

All Nippon Airways Financial Results FY2012 First Quarter

Kiyoshi Tonomoto

Executive Vice President
and CFO

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© Thank you for participating in today's conference call.

© I will explain our financial results for the first quarter in detail.

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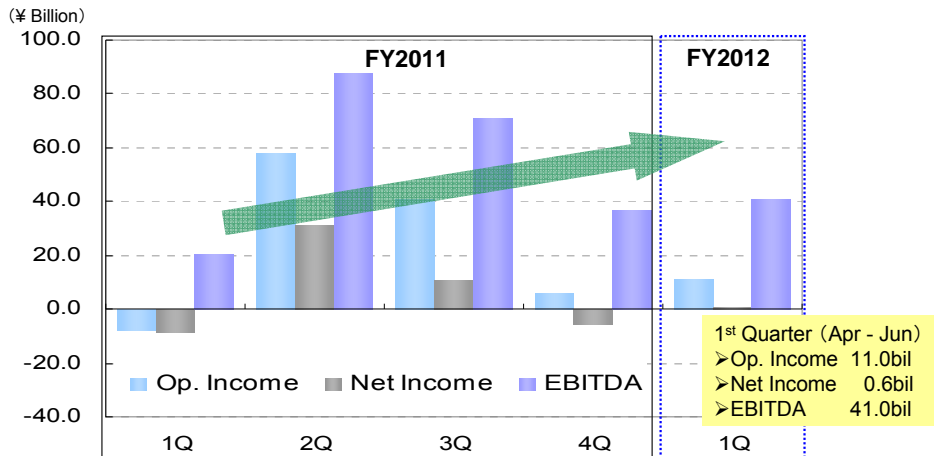
I . FY2012 Financial Results First Quarter



Highlight FY2012 First Quarter

Highlight of Financial Results FY2012 1Q and FY2011 1Q-4Q

- Consolidated operating revenue for 1Q posted 343.1 billion yen (38.1 billion yen year-on-year improvement)
- Consolidated operating income for 1Q moved into the black at 11.0 billion yen (19.1 billion yen year-on-year improvement)
- Net profit for the quarter showed a gain of 0.6 billion yen (9.1 billion yen year-on-year improvement) (Increased revenue and profit)



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- ◎ I will provide highlights of our financial results.
- ◎ To begin with, backed by a recovery from the impact of the earthquake during the past fiscal year, operating income for the first quarter under review, April through June, improved broadly. From the 8.1 billion yen loss recorded for the first quarter of the previous fiscal year, a profit of 11.0 billion yen was generated.
- ◎ Our bottom line income produced a gain of 0.6 billion yen. This was the first turnaround to a profitable first quarter in four years, since the first quarter of fiscal 2008.

Consolidated Financial Summary

Income Statements

	1Q/FY11	1Q/FY12	Difference
Operating Revenues	305.0	343.1	+ 38.1
Operating Expenses	313.1	332.1	+ 18.9
Operating Income	- 8.1	11.0	+ 19.1
Op. Margin (%)	-	3.2	-
Non-Op. Gains/Losses	- 6.3	- 6.3	- 0.0
Recurring Income	- 14.4	4.6	+ 19.1
Extraordinary Gains/Losses	- 0.1	- 0.2	- 0.0
Net Income	- 8.4	0.6	+ 9.1
Net Income Before Minority Interests	- 8.4	0.5	+ 9.0
Other Comprehensive Income	- 7.5	- 19.2	- 11.6
Comprehensive Income	- 16.0	- 18.6	- 2.5

(¥ Billion)

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- ◎ Here, I will provide an overview of our operating results.
- ◎ There were certain causes for concern in this first quarter, such as the debt crisis in Europe. However, results were solid overall. Operating revenues increased by 38.1 billion yen, or 12.5 percent year on year, reaching 343.1 billion yen.
- ◎ By steadily implementing cost reductions, we were able to limit operating expenses for the quarter to a year-on-year increase of 18.9 billion yen, or 6.0 percent.
- ◎ As a result, operating income increased by 19.1 billion yen over the first quarter last year to 11.0 billion yen. Recurring income was 4.6 billion yen.
- ◎ Net income was 0.6 billion yen, with increases in both revenue and profit during the quarter.

Consolidated Financial Summary

Consolidated Financial Position

	Mar 31, 2012	Jun 30, 2012	Difference
Assets	2,002.5	2,001.1	- 1.4
Shareholders' Equity	549.0	520.6	- 28.3
Ratio of Shareholders' Equity (%)	27.4	26.0	- 1.4pts
Interest Bearing Debts	963.6	965.6	+ 1.9
Debt/Equity Ratio (times)	1.8	1.9	+ 0.1pts

(¥ Billion)

* D/E ratio when including off-balance lease obligation of ¥ 149.7 billion (¥ 155.3 billion as of the end of March, 2012) is 2.1 times (2.0 times as of the end of March, 2012).

- ◎ This page shows our consolidated financial position.
- ◎ Total assets finished the quarter at approximately 2.0 trillion yen. This was roughly the same level as the end of March 2012.
- ◎ Shareholder's equity amounted to 520.6 billion yen, and the ratio of shareholder's equity was 26.0%.

Consolidated Financial Summary

Consolidated Statements of Cash Flow			
	1Q/FY11	1Q/FY12	Difference
Cash Flow from Operating Activities	9.2	50.6	+ 41.3
Cash Flow from Investing Activities	- 133.7	- 35.8	+ 97.8
Cash Flow from Financing Activities	159.9	- 12.6	- 172.5
Net Increase or Decrease	35.4	2.1	- 33.2
Cash and Cash Equivalent at the beginning	201.6	265.8	} + 2.2**
Cash and Cash Equivalent at the end	237.0	268.1	
Depreciation and Amortization	28.8	29.9	+ 1.0
Capital Expenditures (fixed assets only)	20.2	38.3	+ 18.0
EBITDA*	20.7	41.0	+ 20.2
EBITDA Margin(%)	6.8	12.0	+ 5.1pts

* EBITDA: Op. Income + Depreciation

** Includes effect on cash and cash equivalents with change of scope of consolidation

(¥ Billion)

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- ◎ I would now like to discuss our cash flow.
- ◎ Cash flow from operating activities amounted to 50.6 billion yen.
- ◎ Cash flow from investing activities experienced a net outflow of 35.8 billion yen, mainly due to investments in aircraft.
- ◎ Cash flow from financing activities produced a net outflow of 12.6 billion yen. This was due to financing, repayments and dividend payments.
- ◎ As a result, the balance of cash and cash equivalents at the end of the quarter increased by 2.2 billion yen from the end of March 2012, reaching 268.1 billion yen.

Consolidated Financial Summary

Results by Segment

	1Q/FY11	1Q/FY12	Difference
Revenues	Air Transportation	274.3	306.4 + 32.1
	Travel Services	26.4	34.7 + 8.2
	Total for Reporting Segments	300.8	341.2 + 40.4
	Other	33.4	36.1 + 2.6
	Adjustment	- 29.1	- 34.1 - 4.9
Total	305.0	343.1 + 38.1	
Operating Income	Air Transportation	- 9.2	8.9 + 18.2
	Travel Services	0.0	0.8 + 0.8
	Total for Reporting Segments	- 9.2	9.8 + 19.0
	Other	0.9	1.1 + 0.1
	Adjustment	0.1	0.0 - 0.0
Total	- 8.1	11.0 + 19.1	

(¥ Billion)

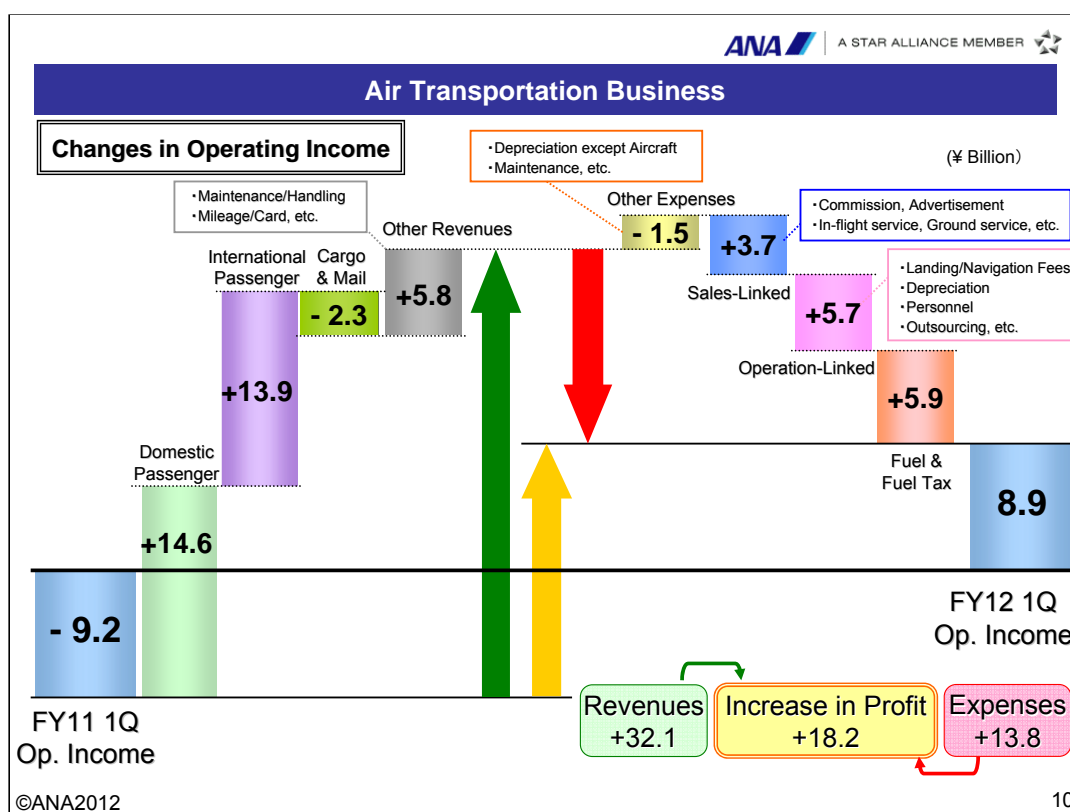
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- ◎ These are our results by segment.
- ◎ I will go into greater detail regarding our air transportation business later in this presentation.
- ◎ For the travel services business, domestic travel service experienced particularly strong demand to the Kanto district from regional areas. Overseas travel service also performed well, with strengthened sales of package tours and other products helping expand business to all regions - primarily tours to Asia. As a result, this business increased its revenue and profit for the quarter.
- ◎ Other businesses also grew their revenue and profit during the quarter.

Air Transportation Business

Operating Revenues and Expenses		1Q/FY11	1Q/FY12	Difference
Operating Revenues	Domestic Passengers	134.5	149.2	+ 14.6
	International Passengers	69.2	83.2	+ 13.9
	Cargo and Mail	33.2	30.9	- 2.3
	Others	37.2	43.0	+ 5.8
	Total	274.3	306.4	+ 32.1
Operating Expenses	Fuel and Fuel Tax	65.0	71.0	+ 5.9
	Landing and Navigation Fees	22.7	24.8	+ 2.0
	Aircraft Leasing Fees	15.4	17.4	+ 1.9
	Depreciation and Amortization	28.3	29.4	+ 1.0
	Aircraft Maintenance	10.7	10.4	- 0.2
	Personnel	61.1	60.9	- 0.2
	Sales Commission and Promotion	13.7	17.5	+ 3.8
	Outsourcing	21.0	21.3	+ 0.2
	Others	45.2	44.3	- 0.8
	Total	283.6	297.5	+ 13.8
Op. Income	Operating Income	- 9.2	8.9	+ 18.2



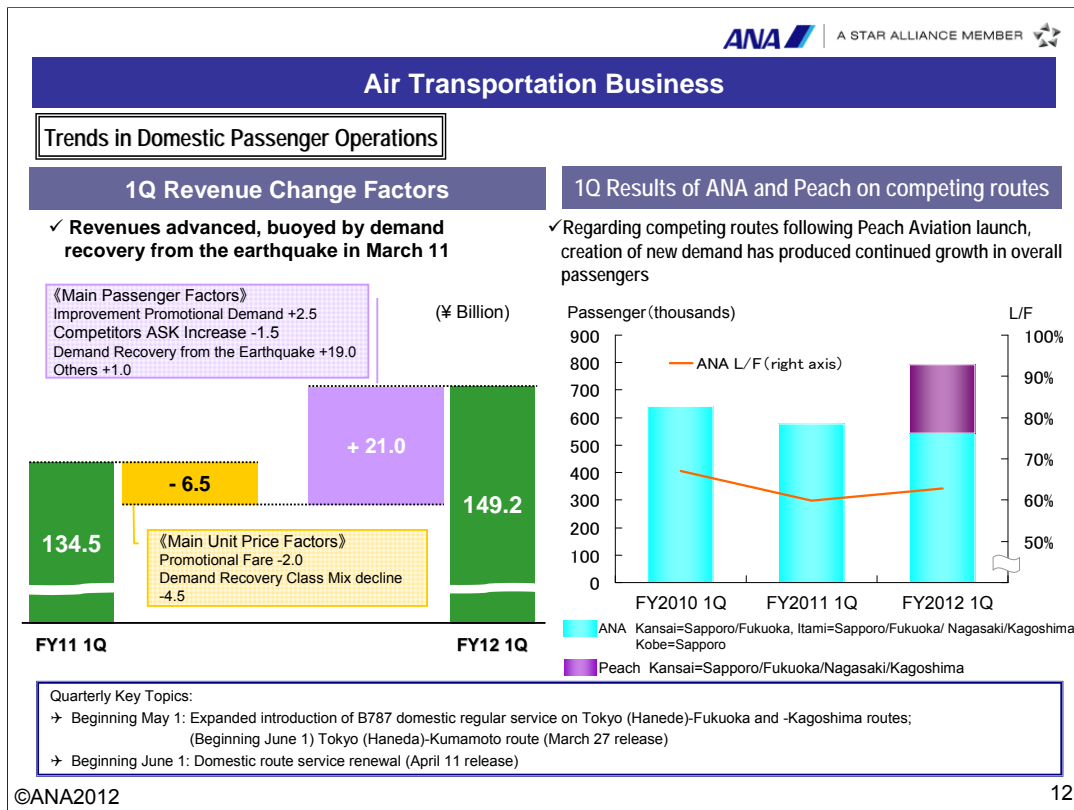
- ◎ I will now provide an analysis of changes in operating income for the air transportation business through a year-on-year comparison.
- ◎ Operating revenue increased by 32.1 billion yen. Domestic passenger traffic was particularly strong, with a 14.6 billion yen increase in this category. International passenger operating revenue increased by 13.9 billion yen. Cargo and mail operating revenue, on the other hand, declined by 2.3 billion yen.
- ◎ The primary reasons for this advance included demand recovery from the earthquake for both domestic and international passenger operations, and, solid demand in the international passenger sector in response to the expansion in our business scale.
- ◎ Operating expenses increased by 13.8 billion yen.
- ◎ Fuel expenses and ASK-linked expenses increased, reflecting our expanded business scale. Sales-linked expenses increased, while other expenses declined.
- ◎ Based on the preceding, first quarter operating income amounted to 8.9 billion yen, which was an 18.2 billion yen year-on-year increase.
- ◎ Please turn to page 12, where I will discuss further details about our operations by segment.

Air Transportation Business

Domestic Passenger Operations

	1Q/FY11	1Q/FY12	% Y/Y
Available Seat Km (million)	13,331	14,256	+ 6.9
Revenue Passenger Km (million)	7,149	8,296	+ 16.0
Passengers (thousands)	8,164	9,502	+ 16.4
Load Factor (%)	53.6	58.2	+ 4.6pts*
Passenger Revenues (¥ billion)	134.5	149.2	+ 10.9
Unit Revenue (¥/ASK)	10.1	10.5	+ 3.7
Yield (¥/RPK)	18.8	18.0	- 4.4
Unit Price (¥/Passenger)	16,482	15,706	- 4.7

*Difference



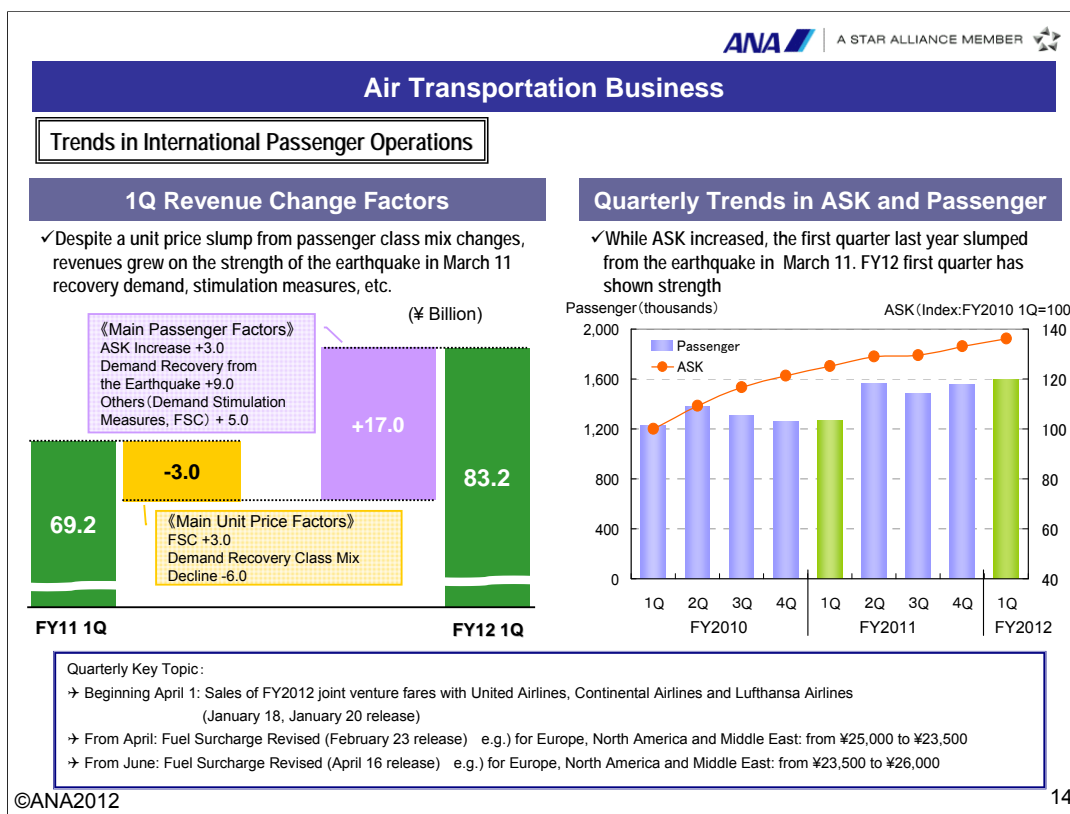
- ◎ This is the status of our domestic passenger operations.
- ◎ As well as the results data on page 11, the chart on the left analyzes the factors behind the 14.6 billion yen increase in revenue in the first quarter.
- ◎ Under unit price factors, a major improvement in travel demand accompanied demand recovery from the earthquake, changes in the passenger class mix and other developments contributed to a revenue decline of 6.5 billion yen.
- ◎ For passenger factors, however, steady progress was made in addressing recovery demand from the earthquake, leading to a revenue increase of 21.0 billion yen.
- ◎ As a result, domestic passenger operations revenue grew by 14.6 billion yen during the quarter. This was a year-on-year increase of 10.9 percent.
- ◎ The chart on the right shows passenger results of ANA and Peach competitive route operations during the first quarter.
- ◎ As in April, when we presented the results from March, no significant cannibalization has followed the launch of Peach. We can confirm, therefore, that new demand continues to be created.

Air Transportation Business

International Passenger Operations

	1Q/FY11	1Q/FY12	% Y/Y
Available Seat Km (million)	8,326	9,059	+ 8.8
Revenue Passenger Km (million)	5,470	6,818	+ 24.6
Passengers (thousands)	1,273	1,592	+ 25.0
Load Factor (%)	65.7	75.3	+ 9.6pts*
Passenger Revenues (¥ billion)	69.2	83.2	+ 20.2
Unit Revenue (¥/ASK)	8.3	9.2	+ 10.4
Yield (¥/RPK)	12.7	12.2	- 3.6
Unit Price (¥/Passenger)	54,389	52,275	- 3.9

*Difference



- ◎ This is the status of our international passenger operations.
- ◎ As well as the results data on page 13, the chart on the left analyzes the factors behind the 13.9 billion yen increase in revenue in the first quarter.
- ◎ Under unit price factors, the impact of changes in the passenger class mix, and other developments accompanying demand recovery from the earthquake, led to a revenue decline of 3.0 billion yen.
- ◎ For passenger factors, however, in addition to addressing recovery demand from the earthquake, demand stimulation, marketing and other measures carried out amidst the increase in ASK produced a revenue increase of 17.0 billion yen.
- ◎ As a result, international passenger operations revenue grew by 13.9 billion yen during the quarter. This was a year-on-year increase of 20.2 percent.
- ◎ The chart on the right shows trends in ASK and the number of passengers by quarter.
- ◎ Even as ASK grew, the earthquake impacted the number of passengers. During the first quarter of last fiscal year, the number temporarily declined – primarily for pleasure travel demand and Japan-inbound passengers.
- ◎ During the first quarter of this fiscal year, however, the number of passengers has returned to a positive growth trend.

Air Transportation Business

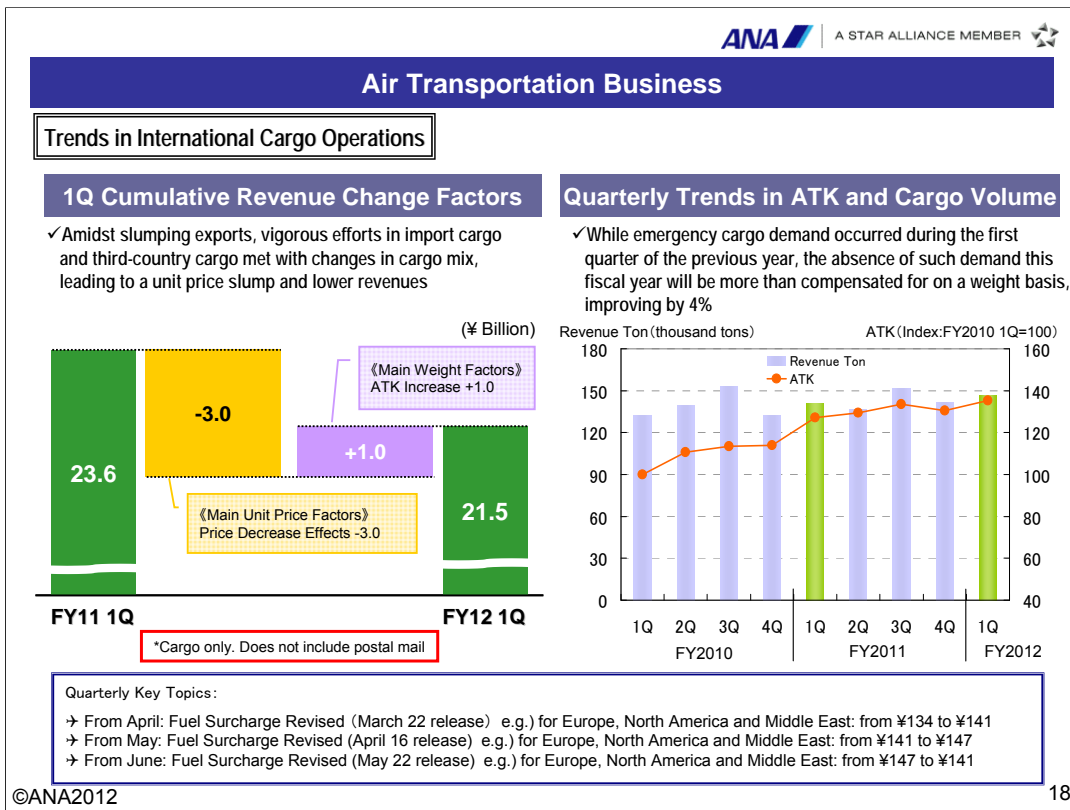
Domestic Cargo Operations

		1Q/FY11	1Q/FY12	% YY
Domestic Cargo	Available Ton Km (million)	426	465	+ 9.2
	Revenue Ton Km (million)	108	107	- 1.6
	Revenue Ton (thousand tons)	108	106	- 1.7
	Load Factor (%)	25.5	23.0	- 2.5pts*
	Cargo Revenues (¥ billion)	7.9	7.6	- 3.5
	Unit Revenue (¥/ATK)	18.6	16.4	- 11.6
	Unit Price (¥/kg)	73	71	- 1.9
Domestic Freighter 【Included Above】	Available Ton Km (million)	7	7	- 3.3
	Revenue Ton Km (million)	2	2	- 17.3
	Revenue Ton (thousand tons)	2	2	- 18.4
	Load Factor (%)	36.8	31.5	- 5.3pts*
	Cargo Revenues (¥ billion)	0.3	0.3	- 11.9
	Unit Revenue (¥/ATK)	48.1	43.9	- 8.9
	Unit Price (¥/kg)	130	141	+ 7.9

Air Transportation Business

International Cargo Operations

	1Q/FY11	1Q/FY12	% YY
International Cargo	Available Ton Km (million)	888	945 + 6.5
	Revenue Ton Km (million)	563	585 + 4.0
	Revenue Ton (thousand tons)	140	146 + 4.0
	Load Factor (%)	63.5	62.0 - 1.5pts*
	Cargo Revenues (¥ billion)	23.6	21.5 - 9.0
	Unit Revenue (¥/ATK)	26.6	22.8 - 14.5
	Unit Price (¥/kg)	168	147 - 12.5
International Freighter 【Included Above】	Available Ton Km (million)	201	207 + 3.1
	Revenue Ton Km (million)	117	119 + 1.4
	Revenue Ton (thousand tons)	67	68 + 1.0
	Load Factor (%)	58.4	57.5 - 0.9pts*
	Cargo Revenues (¥ billion)	8.3	8.0 - 4.0
	Unit Revenue (¥/ATK)	41.6	38.7 - 6.9
	Unit Price (¥/kg)	124	118 - 5.0



- ◎ This is the status of our international cargo operations.
- ◎ As well as the results data on page 17, the chart on the left analyzes the factors behind the 2.1 billion yen decrease in revenue in the first quarter.
- ◎ While export cargo slumped under the strong yen and other factors, efforts in import cargo, the third-country cargo and other sectors succeeded in securing volume. Yet, due to changes in the cargo mix, the sales unit price declined.
- ◎ The results for the quarter include a revenue gain of 1.0 billion yen due to weight factors, and a revenue decline of 3.0 billion yen for unit price factors.
- ◎ The chart on the right shows trends in ATK and cargo volume by quarter.
- ◎ While demand for exports from Japan stagnated, cargo volume increased overall. The first quarter of fiscal 2012 produced a year-on-year cargo volume gain of 4.0 percent.
- ◎ This completes the summary of our three air transportation businesses.
- ◎ This ends our presentation.
- ◎ Thank you for your attention.

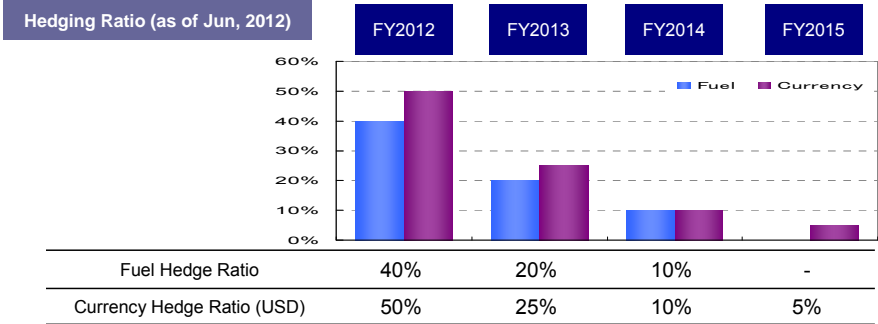
II . Supplemental Reference



Supplemental Reference

Fuel Price and Exchange Rate

Market Index and Assumptions	FY2012 (E)	
	1H	2H
Dubai Crude Oil (USD/BBL)	115	100
Kerosene (USD/BBL)	130	120
Exchange Rate (JPY/USD)	80	80



Non hedge impact of oil price and Currency fluctuations on fuel expenses

1 USD change per barrel	¥ 1.9 billion/ year
1 JPY change per USD	¥ 2.5 billion/ year

Supplemental Reference

International Passenger Results by Destination

		1Q/FY2012 Composition	Difference*
Passenger Revenue	North America	27.5	+ 0.5
	Europe	21.4	+ 1.9
	China	19.0	- 2.2
	Asia	28.0	- 0.2
	Resort	4.0	+ 0.1
ASK	North America	28.0	- 1.9
	Europe	22.1	+ 1.8
	China	14.6	+ 1.9
	Asia	29.9	- 1.4
	Resort	5.4	- 0.5
RPK	North America	30.4	- 0.1
	Europe	20.8	+ 0.5
	China	13.1	+ 1.2
	Asia	30.0	- 1.1
	Resort	5.7	- 0.4

*Accompanying change in Hong Kong route from China to Asia category from FY2012 calculations, figures for the preceding fiscal year also reflect the said category change

Supplemental Reference

International Cargo Results by Destination

		1Q/FY2012 Composition	Difference
Cargo Revenue	North America	20.4	- 3.2
	Europe	15.6	- 1.9
	China	36.1	+ 2.0
	Asia	21.3	+ 0.8
	Others	6.6	+ 2.2
ATK	North America	30.6	- 2.2
	Europe	24.2	+ 1.4
	China	21.1	+ 1.5
	Asia	20.1	- 0.5
	Others	4.0	- 0.3
RTK	North America	34.5	- 2.9
	Europe	27.4	+ 1.3
	China	16.5	+ 0.0
	Asia	17.5	+ 1.7
	Others	4.1	- 0.2

Supplemental Reference

Aircraft in Service		Mar, 2012	Jun, 2012	Change	Owned	Leased
Wide-Body	Boeing 747-400 (Domestic)	8	7	- 1	7	0
	Boeing 777-300ER	19	19	—	16	3
	Boeing 777-300	7	7	—	7	0
	Boeing 777-200ER	7	9	+ 2	7	2
	Boeing 777-200	16	16	—	14	2
Mid-Body	Boeing 787-8	6	9	+ 3	9	0
	Boeing 767-300ER	26	26	—	6	20
	Boeing 767-300	31	29	- 2	29	0
	Boeing 767-300F	2	2	—	0	2
	Boeing 767-300BCF	7	7	—	7	0
Narrow-Body	Airbus A320-200 (International)	4	2	- 2	0	2
	Airbus A320-200 (Domestic)	21	21	—	21	0
	Boeing 737-800	17	17	—	16	1
	Boeing 737-700ER	2	2	—	2	0
	Boeing 737-700	16	16	—	12	4
	Boeing 737-500	16	16	—	9	7
Regional	Bombardier DHC-8-400 (Q400)	18	18	—	5	13
	Bombardier DHC-8-300 (Q300)	3	3	—	2	1
Total		226	226	—	169	57

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Cautionary Statement

Forward-Looking Statements. This material contains forward-looking statements based on ANA's current plans, estimates, strategies, assumptions and beliefs. These statements represent the judgments and hypotheses of the Company's management based on currently available information. Air transportation, the Company's core business, involves government-mandated costs that are beyond the Company's control, such as airport utilization fees and Fuel taxes. In additions, conditions in the markets served by the Company are subject to significant fluctuations.

It is possible that these conditions will change dramatically due to a number of factors, such as trends in the economic environment, aviation fuel tax, technologies, demand, competition, foreign exchange rate fluctuations, and others. Due to these risks and uncertainties, it is possible that the Company's future performance will differ significantly from the contents of this material.

Accordingly, there is no assurance that the forward-looking statements in this material will prove to be accurate.

ANA Group Corporate Philosophy

ANA Group Corporate Philosophy

— Our Commitments —

On a foundation of security and reliability, the ANA Group will:

- Create attractive surroundings for customers
- Continue to be a familiar presence
- Offer dreams and experiences to people around the world

ANA Group Safety Principles

- ✓ Safety is our promise to the public and is the foundation of our business.
- ✓ Safety is assured by an integrated management system and mutual respect.
- ✓ Safety is enhanced through individual performance and dedication

ANA Group Corporate Vision

With air transportation as its core field of business, the ANA Group aims to be one of the leading corporate groups in Asia, providing passenger and cargo transportation around the world.



▶▶ Being the leader in Asia means that we will become

- Number one in quality
- Number one in customer satisfaction
- Number one in value creation

Thank you.

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Phone +81-(0)3-6735-1030 E-Mail: ir@ana.co.jp