JAPAN AIRLINES Co.,Ltd. Financial Results 3rd Quarter Mar/2024（FY2023）

JAPAN AIRLINES

February 2, 2024

APEX

Health Safety Powered by SimpliFlying Audit Diamond

SKYTRAX

Covid-19 Safety Rating 5-Star

SKYTRAX 2023

World's Best Economy Class
Best Economy Class Airline seat

SKYTRAX

World Airline Star Rating 5-Star

APEX WORLD CLASS 2024

APEX

WORLD CLASS

Wi-Fi in Eastern Asia 2024APEX"Best

2023 Award for Excellence in Corporate Disclosure
– Industries –
The Securities Analysts Association of Japan

DX銘柄2023
Digital Transformation

work with Pride Gold 2023

2023 健康経営優良法人 ホワイト500

2023 健康経営銘柄

Health and Productivity Management Brand

ESG Indices

2023 CONSTITUENT MSCI日本株 女性活躍指数 (WIN) ※

FTSE Blossom Japan Index ※

FTSE Blossom Japan Sector Relative Index

Member of
Dow Jones Sustainability Indices
Powered by the S&P Global CSA

Dow Jones Sustainability Asia Pacific Index for the second consecutive year

CDP DISCLOSURE INSIGHT ACTION ※

Climate Change「A-」(2022)

CDP SUPPLIER ENGAGEMENT LEADER 2022

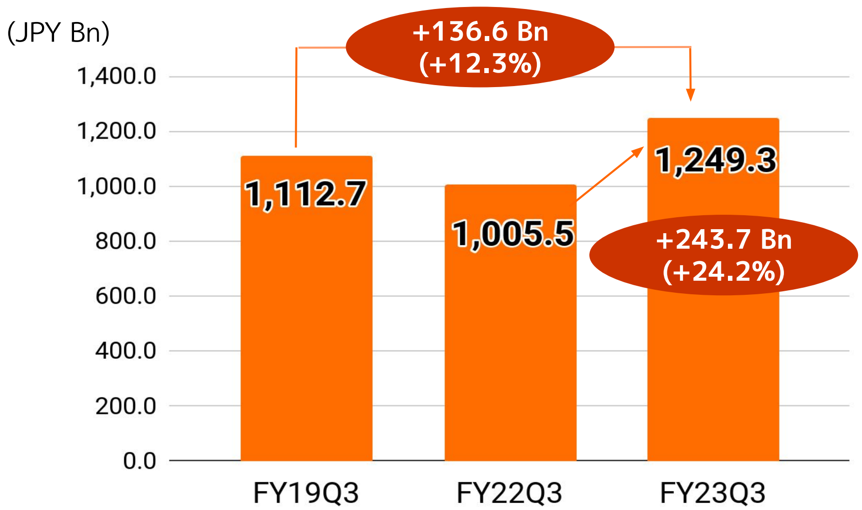
2023 ESG FINANCE AWARDS JAPAN

Note (1) Regarding figures in tables of this material, amounts are rounded down to the nearest hundred million yen, and the second decimal point in ratios is rounded off to one decimal point. Regarding percentage or ratio compared to prior year, if changes exceed 1,000%, "－" is shown.
(2) The 3rd Quarter results (October to December) are calculated by deducting the results of 1st Half (April to September) from 3rd Quarter (April to December).
(3) LCC=Low Cost Carrier (4) We introduced ESG-related index selections to evaluate executive officer's compensations. ※ indicates the applicable index.

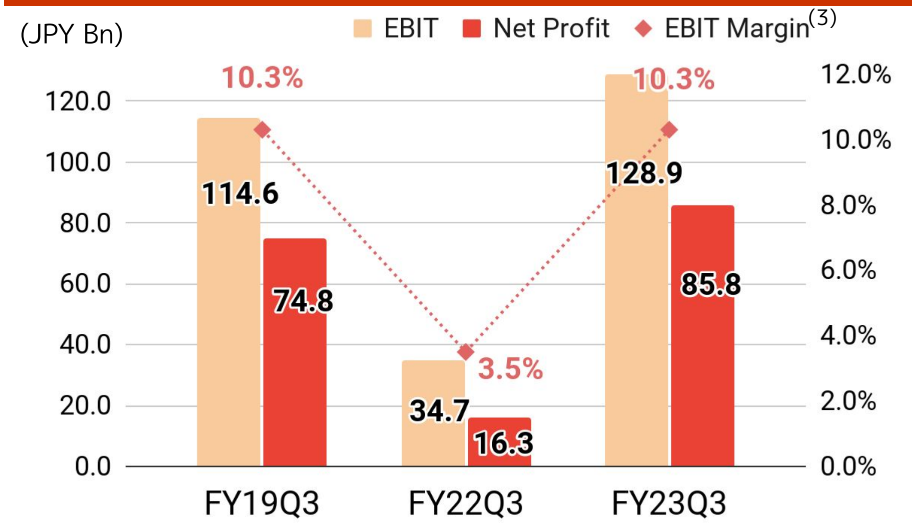
Performance Overview for FY2023Q3

- ✔ Increased revenue/profit vs pre-pandemic levels, achieved by swiftly recovering capacity ahead of others and steadily capturing the recovering passenger demand
- ✔ No changes made to consolidated financial results forecast and dividend forecast

Revenue



EBIT (1) / Net Profit (2)



Fuel/FX Markets

	FY22Q3	FY23Q3	y/y
Singapore Kerosene (USD/bbl)	134.2	103.6	▼22.8%
Dubai Crude Oil (USD/bbl)	100.3	82.8	▼17.4%
FX Rate (JPY/USD)	135.3	142.2	+5.1%

Operational Preconditions/ASK

	Vs. FY22Q3		
	International Routes	Domestic Routes	Total
Full Service Carrier	+31.5%	+0.0%	+15.9%
LCC	+87.0%	▼13.0%	+74.3%
Total	+37.6%	▼0.2%	+19.8%

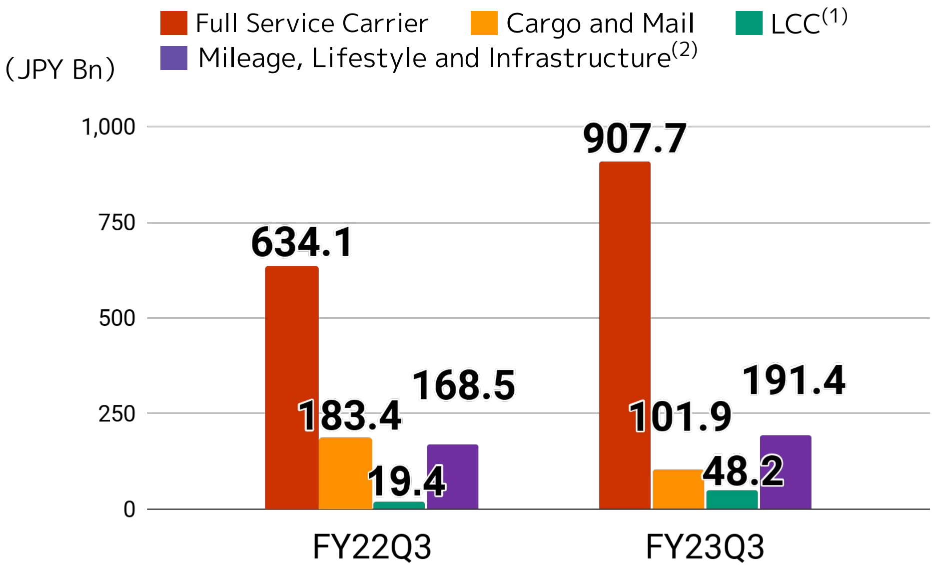
(1) EBIT=Profit before Financing and Income tax (Profit before Tax – Finance Income and Expenses)

(2) Net Profit = Profit attributable to Owners of Parent (3)EBIT Margin = EBIT/Revenue

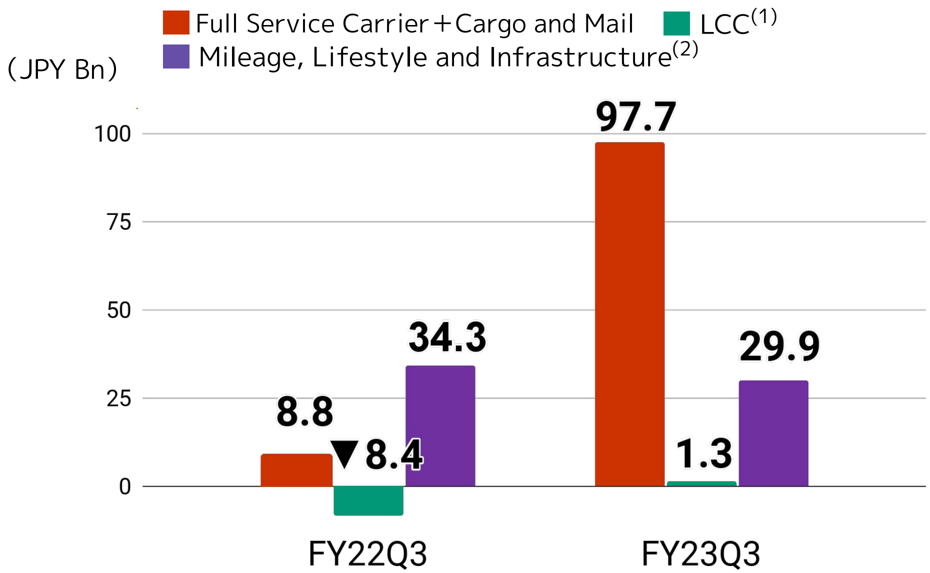
FY2023Q3 Performance by Business Domain

- ✔ Revenue and EBIT improved significantly, driven by Full Service Carrier
- ✔ LCC's EBIT made profitable. Mileage, Lifestyle and Infrastructure steadily recorded profit

Revenue by Business Domain



EBIT by Business Domain



(JPY Bn)

FY23Q3 (Oct. to Dec.)	Full Service Carrier	Cargo and Mail	LCC	Mileage, Lifestyle and Infrastructure
Revenue	308.9	35.0	16.6	67.7
EBIT	26.9		▼1.4	12.1

- The revenue and EBIT by each business domain shown above are calculated by a virtual method; Not showing the actual Revenue and EBIT
- The criteria shown above does not match Air Transport Business Segment or Others
- The figures may be changed because of the internal change of accounting rules ex post

(1) Revenues of the two consolidated subsidiaries, ZIPAIR and SPRING JAPAN. EBIT of the two subsidiaries and any factors related to the affiliated company accounted for by the equity-method, Jetstar Japan

(2) Mileage, Lifestyle and Infrastructure ＝ Travel Agency, Mileage, Ground Handling etc.

RECENT TOPICS

Full Service Carrirer（Int'l Passenger）

New Aircraft A350-1000 Haneda - New York started service on January 24

- A350-1000 will be launched on the **Haneda - Dallas route** and the **Haneda - London route(New)**
- 15~25% reduced fuel consumption/CO2 emission
- More A350-1000 will service other main routes

Driving greater outbound demands

- Free on-board WiFi and special chartered flight[(1)] to commemorate JAL's 70th anniversary of International service.

LCC（ZIPAIR）

- Narita - Vancouver route to begin service on March 13, 2024
- Expanded to 9 destinations, aiming for further growth

Cargo and Mail

Solving social needs through Cargo Carrier Business

- Started service of 767-300ER on February 19, 2024 and strengthened partnership with DHL Express to respond to East Asia's growing e-commerce demand.
- A321 freighter planned to start service from April 11, 2024 partnering up with YAMATO HD as a response to rising logistical needs.

Mileage, Lifestyle and Infrastructure

"JAL Life Status Program" service in January 2024!

- Lifetime achievement points allows customers to gain status through daily life, aimed at long-term engagement with customers & expanding customer base

(1)First flight: Narita - (over Wake Island) - Honolulu - San Francisco

Initiatives for SAF[1]
(Developments on Domestic SAF Production)

■Steady progress made toward the goal of replacing 10% of all fuel on board with SAF by 2030, especially with developments on production of Japan-made SAF.

FY2018
- Launched a project for production of Japan-made SAF using cotton clothing

FY2019
- Started Feasibility Study on Production & Sales with Marubeni Corporation and ENEOS Corporation

FY2020
- Conducted the first flight with Japan-made SAF, using cotton from clothes

FY2021
- Published joint report with ANA to expand awareness & promote understanding of SAF
- Established a voluntary organization "ACT FOR SKY"

FY2022
- Joined a public-private sector joint council for SAF
- Loaded SAF in Sustainable Charter Flight

FY2023
- Joined "FRY to FLY Project"
- Demand assumption for Japan-made SAF in "Decarbonization Promotion Plan" applied for & approved by Government
- Used SAF for Sustainable Challenge Flight
- Replace 1% of Jet Fuel on flights departing Japan operated by A350-1000 with SAF

FY2024～

Companies begin plant construction after feasibility study for Japan-made SAF[2]
- ENEOS
- Idemitsu Kosan
- Cosmo Oil
- Fuji Oil
- Taiyo Oil

Government funding expected to be secured for SAF producers in response to demand
- Support for SAF manufacturing and supply chain development (approximately 340 billion yen over 5 years from 2024)
- Tax credit based on amount of SAF produced & sold (30 yen per liter)

FY2025 Target
Replace 1% of Jet Fuel to SAF
(Approximately 40,000KL)

FY2030 Target
Replace 10% of Jet Fuel to SAF
(Approximately 400,000KL)

(1) SAF: Sustainable Aviation Fuel (2) Source: Press releases by each company

Details of financial results for FY2023Q3

Consolidated Financial Results

(JPY Bn)	Q3 (Apr. to Dec.)							Q3 (Oct. to Dec.)		
	FY19Q3	FY22Q3	FY23Q3	Vs. FY19Q3		Vs. FY22Q3		FY23Q3	Vs. FY22Q3	
				Diff.	y/y	Diff.	y/y		Diff.	y/y
Revenue	1,112.7	1,005.5	1,249.3	+136.6	+12.3%	+243.7	+24.2%	428.4	+41.3	+10.7%
Full Service Carrier	910.7	817.6	1,009.6	+98.9	+10.9%	+192.0	+23.5%	344.0	+32.2	+10.4%
International PAX	401.3	287.1	471.7	+70.4	+17.5%	+184.6	+64.3%	157.3	+33.4	+27.0%
Domestic PAX	427.9	335.5	422.4	▼5.5	▼1.3%	+86.8	+25.9%	147.3	+20.4	+16.1%
Cargo / Mail	69.1	183.4	101.9	+32.8	+47.5%	▼81.5	▼44.4%	35.0	▼22.1	▼38.8%
Other Revenue	12.2	11.5	13.5	+1.2	+9.9%	+2.0	+17.5%	4.3	+0.4	+13.0%
LCC	-	19.4	48.2	-	-	+28.8	+148.7%	16.6	+8.3	+100.9%
Mileage, Lifestyle and Infrastructure (1)	201.9	168.5	191.4	▼10.5	▼5.2%	+22.8	+13.6%	67.7	+0.7	+1.1%
Operating Expense	1,005.5	990.1	1,129.6	+124.0	+12.3%	+139.5	+14.1%	392.9	+40.2	+11.4%
Fuel	189.6	241.6	266.2	+76.5	+40.4%	+24.5	+10.2%	96.1	+9.3	+10.8%
Excluding Fuel	815.9	748.4	863.4	+47.5	+5.8%	+115.0	+15.4%	296.8	+30.9	+11.6%
Others (2)	7.5	19.2	9.2	+1.7	+23.9%	▼9.9	▼51.7%	2.3	+2.1	-
EBIT	114.6	34.7	128.9	+14.3	+12.5%	+94.2	+271.5%	37.7	+3.2	+9.4%
EBIT Margin(%)	10.3%	3.5%	10.3%	+0.0pt	-	+6.9pt	-	8.8%	▼0.1pt	-
Net Profit	74.8	16.3	85.8	+11.0	+14.7%	+69.5	+426.4%	24.2	+5.7	+31.0%
RPK (MN passenger km)	58,776	38,079	53,514	▼5,261	▼9.0%	+15,434	+40.5%	18,003	+3,068	+20.5%
ASK (MN seat km)	69,070	57,466	68,865	▼205	▼0.3%	+11,398	+19.8%	23,167	+2,038	+9.6%
EBITDA Margin(%) (3)	21.1%	15.5%	19.1%	▼2.0pt	-	+3.6pt	-	17.4%	▼1.4pt	-

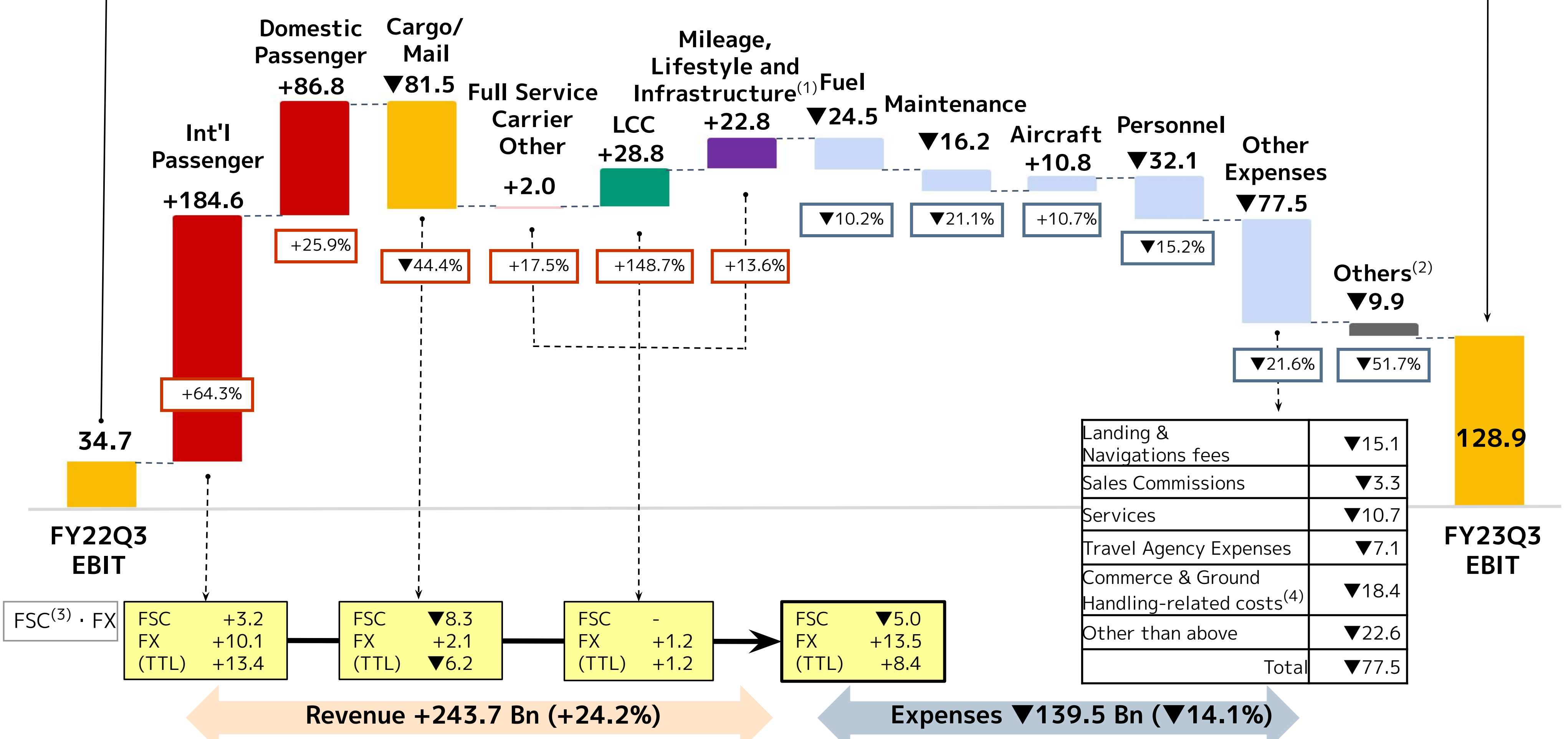
(1) Mileage, Lifestyle and Infrastructure = Travel Agency, Mileage, Ground Handling etc.
(2) Others = Gain on Sales of Aircraft, Other Income, Share of Profit or Loss of Investment and Income/Expenses from Investment
(3) EBITDA Margin = EBITDA/Revenue EBITDA=EBIT+Depreciation and Amortization

Details of financial results for FY2023Q3
Changes in EBIT (Revenues／Expenses)

RPK y/y ： +40.5%
ASK y/y ： +19.8%

＋ stands for profit increase （ revenue increase, cost decrease ）
▼ stands for profit decrease (revenue decrease, cost increase)

(JPY Bn)



Landing & Navigations fees	▼15.1
Sales Commissions	▼3.3
Services	▼10.7
Travel Agency Expenses	▼7.1
Commerce & Ground Handling-related costs(4)	▼18.4
Other than above	▼22.6
Total	▼77.5

(1) Mileage, Lifestyle and Infrastructure = Travel Agency, Mileage, Ground Handling etc. (2) Others = Gain on Sales of Aircraft, Other Income, Share of Profit or Loss of Investment and Income/Expenses from Investment (3) FSC=Fuel Surcharge
(4) Commerce and Ground Handling-related costs= Non-aviation fees such as Commerce and Ground-Handling costs

Details of financial results for FY2023Q3
Changes in EBIT (Market and other impact)

(JPY Bn)

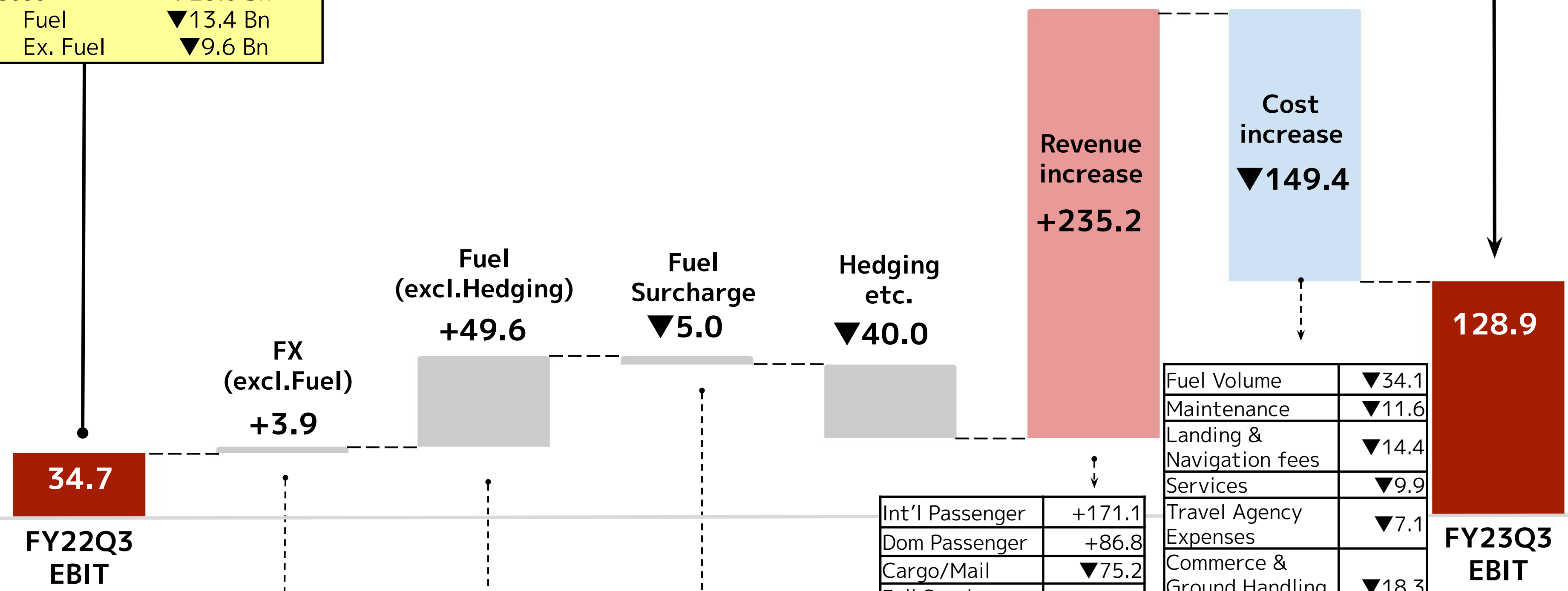
+ stands for profit increase (revenue increase, cost decrease)
▼stands for profit decrease (revenue decrease, cost increase)

Impact from Currency Market ▼9.4 Bn

Revenue	+13.5 Bn
Cost	▼23.0 Bn
Fuel	▼13.4 Bn
Ex. Fuel	▼9.6 Bn

+94.2 Bn

(Excl. Market Impact)



Revenues	+13.5
Cost excl. Fuel	▼9.6
Total	+3.9

FX	▼13.4
Market	+63.0
Total	+49.6

Int'lPassenger	+3.2
Int'l Cargo	▼8.3
Total	▼5.0

Int'l Passenger	+171.1
Dom Passenger	+86.8
Cargo/Mail	▼75.2
Full Service Carrier Others	+1.9
LCC	+27.9
Mileage, Lifestyle and Infrastructure	+22.5
Total	+235.2

Fuel Volume	▼34.1
Maintenance	▼11.6
Landing & Navigation fees	▼14.4
Services	▼9.9
Travel Agency Expenses	▼7.1
Commerce & Ground Handling -related costs	▼18.3
Aircraft	+11.2
Personnel	▼31.2
Other than above	▼33.6
Total	▼149.4

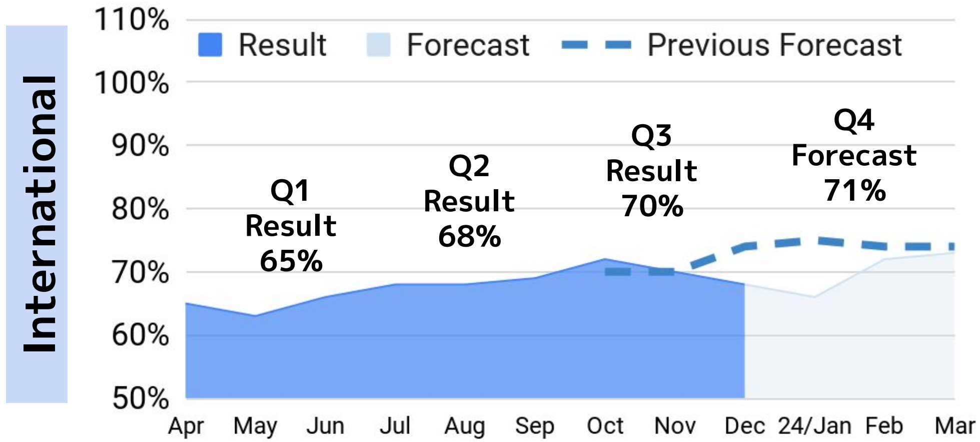
Market impact +8.4 Bn

Others +85.8 Bn

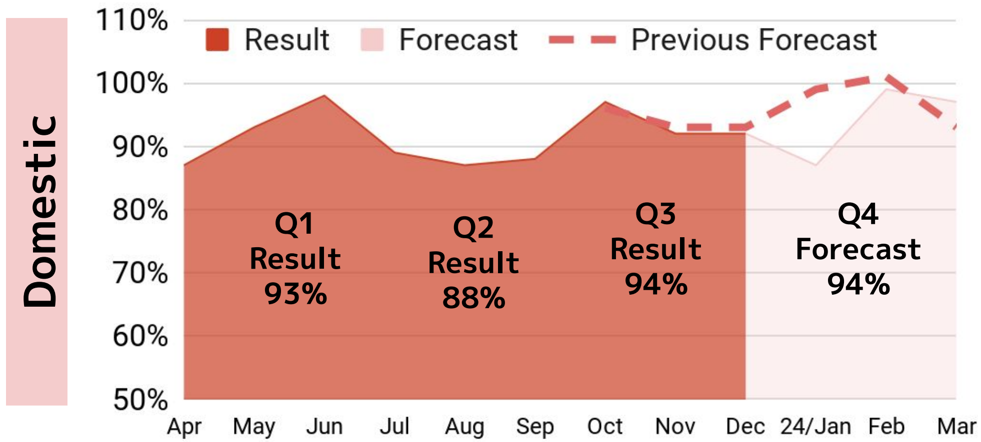
Details of financial results for FY2023Q3
Int'l & Domestic Passenger Operations (Full Service Carrier)

- ✔ Int'l PAX: Strong inbound demand. Outbound demand expected to recover toward March
- ✔ Dom. PAX: Although demand slow around Jan., revenue per passenger above forecast

Passenger Demand (VS.CY2019) [1]

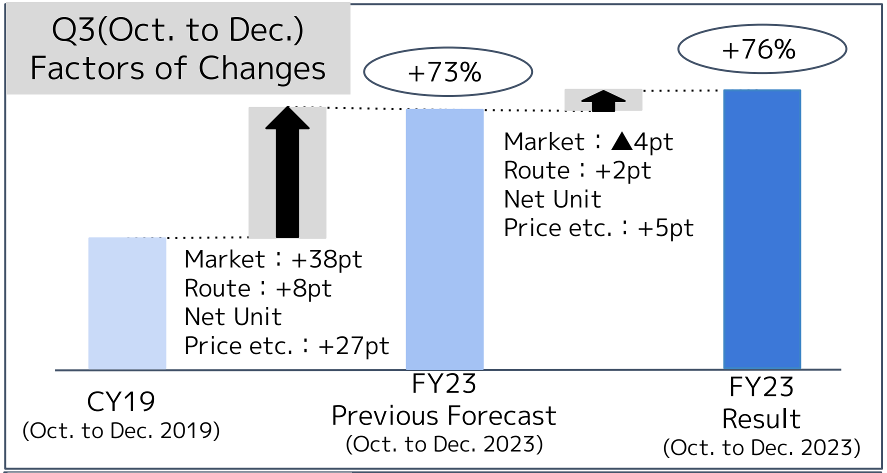


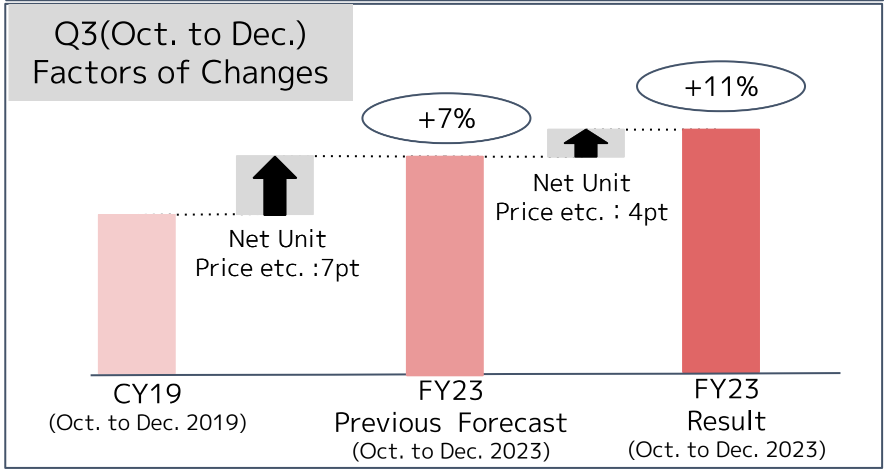
Previous Forecast	-	-	71%	74%



Previous Forecast	-	-	94%	97%

Revenue per Passenger (VS.CY2019) [1]





(1) CY2019＝Jan to Dec 2019

Details of financial results for FY2023Q3

Int'l & Domestic Passenger Operations (Full Service Carrier)

International Passenger	Q3 (Apr. to Dec.)					Q3 (Oct. to Dec.)	
	FY19Q3	FY22Q3	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
Passenger Revenue (JPY Bn)	401.3	287.1	471.7	+17.5%	+64.3%	157.3	+27.0%
Passengers ('000)	7,325	2,950	4,954	▼32.4%	+67.9%	1,660	+37.4%
RPK (MN passenger km)	36,753	19,130	28,124	▼23.5%	+47.0%	9,307	+23.2%
ASK (MN seat km)	41,463	27,055	35,574	▼14.2%	+31.5%	11,835	+11.1%
L/F (%)	88.6%	70.7%	79.1%	▼9.6pt	+8.4pt	78.6%	+7.7pt
Revenue per Passenger (JPY) (1)	54,784	97,315	95,218	+73.8%	▼2.2%	94,772	▼7.6%
Yield (JPY) (2)	10.9	15.0	16.8	+53.6%	+11.8%	16.9	+3.1%
Unit Revenue (JPY) (3)	9.7	10.6	13.3	+37.0%	+25.0%	13.3	+14.3%

Domestic Passenger	Q3 (Apr. to Dec.)					Q3 (Oct. to Dec.)	
	FY19Q3	FY22Q3	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
Passenger Revenue (JPY Bn)	427.9	335.5	422.4	▼1.3%	+25.9%	147.3	+16.1%
Passengers ('000)	29,149	22,353	26,644	▼8.6%	+19.2%	9,118	+5.6%
RPK (MN passenger km)	22,022	17,148	20,208	▼8.2%	+17.8%	6,906	+4.7%
ASK (MN seat km)	27,606	26,552	26,565	▼3.8%	+0.0%	8,924	▼1.9%
L/F (%)	79.8%	64.6%	76.1%	▼3.7pt	+11.5pt	77.4%	+4.9pt
Revenue per Passenger (JPY) (1)	14,683	15,012	15,855	+8.0%	+5.6%	16,161	+10.0%
Yield (JPY) (2)	19.4	19.6	20.9	+7.6%	+6.8%	21.3	+10.9%
Unit Revenue (JPY) (3)	15.5	12.6	15.9	+2.6%	+25.8%	16.5	+18.4%

(1) Revenue per Passenger = Passenger Revenue / Passengers (2) Yield = Passenger Revenue / RPK (3) Unit Revenue = Passenger Revenue / ASK

Details of financial results for FY2023Q3
Cargo

- International cargo strived to capture demand between Asia/China and North America, amid a slow recovery in demand for cargo to/from Japan
- Revenue exceeded pre-pandemic levels by maximizing volume, through high value-added cargo such as pharmaceuticals and perishables.

International Cargo	Q3 (Apr. to Dec.)					Q3 (Oct. to Dec.)	
	FY19Q3	FY22Q3	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
Cargo Revenue (JPY Bn)	44.7	156.2	76.6	+71.1%	▼51.0%	25.9	▼45.0%
Available Ton Km (MN ton km)	3,378	2,853	3,162	▼6.4%	+10.8%	1,043	+4.8%
Revenue Ton Km (MN ton km)	1,838	2,167	1,901	+3.4%	▼12.3%	630	▼12.6%
Carried Cargo Weight (Thousand ton)	303	352	319	+5.3%	▼9.4%	106	▼8.8%
Revenue Ton (JPY/kg)	148	443	240	+62.5%	▼45.9%	243	▼39.7%

Domestic Cargo	Q3 (Apr. to Dec.)					Q3 (Oct. to Dec.)	
	FY19Q3	FY22Q3	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
Cargo Revenue (JPY Bn)	16.0	15.2	15.0	▼6.3%	▼1.5%	5.2	▼4.2%
Available Ton Km (MN ton km)	1,275	1,221	1,221	▼4.2%	+0.0%	411	▼2.3%
Revenue Ton Km (MN ton km)	253	211	216	▼14.5%	+2.7%	76	▼1.5%
Carried Cargo Weight (Thousand ton)	274	222	230	▼15.9%	+3.8%	82	▼0.6%
Revenue Ton (JPY/kg)	58	69	65	+11.5%	▼5.1%	63	▼3.6%

Details of financial results for FY2023Q3
LCC

✔ **ZIPAIR scheduled to begin service on the Vancouver route in March, expanding its destination to 9 cities mainly in North America and Asia, to record strong profits.**

ZIPAIR	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY22Q3	FY23Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
Passenger Revenue（JPY Bn)	13.9	39.2	+181.1%	14.2	+118.6%
Passengers（'000)	306	830	+171.3%	288	+101.4%
RPK（MN passenger km)	1,518	4,576	+201.3%	1,586	+134.2%
ASK（MN seat km)	3,303	5,838	+76.8%	2,073	+80.6%
L/F（%)	46.0%	78.4%	+32.4pt	76.5%	+17.5pt
Revenue per Passenger (JPY) (1)	45,584	47,232	+3.6%	49,348	+8.6%
Yield（JPY）(2)	9.2	8.6	▼6.7%	9.0	▼6.7%
Unit Revenue（JPY）(3)	4.2	6.7	+59.0%	6.9	+21.1%

SPRING JAPAN	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY22Q3	FY23Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
Passenger Revenue（JPY Bn)	5.4	9.0	+65.8%	2.4	+36.4%
Passengers（'000)	340	582	+71.2%	191	+45.4%
RPK（MN passenger km)	281	604	+114.5%	204	+89.4%
ASK（MN seat km)	556	886	+59.5%	333	+44.5%
L/F（%)	50.7%	68.1%	+17.5pt	61.3%	+14.6pt
Revenue per Passenger (JPY) (1)	16,086	15,583	▼3.1%	12,761	▼6.2%
Yield（JPY）(2)	19.4	15.0	▼22.7%	12.0	▼28.0%
Unit Revenue（JPY）(3)	9.8	10.2	+4.0%	7.3	▼5.6%

(1) Revenue per Passenger = Passenger Revenue / Passengers (2) Yield = Passenger Revenue / RPK (3) Unit Revenue = Passenger Revenue / ASK

Details of financial results for FY2023Q3

Expenses

✔ **Actual fixed costs was 375.7 billion yen, achieved through steady cost control**

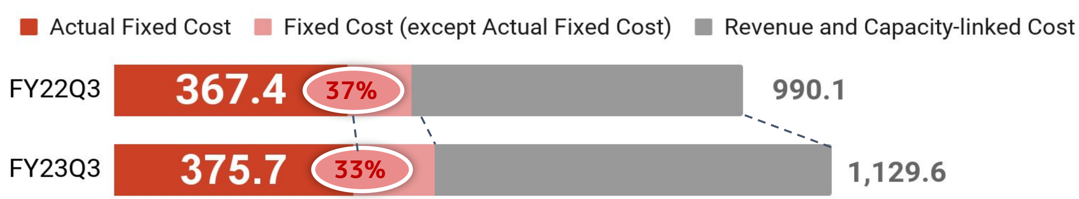
Major Operating Expense Items

(JPY Bn)	Q3 (Apr. to Dec.)							Q3 (Oct. to Dec.)		
	FY19Q3	FY22Q3	FY23Q3	Vs. FY19Q3		Vs. FY22Q3		FY23Q3	Vs. FY22Q3	
				Diff.	y/y	Diff.	y/y		Diff.	y/y
Fuel	189.6	241.6	266.2	+76.5	+40.4%	+24.5	+10.2%	96.1	+9.3	+10.8%
Landing and navigation fees	65.2	38.4	53.5	▼11.7	▼18.0%	+15.1	+39.4%	18.3	+4.0	+28.7%
Maintenance	58.8	76.8	93.0	+34.2	+58.1%	+16.2	+21.1%	32.7	+3.6	+12.5%
Sales commissions (Air Transport)	13.9	15.1	18.4	+4.5	+32.5%	+3.3	+22.3%	6.0	+0.3	+5.4%
Services(1)	35.4	23.5	34.2	▼1.1	▼3.2%	+10.7	+45.9%	12.1	+2.6	+27.5%
Other variable cost(2)	159.4	127.2	160.0	+0.5	+0.4%	+32.7	+25.8%	55.8	+5.7	+11.4%
Aircraft(3)	97.6	101.8	91.0	▼6.6	▼6.8%	▼10.8	▼10.7%	29.4	▼4.3	▼12.9%
Personnel(3)	226.3	211.5	243.7	+17.3	+7.7%	+32.1	+15.2%	85.9	+13.5	+18.8%
Other cost(3)	158.9	153.8	169.3	+10.3	+6.5%	+15.4	+10.0%	56.2	+5.3	+10.6%
Total Operating Expenses	1,005.5	990.1	1,129.6	+124.0	+12.3%	+139.5	+14.1%	392.9	+40.2	+11.4%

Excludes temporal costs and variable factors, etc

Actual Fixed Costs (4)

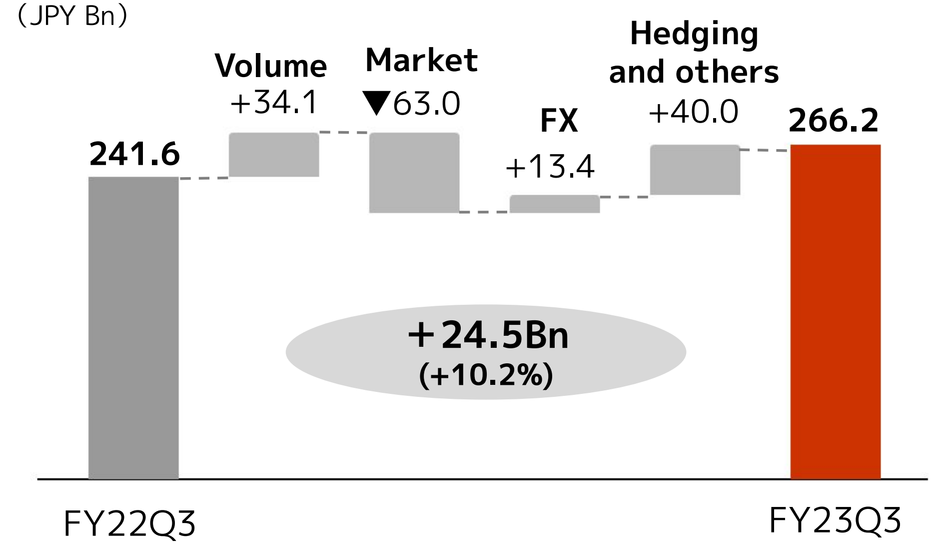
Expense Breakdown



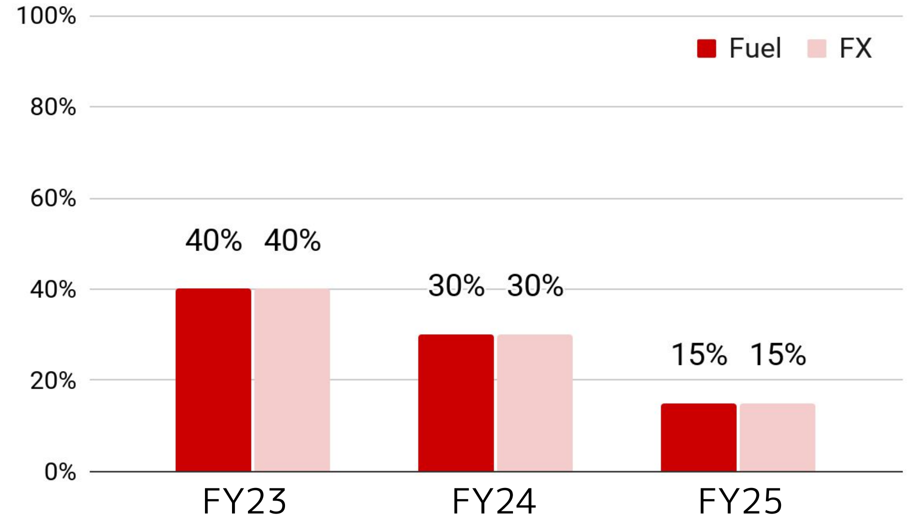
(1) Services = Expenses regarding inflight services, airport lounges, cargo equipment, etc. (2) Other variable cost = Travel agency, Mileage, Ground handling etc.
(3) Includes costs that have variable factors such as the number of flights and passengers, and temporary and additional costs associated with business structural reforms.
(4) Actual Fixed Costs excludes the variable factors such as the number of flights and passengers, and temporary and additional costs associated with business structural reforms.

Details of financial results for FY2023Q3
Fuel Costs

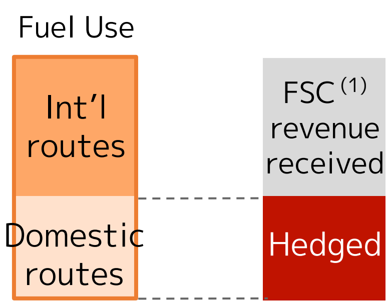
Changes in fuel costs



Hedge Ratio (As of End of Dec./2023)

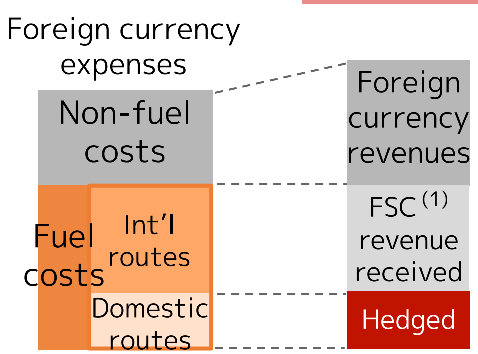


Fuel Hedging



- ❑ Hedging for consumption volume in Domestic Operations to deal with fuel price changes
- ❑ Consumption volume in Int'l Operations covered by fuel surcharge revenues

FX Hedging



- ❑ Hedging conducted for domestic fuel costs to deal with effect of fx changes to fuel costs
- ❑ Current foreign currency revenues exceeded foreign currency expenses (excluding fuel costs) due to rising demand from overseas.

(1) FSC=Fuel Surcharge

Details of financial results for FY2023Q3
Balance Sheet and Cash Flow

BS ✔ Equity ratio is 40,1% and Net D/E ratio is x0.0 both in terms of credit rating evaluation basis, kept at a healthy level

CF ✔ Cash flow from Operating Activities is 273.2 billion yen. Free Cash Flow maintained at previous year's level despite increased investment

(JPY Bn)

Balance Sheet	End of FY22	End of FY23Q3	Diff.
Total Assets	2,520.6	2,621.5	+100.9
Cash and Deposits	639.2	684.0	+44.8
Balance of Interest-bearing Debt	925.5	897.7	▼27.7
Repayment within one year	111.9	125.1	+13.1
Shareholders' Equity (1)	816.2	876.7	+60.4
Shareholders' Equity Ratio(%) (2)(5)	32.4% (39.3%)	33.4%(40.1%)	+1.1pt(+0.8pt)
D/E Ratio (x) (3)	1.1x	1.0x	▼0.1x
Net D/E Ratio (x) (4)(5)	0.4x (0.1x)	0.2x (0.0x)	▼0.1x (▼0.1x)

Cash Flow	FY22Q3	FY23Q3	Diff.
Cash Flow from Operating Activities	191.4	273.2	+81.8
Depreciation and Amortization	121.4	110.0	▼11.3
Cash Flow from Investing Activities	▼74.0	▼155.7	▼81.6
Capital Investment	▼86.5	▼160.3	▼73.8
Free Cash Flow (6)	117.3	117.5	+0.1
Cash Flow from Financing Activities	▼61.1	▼79.9	▼18.7
Total Cash Flow (7)	56.2	37.6	▼18.6
EBITDA (8)	156.1	239.0	+82.9

(1) Equity Attributable to Owners of the Parent
(2) Ratio of Equity Attributable to Owners of the Parent to Total Assets
(3) Interest-Bearing Debt/Shareholders' Equity
(4) (Interest-Bearing Debt - Cash and Deposits) /Shareholders' Equity
(5) Figures in () represent figures based on credit rating evaluation considering Hybrid Finance
(6) Cash Flow from Operating Activities + Cash Flow From Investment Activities
(7) Cash Flow from Operating Activities + Cash Flow from Investment Activities + Cash Flow from Financial Activities
(8) EBITDA=EBIT+Depreciation and Amortization

[Reference]
Operation Performance by Geographic Segment (Full Service Carrier)

Passenger Revenue

(%)	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY23Q3 Component Ratio	Vs. FY19Q3	Vs. FY22Q3	FY23Q3 Component Ratio	Vs. FY22Q3
America	36%	+48.9%	+49.1%	34%	+16.5%
Europe	17%	+25.4%	+50.2%	17%	+14.4%
Asia/Oceania	32%	+19.9%	+61.9%	35%	+26.3%
China	7%	▼24.6%	+311.1%	6%	+216.9%
Hawaii/Guam	8%	▼28.8%	+103.0%	8%	+61.0%
Total	100%	+17.6%	+64.3%	100%	+27.0%

ASK

(MN seat km)	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
America	13,419	+6.2%	+13.7%	4,479	▼1.4%
Europe	5,212	▼14.9%	+36.4%	1,730	+14.7%
Asia/Oceania	12,001	▼16.5%	+31.2%	3,892	+8.3%
China	1,668	▼39.1%	+680.1%	548	+398.2%
Hawaii/Guam	3,270	▼41.4%	+58.8%	1,184	+32.1%
Total	35,574	▼14.2%	+31.5%	11,835	+11.1%

RPK

(MN passenger km)	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
America	10,654	▼6.5%	+23.3%	3,259	▼0.1%
Europe	4,169	▼24.2%	+60.9%	1,386	+37.2%
Asia/Oceania	9,642	▼23.4%	+49.3%	3,379	+25.7%
China	998	▼55.4%	+827.4%	313	+676.6%
Hawaii/Guam	2,660	▼47.1%	+99.7%	967	+75.2%
Total	28,124	▼23.5%	+47.0%	9,307	+23.2%

Revenue Passengers Carried

('000)	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY23Q3	Vs. FY19Q3	Vs. FY22Q3	FY23Q3	Vs. FY22Q3
America	1,144	▼5.4%	+23.3%	349	▼0.3%
Europe	445	▼27.1%	+60.2%	147	+35.7%
Asia/Oceania	2,409	▼29.6%	+63.6%	839	+31.3%
China	511	▼57.3%	+840.3%	160	+676.9%
Hawaii/Guam	443	▼49.7%	+104.5%	163	+82.3%
Total	4,954	▼32.4%	+67.9%	1,660	+37.4%

Load Factor

(%)	Q3 (Apr. to Dec.)			Q3 (Oct. to Dec.)	
	FY23Q3	FY19Q3	FY22Q3	FY23Q3	FY22Q3
America	79.4%	90.1%	73.2%	72.8%	71.8%
Europe	80.0%	89.8%	67.8%	80.1%	67.0%
Asia/Oceania	80.3%	87.6%	70.6%	86.8%	74.9%
China	59.9%	81.8%	50.3%	57.2%	36.7%
Hawaii/Guam	81.3%	90.1%	64.6%	81.7%	61.6%
Total	79.1%	88.6%	70.7%	78.6%	70.9%

[Reference]
Fleet Information

			End of FY22 (March 31, 2023)			End of FY23Q3 (December 31, 2023)			Diff.
			Owned	Leased	Total	Owned	Leased	Total	
Full Service Carrier	Large	Airbus A350-1000	0	0	0	1	0	1	+1
		Airbus A350-900	12	4	16	12	4	16	0
		Boeing 777-300ER	13	0	13	13	0	13	0
		Boeing 777-200ER	3	0	3	0	0	0	▼3
		Large-sized Total	28	4	32	26	4	30	▼2
	Middle	Boeing 787-9	19	3	22	19	3	22	0
		Boeing 787-8	25	0	25	24	0	24	▼1
		Boeing 767-300ER	16	11	27	16	11	27	0
		Middle-sized Total	60	14	74	59	14	73	▼1
	Small	Boeing 737-800	47	9	56	47	9	56	0
		Small-sized Total	47	9	56	47	9	56	0
	Regional	Embraer 170 / Embraer 190	32	0	32	32	0	32	0
		De Havilland DHC-8-400CC	5	0	5	5	0	5	0
		ATR42-600 / ATR72-600	13	1	14	14	1	15	+1
		Regional Total	50	1	51	51	1	52	+1
	Cargo	Airbus A321-200	0	0	0	0	1	1	+1
		Cargo Fleet Total	0	0	0	0	1	1	+1
		Full Service Carrier Total	185	28	213	183	29	212	▼1
LCC		Boeing 787-8	5	0	5	7	0	7	+2
		Boeing 737-800	0	6	6	0	6	6	0
		LCC Total	5	6	11	7	6	13	+2
Full Service Carrier + LCC Total			190	34	224	190	35	225	+1

[Reference]
Details of FY2023 Full-Year Performance Forecast

※From presentation material announced on October 31, 2023

(JPY Bn)		FY22 Results	FY23 Initial Forecast	FY23 New Forecast	FY23 Diff.
Revenue		1,375.5	1,658.0	1,684.0	+26.0
Full Service Carrier		1,108.6	1,281.0	1,339.0	+58.0
	International PAX	417.5	557.0	643.0	+86.0
	Domestic PAX	451.1	538.0	546.0	+8.0
	Cargo / Mail	224.7	172.0	133.0	▼39.0
	Other Revenue	15.2	14.0	17.0	+3.0
LCC		30.6	81.0	71.0	▼10.0
Mileage, Lifestyle and Infrastructure (1)		236.2	296.0	274.0	▼22.0
Operating Expense		1,344.6	1,571.0	1,567.0	▼4.0
Fuel		323.3	387.0	377.0	▼10.0
Excluding Fuel		1,021.3	1,184.0	1,190.0	+6.0
Others(2)		33.6	13.0	13.0	-
EBIT		64.5	100.0	130.0	+30.0
Net Profit		34.4	55.0	80.0	+25.0

EBIT by Business Domain

(JPY Bn)	FY22 Results	FY23 Initial Forecast	FY23 New Forecast
Full Service Carrier Cargo / Mail	24.9	45.0	80.0
LCC	▼8.0	0.0	3.0
Mileage, Lifestyle and Infrastructure (1)	47.7	55.0	47.0

- The Revenue and EBIT by each business domain shown above are calculated by a virtual method; Not showing the actual Revenue and EBIT
- The criteria shown above does not match Air Transport Business Segment or Others

(1) Mileage, Lifestyle and Infrastructure = Travel Agency, Mileage, Ground Handling etc.
(2) Others = Gain on Sales of Aircraft, Other Income, Share of Profit or Loss of Investment and Income/Expenses from Investment

[Reference]
FY2023 Full-Year Performance Forecast
Balance Sheet and Cash Flow

※From presentation material announced on October 31, 2023

(JPY Bn)

Balance Sheet	End of FY22 (Results)	FY23 (Initial Forecast)	FY23 (New Forecast)	Diff.
Total Assets	2,520.6	2,544.0	2,642.0	+98.0
Balance of Interest-bearing debts	925.5	883.0	885.0	+2.0
Shareholders' Equity(1)	816.2	850.0	877.0	+27.0
Shareholders' Equity Ratio (%)(2)(5)	32.4% (39.3%)	33.4% (40.3%)	33.2% (39.8%)	▼0.2pt (▼0.5pt)
D/E Ratio (x)(3)	1.1x	1.0x	1.0x	▼0.0x
Net D/E Ratio (x) (4) (5)	0.4x (0.1x)	0.3x (0.1x)	0.2x (0.0x)	▼0.1x (▼0.1x)
ROIC(6)	3.3%	5.1%	6.5%	+1.4%
ROE(7)	4.3%	6.6%	9.4%	+2.8%

Cash Flow	FY22Q4 (Results)	FY23 (Initial Forecast)	FY23 (New Forecast)	Diff.
Cash Flow from Operating Activities	292.9	278.0	362.0	+84.0
Cash Flow from Investing Activities	▼112.7	▼227.0	▼228.0	▼1.0
Free Cash Flow(8)	180.1	51.0	134.0	+83.0
Cash Flow from Financing Activities	▼38.4	▼94.0	▼95.0	▼1.0
EBITDA (9)	222.0	253.0	285.0	+32.0

(1) Equity Attributable to Owners of the Parent

(2) Ratio of Equity Attributable to Owners of the Parent to Total Assets

(3) Interest-Bearing Debt/Shareholders' Equity

(4) (Interest-Bearing Debt - Cash and Deposits) /Shareholders' Equity

(5) Figures in () represent figures based on credit rating evaluation considering Hybrid Finance

(6) EBIT (after tax)/Average Fixed Assets* at the beginning and end of a fiscal year
*Fixed Assets＝Inventory Assets＋Non-Current Assets－Deferred Tax Assets－Net Defined Benefit Asset

(7) Profit attributable to owners of the parent / Average of shareholder's equity at beginning and end of a fiscal year

(8) Cash Flow from Operating Activities + Cash Flow from Investment Activities

(9) EBITDA=EBIT+Depreciation and Amortization

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