

Financial Results for the fiscal year ended March 2018

Principal Q&A

■ Consolidated Financial Result for the fiscal year ended March 2018

Q1 : About the operating profit resulted in 174.5 billion yen, up 8.5 billion yen from the latest forecast, would you explain its breakdown?

A1 : The revenue increased by 17.0 billion yen, compared to the latest forecast. The revenue from International Passenger business increased by 10.0 billion yen, while Domestic Passenger business revenue increased by 1.0 billion yen. The revenue from Cargo business also increased by 4.0 billion yen. As for the expense, the fuel cost increased by 9.3 billion yen but the other expenses declined, compared to our forecast.

■ Trend in Demand

Q2 : What is the demand trend recently?

A2 : The demand is strong in both International Passenger business and Domestic Passenger business. For International Passenger, the capacity (ASK) will increase by about 7% year-on-year and the number of reservation also has increased by 7% year on year in April to June. For Domestic Passenger, the capacity (ASK) will increase about 2% year-on-year and the number of reservation also has increased 2% year on year in April to June.

■ Domestic passenger

Q3 : What will be the revenue per passenger ? What was the factor that made the revenue per passenger in FY2018 decreased?

A3 : Our plan includes a change of settlement adjustment method in domestic sectors on international itineraries. Excluding the adjustment impact, the revenue per passenger will remain unchanged from the previous year.

■ New passenger service system

Q4 : JAL has introduced the new passenger service system in November, 2017. Do you have any effects of the new system at this moment?

A4 : Our system transition has been successful made. The sales from overseas websites have been increasing through the improvement of their usability.