



**JAPAN AIRLINES**

# **“GUAM” Tourism Forum**

**Japan Airlines Co., Ltd.  
Atsuyoshi Kinoshita, Sales Planning Dept.**

18<sup>th</sup> October 2022



### ESG Indices



**FTSE Blossom Japan Index** ※



**FTSE Blossom Japan Sector Relative Index**

### 2022 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN) ※

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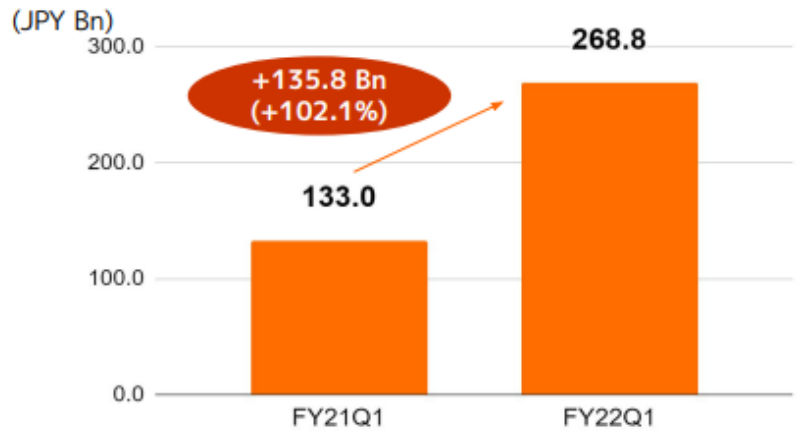
Note (1) Regarding figures in tables of this material, amounts are rounded down to the nearest hundred million yen, and the second decimal point in ratios is rounded off to one decimal point (2) LCC=Low Cost Carrier

We introduced ESG-related index selections to evaluate executive officer's compensations. ※ indicates the applicable index.

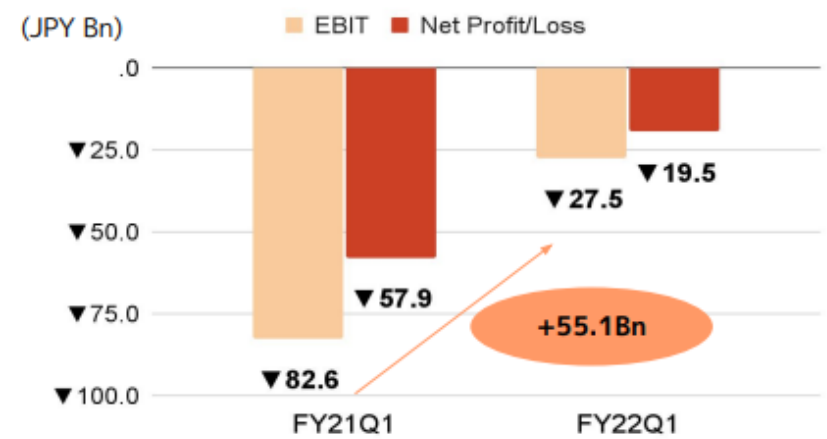


# Performance Overview 2022 Q1

## Revenue



## EBIT<sup>(1)</sup> / Profit or Loss<sup>(2)</sup>



## Fuel/FX Markets

	FY21Q1	FY22Q1	Vs. FY21Q1
Singapore Kerosene (USD/bbl)	68.4	136.9	+100.1%
Dubai Crude Oil (USD/bbl)	64.5	107.3	+66.4%
FX Rate (JPY/USD)	108.7	125.3	+15.3%

## Operational Preconditions/ASK

Vs. FY21Q1		
International Routes	Domestic Routes	Total
+47.4%	+66.4%	+56.4%



# Performance by Business Domain 2022 Q1

## Full Service Carrier



Significant increase in revenue by appropriate resource allocation

FY22Q1 Revenue  
**153.1 JPY Bn**

## Cargo & Mail

Int'l cargo revenue x1.4 YoY keeping good performance

FY22Q1 Revenue  
**65.3 JPY Bn**

Full Service carrier + Cargo & Mail

FY22 Q1 EBIT **▼31.7 JPY Bn**

## LCC



Losses continue but sign of recovery in leisure and VFR(※) demand is evident

FY22Q1 Revenue  
**3.3 JPY Bn**

FY22Q1 EBIT  
**▼3.5 JPY Bn**

Revenues of the two consolidated subsidiaries, ZIPAIR Japan and Spring Japan

EBIT of the two subsidiaries and any factors related to the affiliated company accounted for by the equity-method, Jetstar Japan

## Mileage, Lifestyle, Infrastructure and Others

Increase in revenue by recovering demand and consolidation of JALUX

FY22Q1 Revenue  
**47.0 JPY Bn**

FY22Q1 EBIT  
**7.7 JPY Bn**

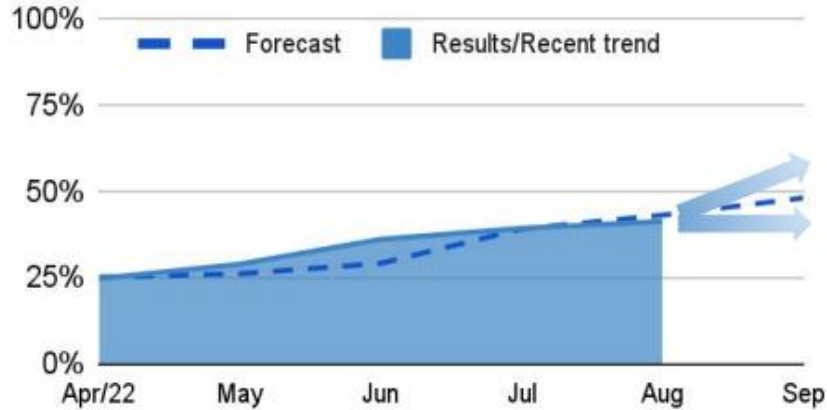
※ Visit Friends and Relatives



# Outlook of Passenger and Cargo Business

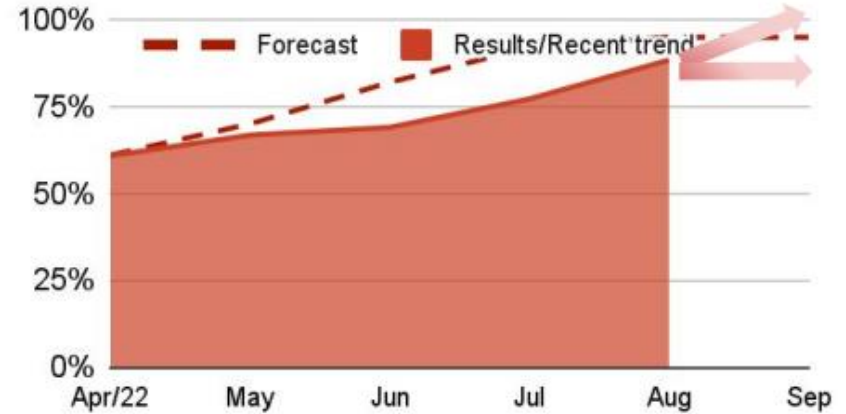
## International Passenger (1)

Passengers (Vs. FY2019)



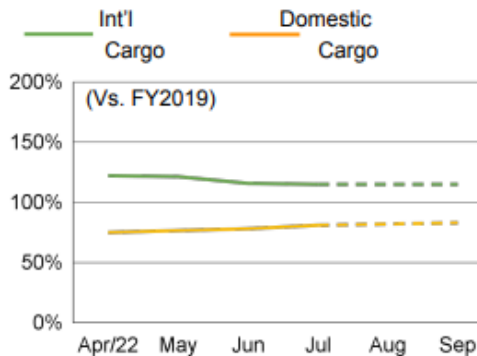
## Domestic Passenger (1)

Passengers (Vs. FY2019)

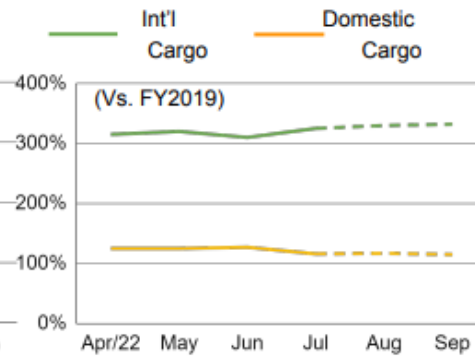


## Cargo (1)

### Volume

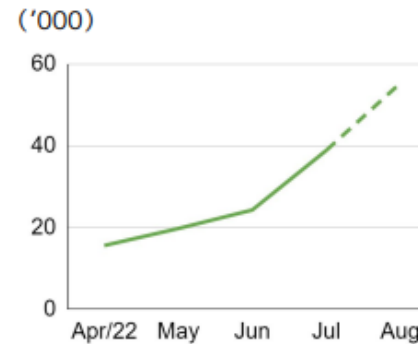


### Unit Price

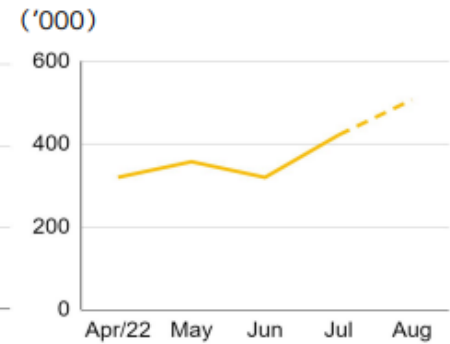


## LCC (1)(2)

### International Passenger



### Domestic Passenger

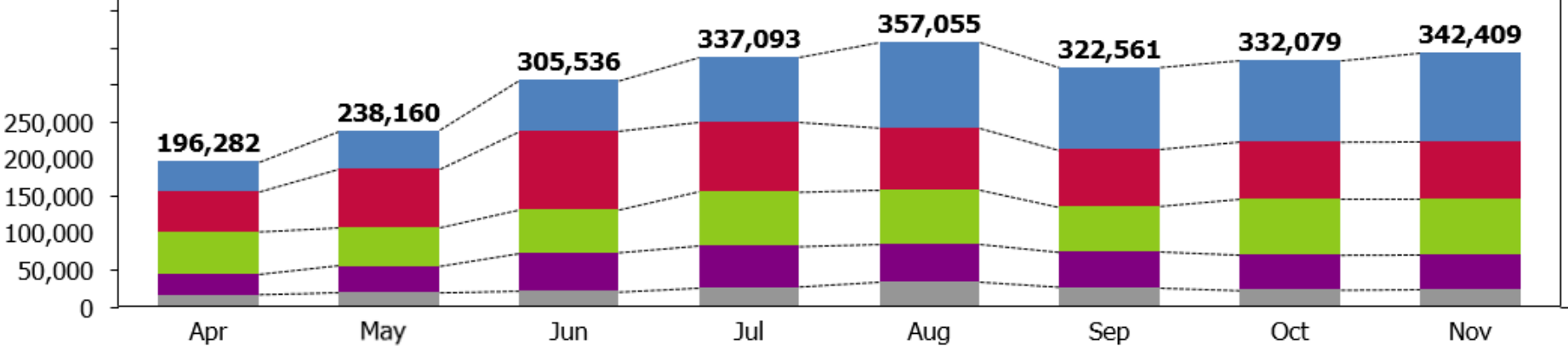
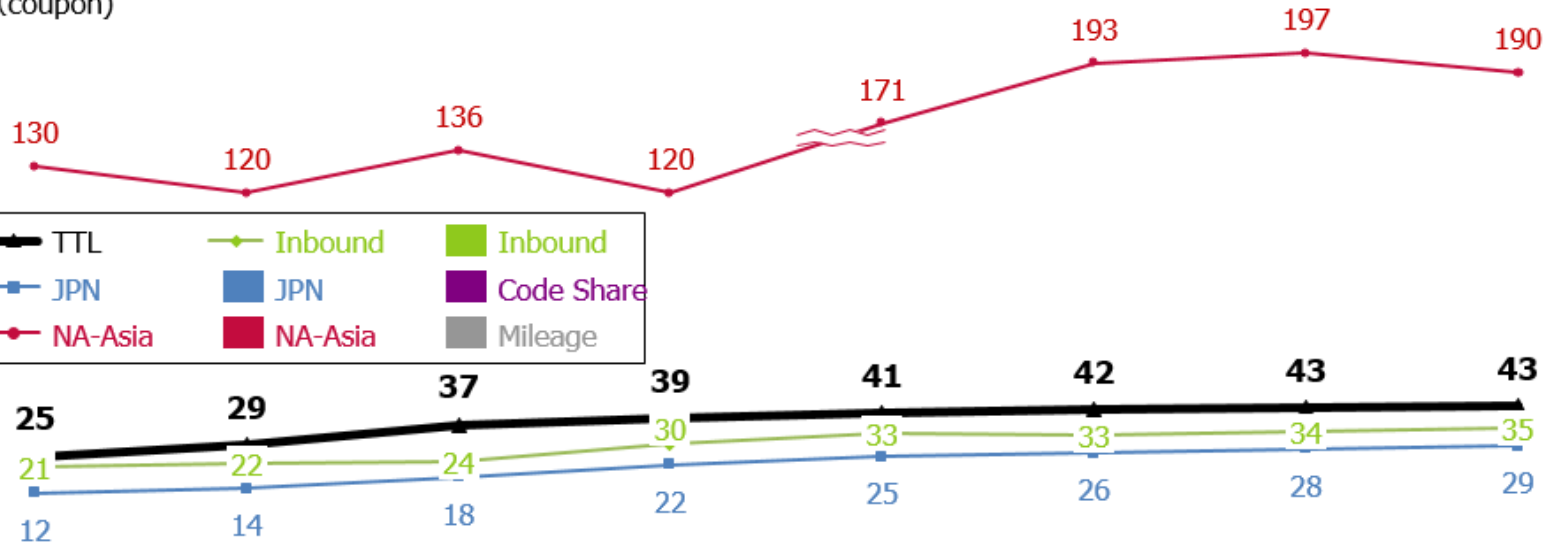




# Recent Result and Outlook of Int'l Passenger

Passenger (coupon)

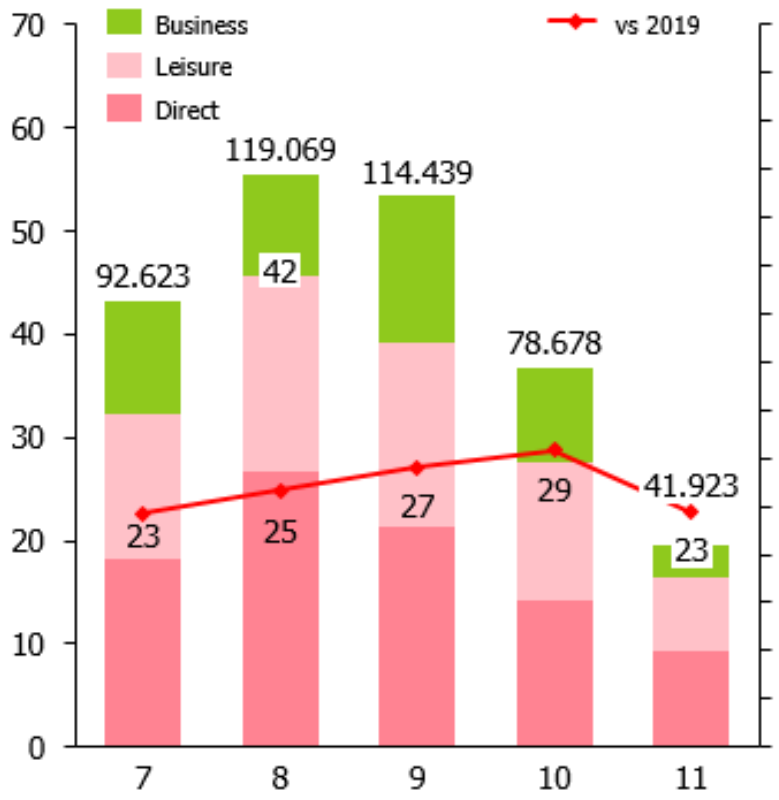
Vs 2019(%)



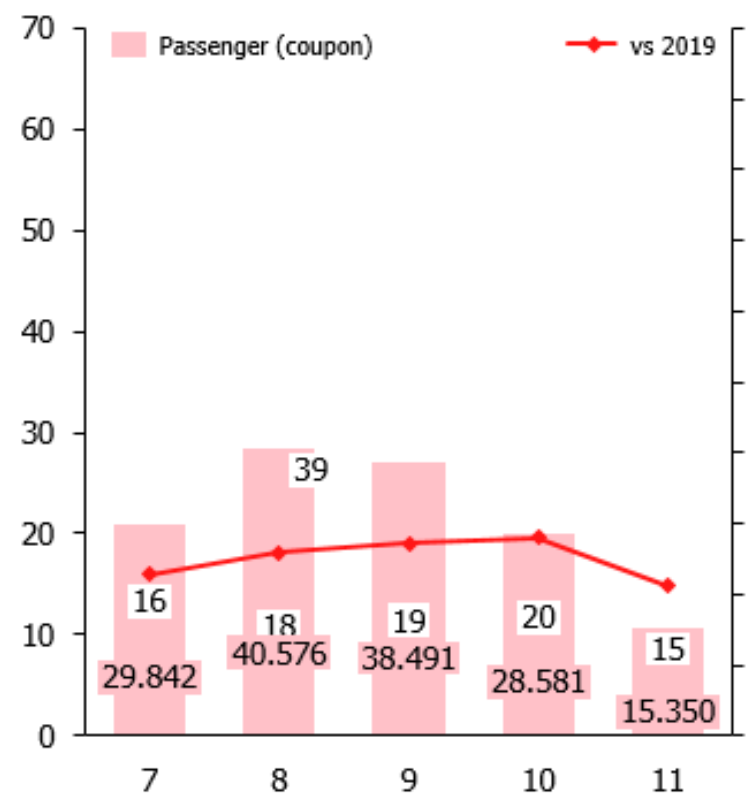


# Japan Market by Demand Type and Channel

### By Channel



### Leisure Channel

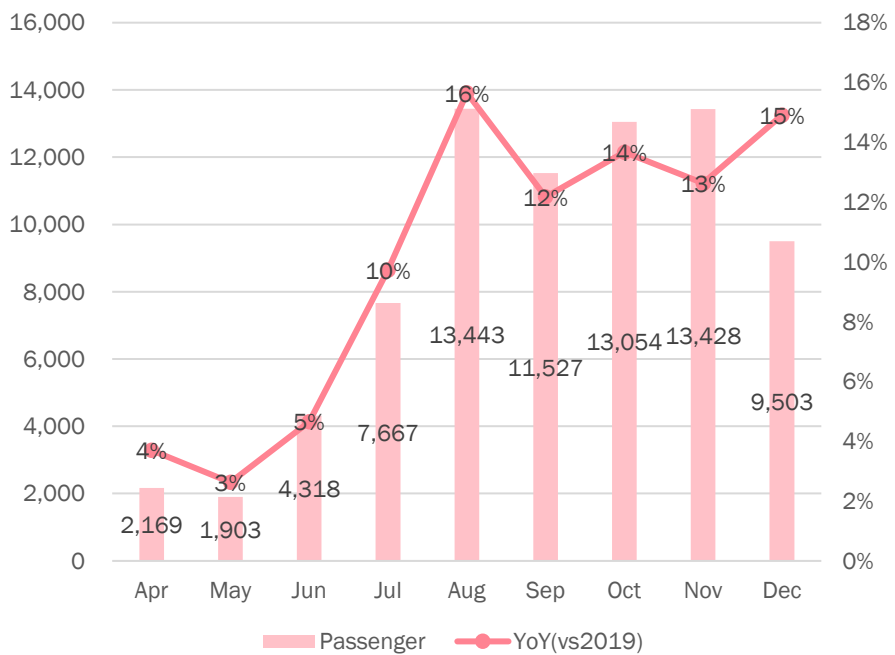




# Leisure Market Review and Outlook

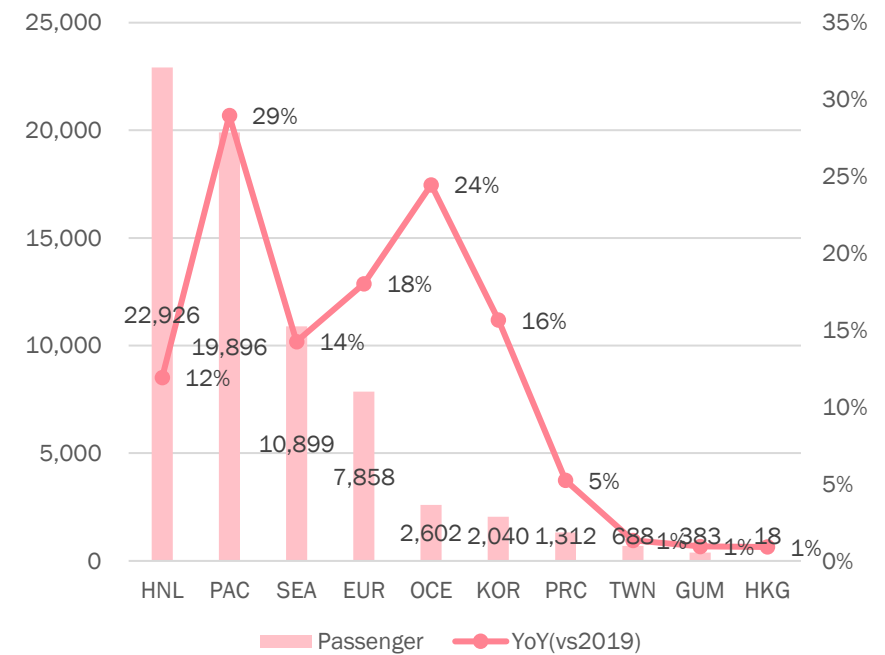
### IT fares

#### 2022 By Month



### IT fares

#### 2022 (Jul to Dec) by Route



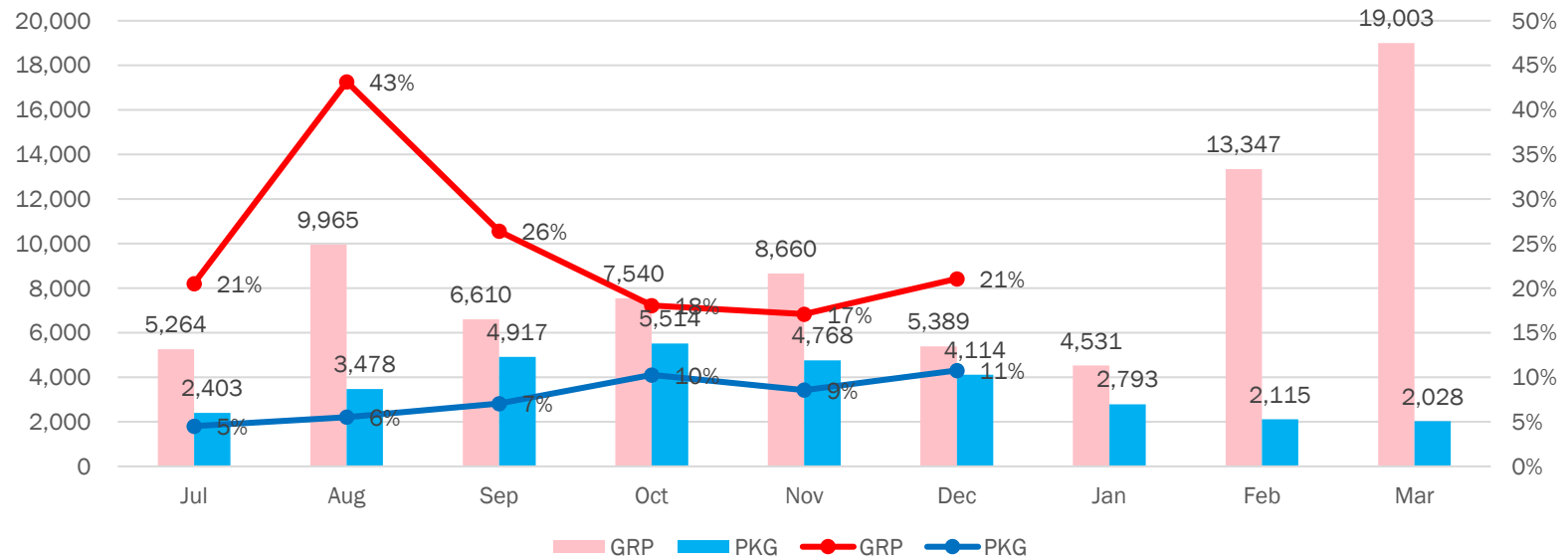




# Leisure Market Review and Outlook

### 2022 by GRP/PKG

### IT fares



- Still hurdles in int'l leisure travel such as Soaring fuel prices, a sharp depreciation of the yen, government's measures to stimulate domestic travel
- A recovery is expected mainly for Group travel toward early spring, and Package tour is also increasing YoY vs 2019
- Europe, North America and Hawaii are economically difficult for travelers, but there must be people who want to go abroad for the first time in a long time so there must be demand for nearby overseas markets
- Competitors are Okinawa in Japan, and Korea, Taiwan, and SEA, whose reservations are rising

Let's promote together to encourage those who want to go abroad for the first time in a while and guide them to GUAM where they can enjoy an extraordinary feeling at overseas resorts instead of other destinations including Japan domestic