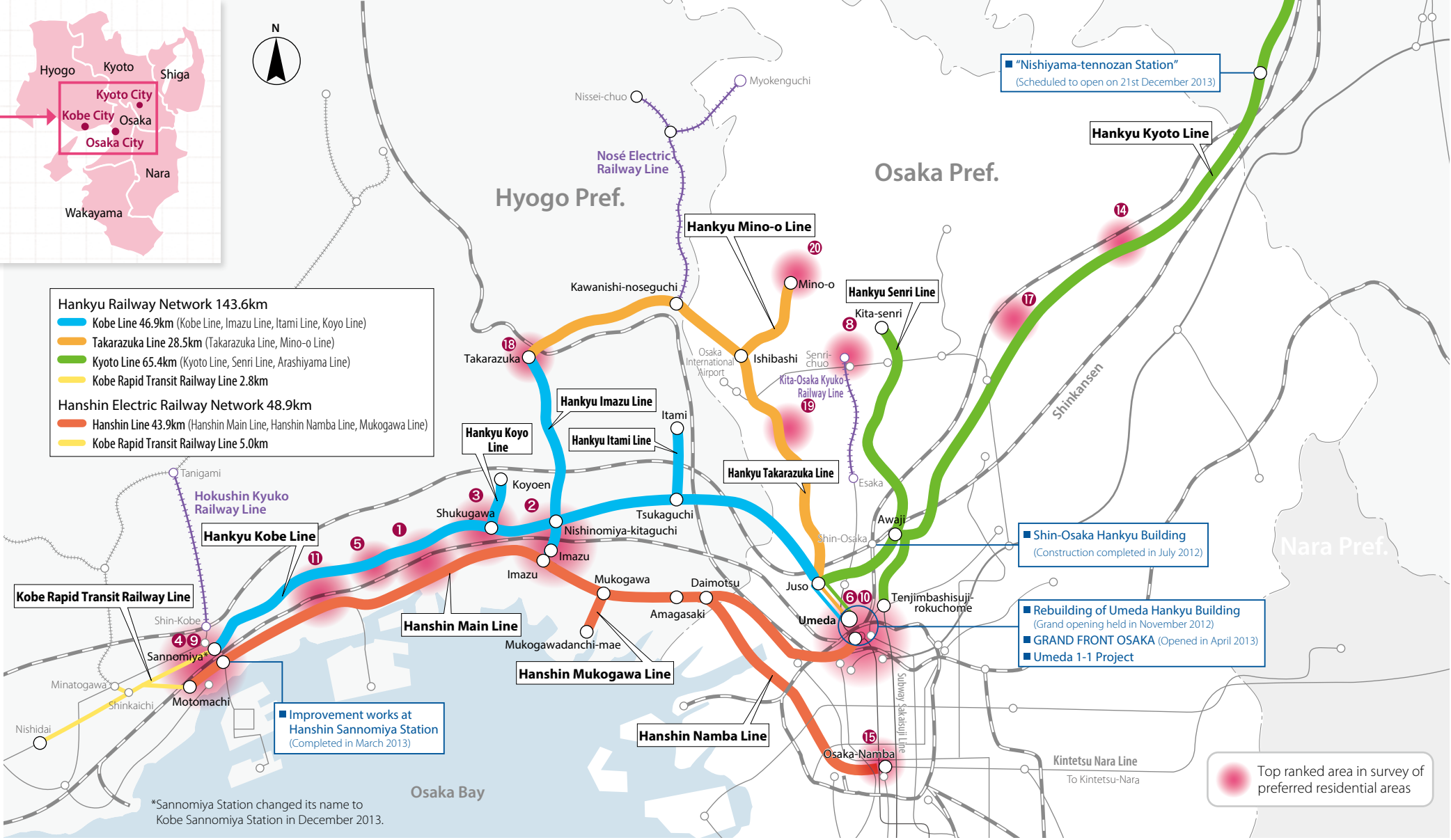
GRP*:

Overall, Kansai is on par with the Netherlands (16th in the world)



Our Railway Network

The Group’s railway network, which begins in Umeda (Osaka), links Kobe, Kyoto and other communities constituting the economic hubs of the Kansai area and their suburbs. Areas served by our stations have relatively high population density in the Kansai area.



Strength

1 Ability to create value in areas served by our stations

The Group creates new demand in the areas served by our lines by focusing on developing high-class housing and commercial facilities right from the start. In addition, we establish and develop local cultural institutions by building amusement facilities as well as attracting schools and colleges to these areas. Through these activities, we are working with local people to develop local communities. The Group has earned an excellent reputation thanks to our long-term efforts to enhance the value of the communities served by our lines, and the areas along the Group’s railway lines now enjoy higher popularity levels than other parts of the Kansai area. As seen from the above activities, creating value in areas served by Group stations is one of the Group’s strengths.

Source: Survey by Sumitomo Realty & Development and six other major real estate firms (27th September 2012)

Survey of Preferred Residential Areas (Kansai Area)

Rank	Place	Location	Rank	Place	Location
1	Ashiya	Ashiya, Hyogo	11	Mikage	Kobe, Hyogo (Higashi-nada-ku)
2	Nishinomiya	Nishinomiya, Hyogo	12	Downtown Osaka	Osaka
3	Shukugawa	Nishinomiya, Hyogo	13	Downtown Kobe	Kobe
4	Kobe	Kobe, Hyogo (Chuo-ku)	14	Takatsuki	Takatsuki, Osaka
5	Okamoto	Kobe, Hyogo (Higashi-nada-ku)	15	Namba	Osaka (Chuo-ku)
6	Umeda	Osaka (Kita-ku)	16	Tennoji	Osaka (Tennoji-ku)
7	Kyoto	Kyoto	17	Ibaraki	Ibaraki, Osaka
8	Senri-chuo	Toyonaka, Osaka	18	Takarazuka	Takarazuka, Hyogo
9	Sannomiya	Kobe, Hyogo (Chuo-ku)	19	Toyonaka	Toyonaka, Osaka
10	Osaka	Osaka (Kita-ku)	20	Minoh	Minoh, Osaka

Areas along Hankyu and Hanshin lines topped the rankings overall (exception: 16th-ranked Tennoji)

Strength

2

Leveraging our strong presence in Umeda, Kansai's economic centre

The Umeda area of Osaka, the Group's most important base, is one of the most famous shopping and entertainment districts of Japan, served by the Umeda stations of the Hankyu and Hanshin lines and the Osaka Municipal Subway as well as JR Osaka Station. It is Kansai's economic centre. In the Umeda area, the Group operates railway terminuses serving both the Hankyu and Hanshin networks, and also runs key commercial facility, office building, hotel, theatre and other businesses.

Aerial Photo of the Umeda Area

The Group owns and manages commercial facilities, multipurpose buildings and numerous other properties concentrated in the Group's terminal (consisting of Hankyu Umeda and Hanshin Umeda stations) located in the Umeda area, western Japan's largest shopping and entertainment area.



■ Owned solely by the Group ■ Joint ownership ■ Owned by Hankyu REIT Inc.

*HEP FIVE is jointly owned with Hankyu REIT Inc.

Strength

3

Ownership of original content with strong brand value

The Group delivers inspiration and dreams through the Hanshin Tigers professional baseball team/Hanshin Koshien Stadium and the Takarazuka Revue, both of which are unique assets that are popular and enthusiastically supported not only in Kansai but throughout Japan. These two powerful attractions are assets that none of our rivals have. They help increase passenger numbers in the areas served by our stations when there is a show or a game on. They also contribute greatly to increased brand recognition for the Group.



©Hanshin Tigers

Hanshin Tigers/
Hanshin Koshien Stadium



Takarazuka Revue

©Takarazuka Revue Company



Business Portfolio

Developing a Balanced Business Portfolio Capable of Sustainable Growth

Focusing on its Railway Business, the Group is working to enhance the value of the areas served by its stations by expanding organic links primarily between the Real Estate Business and the Entertainment and Communications Business. In addition, we will realise a stable and balanced business portfolio by building on the unique strengths of each business.

Looking ahead, the comprehensive strength of the entire Group will be redoubled in such areas as bolstering competitiveness in each core business, aiming to be a No.1 and only one company, and generating Groupwide synergies that transcend barriers between businesses.



Urban Transportation

Core Companies:
Hankyu Corporation, Hanshin Electric Railway

Total length of lines operated	Hankyu Railway	143.6km
	Hanshin Electric Railway	48.9km
Annual number of passengers carried (FY2013)	Hankyu Railway	615 million
	Hanshin Electric Railway	221 million



Real Estate

Core Companies:
Hankyu Corporation, Hanshin Electric Railway

Leasable area*1	Approx. 1.7 million m ² (Of this total, approximately 800,000m ² are concentrated in the Umeda area)
Number of condominiums sold #2 for FY2013	1,548



*1 As of the end of March 2013
*2 Number of deliveries



Entertainment and Communications

Core Companies: Hankyu Corporation, Hanshin Electric Railway

Total attendances
(FY2013*)

Hanshin Tigers
(Home games)

Approx.
2.7 million

Takarazuka Revue
(Including nationwide stage productions)

Approx.
2.5 million

*Total attendance at Hanshin Tigers home games during the 2012 season



©Hanshin Tigers



Travel

Core Company: Hankyu Travel International

Total travel billings
(FY2013)

¥387.5 billion

Total travel billings: No.2 in the industry
Overseas travel billings: No.3 in the industry



International Transportation

Core Company: Hankyu Hanshin Express

Sales*
(FY2013)

¥74.2 billion

Japan outbound export handling volume:
4th in the industry

Japan inbound import handling volume:
4th in the industry

*Includes the equivalent amount of initial export freight charges



Hotels

Core Company: Hankyu Hanshin Hotels

Group hotels*

50

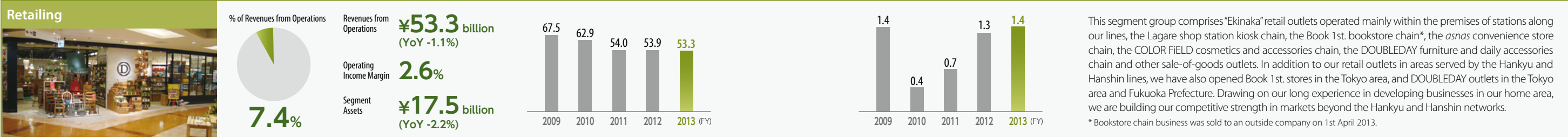
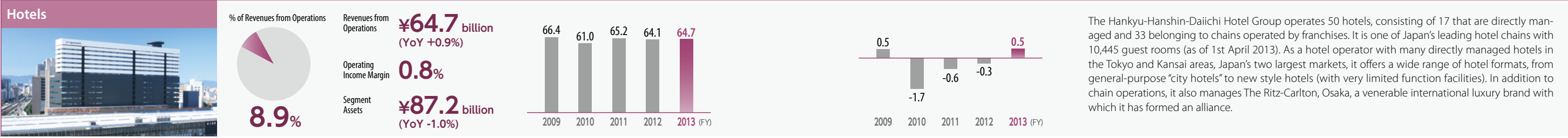
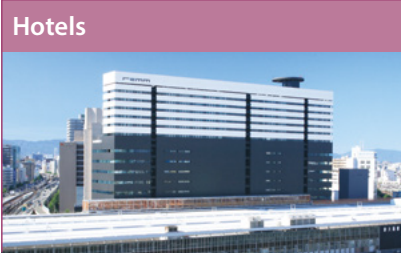
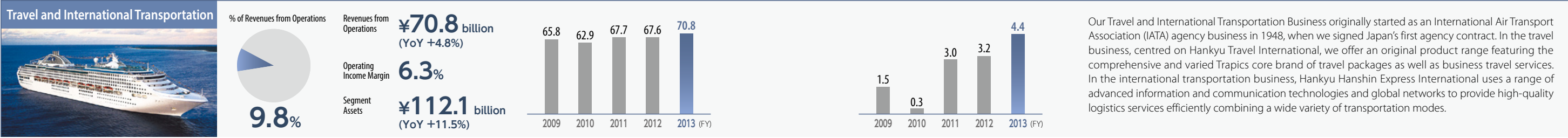
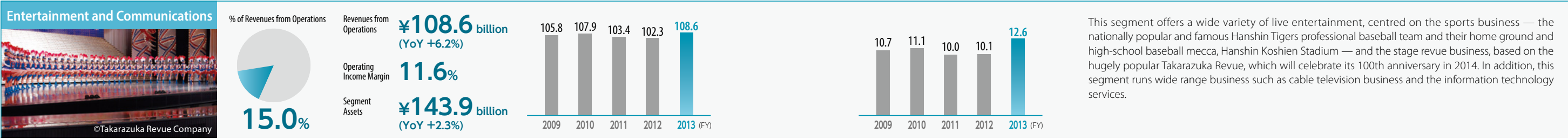
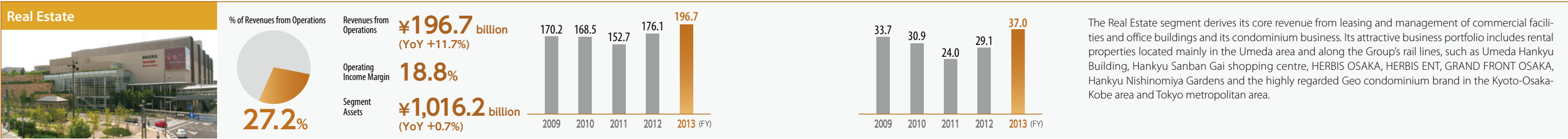
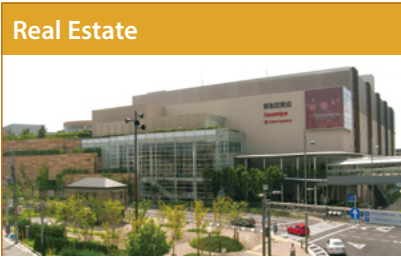
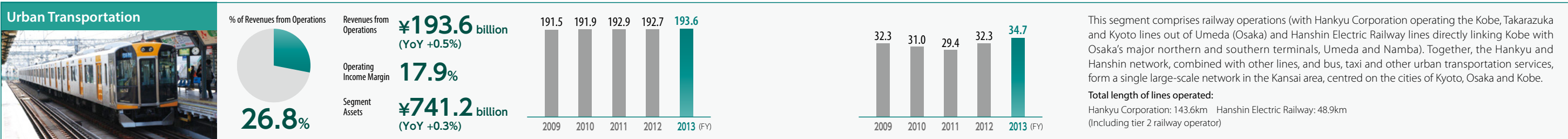
Number of rooms*

10,445

* As of 1st April 2013



Core Business Highlights



Notes: 1. Figures for % of revenues from operations are calculated based on the simple aggregate amount (including intersegment transactions) of each segment (fiscal 2013 results).
2. Revenues from operations in other businesses accounted for 5.0%.

Major Group Companies

(As of 31st March 2013)

Consolidated Subsidiaries

Urban Transportation

	Name of Company
Railway Operations	Hankyu Corporation
	Hanshin Electric Railway Co., Ltd.
	Nosé Electric Railway Co., Ltd.
	Kita-Osaka Kyuko Railway Co., Ltd.
	Hokushin Kyuko Railway Co., Ltd.
	Kobe Rapid Transit Railway Co., Ltd.
	Hankyu Hanshin Railway Technology Co., Ltd.
Automobile	Hankyu Hanshin Electric System
	Hankyu Bus Co., Ltd.
	Hanshin Bus Co., Ltd.
	Hankyu Kanko Bus Co., Ltd.
	Osaka Airport Transport Co., Ltd.
	Hankyu Denen Bus Co., Ltd.
	Hankyu Taxi Inc.
	Hanshin Taxi Co., Ltd.
	Hankyu Hanshin Motor Technology Co., Ltd.
Other	Nippon Rent-A-Car Hankyu Inc.
	Alna Sharyo Co., Ltd.

Real Estate

	Name of Company
Real Estate Leasing	Hankyu Corporation
	Hanshin Electric Railway Co., Ltd.
	Hankyu Realty Co., Ltd.
	Osaka Diamond Chikagai Co., Ltd.
	Hanshin Real Estate Co., Ltd.
Real Estate Sales	Hankyu Corporation
	Hanshin Electric Railway Co., Ltd.
	Hankyu Realty Co., Ltd.
Other	Hankyu Hanshin Building Management Co., Ltd.
	Hankyu Hanshin High Security Service Co., Ltd.
	Hankyu Hanshin Techno Service Co., Ltd.
	Hankyu Hanshin Clean Service Co., Ltd.
	Hankyu REIT Asset Management, Inc.

Entertainment and Communications

	Name of Company
Sports	Hanshin Electric Railway Co., Ltd.
	Hanshin Tigers Baseball Club, Ltd.
	Wellness Hanshin Inc.
Stage	Hankyu Corporation
	Takarazuka Creative Arts Co., Ltd.
	Takarazuka Stage Co., Ltd.
	Umeda Arts Theater Co., Ltd.
	Hankyu Advertising Agency Inc.
Communication and Media	Hanshin Contents Link Corporation
	Itec Hankyu Hanshin Co., Ltd.
	Hankyu Communications Co., Ltd.
	Bay Communications Inc.
	Himeji Cable Television Co., Ltd.
Leisure, etc.	Hanshin Electric Railway Co., Ltd.

Travel and International Transportation

	Name of Company
Travel Agency	Hankyu Travel International Co., Ltd.
	Hankyu Hanshin Business Travel Co., Ltd.
	Hankyu Travel Support Co., Ltd.
International Transportation	Hankyu Hanshin Express Co., Ltd.
Other	Hankyu Hanshin Express Holdings Corporation*

* Hankyu Hanshin Express Holdings Corporation was dissolved following a merger with Hankyu Hanshin Express Co., Ltd. on 1st April 2013.

Hotels

	Name of Company
Hotel Management	Hankyu Hanshin Hotels Co., Ltd.
	Hanshin Hotel Systems Co., Ltd.
	Amanohashidate Hotel Co., Ltd.
	Arima View Hotel Co., Ltd.
	Hankyu Hanshin Restaurants Co., Ltd.

Retailing

	Name of Company
Retailing	Hankyu Corporation
	Hankyu Retails Corporation
	Iina Dining Co., Ltd.

Other

	Name of Company
Construction	Hanshin Construction Co., Ltd.
	Chuo-Densetsu Co., Ltd.
Group Finance	Hankyu Hanshin Financial Support Co., Ltd.
Outsourcing Services for Personnel and Accounting Services	Hankyu Hanshin Business Associate Co., Ltd.

Equity-method Affiliates

Main Business	Name of Company
Department Store	H2O Retailing Corporation [Securities code: 8242]
Railway Operations	Nishi-Osaka Railway Co., Ltd.
	Kobe Electric Railway Co., Ltd. [Securities code: 9046]
Motion Picture Business	Tokyo Rakutenchi Co., Ltd. [Securities code: 8842]
Commercial Broadcasting	Toho Co., Ltd. [Securities code: 9602]
	Kansai Telecasting Corporation

Investor Information

(As of 31st March 2013)

Hankyu Hanshin Holdings, Inc.

Head Office:

1-16-1, Shibata, Kita-ku, Osaka 530-0012, Japan
Phone: +81-6-6373-5001
(Group Planning Div., IR Office)
Fax: +81-6-6373-5042

Tokyo Office (Personnel and General Affairs Div.):

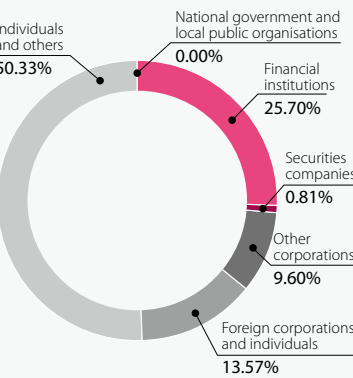
Toho Twin Tower Bldg.,
1-5-2, Yurakucho, Chiyoda-ku, Tokyo 100-0006, Japan
Phone: +81-3-3503-1568
Fax: +81-3-3508-0249

Paid-in Capital: ¥99,474 million
Fiscal Year-End: 31st March
Number of Employees: 20,751 (consolidated basis)
Authorised Shares: 3,200,000,000
Issued Shares: 1,271,406,928
Number of Shareholders: 92,791
Unit of Trading: 1,000 shares
Stock Exchange Listing: Tokyo, Osaka
Transfer Agent: Mitsubishi UFJ Trust and Banking Corporation

Principal Shareholders:

Name	Number of shares (thousands)	Percentage (%)
Japan Trustee Services Bank, Ltd. (Trust account)	55,404	4.35
The Master Trust Bank of Japan, Ltd. (Trust account)	37,183	2.92
Nippon Life Insurance Company	34,144	2.68
Sumitomo Mitsui Banking Corporation	26,910	2.11
H2O Retailing Corporation	20,418	1.60
Japan Trustee Services Bank, Ltd. (The Sumitomo Trust & Banking Co., Ltd. Retirement Benefit Trust Account)	13,665	1.07
The Chase Manhattan Bank, N.A. London S.L. Omnibus Account	12,223	0.96
SSBT OD05 OMNIBUS ACCOUNT-TREATY CLIENTS	12,138	0.95
Japan Trustee Services Bank, Ltd. (Trust account 1)	11,567	0.90
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	11,190	0.88

Ownership Breakdown:



Stock Price Range and Trading Volume (Tokyo Stock Exchange):

