

Financial report for the year ended March, Major Q and As

■ International Passenger Business

Q1 : What was the net unit price in Q4 yoy?

A1 : It was negative 1% yoy due to matching price amid the weak demand.

Q2 : What is the net unit price forecast in FY2019?

A2 : An increase in the North America route is expected, however, more economy class seats are provided so that overall net unit price excluding fuel surcharge should be even yoy.

■ Domestic Passenger Business

Q3 : It seems the RASK will decline yoy in your plan. What is the reason?

A3 : The FY18 Q4 result outperformed its plan. Accordingly, FY19 plan appears to be weak when compared with FY18 Q4 result. We will work to improve the FY19 RASK.

■ International Cargo Business

Q4 : What is the FY19 outlook ?

A4 : The weight and price will slightly increase yoy in FY19. Despite the demand decrease due to weak demand for semiconductor in FY18, it is expected to recover because of 5G in the second half of FY19.

■ Expense Plan for FY19

Q5 : Is there any change in expense from the February 25 disclosure?

A5 : Not much. Maintenance is in line with the plan so far except FX. HR is in line as well.