





OVERVIEW OF FINANCIAL RESULTS FOR 3RD QUARTER MAR/18

P.1



RECENT TOPICS

P.2



DETAILS OF FINANCIAL RESULTS FOR 3RD QUARTER MAR/18

P.3



REFERENCES













平成 29 年度
地球温暖化防環境大臣表章

Winister of the Environment

※the CONTRAIL Project

****JAL Corporate Website**

Overview of Financial Results for 3rd Quarter Mar/18

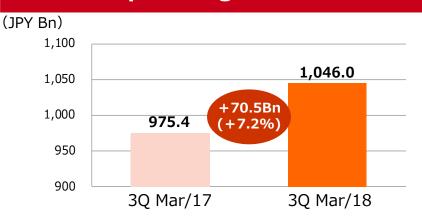


IAPAN AIRLINES

3rd Quarter Mar/18 (FY2017)

- ✓ 3rd Quarter resulted in an increase in both revenue and profit compared to the previous year.
- Considering the recent conditions such as fuel price trends and the surrounding market demands, the full year earnings forecast will remain unchanged.

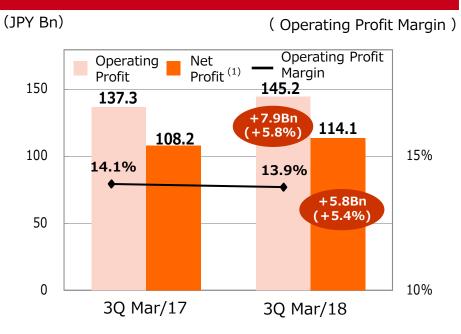
Operating Revenue



Fuel/FX Markets

	3Q MAR/17	3Q MAR/18	y/y
Singapore Kerosene (USD/bbl)	54.5	64.1	+17.5%
Dubai Crude Oil (USD/bbl)	43.0	52.0	+21.0%
FX Rate (JPY/USD)	106.4	111.4	+4.7%

Operating profit · Net profit



1 Profit attributable to owners of parent.

Recent Topics



JAL Focus

Refine our full service carrier business and expand new business domains, leveraging its know-how and customer base for further growth

Route Network

- ✓ Haneda London(Heathrow)

 Flight Increase (2017.10.29~)
- ✓ Narita Bangkok Flight
 Increase (2017.10.29~)

Alliances

- **✓ JAL × Aeroflot** (2017.11.27)
- Signed a Memorandum of Understanding (MoU) for a strategic cooperation agreement



System

- ✓ Renewal of Passenger✓ Service System (2017.11.16~)
- Our Passenger Service system (international and domestic) has been renewed to Altea supported by Amadeus
- Improve profitability by establishing fares more flexibly, improving overseas online functions, and improving Revenue management system

amadeus

Service

✓ Best Asia-Pacific Airline for On-time Performance

in 2017

(2018.01.17)

- JAL was honored with Asia-Pacific Title for 6 Consecutive Years
- JAL took second place overall in the Major International Airlines Category
- ✓ Achieved #1 Ranking in 2017 JCSI Survey (2017,11.7)
- 2nd time in three years to win top honors under the category of "Customer Satisfaction"
- 5 consecutive years JAL was ranked #1 for "Repeat Intention Rate"

New Business

New Domain

Core

Domain

✓ JAL×BOOM TECHNOLOGY.INC,



(2017.12.05)

✓ JAL×Lunar Exploration Company ispace

(2017.12.13) ispace

· JAL will Create new businesses and services that stimulate air travel demand

Airline-related Business

Expand Maintenance Supports to

Spring Japan

(2017.12.01)

• JAL will assist overcoming challenges to the airline industry by providing comprehensive maintenance supports further



Consolidated Financial Results



Consolidated Financial Results 3rd Quarter Mar/18

(JPY Bn)	3Q FY2016	3Q FY2017	Diff.	y/y ratio	3 rd Quarter (Oct-Dec) ⁽⁵⁾	Diff.	y/y ratio
Operating Revenue	975.4	1,046.0	+70.5	+7.2%	353.7	+30.1	+9.3%
Air Transportation Segment	877.2	950.5	+73.3	+8.4%	323.2	+31.7	+10.9%
Operating Expense	838.1	900.8	+62.6	+7.5%	307.5	+28.8	+10.4%
Air Transportation Segment	753.4	816.2	+62.8	+8.3%	280.0	+28.8	+11.5%
Operating Profit	137.3	145.2	+7.9	+5.8%	46.1	+1.2	+2.9%
Air Transportation Segment	123.8	134.3	+10.4	+8.5%	43.1	+2.9	+7.2%
Operating Profit Margin (%)	14.1%	13.9%	▲0.2pt	-	13.0%	▲ 0.8pt	-
Ordinary Profit	136.0	142.1	+6.1	+4.5%	44.5	▲ 1.7	▲3.8%
Net Profit (1)	108.2	114.1	+5.8	+5.4%	36.1	▲0.7	▲1.9%
ASK (MN seat km)	64,948	65,724	+776	+1.2%	22,124	+561	+2.6%
RPK (MN passenger km)	49,033	50,876	+1,843	+3.8%	17,166	+693	+4.2%
EBITDA Margin (%) (2)	21.3%	21.6%	+0.3pt	-	21.3%	0.0	-
EBITDAR Margin (%) (3)	22.9%	23.0%	+0.2pt	-	22.7%	▲0.1	-
Unit Cost (JPY) (4)	9.3	10.0	+0.7	+7.4%	10.1	+0.7	+7.9%
Incl. Fuel	11.6	12.4	+0.8	+7.1%	12.7	+1.0	+8.6%

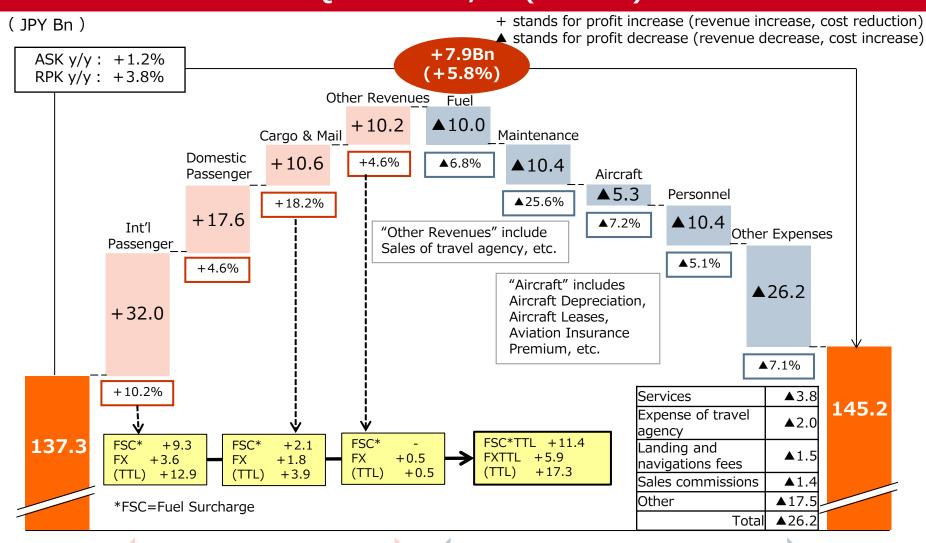
- 1. Profit attributable to owners of parent
- 2. EBITDA Margin = EBITDA / Revenue EBITDA=Operating Profit + Depreciation and Amortization
- 3. EBITDAR Margin = EBITDAR / Revenue EBITDAR=Operating Profit + Depreciation and Amortization + Aircraft Leases
- 4. Unit Cost = Air Transportation Segment Operating Cost (excluding fuel cost) / ASK
- 5. The results for 3Q (October to December) are calculated by deducting the results of 1H (April to September) from 3Q (April to December)

Changes in Operating Profit (Revenues / Expenses)



APAN AIRLINES

3rd Quarter Mar/18 (FY2017)



3Q Mar/17

Revenues +70.5Bn

Expenses ▲62.6Bn

3Q

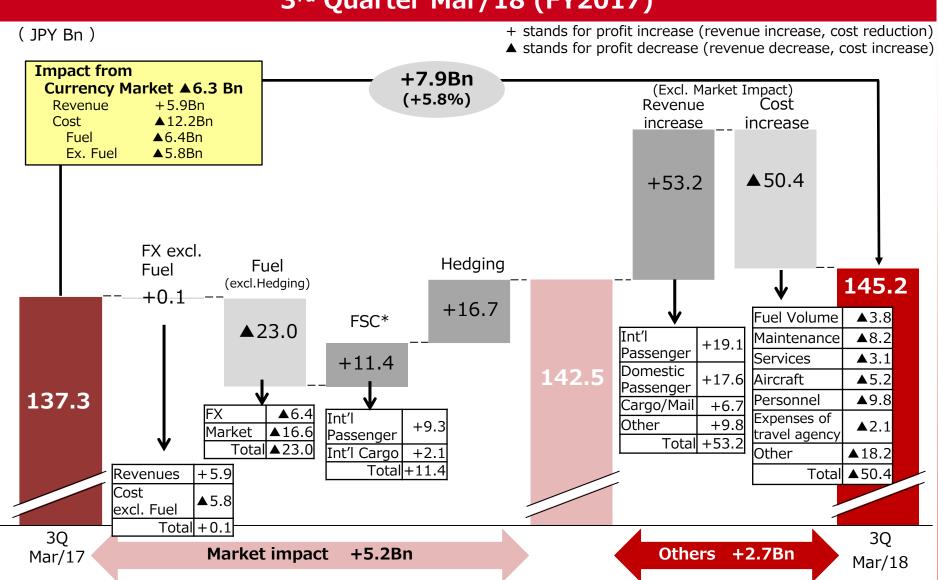
Mar/18

Changes in Operating Profit (Market / Others)

*FSC=Fuel Surcharge







International Passenger Operations

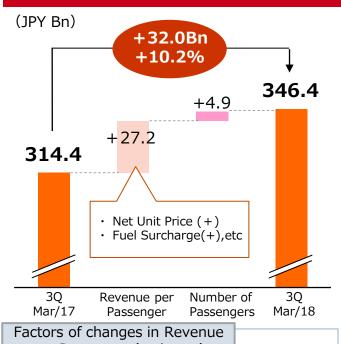


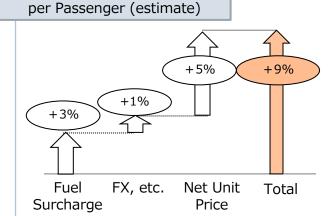
International Passenger

	3Q FY2016	3Q FY2017	y/y ratio	3 rd Quarter (Oct-Dec) ⁽⁴⁾	y/y ratio
Passenger Revenue (JPY Bn)	314.4	346.4	+10.2%	117.1	+15.6%
Passengers ('000)	6,279	6,373	+1.5%	2,163	+4.7%
ASK (MN seat km)	38,203	38,815	+1.6%	13,195	+3.9%
RPK (MN passenger km)	30,508	31,375	+2.8%	10,608	+5.0%
L/F (%)	79.9%	80.8%	+1.0pt	80.4%	+0.9pt
Revenue per Passenger ⁽¹⁾ (JPY)	50,072	54,355	+8.6%	54,129	+10.4%
Yield ⁽²⁾ (JPY)	10.3	11.0	+7.1%	11.0	+10.1%
Unit Revenue ⁽³⁾ (JPY)	8.2	8.9	+8.4%	8.9	+11.3%

- 1 Revenue per Passenger = Passenger Revenue / Passengers
- 2 Yield = Passenger Revenue / RPK
- 3 Unit Revenue Passenger Revenue / ASK
- 4 The results for 3Q (October to December) are calculated by deducting the results of 1H (April to September) from 3Q (April to December)

Change in Revenue





Domestic Passenger Operations



Domestic Passenger

	3Q FY2016	3Q FY2017	y/y ratio	3 rd Quarter (Oct-Dec) ⁽⁴⁾	y/y ratio
Passenger Revenue (JPY Bn)	380.8	398.5	+4.6%	133.5	+4.7%
Passengers ('000)	24,623	25,919	+5.3%	8,749	+3.0%
ASK (MN seat km)	26,744	26,909	+0.6%	8,928	+0.8%
RPK (MN passenger km)	18,525	19,501	+5.3%	6,558	+2.9%
L/F (%)	69.3%	72.5%	+3.2pt	73.5%	+1.6pt
Revenue per Passenger ⁽¹⁾ (JPY)	15,469	15,376	▲0.6%	15,262	+1.6%
Yield ⁽²⁾ (JPY)	20.6	20.4	▲0.6%	20.4	+1.7%
Unit Revenue ⁽³⁾ (JPY)	14.2	14.8	+4.0%	15.0	+3.9%

· Increase in individual passengers (+) 380.8

(JPY Bn)



Recovery from a plunge in demand by

Change in Revenue

the 2016 Kumamoto Earthquakes (+) 398.5



▲2.3

- · Increased demand for promotional fares (▲)
- · Increased Revenue per passenger in 3rd Quarter(+)

+19.9

30	Revenue per	Number of
Mar/17	Passenger	Passengers

3Q Mar/18

- 1 Revenue per Passenger = Passenger Revenue / Passengers
- 2 Yield = Passenger Revenue / RPK
- 3 Unit Revenue = Passenger Revenue / ASK
- 4 The results for 3Q (October to December) are calculated by deducting the results of 1H (April to September) from 30 (April to December)

Major Operating Expense Items



Operating Expenses

(JPY Bn)	3Q FY2016	3Q FY2017	Diff.	y/y ratio	3 rd Quarter (Oct-Dec) ⁽³⁾	Diff.	y/y ratio
Fuel	147.8	157.9	+10.0	+6.8%	55.9	+7.1	+14.7%
Landing and navigation fees	60.9	62.5	+1.5	+2.5%	21.2	+0.9	+4.5%
Maintenance	40.9	51.3	+10.4	+25.6%	15.5	+2.2	+17.3%
Sales commissions (Air Transport)	11.6	13.1	+1.4	+12.7%	4.5	+0.7	+18.9%
Aircraft (1)	74.7	80.1	+5.3	+7.2%	27.3	+2.3	+9.4%
Services (2)	27.9	31.8	+3.8	+13.7%	11.0	+1.4	+15.4%
Personnel	204.2	214.7	+10.4	+5.1%	72.9	+4.3	+6.4%
Expenses of travel agency	61.7	63.8	+2.0	+3.4%	20.0	+0.5	+2.7%
Other	207.9	225.2	+17.3	+8.3%	78.9	+9.0	+12.9%
Total Operating Expenses	838.1	900.8	+62.6	+7.5%	307.5	+28.8	+10.4%

¹ Aircraft = Aircraft Depreciation+ Aircraft Leases+ Aviation Insurance Premium, etc.

2 Services = Expenses regarding inflight services, airport lounges, cargo equipment, etc.

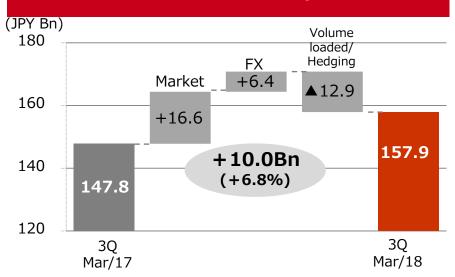
ASK y/y : +1.2%

³ The results for 3Q (October to December) are calculated by deducting the results of 1H (April to September) from 3Q (April to December)

Impact of Fuel and FX Markets



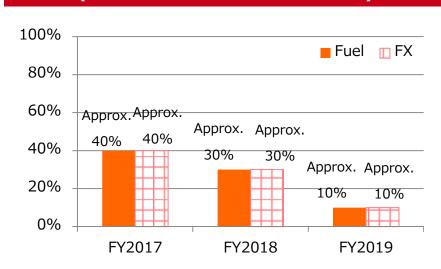
Transition of Fuel Cost by Factors



Fuel / FX Markets

	3Q MAR/17	3Q MAR/18	y/y
Singapore Kerosene (USD/bbl)	54.5	64.1	+17.5%
Dubai Crude Oil (USD/bbl)	43.0	52.0	+21.0%
FX Rate (JPY/USD)	106.4	111.4	+4.7%

Hedging Ratio for Fuel Costs (as of end of December 2017)



FY2017 4th Quarter Profit Impact by Fuel and FX Markets(Inc. Hedging, Fuel Surcharge)

Singapore Kerosene (USD/bbl) FX (JPY/USD)	USD60 Forecast	USD70	USD80	USD85
JPY115	No Change	▲1.5Bn	▲3.0Bn	▲3.5Bn
JPY110	+0.5Bn	▲1.0Bn	▲2.5Bn	▲3.0Bn

[References] Sensitivity for Fuel Costs Mar/18

Crude Oil (Change in 1 USD/bbl)	JPY 2.6 Bn Per Year
FX (Change in 1 JPY/USD)	JPY 1.5 Bn Per Year

Without hedging

Progress of Strategic Expenditures



※Reproduce, announced on April 28, 2017

Strategic Expenditures (y/y +JPY 21.5Bn)

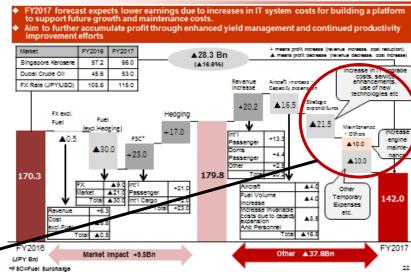
- ✓ Increased to JPY 22.0 Bn in the previous forecast on October 31,2017
- ✓ No change from the latest forecast

Maintenance (y/y + JPY 10.0Bn)

As planned

Others (y/y + JPY 10.0Bn)

As planned



FY2017 Changes Forecast in Operating Profit

			*F8C=Fuel Suroharge				22
(JPY Bn)		FY17 vs FY16	1st H	3Q	4Q	Total	Diff.
		1117 V31110	(Result)	(Result)	(Forecast)	(Forecast)	vs. Plan
Strategic	IT upgrade	13.5	2.2	4.6	6.7	13.5	0.0
	Depreciation/Operating Cost	11.0	1.0	4.0	6.0	11.0	0.0
	Training Cost	2.5	1.2	0.6	0.7	2.5	0.0
	Others	8.0	4.0	2.4	2.1	8.5	0.5
	Services enhancement(free Wi-Fi)	1.0	1.0	0.5	0.5	2.0	1.0
	Personnel(wage system for ground staff)	3.0	1.5	0.8	0.7	3.0	0.0
	New maintenance technology	1.5	0.3	0.2	0.5	1.0	-0.5
	Others	2.5	1.2	0.9	0.4	2.5	0.0
	Total	21.5	6.2	7.0	8.8	22.0	0.5
Maintenance	Total	10.0	5.5	2.5	2.0	10.0	0.0
Others	Total	10.0	5.0	2.5	2.5	10.0	0.0

Major Balance Sheet Items and Cash Flow Items



Balance Sheet

(JPY Bn)	End of Mar/17 2017/3/31	End of 3 rd Quarter Mar/18 2017/12/31	Diff.
Total Assets	1,728.7	1,798.8	+70.0
Cash and Deposits (1)	404.0	386.8	▲17.1
Balance of Interest-bearing Debt (2)	116.0	105.1	▲10.9
Future Rental Expenses under Operating Leases	76.4	63.1	▲ 13.3
Shareholders' Equity	972.0	1,052.0	+80.0
Shareholders' Equity Ratio (%)	56.2%	58.5%	+2.3pt
D/E Ratio (x) (3)	0.1x	0.1x	▲ 0.0x

Cash Flow

- L Certificate of Deposits etc. included 2 Accounts Payable-installment Purchase included
- 3 D/E ratio = On-balance sheet Interest-bearing Debt / Shareholders' Equity

(JPY Bn)	3Q MAR/17	3Q MAR/18	Diff.
Cash Flow from Operating Activities	181.0	204.2	+23.2
Depreciation and Amortization	70.9	80.7	+9.8
Cash Flow from Investing Activities (4)	▲ 165.6	▲155.3	+10.3
Capital Expenditure (5)	▲ 177.5	▲ 165.7	+11.8
Free Cash Flow (6)	15.4	48.9	+33.5
Cash Flow from Financing Activities	▲ 63.4	▲ 66.2	▲2.7
Total Cash Flow (7)	▲ 48.0	▲17.2	+30.8
EBITDA	208.2	225.9	+ 17.7
EBITDAR	223.3	241.0	+17.7

⁴ Excluding deposits and withdrawals from deposit accounts 5 Expenditures for purchasing fixed assets

⁶ Cash Flow from Operating Activities + Cash Flow from Investing Activities

⁷ Cash flow from Operating Activities + Cash Flow from Investing Activities + Cash Flow from Financing Activities

Financial strategy



Maintain both strong financial structure and high capital efficiency

Financial structure

Capital efficiency

Shareholders' equity ratio

■ Equity ratio reached approx. 60%. Having built strong financial structure, we will work to maintain the current level. ■ Aim to achimate maintain "A above cred improving and securing from our quantum from ou

Credit rating

☐ Aim to achieve and maintain "A flat" or above credit rating by improving cash flows and securing fruits from our growth strategies

Decrease cost of capital · Utilize debt

- Decrease cost of equity through comprehensive information disclosure, IR, etc.
 Utilize debt with discipline
- □ Utilize debt with discipline based on adequate debt repaying capacity with sufficient cash flow from operating activities

Liquidity

■ Maintain appropriate levels of cash in preparation for event risks and focus on asset efficiency(ROA)

Further increase our corporate value by decreasing cost of capital, and implement our shareholders return initiatives

Shareholders return

Policy of shareholders return

Dividend

- · Aim for stable and more predictable dividends
- · Strive to maintain dividend levels even after the effective tax rate hike

Share repurchase

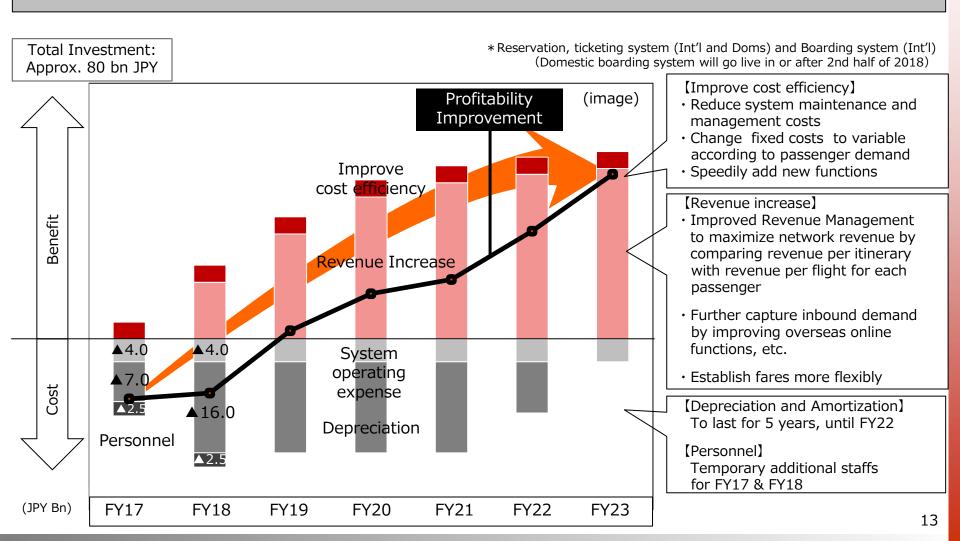
 Consider share repurchase based on appropriate levels of cash and deposits, the future growth investment, free cash flow outlook, stock price, etc.

Recent Topics (Innovation of Passenger Service System)



New system* will go live on Nov 16, 2017
Aim to increase our passenger revenue by 1% or more as early as possible.

As from FY19, the Benefit will exceed the Cost to contribute to our profitability.



FY2017 (Mar/18) Earnings Forecast



JAPAN AIRLINES

P/L

(JPY Bn)		FY2016 Result	FY2017 Forecast	у/у
Operating Revenue		1,288.9	1,366.0	+77.1
	International Passenger	415.2	453.0	+37.8
	Domestic Passenger	498.6	517.0	+18.4
	Cargo / Mail	78.2	88.0	+9.8
	Other	296.8	308.0	+11.2
Ope	rating Expense	1,118.6	1,200.0	+81.4
	Fuel	198.7	206.0	+7.3
	Excluding Fuel	919.8	994.0	+74.2
Ope	rating Profit	170.3	166.0	▲ 4.3
Oper	ating Profit Margin(%)	13.2%	12.2%	▲1.1pt
Ordi	nary Profit	165.0	158.0	▲ 7.0
Net Profit (1)		164.1	121.0	▲ 43.1
Unit Cost (JPY) (2)		9.4	10.0	+0.6
Divid	lends per share(JPY)	94.0	105.0	+11.0

Operational Preconditions

		FY2016 Result	FY2017 Forecast
ASK*	Int'l	+0.1%	+2.7%
	Doms	▲ 1.2%	+1.2%
	Total	▲0.4%	+2.1%
RPK*	Int'l	+0.8%	+3.0%
	Doms	+0.9%	+4.8%
	Total	+0.8%	+3.7%

*y/y

	FY2016 Result	FY2017 Forecast
Singapore Kerosene (USD/bbl)	57.2	60.5 (2 nd half 60.0)
Dubai Crude Oil (USD/bbl)	45.6	49.4 (2 nd half 49.0)
FX Rate (JPY/USD)	108.6	113.0 (2 nd half 115.0)

¹ Profit attributable to owners of parent

² Unit Cost = Air Transportation Segment Operating Expense (excluding fuel) / ASK

FY2017 (Mar/18) Revised Earnings Forecast



Balance Sheet

(JPY Bn)	End of FY2016 Results	End of FY2017 Previous Forecast	End of FY2017 New Forecast	Diff.
Total Assets	1,728.7	1,820.0	1,817.0	▲ 3.0
Balance of Interest-bearing debts	116.0	130.0	127.0	▲3.0
Shareholders' Equity	972.0	1,048.0	1,048.0	-
Shareholders' Equity Ratio (%)	56.2%	57.6%	57.7%	+0.1pt
ROIC (%) (1)	10.7%	9.5%	9.5%	-
ROE (%) (2)	18.1%	12.0%	12.0%	-
ROA (%) (3)	10.3%	9.4%	9.4%	-

Cash Flow

(JPY Bn)	FY2016 Results	FY2017 Previous Forecast	FY2017 New Forecast	Diff.
Cash Flow from Operating Activities	253.1	259.0	259.0	-
Cash Flow from Investing Activities (4)	▲215.5	▲ 207.0	▲189.0	+18.0
Free Cash Flow (5)	37.5	52.0	70.0	+18.0
Cash Flow from Financing Activities	▲ 53.5	▲ 41.0	▲ 44.0	▲3.0
EBITDA	266.1	276.0	276.0	-
EBITDAR	286.2	294.0	294.0	-

¹ Return on invested capital gives a sense of how well a company is using its money to generate returns

5 Cash Flow from Operating Activities + Cash Flow from Investing Activities

NOPAT

ROIC(%) =

Fixed Asset

(incl. Future Rental Expenses under Operating Leases) 15

^{2 (}Profit attributable to owners of parent) / (average of shareholder's equity at beginning and end of fiscal year)

^{3 (}Operating profit) / (average of total assets at beginning and end of fiscal year)

Excluding deposits and withdrawals from deposit accounts

Revenue of International Routes by Geographic Segment



Passenger Revenue								
	Q3	Q3	Component Ratio					
(%)	Cumulative y/y	3Months y/y	Q3 FY2016	Q3 FY2017	Q3 3 Months			
America	+14.5%	+20.7%	26%	27%	26%			
Europe	+19.2%	+23.3%	16%	17%	15%			
Asia/Oceania	+6.8%	+14.4%	33%	32%	35%			
China	+9.5%	+19.7%	10%	10%	10%			
Hawaii/Guam	+1.5%	+0.4%	15%	14%	14%			
Total	+10.2%	+15.6%	100%	100%	100%			

ASK								
(MN seat km)	Q:	3 (Cumula	Q3 (3Months)					
	FY2016	FY2017	y/y	FY2017	y/y			
America	10,777	11,293	+4.8%	3,780	+4.6%			
Europe	5,781	6,048	+4.6%	1,980	+4.2%			
Asia/Oceania	13,358	13,274	▲0.6%	4,660	+5.0%			
China	2,644	2,466	▲ 6.7%	820	▲6.9%			
Hawaii/Guam	5,642	5,733	+1.6%	1,952	+4.6%			
Total	38,203	38,815	+1.6%	13,195	+3.9%			

RPK								
(MN passenger km)	Q	(Cumulat	Q3 (3Months)					
	FY2016	FY2017	y/y	FY2017	y/y			
America	8,565	8,918	+4.1%	2,842	+1.7%			
Europe	4,546	4,996	+9.9%	1,598	+7.1%			
Asia/Oceania	10,661	10,909	+2.3%	3,924	+8.3%			
China	1,922	1,917	▲0.3%	643	+9.5%			
Hawaii/Guam	4,811	4,632	▲3.7%	1,599	▲0.3%			
Total	30,508	31,375	+2.8%	10,608	+5.0%			

Revenue Passengers Carrieu								
('000)	Q:	3 (Cumula	ative)	Q3 (3I	Q3 (3Months)			
	FY2016	FY2017	y/y	FY2017	y/y			
America	901	933	+3.5%	297	+1.2%			
Europe	502	558	+11.2%	178	+8.6%			
Asia/Oceania	3,007	3,045	+1.3%	1,065	+5.1%			
China	1,031	1,034	+0.3%	347	+10.6%			
Hawaii/Guam	836	801	▲ 4.2%	273	▲2.3%			
Total	6,279	6,373	+1.5%	2,163	+4.7%			

Load Factor for Revenue Passengers							
(%)	Q3 (Cumulative)			Q3 (3Months)			
(70)	FY2016	FY2017	y/y	FY2017	y/y		
America	79.5%	79.0%	▲ 0.5pt	75.2%	▲2.1pt		
Europe	78.6%	82.6%	+4.0pt	80.7%	+2.2pt		
Asia/Oceania	79.8%	82.2%	+2.4pt	84.2%	+2.6pt		
China	72.7%	77.8%	+5.1pt	78.4%	+11.7pt		
Hawaii/Guam	85.3%	80.8%	▲4.5pt	81.9%	▲4.0pt		
Total	79.9%	80.8%	+1.0pt	80.4%	+0.9pt		

Number of Aircraft



	End of Mar/17 (2017/3/31)				rd Quarter N 2017/12/31)	/ar/18	Diff.
	Owned	Leased	Total	Owned	Leased	Total	
Boeing 777-200	12	0	12	12	0	12	-
Boeing 777-200ER	11	0	11	11	0	11	-
Boeing 777-300	4	0	4	4	0	4	-
Boeing 777-300ER	13	0	13	13	0	13	-
Large-sized Total	40	0	40	40	0	40	-
Boeing 787-8	25	0	25	25	0	25	-
Boeing 787-9	8	0	8	11	0	11	+3
Boeing 767-300	6	0	6	6	0	6	-
Boeing 767-300ER	29	2	31	29	1	30	▲1
Middle-sized Total	68	2	70	71	1	72	+2
Boeing 737-400	11	0	11	9	0	9	▲ 2
Boeing 737-800	26	27	53	33	23	56	+3
Small-sized Total	37	27	64	42	23	65	+1
Embraer 170	17	0	17	17	0	17	-
Embraer 190	5	0	5	11	0	11	+6
Bombardier CRJ200	5	0	5	3	0	3	▲ 2
Bombardier D8-400	7	2	9	7	1	8	▲ 1
Bombardier D8-400CC	4	0	4	5	0	5	+1
SAAB340B	12	0	12	10	0	10	▲ 2
Bombardier D8-300	1	0	1	0	0	0	▲ 1
Bombardier D8-100	2	0	2	1	0	1	▲ 1
ATR42-600	1	0	1	2	0	2	+1
Regional Total	54	2	56	56	1	57	+1
Total	199	31	230	209	25	234	+4



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