

■ The outlook of International and Domestic Passenger demands

Q1: What is the outlook of the international and the domestic demand in FY2020 Earnings Forecast on Page 4?

A1: We forecast the outlook of the demands based on the latest booking. We expect the demand would continue to be at several percent, same as the past months, in International Passenger and 20-30% in Domestic Passenger, compared to the pre-Covid-19 level.

■ Liquidity at hand

Q2: The monthly cash burn for the Fourth Quarter will be around 25 billion yen. Do you have any concerns with the current liquidity level?

A2: We think our liquidity at hand is sufficient because it would last for more than 18 months even if the fourth-quarter cash burn level, in which the declaration of a state of emergency was issued so that the passenger demand would remain at a low level, would continue throughout the rest of the year. Also, future CAPEX is included in the calculation.

Q3: What do you think about an appropriate liquidity level?

A3: Based on the real life lesson of the unprecedented pandemic, we will disclose the appropriate level of liquidity at hand as a part of our financial strategies in the new mid-term management plan.

■ Cargo business

Q4: What is the outlook of a unit price of Cargo business? Also, is there still room for the capacity growth?

A4: The current unit price level is around double year-on-year in the Third Quarter and we expect the same level will continue in the Fourth Quarter. And we aim to enhance our capacity by utilizing chartered freighter flights to respond to the strong demand.

■ Condition of profitability

Q5: What is the condition of being profitable again?

A5: If the demands return to around 50% in International Passenger and around 80% in Domestic Passenger compared to the pre-Covid-19 level, we think EBIT will return to be in black. We will try to reduce more fixed cost so that we can be profitable even with a lower demand level.