

Financial Results for the first quarter March 2018

Principal Q&A

■ Revised Consolidated Financial Forecast for March 2018

Q1 : JAL has revised operating profit forecast up 11 billion yen. Would you specify its breakdown?

A1 : Revenues are expected to increase 9 billion yen. This is composed of the expected revenue increases of 1 billion yen from international passenger, 4 billion yen from domestic passenger and 2 billion yen from cargo and mail. Together with the cost reductions of 2 billion yen, we expect operating profit to end 11 billion yen higher than the previous forecast.

■ International passenger

Q2 : What was the revenue per passenger like in the first quarter?

A2 : Revenue per passenger rose by 6.8% year on year for our revenue management initiatives and such.

■ Domestic passenger

Q3 : What was the passenger demand like?

A3 : Number of passengers increased by 8.1% year on year thanks to more group passengers due to the recovery from a plunge in demand by the 2016 Kumamoto Earthquakes and increased individual passengers mainly with promotional fares.

Q4 : What was the revenue per passenger like?

A4 : Revenue per passenger decreased by 1.8% year on year due to price competitions with other airlines and increased demand for promotional fares.