## JAPAN AIRLINES Co., Ltd. Financial Results 1<sup>st</sup> Quarter Mar/2019 (FY2018)





10 November 2017International Friendly Matchvs Brazil National Team14 November 2017International Friendly Matchvs Belgium National Team

#### July 31, 2018

Today's Topics





#### **OVERVIEW OF FINANCIAL RESULTS FOR** 1<sup>st</sup> QUARTER MAR/19



### DETAILS OF FINANCIAL RESULTS FOR 1<sup>ST</sup> QUARTER MAR/19





P.1

P.2









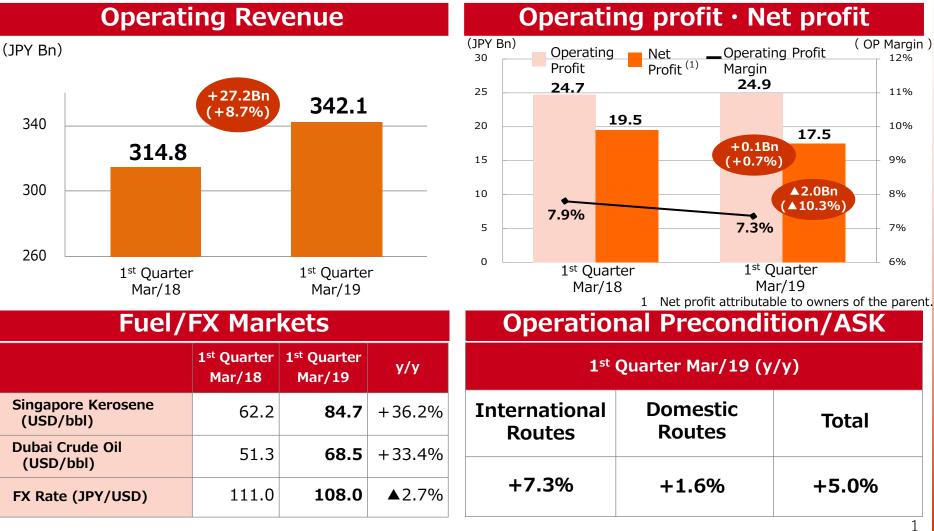


%The Award for Passenger Service System Project

# Overview of Financial Results for 1st Quarter Mar/19



- Resulted in an increase in both revenue and operating profit year-on-year while progressing capacity expansion
- A new international mid & long-haul low-cost carrier will be established (Disclosed on May 14, 2018, Its preparatory company has been established on July 31,2018)
- An antitrust immunity application for JAL-Hawaiian Airlines joint venture was filed (June 15, 2018)





#### Consolidated Financial Results 1<sup>ST</sup> QUARTER Mar/19

(JPY Bn)	1 <sup>st</sup> Quarter Mar/18	1 <sup>st</sup> Quarter Mar/19	Diff.	y/y
Operating Revenue	314.8	342.1	+27.2	+8.7%
Air Transportation Segment	285.8	313.0	+27.1	+9.5%
Operating Expense	290.0	317.1	+27.1	+9.3%
Air Transportation Segment	263.9	291.3	+27.4	+10.4%
Operating Profit	24.7	24.9	+0.1	+0.7%
Air Transportation Segment	21.9	21.6	▲0.3	▲1.4%
Operating Profit Margin (%)	7.9%	7.3%	▲0.6pt	-
Ordinary Profit	24.5	23.1	▲1.4	▲5.9%
Net Profit (1)	19.5	17.5	▲2.0	▲10.3%
ASK (MN seat km)	21,408	22,468	+1,060	+5.0%
RPK (MN passenger km)	16,116	17,134	+1,017	+6.3%
EBITDA Margin (%) <sup>(2)</sup>	16.0%	16.2%	+0.2pt	-
EBITDAR Margin (%) <sup>(3)</sup>	17.6%	17.6%	+0.1pt	-
Unit Cost (JPY) <sup>(4)</sup>	10.0	10.3	+0.3	+3.1%
Incl. Fuel	12.3	13.0	+0.6	+5.2%

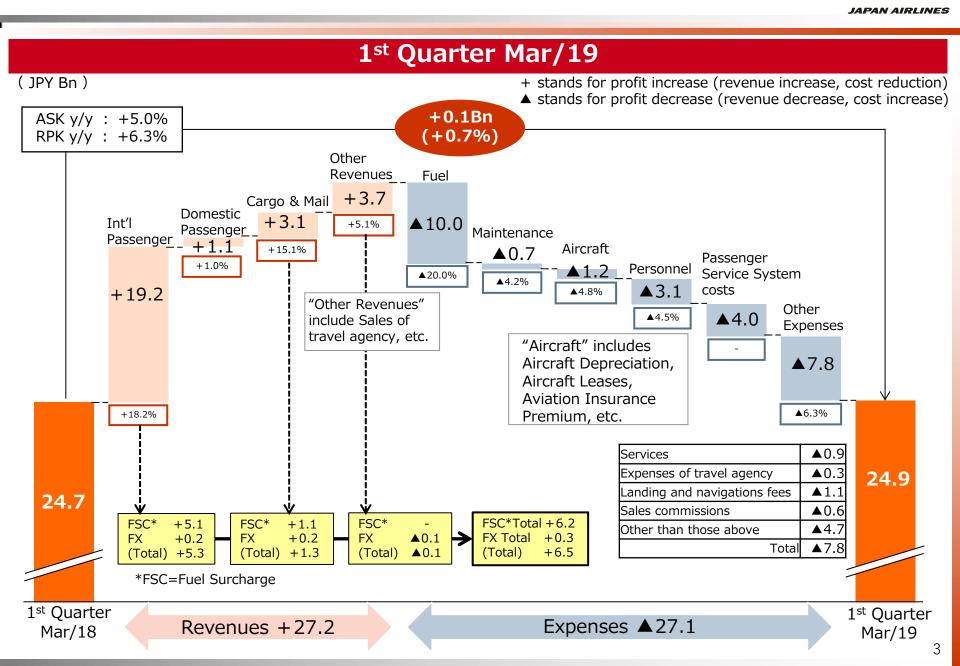
1 Net profit attributable to owners of the parent

2 EBITDA Margin = EBITDA / Operating Revenue EBITDA=Operating Profit + Depreciation and Amortization

3 EBITDAR Margin = EBITDAR / Operating Revenue EBITDAR=Operating Profit + Depreciation and Amortization + Aircraft Leases

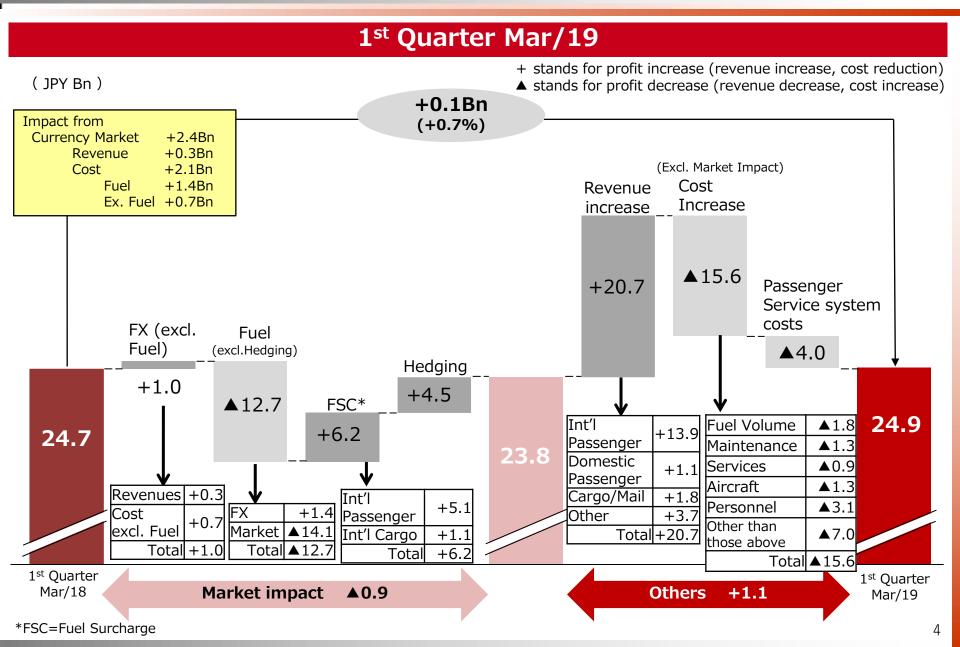
4 Unit Cost = Air Transportation Segment Operating Expense (excluding fuel cost) / ASK

# Changes in Operating Profit (Revenues / Expenses)



# Changes in Operating Profit (Market / Others)



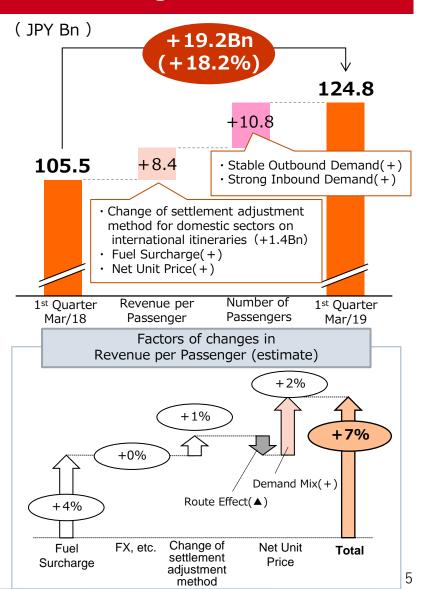


# **International Passenger Operations**



International Passenger				
	1 <sup>st</sup> Quarter Mar/18	1st Quarter Mar/19	у/у	
Passenger Revenue <sup>(1)</sup> (JPY Bn)	105.5	124.8 (123.4)	+18.2% (+16.9%)	
Passengers ('000)	2,038	2,251	+10.5%	
ASK (MN seat km)	12,588	13,506	+7.3%	
RPK (MN passenger km)	10,091	10,981	+8.8%	
L/F (%)	80.2%	81.3%	+1.1pt	
Revenue per Passenger <sup>(1) (2)</sup> (JPY)	51,798	55,441 (54,820)	+7.0% (+5.8%)	
Yield <sup>(1) (3)</sup> (JPY)	10.5	11.4 (11.2)	+8.7% (+7.4%)	
Unit Revenue <sup>(1) (4)</sup> (JPY)	8.4	9.2 (9.1)	+10.2% (+9.0%)	

#### Change in Revenue



1 The effect of the change of the settlement adjustment method for domestic sectors on international itineraries is excluded in the figures in parentheses

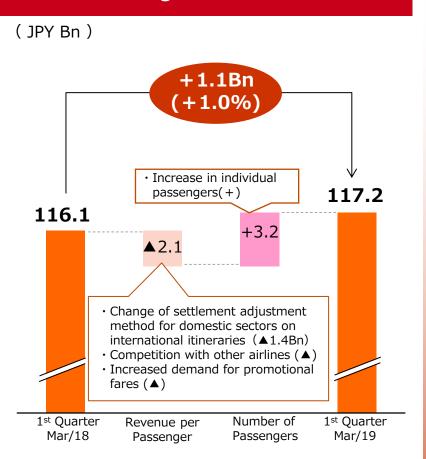
- 2 Revenue per Passenger = Passenger Revenue / Passengers
- 3 Yield = Passenger Revenue / RPK
- 4 Unit Revenue= Passenger Revenue / ASK

### **Domestic Passenger Operations**



Domestic Passenger				
	1 <sup>st</sup> Quarter Mar/18	1 <sup>st</sup> Quarter Mar/19	y/y	
Passenger Revenue <sup>(1)</sup> (JPY Bn)	116.1	117.2 (118.6)	+1.0% (+2.2%)	
Passengers ('000)	8,070	8,297	+2.8%	
ASK (MN seat km)	8,820	8,962	+1.6%	
RPK (MN passenger km)	6,025	6,153	+2.1%	
L/F (%)	68.3%	68.7%	+0.3pt	
Revenue per Passenger <sup>(1) (2)</sup> (JPY)	14,391	14,137 (14,305)	▲1.8% (▲0.6%)	
Yield <sup>(1) (3)</sup> (JPY)	19.3	19.1 (19.3)	▲1.1% (+0.1%)	
Unit Revenue <sup>(1) (4)</sup> (JPY)	13.2	13.1 (13.2)	▲0.6% (+0.6%)	

#### Change in Revenue



- 1 The effect of the change of the settlement adjustment method for domestic sectors on international itineraries is excluded in the figures in parentheses
- 2 Revenue per Passenger = Passenger Revenue / Passengers
- 3 Yield = Passenger Revenue / RPK
- 4 Unit Revenue= Passenger Revenue / ASK



Operating Expenses				
(JPY Bn)	1 <sup>st</sup> Quarter Mar/18	1 <sup>st</sup> Quarter Mar/19	Diff.	y/y
Fuel	50.3	60.3	+10.0	+20.0%
Landing and navigation fees	20.1	21.2	+1.1	+5.5%
Maintenance	17.8	18.5	+0.7	+4.2%
Sales commissions (Air Transport)	4.0	4.7	+0.6	+16.9%
Aircraft <sup>(1)</sup>	26.1	27.4	+1.2	+4.8%
Services <sup>(2)</sup>	9.9	10.8	+0.9	+9.8%
Personnel	70.5	73.7	+3.1	+4.5%
Expenses of travel agency	18.8	19.1	+0.3	+1.7%
Other	72.0	80.8	+8.7	+12.1%
Total Operating Expenses	290.0	317.1	+27.1	+9.3%

ASK y/y : +5.0%

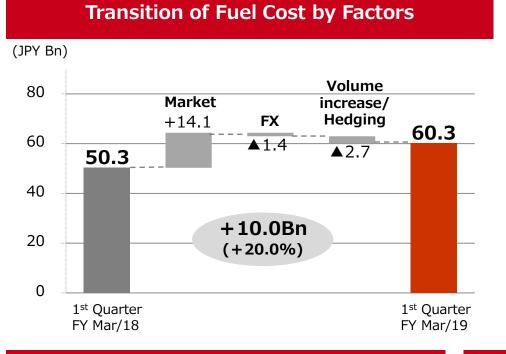
1 Aircraft = Aircraft Depreciation + Aircraft Leases + Aviation Insurance Premium, etc.

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

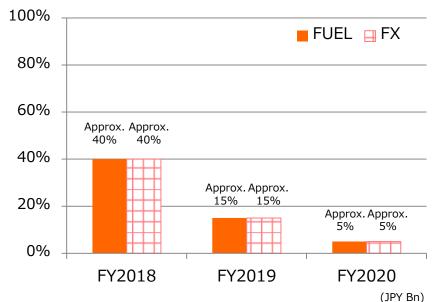
3 Includes Passenger Service System related expenses (+4.0Bn)

# Impact of Fuel and FX Markets





#### Hedge Ratio for Fuel Costs (As of end of June 2018)



Fuel / FX Markets				
	1 <sup>st</sup> Quarter FY Mar/18	1 <sup>st</sup> Quarter FY Mar/19	у/у	
Singapore Kerosene (USD/bbl)	62.2	84.7	+36.2%	F)
Dubai Crude Oil (USD/bbl)	51.3	68.5	+33.4%	
FX Rate (JPY/USD)	111.0	108.0	▲2.7%	

#### Profit Impact by Fuel and FX Markets From FY2018 2nd Quarter (Inc. Hedging, Fuel Surcharge)

Singapore Kerosene (USD/bbl) FX(JPY/USD)	USD 73	USD 80	USD 85	USD 90
	Forecast			
JPY 115	1.0Bn	0.5Bn	▲4.0Bn	▲2.5Bn
JPY 110	5.0Bn	0.5Bn	0.5Bn	▲2.5Bn
JPY 105	5.5Bn	5.0Bn	1.0Bn	3.0Bn

# Major Balance Sheet Items and Cash Flow Items



Balance Sheet (JPY Bn)	End of Mar/18	End of 1 <sup>st</sup> Quarter Mar/19	Diff.	
Total Assets (1)	1,853.9	1,878.6	+24.6	
Cash and Deposits <sup>(2)</sup>	448.8	420.6	▲28.1	
Balance of Interest-bearing Debt <sup>(3)</sup>	125.7	121.7	▲4.0	1
Future Rental Expenses under Operating Leases	67.4	71.7	+4.2	-
Shareholders' Equity	1,060.3	1,063.8	+3.5	
Shareholders' Equity Ratio(%)	57.2%	56.6%	▲0.6pt	2 3
D/E Ratio (x) <sup>(4)</sup>	0.1x	0.1x	<b>▲</b> 0.0×	4

 Total Assets amount as of the end of March, 2018 has been changed due to the revision of the accounting standards and other regulations regarding indication of deferred tax assets and liabilities from FY2018 (It was 1,854.2Bn when disclosed on April 27, 2018)

 Certificate of Deposits etc. included
 Accounts Payable-installment Purchase included
 On-balance sheet Interest-bearing Debt / Shareholders' Equity

Cash Flow (JPY Bn)	1 <sup>st</sup> Quarter Mar/18	1 <sup>st</sup> Quarter Mar/19	Diff.
Cash Flow from Operating Activities	69.9	71.8	+1.9
Depreciation and Amortization	25.5	30.5	+5.0
Cash Flow from Investing Activities (5)	<b>▲</b> 41.8	▲62.1	<b>▲</b> 20.3
Capital Investment	▲50.8	▲69.7	<b>▲</b> 18.8
Free Cash Flow (6)	28.1	9.6	<b>▲</b> 18.4
Cash Flow from Financing Activities	▲43.3	▲37.5	+5.8
Total Cash Flow (7)	▲15.2	▲27.9	<b>▲</b> 12.6
EBITDA	50.3	55.5	+5.1
EBITDAR	55.2	60.3	+5.0

Excluding deposits and withdrawals from deposit accounts

6 Cash Flow from Operating Activities

+ Cash Flow from Investing Activities

7 Cash flow from Operating Activities

5

+ Cash Flow from Investing Activities

+ Cash Flow from Financing Activities

#### 《 Reference 》 Revenue of International Routes by Geographic Segment



Passenger Revenue				
(%)	y/y	Compone	ent Ratio	
	1Q Mar/19	1Q Mar/18	1Q Mar/19	
America	+9.9%	28%	26%	
Europe	+20.8%	16%	17%	
Asia/Oceania	+16.5%	33%	33%	
China	+38.4%	10%	11%	
Hawaii/Guam	+22.1%	13%	13%	
Total	+18.2%	100%	100%	

ASK					
(MN seat km)	1Q Mar/18	1Q Mar/19	y/y		
America	3,727	3,859	+3.5%		
Europe	1,963	1,930	<b>▲</b> 1.7%		
Asia/Oceania	4,264	4,737	+11.1%		
China	821	853	+3.9%		
Hawaii/Guam	1,810	2,125	+17.4%		
Total	12,588	13,506	+7.3%		

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#### RPK

(MN passenger km)	1Q Mar/18	1Q Mar/19	y/y
America	2,988	3,158	+5.7%
Europe	1,639	1,638	▲0.1%
Asia/Oceania	3,451	3,804	+10.2%
China	575	726	+26.3%
Hawaii/Guam	1,435	1,653	+15.2%
Total	10,091	10,981	+8.8%

Revenue i assengers carried				
('000)	1Q Mar/18	1Q Mar/19	y/y	
America	312	330	+5.9%	
Europe	182	182	+0.0%	
Asia/Oceania	983	1,045	+6.2%	
China	308	393	+27.7%	
Hawaii/Guam	251	299	+19.1%	
Total	2,038	2,251	+10.5%	

**Revenue Passengers Carried** 

Load Factor				
(%)	1Q Mar/18	1Q Mar/19	y/y	
America	80.2%	81.8%	+1.7pt	
Europe	83.5%	84.9%	+1.3pt	
Asia/Oceania	80.9%	80.3%	▲0.6pt	
China	70.0%	85.1%	+15.1pt	
Hawaii/Guam	79.3%	77.8%	▲1.5pt	
Total	80.2%	81.3%	+1.1pt	

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### «Reference» Number of Aircraft



	End of Mar/18 (March 31, 2018)			End of 1 (Ju	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	10	1	11	12	1	13	+2
Boeing 767-300	6	0	6	6	0	6	-
Boeing 767-300ER	28	1	29	29	0	29	-
Middle-sized Total	69	2	71	72	1	73	+2
Boeing 737-400	8	0	8	7	0	7	▲1
Boeing 737-800	34	23	57	36	22	58	+1
Small-sized Total	42	23	65	43	22	65	-
Embraer 170	17	0	17	18	0	18	+1
Embraer 190	12	0	12	13	0	13	+1
Bombardier D8-400	5	1	6	5	0	5	▲1
Bombardier D8-400CC	5	0	5	5	0	5	-
SAAB340B	10	0	10	9	0	9	▲1
Bombardier D8-300	1	0	1	1	0	1	-
ATR42-600	4	0	4	5	0	5	+1
Regional Total	54	1	55	56	0	56	+1
Total	205	26	231	211	23	234	+3

## **(Reference)** FY2018 Earnings Forecast



\*No change from the figures disclosed on April 27, 2018 JAPAN AIRLINES

R	Revenue and Expenditure Plan				Ор	erational I	Precondition	s · Dividend	
(JF	Ϋ́Bn)	FY2017	FY2018 (Plan)	Diff.	y/y		%γ/у	FY2017	FY2018(Plan)
Ope	rating Revenue	1,383.2	1,455.0	+71.7	+5.2%		Int'l	+2.4%	+6.8%
	International Passenger <sup>(1)</sup>	462.9	, 515.0	+52.0	+11.3%	ASK	Doms	+0.8%	+1.8%
	Domestic Passenger <sup>(1)</sup>	518.2	520.0	+1.7	+0.3%		Total	+1.7%	+4.8%
	Cargo / Mail	92.0	94.0	+1.9	+2.1%		Int'l	+3.4%	+6.4%
	Other	310.0	326.0	+15.9	+5.1%	RPK	Doms	+4.5%	+1.2%
Ope	rating Expense	1,208.6	1,288.0	+79.3	+6.6%		Total	+3.8%	+4.4%
	Fuel	215.2	241.0	+25.7	+12.0%			FY2017	FY2018(Plan)
	Excluding Fuel	993.4	1,047.0	+53.5	+5.4%	Singapo (USD/b	ore Kerosene bl)	67.8	73.0
Ope	rating Profit	174.5	167.0	▲7.5	<b>▲</b> 4.3%	Dubai ( (USD/b	Crude Oil bl)	54.9	61.0
Ope	rating Profit Margin (%)	12.6%	11.5%	▲1.1pt	-	FX Rate	e (JPY/USD)	111.2	115.0
Ord	inary Profit	163.1	156.0	▲7.1	▲4.4%				FY2018
Net	Profit <sup>(2)</sup>	135.4	110.0	▲25.4	▲18.8%	(JPY)		FY2017	(Forecast)
Unit	Cost (JPY) <sup>(3)</sup>	10.1	10.2	+0.1	+1.1%	Dividen	d per share	110	110
1 Ir	cluding a change of settlement	t adjustment m	ethod for dome	estic sectors on	international	In	terim Dividend	52.5	55.0

1 Including a change of settlement adjustment method for domestic sectors on international itineraries (INT+6.0Bn, DOM▲6.0Bn)

2 Net profit attributable to owners of the parent

3 Unit Cost = Air Transportation Segment Operating Cost (excluding fuel cost) / ASK

55.0

d

	Int'l	+3.4%	+6.4%
RPK	Doms	+4.5%	+1.2%
	Total	+3.8%	+4.4%
		FY2017	FY2018(Plan)
Singapore Kerosene (USD/bbl)		67.8	73.0
Dubai Crude Oil (USD/bbl)		54.9	61.0
FX Rate (JPY/USD)		111.2	115.0
			EV2010
(JPY)		FY2017	FY2018 (Forecast)
Dividen	d per share	110	110

57.5

Year-End Dividend

## «Reference» FY2018 Earnings Forecast



\*No change from the figures disclosed on April 27, 2018 JAPAN AIRLINES

Balance Sheet				
(JPY Bn)	End of FY2017	End of FY2018 (Plan)	Diff.	
Total Assets <sup>(1)</sup>	1,853.9	1,933.0	+79.0	
Balance of Interest-bearing debts <sup>(2)</sup>	125.7	164.0	+38.2	
Shareholders' Equity	1,060.3	1,122.0	+61.6	
Shareholders' Equity Ratio (%)	57.2%	58.0%	+0.9pt	
ROIC (%) <sup>(3)</sup>	10.1%	9.2%	▲0.9pt	
ROE (%) <sup>(4)</sup>	13.3%	10.1%	▲3.2pt	
ROA (%) <sup>(5)</sup>	9.7%	8.8%	▲0.9pt	

1	Total Assets amount as of the end of FY2017 has been changed due
	to the revision of the accounting standards and other regulations
	regarding indication of deferred tax assets and liabilities from
	FY2018 (It was 1,854.2Bn when disclosed on April 27, 2018)

- 2 Accounts Payable-installment Purchase included
- 3 Net Operating Profit After Tax (NOPAT) /Fixed Asset (incl. Future Rental Expenses under Operating Leases)
   4 (Net Income Attributable to owners of the parent) /
- (Average of shareholder's equity at beginning and end of fiscal year)
- 5 (Operating profit) / (Average of total assets at beginning and end of fiscal year)

(JPY Bn)	FY2017	FY2018 (Plan)	Diff.
Cash Flow from Operating Activities	281.5	271.0	▲10.5
Cash Flow from Investing Activities <sup>(6)</sup>	▲180.1	▲220.0	▲39.8
Free Cash Flow (7)	101.3	51.0	▲50.3
Cash Flow from Financing Activities	▲55.8	▲15.0	+40.8
EBITDA	285.4	291.0	+5.5
EBITDAR	305.4	307.0	+1.5

6 Exclude deposits and withdrawals from deposit accounts

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

8 Growth investments = i.e., Introduction of aircraft that will contribute route expansion, flight frequency increase, or operational efficiency improvement, Improvement of quality, service or efficiency, or Development of new business domains.

9 Replacement investments = i.e., Replacement of existing old facilities or for compliance to laws and regulations.

#### Investment

(JPY Bn)	FY2017	FY2018 (Plan)	Diff.
leet	168.2	172.0	+3.8
Ground $\cdot$ IT, etc.	43.7	65.0	+21.3
Total	211.9	237.0	+25.1
		$\downarrow$	
Growth Investment <sup>(8)</sup>		150.0	
Ri	eplacement vestments <sup>(9)</sup>	87.0	
			-



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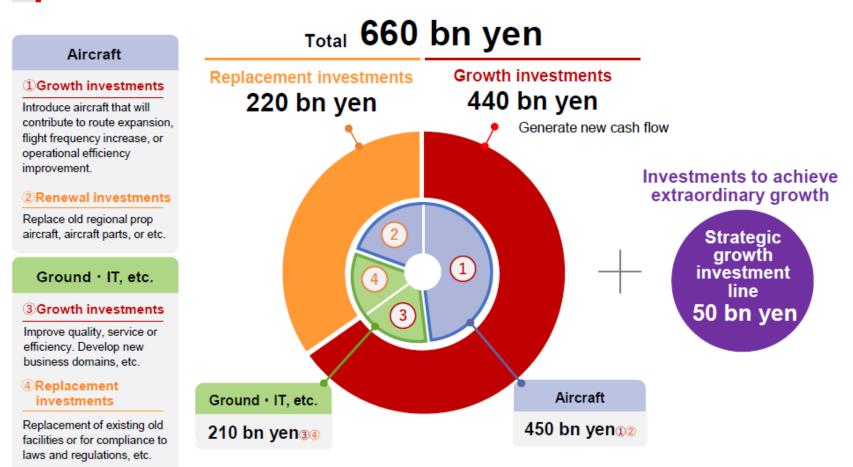
(Reference) Financial Strategy and Capital Policy (1)



Holding capital investments within the amount of operating cash flow, we will actively invest approximately 2/3 of the total investments for growth to increase corporate value

\*Originally disclosed on February 28, 2018

#### FY2018~2020 Capital Investments



(Reference) Financial Strategy and Capital Policy 2)

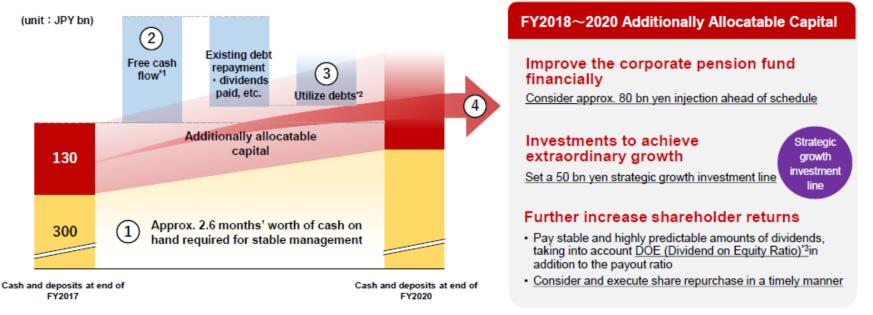


\*Originally disclosed on February 28, 2018 JAPAN AIRLINES

# We will strategically allocate capital to increase corporate value, while maintaining a firm financial structure as well as high capital efficiency at the same time

#### **Capital Allocation**

- Maintain approx. 2.6 months' worth of revenue as standard cash on hand required for stable management and recognize the excess amount as additionally allocatable capital.
- 2 Actively promote further growth investments and create maximum free cash flows.
- ③ Utilize interest-bearing debt for growth investments and improve capital efficiency.
- Strategically allocate additional capital.



- \*1 Free cash flow (3-year aggregate)=Cash flow from operating activities-Cash flow from investing activities \*3
- \*2 3-year aggregate new debts used (new procurements-repayment of new procurements

Indicates dividend yield of shareholders' equity DOE (Dividend on Equity Ratio)=Total Dividend÷Equity

## (Reference) Financial Strategy and Capital Policy 3



\*Originally disclosed on February 28, 2018 JAPAN AIRLINES

#### Maintain both strong financial structure and high capital efficiency,

#### and aim for corporate value increase

Financial	structure	Capital efficiency			
Shareholders' equity ratio		Decrease cost of capital • Utilize debt	Liquidity		
<ul> <li>Equity ratio reached approx. 60%. Having built strong financial structure, we will work to maintain the current level</li> <li>Aim to achieve and maintain "A flat" or above credit rating by improving cash flows and securing fruits from our growth strategies</li> </ul>		<ul> <li>Decrease cost of equity through comprehensive information disclosure, IR, etc.</li> <li>Utilize debt with discipline based on adequate debt repaying capacity with sufficient cash flow from operating activities</li> </ul>	Based on our current scale of business operations, standard liquidity on hand is set at approximately 2.6 month's worth of revenue (currently approx. 300 bn yen) for sufficient event risk tolerance as well as return on assets (ROA)		
Further increase our corporate value by decreasing cost of capital, and implement our shareholders return initiatives					
Shareholders return					
Policy of shareholders return					

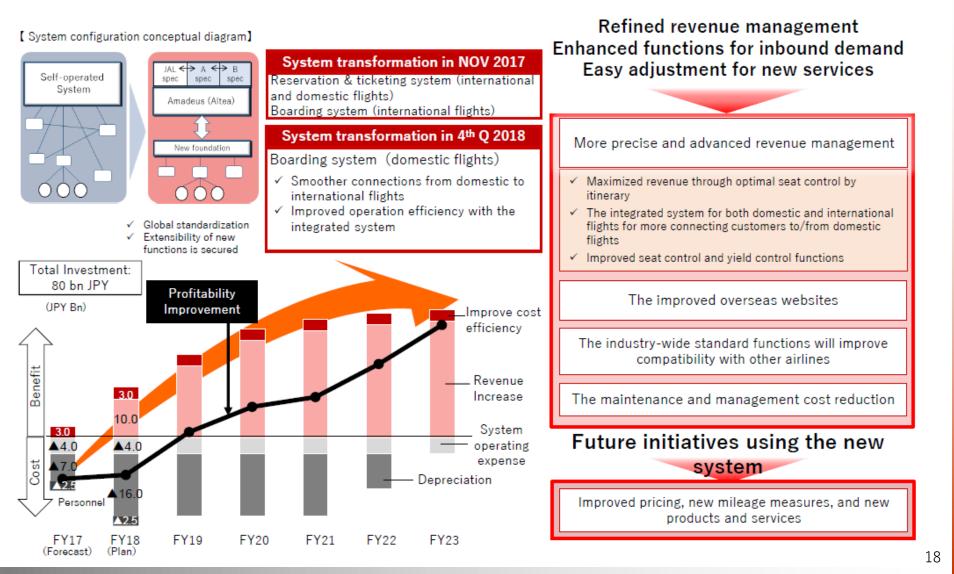
Dividend	<ul> <li>Stable and more predictable dividends are aimed</li> <li><u>Dividend on equity (DOE) in addition to the payout ratio has been adopted as a reference</u></li> <li>Increasing the payout ratio to maintain dividend levels, after the effective tax rate increase, will be considered</li> </ul>
Share repurchase	<ul> <li>Share repurchase in a timely manner, based on 1) an appropriate level of cash and deposits,</li> <li>2) the future growth investment, 3) free cash flow outlook or 4) stock price, will be considered</li> </ul>

### **(Reference)** Innovation of Passenger Service System

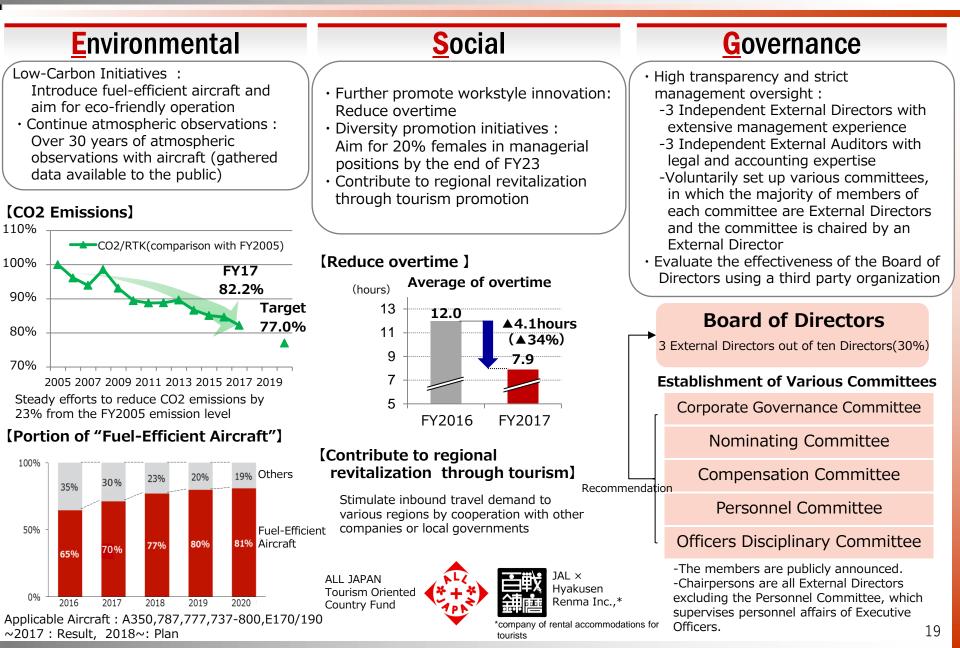


\*Originally disclosed on February 28, 2018 JAPAN AIRLINES

#### Achieve 1% of the additional revenue in international and domestic passenger in FY18 and the benefit will exceed the cost to contribute to our profitability from FY19









### Fly into tomorrow.



#### JAPAN AIRLINES

**Finance & Investor Relations, Japan Airlines** 

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