

All Nippon Airways Financial Results FY2012 Second Quarter

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- © Thank you for taking the time to join us today for our financial results for fiscal 2012 second quarter.
- © Please turn to page 4.

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I . FY2012 Financial Results Second Quarter and FY2012 Earnings Forecast



【Part I】

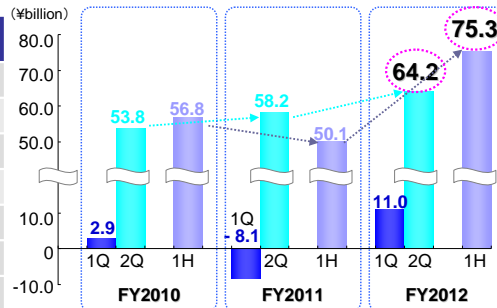
Financial Results FY2012 Second Quarter - Highlights

New operating income records set for second quarter and first half

《FY2012 First Half Results》

(¥billion)	1H / FY12	Diff. vs. 1H/FY11	Change
Operating Revenues	753.2	+48.3	+6.9%
Air Transportation	672.0	+40.9	+6.5%
Operating Income	75.3	+25.1	+50.2%
Air Transportation	69.6	+23.8	+52.2%
Recurring Income	63.4	+25.8	+68.7%
Net Income	36.9	+14.0	+61.6%
EBITDA	135.6	+27.1	+25.0%

《First Half Results》 (FY2010 – FY2012)



【Key points of financial results for the first half】

- Consolidated operating income reached 75.3 billion yen for the first half and 64.2 billion yen for the second quarter (three months), a new record in each case.
- ANA overcame the downturn in revenue in the previous fiscal year following the March 2011 earthquake and acquired demand exceeding the increase in ASK, especially on international routes.
- Consolidated operating revenues rose by about 48 billion yen year-on-year. At the same time, we restrained increases in operating expenses, in part by taking cost reduction measures, with the result that there was an increase in profit of about 25 billion yen on a consolidated operating income basis.

- ◎ First, let's take a look at our fiscal 2012 second quarter results.
- ◎ We experienced a major downturn in revenue in the first half of the previous fiscal year following the March 2011 earthquake, but this fiscal year we overcame that impact and saw demand steadily increase.
- ◎ We also made progress in reducing and restraining costs, which helped to increase revenue and income. As you see here, we achieved record operating and recurring income for both the cumulative first half and three months of the second quarter.

FY2012 Full-Year Earnings Forecast

Top line revised downward, but profit plan and planned dividend amount remain original plan

【Key points of revision of earnings forecast】

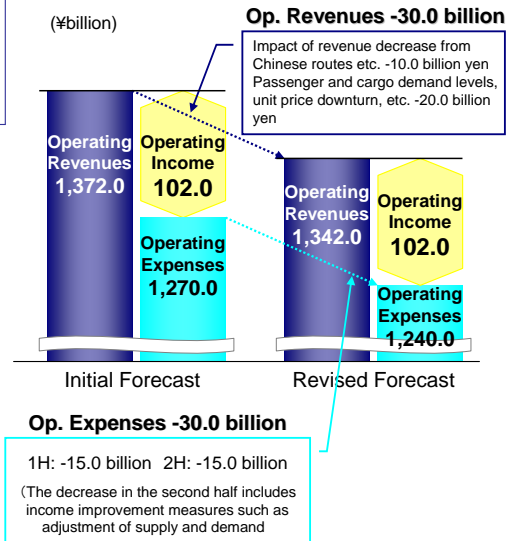
→ Operating revenues and operating expenses were revised 30.0 billion yen downward respectively, while operating income remains the original plan.

→ Net income is forecast at 40.0 billion yen as in the original plan, with planned dividend amount of 4 yen maintained.

《FY2012 Full-Year Earnings Forecast》

(¥billion)	FY2012	Diff. vs. FY11	Diff. vs. Initial Plan
Operating Revenues	1,470.0	+58.4	- 30.0
Air Transportation	1,342.0	+79.4	- 30.0
Operating Income	110.0	+12.9	-
Air Transportation	102.0	+13.5	-
Operating Margin	7.5%	+0.6%	+0.1%
Recurring Income	70.0	+1.5	-
Net Income	40.0	+11.8	-
Dividends per Share	¥ 4	-	-

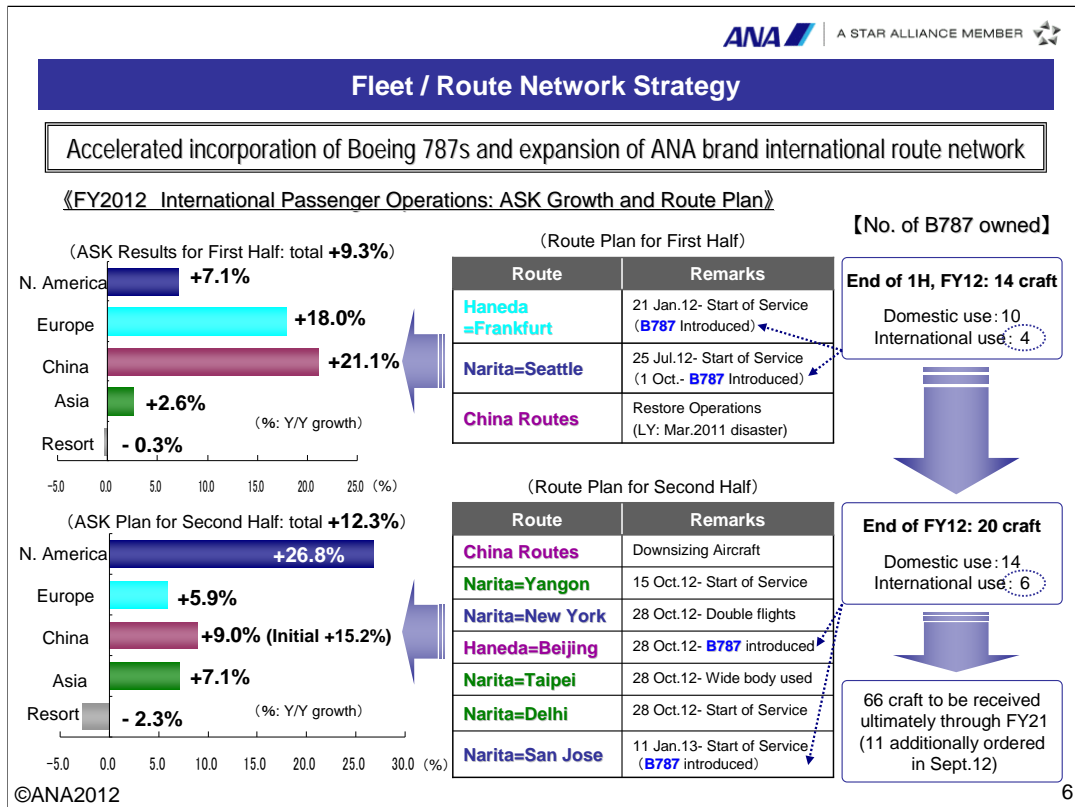
《Revision of Earnings Forecast》 (Air Transportation)



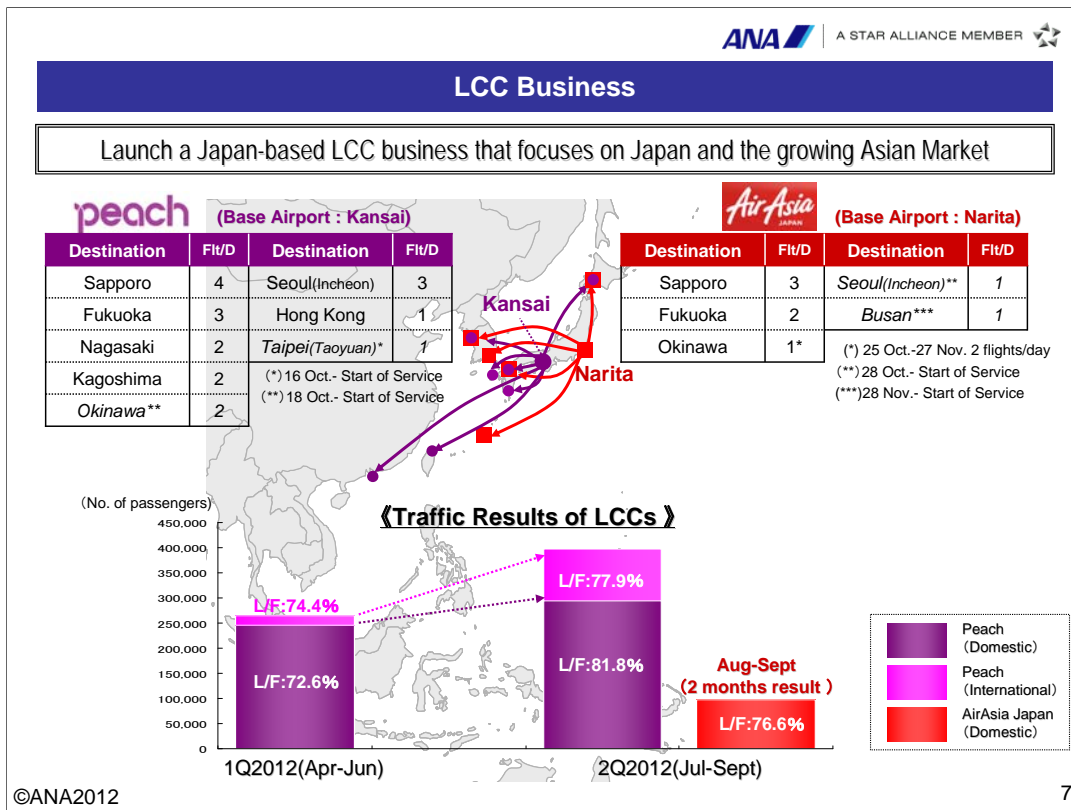
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- ◎ Next I will talk about our earnings forecast for fiscal year 2012.
- ◎ As you can see, we have revised our forecasts of consolidated operating revenues and operating expenses downward by 30 billion yen each as compared to our original plan.
- ◎ Since both passenger and cargo revenues fell somewhat short of the original plan, we have revised our forecast for the second half to reflect this trend.
- ◎ Our forecast also incorporates about 10 billion yen in revenue decline for losses on Chinese routes resulting from the Senkaku Islands territorial dispute.
- ◎ On the other hand, operating expenses were lower than planned in the first half, and we are taking profit improvement measures in the second half. Therefore we have lowered our operating expenses forecast.
- ◎ As a result, we are making no change in our income forecast from the original plan.
- ◎ As previously mentioned, we aim to achieve a net income of 40 billion yen and plan on providing dividends of 4 yen per share.



- ◎ Next, I would like to talk about the expansion of the ANA brand network this fiscal year. Here is information about new international routes and existing international routes that have increased service. We also show how we have incorporated Boeing 787s and list the routes on which they have been deployed.
- ◎ After inaugurating our Haneda=Frankfurt route in January of the previous fiscal year, in the first half of this fiscal year we also started new service on the Narita=Seattle route, and we have introduced the Boeing 787 to both routes. This has helped increase ASK and improve our competitive posture on European and North American routes.
- ◎ The pace of Boeing 787 incorporation accelerated and we had 14 of them in operation at the end of September. We deployed 4 on international routes and 10 on major domestic routes.
- ◎ In the second half, as mentioned earlier, we are reducing capacity in keeping with demand decline on Chinese routes. As a result, growth in ASK will be lower than the original plan.
- ◎ On the other hand, we are targeting the vigorous passenger demand on trans-Pacific routes. Therefore we are proceeding with plans to expand our network between North America and Asia, which should lead to increased revenue.
- ◎ We plan to own 20 Boeing 787s by the end of the fiscal year, of which 6 will be deployed on international routes. The Boeing 787 has operated on the Haneda=Beijing route since October 28. From January it will operate on the new Narita=San Jose route, further enhancing our product competitiveness.
- ◎ ANA has also placed an additional order for 11 Boeing 787-9s, as previously announced in September.
- ◎ These strategic aircraft provide exceptional economic advantages, and ANA is incorporating them faster than any other airline. As we deploy competitive aircraft, we are also building a competitive network.



- ◎ Next I will talk about the routes served by the Group's two low cost carriers, AirAsia Japan and Peach, and their traffic results through the second quarter.
- ◎ As you can see, AirAsia Japan started service on three domestic routes from Narita in August.
- ◎ The carrier started international operation to Seoul Incheon on October 28, and will begin serving Busan on November 28, the first airline doing so for the ANA Group.
- ◎ We aim to develop a demand for low cost carriers in the Tokyo Metropolitan market, and we are off to a good start.
- ◎ Our goal is to make our Narita-based low cost carrier business profitable as early as possible. Since this is a consolidated subsidiary, we are confident it will soon be adding to the Group's corporate value.
- ◎ Peach started operating even earlier, in March this year. As you can see, it is steadily building low cost carrier demand in the Kansai area and maintaining a high load factor as the route network develops.
- ◎ We will continue to expand our low cost carrier business as we aim to generate and capture new demand that is out of reach of the ANA brand.

Capital Increase through Public Offering

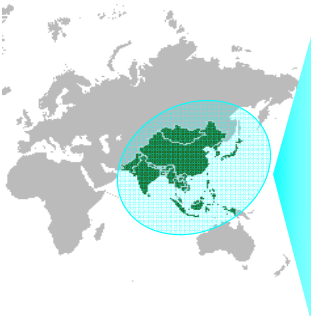
Use a capital increase to strengthen the balance sheet and move to a growth strategy that uses growth funds

【Overview of capital increase through public offering】

- **Amount credited:** 174.8 billion yen
(call-up completed August 17)
- **Newly issued shares:** 991,466,000 shares
(3,516,425,257 issued)
- **Objective of capital increase and purpose of funds**
 - To achieve a balance sheet that allows both continuation of strategic aircraft investment and greater financial strength
 - To secure growth funds providing for an agile investment strategy to promote multi-brand strategy in Asia

【Net asset indicators】

	End of Sept. 2012	End of Mar. 2012
Common Stock (¥ billion)	318.7	231.3
Shareholders' equity (¥ billion)	736.3	549.0
Shareholders' equity ratio (%)	34.0	27.4
Debt / Equity ratio (times)	1.3	1.8
Incl. off-balanced lease obligation	1.5	2.0
Book-Value per share (¥)	209.83	218.24



【Strategic investment in Asia】

Even as we operate our business based in Japan, we can see limits on future growth
 ⇒ We are looking for growth opportunities for the ANA Group in Asia where there is strong economic growth

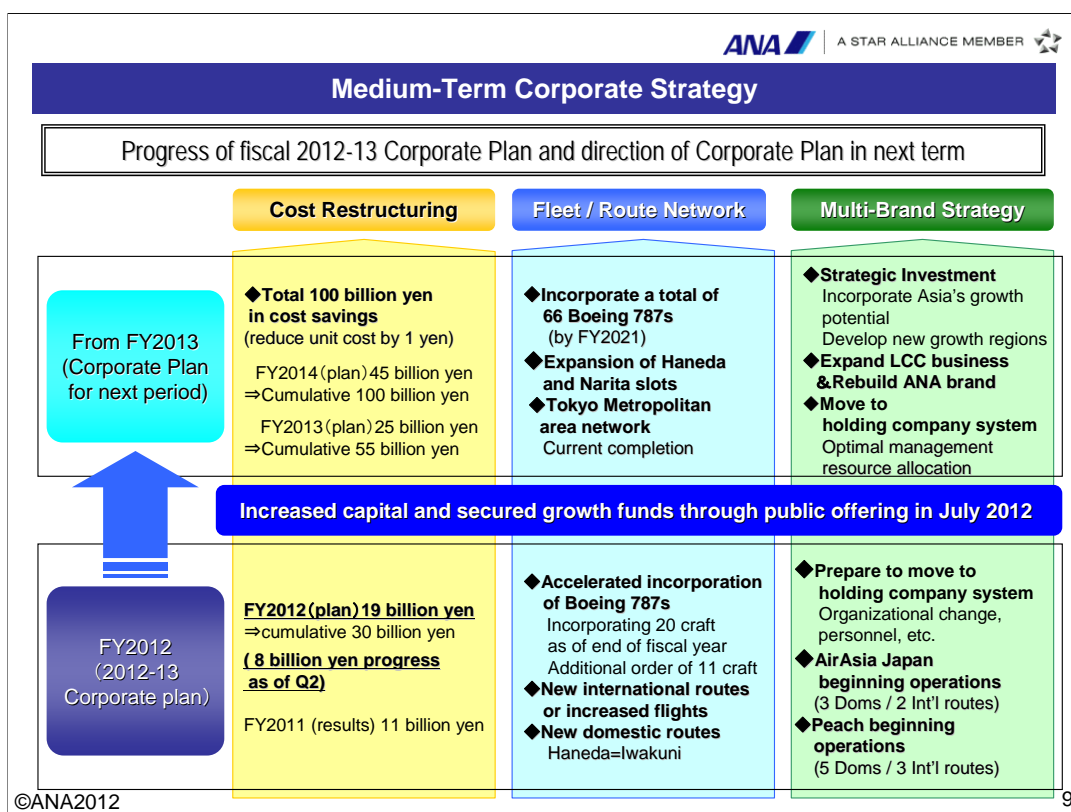
Contribute to growth in medium term management targets (ROA 8%+, ROE 10%+)
 ⇒ Feasibility study of scale, return, risk, etc., of each potential investment

- Airline business** → Full Service Carrier: Create synergy with ANA brand
 Low cost carrier: Early expansion and development of LCC business domain
- Airline-related business**
- Other business** → Use the resources and know-how of the ANA Group
 Apply high-added value offered by ANA brand

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- ◎ Here I would like to explain our recent capital increase through a public offering.
- ◎ Including third-party allocation of shares, we ultimately issued about one billion new shares, taking in 174.8 billion yen in capital.
- ◎ We plan to use the newly procured capital effectively to fulfill our management obligations, growing the ANA Group and increasing its corporate and shareholder value.
- ◎ I would like to reconfirm the significance of this capital increase.
- ◎ As a full service carrier, it is essential to make continuous capital investment, especially in aircraft, in order to have a competitive network strategy and build up our fleet.
- ◎ As you can see, thanks to a balance sheet enhanced by a capital increase, we are now able to stably and continuously invest in aircraft while simultaneously building our financial strength.
- ◎ Strategic investment in Asia is critical for pursuing a multi-brand strategy and aiming for growth on the continent.
- ◎ Our guide for selecting businesses and investments to pursue is to build synergy with the ANA brand, expand and develop the multi-brand strategy and contribute to reaching medium-term management targets, especially in the airline business and airline-related business.



- ◎ Before I finish, I would also like to touch on our Medium-Term Corporate Strategy.
- ◎ The fiscal 2012-2013 Corporate Plan currently in effect is progressing steadily.
- ◎ Our 100 billion yen cost restructuring plan is producing results as intended. Our multi-brand strategy is also progressing according to plan, with two low cost carriers in operation.
- ◎ We are also proceeding with organizational reform and all other preparations for shifting to a holding company system next April. Our aim here is to build a system that optimizes allocation of our management resources.
- ◎ Also, we have accelerated the incorporation of Boeing 787s as strategic aircraft.
- ◎ As for expansion of our network, we are taking advantage of the product competitiveness and economy of the Boeing 787 as we start service on new routes and increase flights on existing ones, especially medium- to long-distance international routes.
- ◎ We are also beginning to discuss setting our next Corporate Plan, which will begin in fiscal 2013 based on results produced under the current Corporate Plan.
- ◎ Under the Corporate Plan for the next period, we plan to complete our cost restructuring. In addition, in light of the increase in slots at Haneda and Narita, we will bring our air transportation network serving the Tokyo Metropolitan area to completion for the time being.
- ◎ As we start our holding company system, we plan to further expand our low cost carrier business and at the same time maintain and enhance ANA's profitability as a full service carrier.
- ◎ Along with that, we will make effective use of the funds acquired by a capital increase to conduct strategic investment in Asia and further develop our growth strategy.
- ◎ For now, we will pursue all kinds of growth opportunities so we can increase the corporate value of the ANA Group.
- ◎ This ends my part of our presentation. Thank you for your attention.

II. FY2012 Financial Results Second Quarter 《Details》

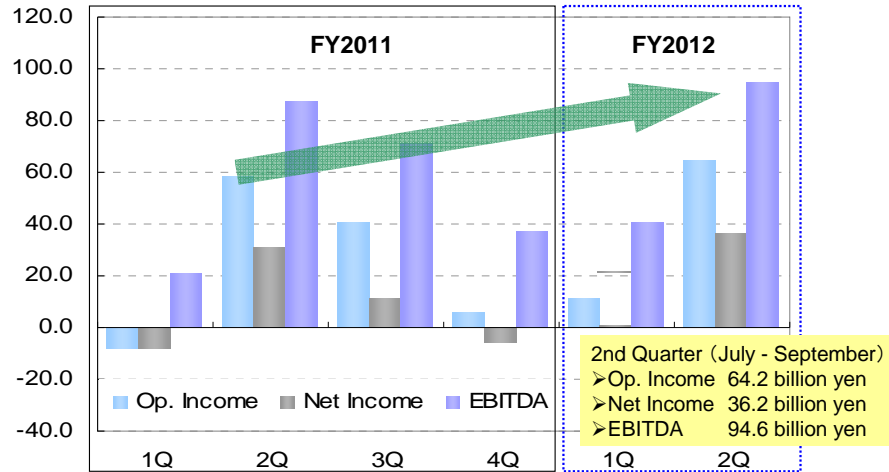


【Part II】

Highlights FY2012 Second Quarter

Highlights of Financial Results FY2012 1-2Q and FY2011 1-4Q

- Consolidated cumulative operating income for 2Q posted 75.3 billion yen (25.1 billion yen year-on-year improvement).
- 36.9 billion yen net income for the quarter (14.0 billion yen year-on-year improvement); EBITDA of 135.6 billion yen (27.1 billion yen year-on-year improvement).



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(¥ Billion)

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◎ Next, I will explain our financial results for the second Quarter and the full-year earnings forecast for fiscal 2012 in detail.

◎ Please turn to page 11.

◎ These are the highlights of our financial results.

◎ Operating Income during the second quarter, from July to September, reached 64.2 billion yen, a 10% increase over the 58.2 billion yen of the previous second quarter.

It also set new records for both the second quarter and first half.

◎ EBITDA, an indicator of cash flow, also set a new record for both the second quarter and first half.

Consolidated Financial Summary

Income Statements

	1H/FY11	1H/FY12	Difference	2Q/FY12	Difference
Operating Revenues	704.8	753.2	+ 48.3	410.0	+ 10.2
Operating Expenses	654.7	677.9	+ 23.2	345.7	+ 4.2
Operating Income	50.1	75.3	+ 25.1	64.2	+ 5.9
Op. Margin (%)	7.1	10.0	+ 2.9pts	15.7	+ 1.1pts
Non-Op. Gains/Losses	- 12.5	- 11.8	+ 0.6	- 5.4	+ 0.6
Recurring Income	37.5	63.4	+ 25.8	58.7	+ 6.6
Extraordinary Gains/Losses	0.6	- 0.2	- 0.9	- 0.0	- 0.9
Net Income	22.8	36.9	+ 14.0	36.2	+ 4.9
Net Income Before Minority Interests	22.9	36.6	+ 13.6	36.0	+ 4.5
Other Comprehensive Income	- 28.8	- 14.9	+ 13.9	4.2	+ 25.5
Comprehensive Income	- 5.8	21.7	+ 27.5	40.3	+ 30.1

(¥ Billion)

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- ◎ Here, I will provide an overview of our operating results.
- ◎ Operating revenues for the first half reached 753.2 billion yen, a year-on-year increase of 48.3 billion yen. This is because revenue increased for domestic and international passenger operations between July and September.
- ◎ Though fuel and fuel taxes, operation-linked costs and sales-linked costs increased, operating expenses increased only 23.2 billion yen year on year. This is because we worked on balancing supply with demand and made cost reductions.
- ◎ As a result, operating income increased by 50% year on year to 75.3 billion yen for the first half.
- ◎ Recurring income increased by 70% year on year to 63.4 billion yen for the first half.
Net income was 36.9 billion yen.

Consolidated Financial Summary

Consolidated Financial Position

	Mar 31, 2012	Sept 30, 2012	Difference
Assets	2,002.5	2,165.5	+ 162.9
Shareholders' Equity	549.0	736.3	+ 187.3
Ratio of Shareholders' Equity (%)	27.4	34.0	+ 6.6pts
Interest Bearing Debts	963.6	933.6	- 29.9
Debt/Equity Ratio (times)	1.8	1.3	- 0.5pts

(¥ Billion)

* D/E ratio when including off-balanced lease obligation of ¥ 144.1 billion (¥ 155.3 billion as of the end of March, 2012) is 1.5 times (2.0 times as of the end of March, 2012).

- ◎ This page shows our consolidated financial position.
- ◎ Total assets were about 2.1 trillion yen. Both net assets and liquidity on hand increased, mainly because of the capital increase through a public offering this summer.
- ◎ Interest bearing debts declined about 30.0 billion yen in net as a result of repayments.
- ◎ Following a series of capital increases, shareholder's equity reached 736.3 billion yen, giving us a 34.0% ratio of shareholder's equity. This was a 6.6-point improvement over the 27.4% at the end of the previous fiscal year.
- ◎ The D/E ratio also improved significantly to 1.3.

Consolidated Financial Summary

Consolidated Statements of Cash Flow	1H/FY11	1H/FY12	Difference
Cash Flow from Operating Activities	90.4	123.7	+ 33.3
Cash Flow from Investing Activities	- 171.5	- 326.0	- 154.4
Cash Flow from Financing Activities	126.7	129.6	+ 2.8
Net Increase or Decrease	45.4	- 72.7	- 118.2
Cash and Cash Equivalent at the beginning	201.6	265.8	} - 71.7**
Cash and Cash Equivalent at the end	247.0	194.1	
Depreciation and Amortization	58.4	60.3	+ 1.9
Capital Expenditures	37.9	68.1	+ 30.1
Substantial Free Cash Flow (excluding periodic/negotiable deposits of more than 3 months)	65.4	79.8	+ 14.4
EBITDA*	108.5	135.6	+ 27.1
EBITDA Margin(%)	15.4	18.0	+ 2.6pts

* EBITDA: Op. Income + Depreciation
 ©ANA2012 ** Includes effect on cash and cash equivalents with change of scope of consolidation (¥ Billion)

- ◎ I would now like to discuss our cash flow.
- ◎ Cash flow from operating activities amounted to 123.7 billion yen.
- ◎ Cash flow from investing activities experienced a net outflow of 326.0 billion yen, mainly due to payment on ordinary aircraft investments, negotiable deposits of more than three months and other deposits.
- ◎ Substantial free cash flow, which is cash flow from investing activities excluding periodic and negotiable deposits of more than three months, reached about 80.0 billion yen. This was an increase of 14.4 billion yen year on year, as shown on the third line from the bottom.
- ◎ Cash flow from financing activities produced a net inflow of 129.6 billion yen.

Consolidated Financial Summary

Results by Segment

		1H/FY11	1H/FY12	Difference	2Q/FY12	Difference
Revenues	Air Transportation	631.0	672.0	+ 40.9	365.5	+ 8.8
	Travel Services	78.4	84.3	+ 5.8	49.5	- 2.4
	Total for Reporting Segments	709.5	756.3	+ 46.8	415.1	+ 6.3
	Other	67.7	73.5	+ 5.7	37.4	+ 3.0
	Adjustment	- 72.5	- 76.7	- 4.1	- 42.5	+ 0.8
	Total	704.8	753.2	+ 48.3	410.0	+ 10.2
Operating Income	Air Transportation	45.7	69.6	+ 23.8	60.6	+ 5.6
	Travel Services	1.9	3.0	+ 1.0	2.1	+ 0.2
	Total for Reporting Segments	47.6	72.6	+ 24.9	62.7	+ 5.9
	Other	2.1	2.6	+ 0.5	1.5	+ 0.3
	Adjustment	0.3	0.0	- 0.2	- 0.0	- 0.2
	Total	50.1	75.3	+ 25.1	64.2	+ 5.9

(¥ Billion)

◎ These are our results by segment.

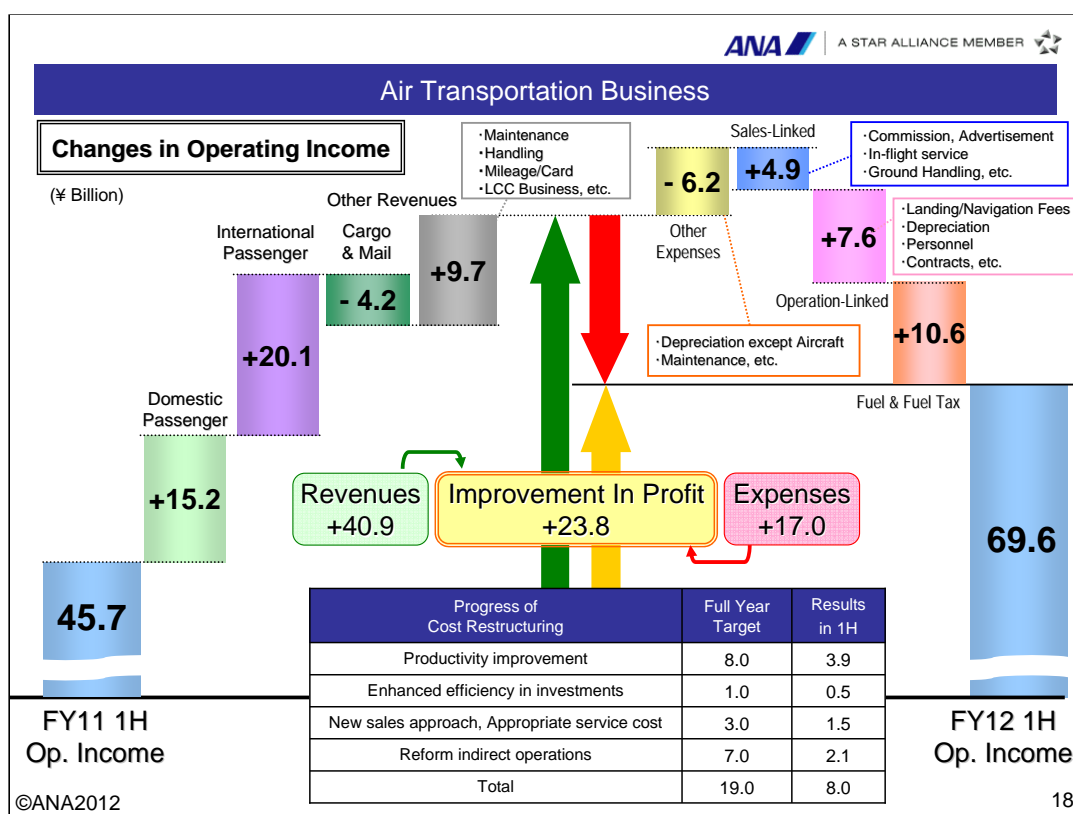
◎ I will go into greater detail regarding our air transportation business late in this presentation. And, Travel services business and other business increased their revenue and income for the quarter.

◎ Next, please turn to page 18.

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Air Transportation Business

Operating Revenues and Expenses		1H/FY11	1H/FY12	Difference	2Q/FY12	Difference
Operating Revenues	Domestic Passengers	327.8	343.0	+ 15.2	193.8	+ 0.5
	International Passengers	159.6	179.7	+ 20.1	96.5	+ 6.2
	Cargo and Mail	64.9	60.7	- 4.2	29.8	- 1.8
	Others	78.6	88.3	+ 9.7	45.3	+ 3.9
	Total	631.0	672.0	+ 40.9	365.5	+ 8.8
Operating Expenses	Fuel and Fuel Tax	133.9	144.5	+ 10.6	73.4	+ 4.6
	Landing and Navigation Fees	47.1	51.1	+ 4.0	26.3	+ 2.0
	Aircraft Leasing Fees	33.1	35.1	+ 2.0	17.7	+ 0.0
	Depreciation and Amortization	57.3	59.4	+ 2.0	29.9	+ 0.9
	Aircraft Maintenance	23.0	21.0	- 2.0	10.5	- 1.8
	Personnel	124.0	122.0	- 1.9	61.1	- 1.7
	Sales Commission and Promotion	31.5	35.0	+ 3.4	17.5	- 0.3
	Contracts	43.0	43.0	+ 0.0	21.6	- 0.2
	Others	92.0	90.8	- 1.2	46.4	- 0.3
	Total	585.3	602.4	+ 17.0	304.9	+ 3.1
Op. Income	Operating Income	45.7	69.6	+ 23.8	60.6	+ 5.6



- ◎ I will now provide an analysis of changes in operating income for the air transportation business through a year-on-year comparison.
- ◎ Operating revenues increased by 40.9 billion yen.
Domestic passenger operating revenues were a 15.2 billion yen increase.
International passenger operating revenues increased by 20.1 billion yen.
Cargo and mail operating revenues, on the other hand, declined by 4.2 billion yen.
- ◎ The major factor, in addition to demand recovery for domestic and international passenger operations since the earthquake, was that demand was strong relative to the expansion in business scale for new international passenger routes.
- ◎ Operating expenses increased by 17.0 billion yen.
- ◎ Fuel expenses and operation-linked expenses increased, reflecting our expanded business scale. Sales-linked expenses increased, while other expenses declined.
- ◎ Based on the preceding, cumulative second quarter operating income amounted to 69.6 billion yen, which was a 23.8 billion yen year-on-year increase.
- ◎ This fiscal year we plan to realize 19.0 billion yen in cost savings as part of our 100 billion yen cost restructuring. In the cumulative second quarter, we achieved a reduction of 8.0 billion yen, so we are making progress as planned.
- ◎ Please turn to page 20, where I will discuss further details about our operations by segment.

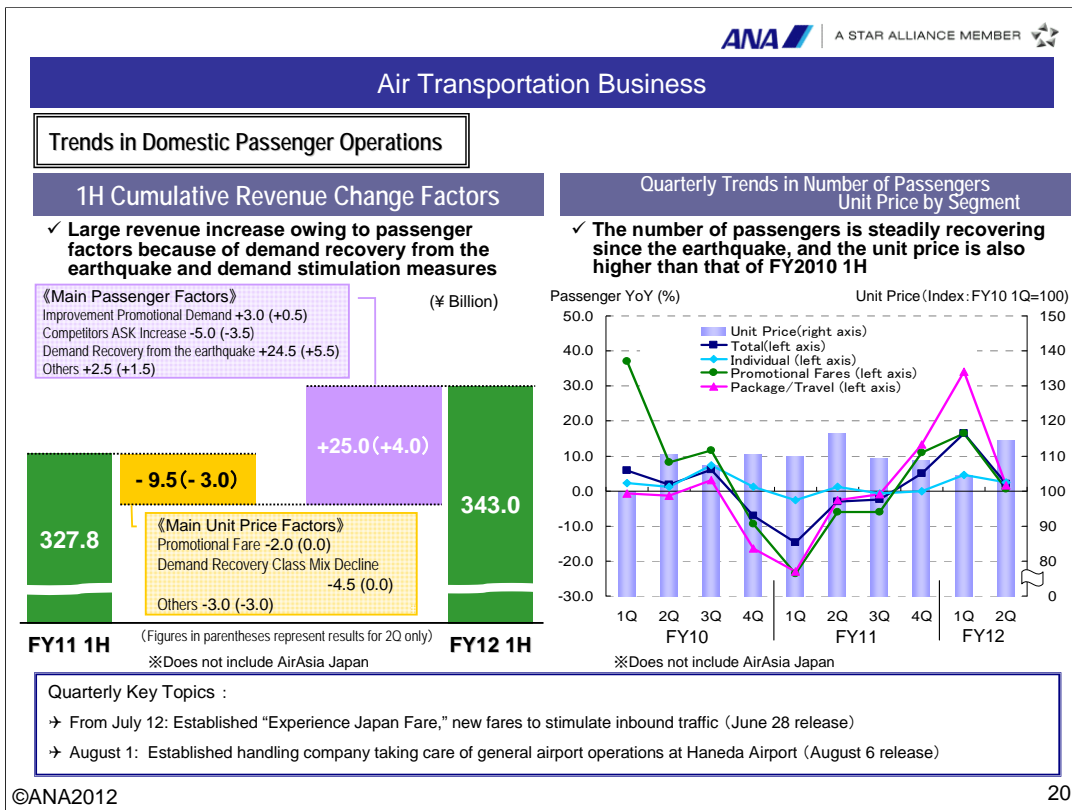
Air Transportation Business

Domestic Passenger Operations

	1H/FY11	1H/FY12	% Y/Y	2Q/FY12	% Y/Y
Available Seat Km (million)	28,408	29,727	+ 4.6	15,470	+ 2.6
Revenue Passenger Km (million)	17,053	18,336	+ 7.5	10,039	+ 1.4
Passengers (thousands)	19,217	20,773	+ 8.1	11,270	+ 2.0
Load Factor (%)	60.0	61.7	+ 1.7pts*	64.9	- 0.8pts*
Passenger Revenues (¥ Billion)	327.8	343.0	+ 4.6	193.8	+ 0.3
Unit Revenue (¥/ASK)	11.5	11.5	+ 0.0	12.5	- 2.3
Yield (¥/RPK)	19.2	18.7	- 2.7	19.3	- 1.1
Unit Price (¥/Passenger)	17,060	16,515	- 3.2	17,197	- 1.7

*Difference

※ The above data does not include AirAsia Japan. The company has carried 96 thousands passengers over 140 available seat-km and 107 revenue passenger-km with a passenger load factor of 76.6% for the second quarter.



◎ This is the status of our domestic passenger operations.

◎ As well as the results data on page 19, the chart on the left analyzes the factors behind a 15.2 billion yen increase in revenue in the first half.

◎ Unit price factors declined 9.5 billion yen.
The passenger class mix changed as a result of demand stimulation measures such as expansion of promotional fares.

◎ There has been a steady recovery of demand since the earthquake, and in addition we took demand stimulation measures that greatly increased passenger figure. Thus revenues from passenger factors increased by 25.0 billion yen.
As a result, overall revenues increased 4.6% year on year to 15.2 billion yen.

◎ The chart on the right shows quarterly trends in the unit price and in the number of passengers by segment.
The number of passengers in all segments has recovered since the earthquake. Though there is significant fluctuation, the numbers are strong overall.
I think you can see that the unit price is now higher than it was two fiscal years ago.

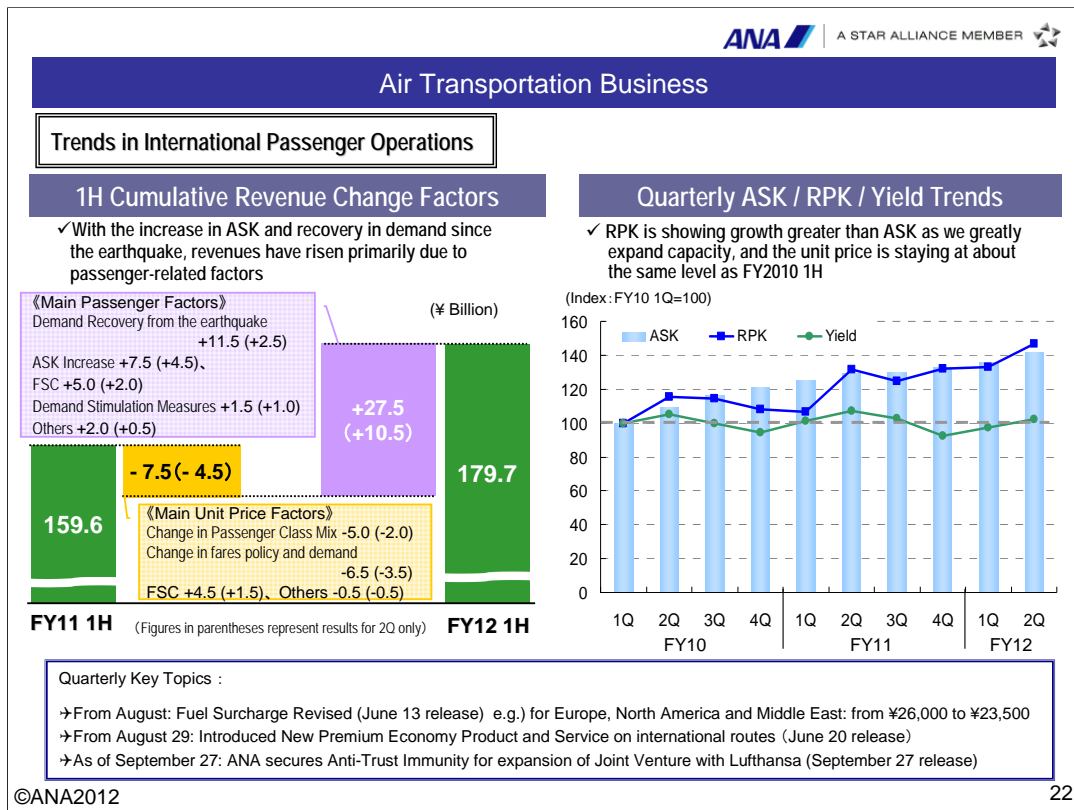
◎ Please turn to page 22.

Air Transportation Business

International Passenger Operations

	1H/FY11	1H/FY12	% Y/Y	2Q/FY12	% Y/Y
Available Seat Km (million)	16,919	18,490	+ 9.3	9,431	+ 9.8
Revenue Passenger Km (million)	12,204	14,341	+ 17.5	7,523	+ 11.7
Passengers (thousands)	2,840	3,311	+ 16.6	1,719	+ 9.7
Load Factor (%)	72.1	77.6	+ 5.4pts*	79.8	+ 1.4pts*
Passenger Revenues (¥ Billion)	159.6	179.7	+ 12.6	96.5	+ 6.9
Unit Revenue (¥/ASK)	9.4	9.7	+ 3.1	10.2	- 2.6
Yield (¥/RPK)	13.1	12.5	- 4.1	12.8	- 4.3
Unit Price (¥/Passenger)	56,188	54,289	- 3.4	56,154	- 2.6

*Difference



- ◎ This is the status of our international passenger operations.
- ◎ As well as the results data on page 21, the chart on the left analyzes the factors behind the 20.1 billion yen increase in revenue in the first half.
- ◎ Under unit price factors, changes in passenger class mix and changes in fares policy and demand contributed to a revenue decline of 7.5 billion yen.
- ◎ There has been a recovery of demand since the earthquake, and in addition demand has expanded in tandem with ASK and we have taken demand stimulation measures. Thus revenues from passenger factors increased by 27.5 billion yen. As a result, overall revenues increased 12.6% year on year to 20.1 billion yen.
- ◎ The chart on the right shows trends in ASK, RPK and Yield by quarter.
- ◎ As capacity increases, RPK has increased steadily in tandem with ASK.
- ◎ You can see that the unit price has largely maintained the level it had two fiscal years ago.
- ◎ Please turn to page 26.

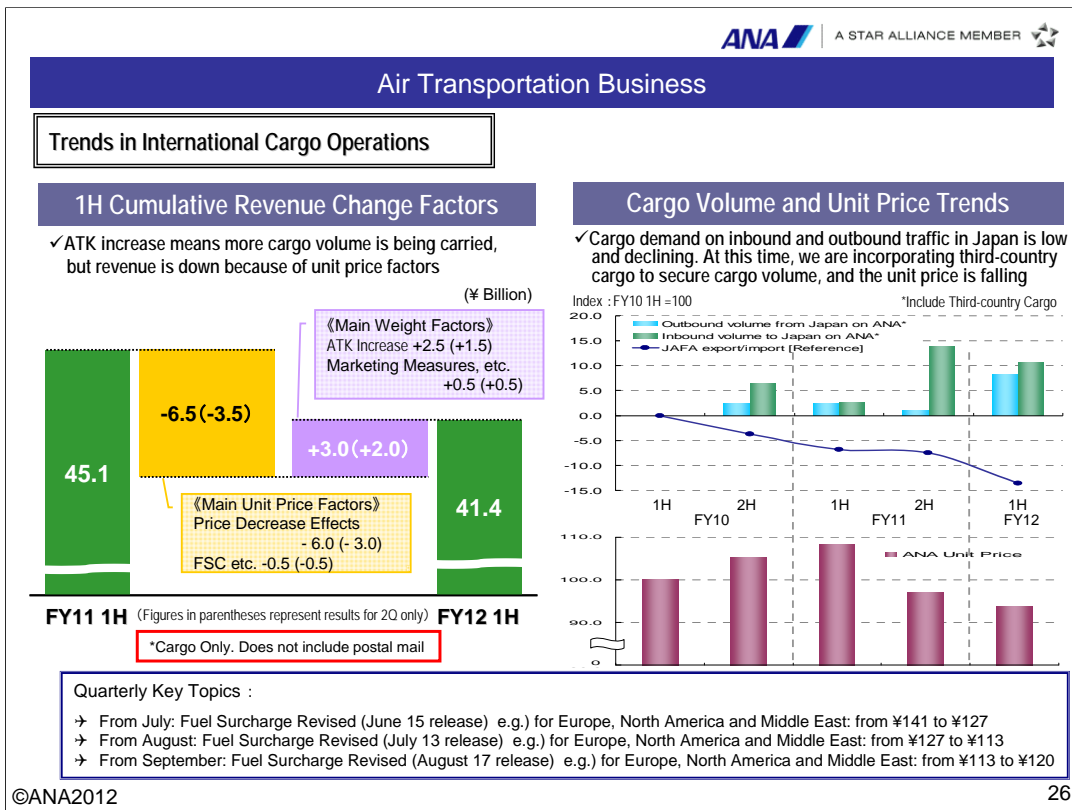
Air Transportation Business

Domestic Cargo Operations		1H/FY11	1H/FY12	% Y/Y	2Q/FY12	% Y/Y
Domestic Cargo	Available Ton Km (million)	903	975	+ 8.0	509	+ 6.9
	Revenue Ton Km (million)	228	224	- 1.8	117	- 1.9
	Revenue Ton (thousand tons)	229	226	- 1.5	119	- 1.3
	Load Factor (%)	25.3	23.0	- 2.3pts*	23.1	- 2.1pts*
	Cargo Revenues (¥ Billion)	16.4	15.8	- 3.8	8.2	- 4.1
	Unit Revenue (¥/ATK)	18.3	16.3	- 10.9	16.1	- 10.3
	Unit Price (¥/kg)	72	70	- 2.4	69	- 2.9
Domestic Freighter 【Included Above】	Available Ton Km (million)	14	14	- 1.1	7	+ 1.1
	Revenue Ton Km (million)	5	4	- 11.2	2	- 5.2
	Revenue Ton (thousand tons)	5	4	- 14.2	2	- 9.9
	Load Factor (%)	36.7	33.0	- 3.8pts*	34.4	- 2.3pts*
	Cargo Revenues (¥ Billion)	0.7	0.6	- 11.7	0.3	- 11.5
	Unit Revenue (¥/ATK)	48.2	43.0	- 10.7	42.2	- 12.4
	Unit Price (¥/kg)	131	135	+ 2.8	130	- 1.8

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Air Transportation Business

International Cargo Operations		1H/FY11	1H/FY12	% Y/Y	2Q/FY12	% Y/Y
International Cargo	Available Ton Km (million)	1,791	1,927	+ 7.6	981	+ 8.6
	Revenue Ton Km (million)	1,081	1,167	+ 7.9	581	+ 12.2
	Revenue Ton (thousand tons)	277	293	+ 5.9	147	+ 7.8
	Load Factor (%)	60.4	60.6	+ 0.2pts*	59.2	+ 1.9pts*
	Cargo Revenues (¥ Billion)	45.1	41.4	- 8.3	19.8	- 7.6
	Unit Revenue (¥/ATK)	25.2	21.5	- 14.8	20.3	- 14.9
	Unit Price (¥/kg)	163	141	- 13.4	135	- 14.3
International Freighter 【Included Above】	Available Ton Km (million)	404	412	+ 2.0	204	+ 1.0
	Revenue Ton Km (million)	235	238	+ 1.0	118	+ 0.7
	Revenue Ton (thousand tons)	136	137	+ 0.8	68	+ 0.6
	Load Factor (%)	58.3	57.8	- 0.6pts*	58.0	- 0.2pts*
	Cargo Revenues (¥ Billion)	16.7	15.6	- 6.7	7.5	- 9.4
	Unit Revenue (¥/ATK)	41.5	37.9	- 8.5	37.1	- 10.2
	Unit Price (¥/kg)	123	114	- 7.4	110	- 9.9



- ◎ This is the status of our international cargo operations.
- ◎ As well as the results data on page 25, the chart on the left analyzes the factors behind the 3.7 billion yen decrease in revenue in the first half.
- ◎ Among weight factors, such as the increase in weight with ATK increases, revenues increased 3.0 billion yen, but among unit price factors, the sales unit price fell because of changes in the cargo mix, with revenues declining 6.5 billion yen.
- ◎ The chart on the right shows trends in Cargo weight and unit price by half.
- ◎ While Japan's overall export/import cargo volume has been decreasing, prices have been low. However, this shows that we are actively capturing third-country cargo to secure volume for ANA.
- ◎ This completes the summary of our three air transportation businesses.
- ◎ Please turn to page 29.

III. FY2012 Earnings Forecast 《Details》



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FY2012 Earnings Forecast

Consolidated Earnings Forecast

《Ref.》 As of Apr 27, 2012

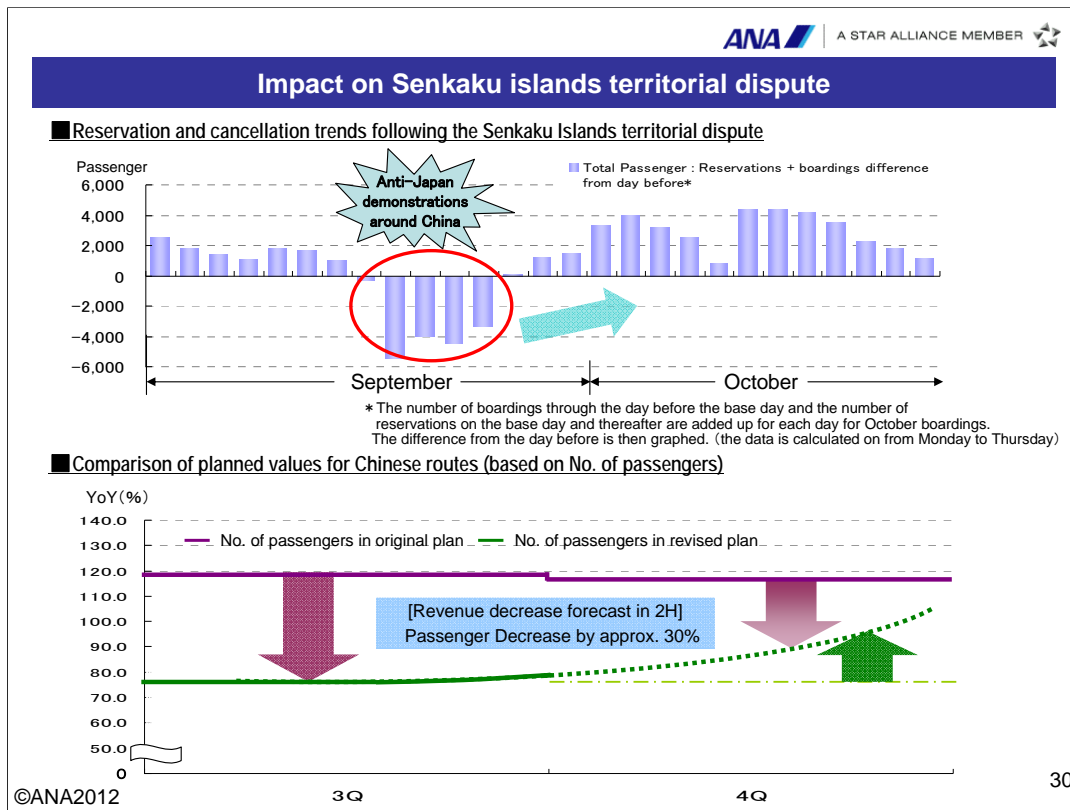
	FY11	FY12(RE)	Difference	FY12(E)
Operating Revenues	1,411.5	1,470.0	+ 58.4	1,500.0
Operating Expenses	1,314.4	1,360.0	+ 45.5	1,390.0
Operating Income	97.0	110.0	+ 12.9	110.0
Op. Margin (%)	6.9	7.5	+ 0.6pts	7.3
Recurring Income	68.4	70.0	+ 1.5	70.0
Net Income	28.1	40.0	+ 11.8	40.0

(¥ Billion)

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- ◎ This slide shows our full-year earnings forecast for fiscal 2012.
- ◎ We revised both operating revenues and operating expenses downward by 30.0 billion yen, but there is no change in our income targets announced at the start of the fiscal year.
- ◎ First, operating expenses were 15.0 billion yen below the plan in the first half, and we have also incorporated 15.0 billion yen in expense reductions from the second half into the total.
- ◎ That number reflects 5.0 billion yen in reduced expenses that we have deemed possible as based on the status of actions taken in the first half, as well as 10.0 billion yen in reduced expenses from additional profit improvement measures.
- ◎ Next, I would like to explain more about the Senkaku Islands territorial dispute, which is one of the biggest factors behind our downward revision of operating revenues.



- ◎ So here I will talk about the impact of the Senkaku Islands territorial dispute.
- ◎ First, look at the top part of the slide. This shows reservation trends before and after the dispute for Chinese routes overall, except Hong Kong.
- ◎ Immediately after the dispute broke out, cancellations outnumbered reservations, as the bar graph shows. Starting in early October, however, cancellations were bottoming out.
- ◎ Package/leisure demand is still low. As for business travel demand, new reservations stagnated, but have been recovering since October.
- ◎ Now I will use the bottom half of the slide to explain the scale of the revenue decrease that we are assuming under the circumstances.
- ◎ The third quarter, represented by the solid green line, reflects the situation we now face as seen in our reservations status. The fourth quarter, represented by the dotted green line, shows the recovery trend in passenger numbers that we estimate at this time.
- ◎ We assume that the number of passengers will be about 30% lower and revenues about 10.0 billion yen lower than originally planned.
- ◎ Our major competitor in Japan is reducing its own China flights, which means that the supply between Japan and China has fallen considerably. Heeding this and other factors, we have decided to use smaller aircraft for the time being to deal with the drop in demand.
- ◎ As a result, we have already confirmed that the recent load factor on our Beijing route, where we are now using smaller aircraft since October, has recovered by 15-20%.
- ◎ Though the situation is still unstable, we will continue to pay close attention to trends hereafter and endeavor to respond flexibly to minimize the impact on profits.

FY2012 Earnings Forecast

Earnings Forecast by Segment

《Ref.》 As of Apr 27, 2012

		FY11	FY12(RE)	Difference	FY12(E)
Revenues	Air Transportation	1,262.5	1,342.0	+ 79.4	1,372.0
	Travel Services	158.9	159.0	+ 0.0	159.0
	Total for Reporting Segments	1,421.5	1,501.0	+ 79.4	1,531.0
	Other	138.4	137.0	- 1.4	137.0
	Adjustment	- 148.4	- 168.0	- 19.5	- 168.0
	Total	1,411.5	1,470.0	+ 58.4	1,500.0
Operating Income	Air Transportation	88.4	102.0	+ 13.5	102.0
	Travel Services	3.9	4.0	+ 0.0	4.0
	Total for Reporting Segments	92.4	106.0	+ 13.5	106.0
	Other	4.1	4.0	- 0.1	4.0
	Adjustment	0.4	0.0	- 0.4	0.0
	Total	97.0	110.0	+ 12.9	110.0

(¥ Billion)

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- ◎ This shows our full-year earnings forecast by segment.
- ◎ There are no changes here except for revisions to operating revenues and expenses in the air transportation business.
- ◎ Furthermore, pages 33 and 34 explain our assumptions concerning the main indicators of the second half in terms of our passenger and cargo operations.
- ◎ This ends my part of our presentation.
- ◎ Thank you for your attention.

FY2012 Earnings Forecast

Operating Revenues and Expenses

《Ref.》 As of Apr 27, 2012

	FY11	FY12 (RE)	Difference	FY12(E)
Operating Revenues	Domestic Passengers	651.5	+ 30.4	695.0
	International Passengers	320.0	+ 31.4	370.0
	Cargo and Mail	128.0	+ 3.4	138.5
	Others	162.8	+ 14.1	168.5
	Total	1,262.5	1,342.0	+ 79.4
Operating Expenses	Fuel and Fuel Tax	263.1	+ 32.3	298.5
	Non – Fuel Cost	910.9	+ 33.5	971.5
	Total	1,174.0	+ 65.9	1,270.0
Op. Income	Operating Income	88.4	+ 13.5	102.0

(¥ Billion)

FY2012 Earnings Forecast

《Passenger Operations》 Earnings Forecast Assumptions for FY12(vs. FY11)

	Domestic Passengers			International Passengers		
	1H(A)	2H(RE)	FY12(RE)	1H(A)	2H(RE)	FY12(RE)
Available Seat Km	+ 5.1	+ 4.3	+ 4.7	+ 9.3	+ 14.0	+ 11.7
Revenue Passenger Km	+ 8.2	+ 5.1	+ 6.6	+ 17.5	+ 9.5	+ 13.3
Passengers	+ 8.6	+ 5.0	+ 6.8	+ 16.6	+ 6.0	+ 11.1
*Load Factor (%)	61.8 (+ 1.7pts)	62.4 (+ 0.5pts)	62.1 (+ 1.1pts)	77.6 (+ 5.4pts)	72.2 (- 3.0pts)	74.8 (+ 1.1pts)
**Unit Revenue(¥/ASK)	11.5 (- 0.2)	11.4 (+ 0.2)	11.5 (+ 0.0)	9.7 (+ 3.1)	8.6 (- 6.2)	9.1 (- 1.7)
**Yield(¥/RPK)	18.6 (- 3.0)	18.4 (- 0.6)	18.5 (- 1.8)	12.5 (- 4.1)	11.9 (- 2.3)	12.2 (- 3.1)
**Unit Price(¥/Passenger)	16,480 (- 3.4)	16,263 (- 0.5)	16,372 (- 2.0)	54,289 (- 3.4)	53,208 (+ 0.9)	53,756 (- 1.2)

* (*.* pts) : Difference
 ** (*.*) : year-on-year basis

FY2012 Earnings Forecast

《Cargo Operations》 Earnings Forecast Assumptions for FY12(vs. FY11)

		Domestic Cargo			International Cargo		
		1H(A)	2H(RE)	FY12(RE)	1H(A)	2H(RE)	FY12(RE)
Total	Available Ton km	+8.0	+ 6.2	+ 7.1	+ 7.6	+ 11.0	+ 9.3
	Revenue Ton km	- 1.8	+ 3.8	+ 1.0	+ 7.9	+ 23.9	+ 16.2
	Revenue Ton	- 1.5	+ 3.8	+ 1.2	+ 5.9	+ 18.1	+ 12.2
	Load Factor (%)	23.0	25.5	24.3	60.6	70.0	65.4
	**Unit Revenue(¥/ATK)	16.3 (- 10.9)	17.9 (- 3.6)	17.1 (- 7.3)	21.5 (- 14.8)	24.3 (+ 4.9)	23.0 (- 5.1)
	**Unit Price(¥/RT)	70 (- 2.4)	69 (- 1.4)	70 (- 1.9)	141 (- 13.4)	144 (- 1.4)	143 (- 7.5)
Freighter 【Included Above】	Available Ton km	- 1.1	- 5.4	- 3.3	+ 2.0	+ 10.3	+ 6.3
	Revenue Ton km	- 11.2	- 16.5	- 13.8	+ 1.0	+ 12.8	+ 7.2
	Revenue Ton	- 14.2	- 7.9	- 11.2	+ 0.8	+ 11.9	+ 6.5
	Load Factor (%)	33.0	30.7	31.9	57.8	63.0	60.6
	**Unit Revenue(¥/ATK)	43.0 (- 10.7)	43.4 (- 0.5)	43.2 (- 5.8)	37.9 (- 8.5)	41.1 (+ 5.9)	39.6 (- 1.2)
	**Unit Price(¥/RT)	135 (+ 2.8)	139 (+ 2.2)	137 (+ 2.6)	114 (- 7.4)	120 (+ 4.4)	117 (- 1.4)

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** (*.) : year-on-year basis

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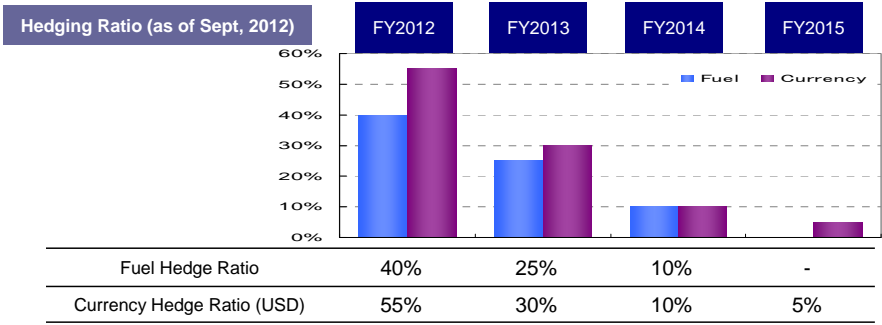
IV. Supplemental Reference



Supplemental Reference

Fuel Price and Exchange Rate

Market Index and Assumptions	FY2012	
	1H(A)	2H(E)
Dubai Crude Oil (USD/BBL)	106	100
Kerosene (USD/BBL)	124	120
Exchange Rate (JPY/USD)	79	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		1H/FY12 Composition	Difference	2Q/FY12 Composition	Difference
Passenger Revenue	North America	27.5	+ 1.1	27.5	+ 1.6
	Europe	22.2	+ 1.9	22.8	+ 1.9
	China	18.2	- 1.9	17.6	- 1.8
	Asia	27.3	- 0.8	26.7	- 1.3
	Resort	4.8	- 0.2	5.5	- 0.4
ASK	North America	28.9	- 0.6	29.9	+ 0.7
	Europe	21.6	+ 1.6	21.2	+ 1.4
	China	14.6	+ 1.4	14.5	+ 0.9
	Asia	29.4	- 1.9	28.9	- 2.4
	Resort	5.4	- 0.5	5.5	- 0.6
RPK	North America	30.5	+ 0.5	30.6	+ 0.9
	Europe	21.0	+ 0.5	21.1	+ 0.6
	China	12.9	+ 0.9	12.7	+ 0.6
	Asia	29.7	- 1.3	29.4	- 1.5
	Resort	5.9	- 0.6	6.2	- 0.7

*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		1H/FY12 Composition	Difference	2Q/FY12 Composition	Difference
Revenue	North America	19.8	- 2.1	19.0	- 0.9
	Europe	15.4	- 1.2	15.3	- 0.6
	China	37.7	+ 1.9	39.5	+ 1.7
	Asia	20.5	+ 0.5	19.5	+ 0.2
	Others	6.6	+ 0.9	6.7	- 0.5
ATK	North America	31.6	- 0.9	32.7	+ 0.3
	Europe	23.9	+ 1.2	23.7	+ 1.0
	China	20.9	+ 1.0	20.6	+ 0.6
	Asia	19.5	- 1.1	18.9	- 1.7
	Others	4.1	- 0.2	4.1	- 0.2
RTK	North America	34.4	- 1.6	34.3	- 0.1
	Europe	27.4	+ 1.7	27.4	+ 2.1
	China	17.3	- 0.1	18.1	- 0.4
	Asia	16.8	+ 0.4	16.0	- 1.0
	Others	4.2	- 0.4	4.2	- 0.6

Supplemental Reference

Aircraft in Service		Mar, 2012	Sept, 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	6	3
	Boeing 777-200	16	16	-	14	2
Mid-Body	Boeing 787-8	6	14	+ 8	14	0
	Boeing 767-300ER	26	26	-	6	20
	Boeing 767-300	31	27	- 4	27	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	19	- 2	19	0
	Boeing 737-800	17	18	+ 1	17	1
	Boeing 737-700ER	2	2	-	2	0
	Boeing 737-700	16	16	-	12	4
	Boeing 737-500	16	15	- 1	9	6
Regional	Bombardier DHC-8-400 (Q400)	18	19	+ 1	6	13
	Bombardier DHC-8-300 (Q300)	3	2	- 1	1	1
Total		226	227	+ 1	170	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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<http://www.ana.co.jp/eng>

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