For the nine months ended December 31, 2011
Consolidated financial results
All Nippon Airways Co., Ltd. (9202)

ANA reports consolidated financial results for the first 9 Months of FY 2011

1. Consolidated financial highlights for the first nine months ended December 31, 2011

(1) Summary of consolidated operating results

Yen (Millions)

	FY2010 first nine months Apr.1-Dec.31	Year on Year (%)	FY2011 first nine months Apr.1-Dec.31	Year on Year (%)
Operating revenues	1,039,145	12.5	1,069,855	3.0
Operating income	77,707	-	91,143	17.3
Recurring profit	58,330	-	71,461	22.5
Net income	37,542	-	33,780	(10.0)
Net income per share	14.97yen	-	13.45yen	-
Comprehensive Income	24,911	-	13,018	(47.7)

(2) Summary of consolidated financial positions

Yen (Millions)

	FY2010 as of Mar. 31	FY2011 as of Dec. 31
Total assets	1,928,021	1,998,438
Total net assets	526,354	535,047
Net worth	520,254	528,932
Net worth ratio	27.0%	26.5%
Net worth per share	207.35yen	210.48yen

2. Consolidated operating results forecast for the financial year ending March 31, 2012

Yen (Millions)

	FY2011	Year on Year (%)
Operating revenues	1,400,000	3.1
Operating income	90,000	32.7
Recurring profit	56,000	51.3
Net income	20,000	(14.2)
Net income per share	7.96yen	-

Note: The forecasted operating results for the financial year ending March 31, 2012 have been revised.

3. Other

(1) Significant change in scope of consolidation during the current fiscal year : No
(2) Adoption of specific quarterly accounting methods : No
(3) Change in accounting treatment since the previous financial year : No
(4) Number of outstanding shares (Common stock)

Shares (Thousands)

		FY2010		FY2011
Issued stock	as of Mar. 31	2,524,959	as of Dec. 31	2,524,959
Treasury stock	as of Mar. 31	15,903	as of Dec. 31	12,001
Average number during the period	first 9 months	2,507,146	first 9 months	2,511,090

(5) This financial results statement is not audited and provided for reference only.
(6) All financial results are prepared on the basis of accounting principles generally accepted in Japan.

Appendix

Overview of consolidated financial results for the first nine months of FY 2011

Ⅰ. Qualitative Information / Financial Statements, etc.

1. Qualitative Information Regarding Consolidated Operating Results

Unit: billion yen (rounded down)

Consolidated Operating Results	FY2010 first nine months (April 1-December 31, 2010)	FY2011 first nine months (April 1-December 31, 2011)	Year-on-Year (%)
Operating Revenues	1,039.1	1,069.8	3.0
Air Transportation	930.7	957.5	2.9
Travel Services	124.8	119.4	-4.4
Other	104.4	103.6	-0.8
Intersegment Transactions	-120.9	-110.7	—
Operating Income	77.7	91.1	17.3
Air Transportation	70.2	83.5	19.1
Travel Services	3.2	3.7	14.0
Other	4.0	3.5	-12.3
Intersegment Transactions	0.2	0.3	40.9
Recurring Profit	58.3	71.4	22.5
Net Income	37.5	33.7	-10.0

* See Notes 1, 2, & 3, below.

While the Japanese economy during the cumulative period through the first nine months (April 1, 2011 through December 31, 2011, hereinafter the “first nine months”) continues to face severe conditions due to the impact of the March 11, 2011 Great East Japan Earthquake (hereinafter, the “earthquake”), it is gradually recovering, but with concerns about a downward swing in overseas economies due to the government bond crisis in Europe, exchange rate fluctuations, and soaring oil prices, the outlook going forward remains uncertain.

We have worked to stimulate demand in the face of the rapid decline in demand caused by the earthquake amid such economic conditions, and have taken emergency measures to improve the balance of income and expenditures by around ¥30 billion for the full fiscal year, minimizing the impact on income as much as possible.

An overview of the first nine months by segment follows:

Overview by Segment

◎ Air Transportation Business

Operating Revenue: ¥957.5 billion, up 2.9% year-on-year

Operating Income: ¥83.5 billion, up 19.1% year-on-year

＜Domestic Passenger Services＞

Category	FY2010 first nine months (April 1-December 31, 2010)	FY2011 first nine months (April 1-December 31, 2011)	Year-on-Year (%)
Passenger Revenues (billion yen)	503.0	497.2	-1.1
Number of Passengers (Passengers)	31,553,129	29,552,914	-6.3
Available Seat-km (Thousand km)	42,789,049	42,719,880	-0.2
Revenue Passenger-km (Thousand km)	27,949,848	26,168,553	-6.4
Passenger Load Factor (%)	65.3	61.3	-4.1

* See Notes 3, 4, 5, 10, & 11, below.

While domestic demand fell due to the impact of the earthquake, business demand in June and beyond recovered to the levels on par with the same period the previous year. Lesiure demand saw a smaller decline from July on, aided by measures to stimulate demand.

In its route network, ANA responded to the sharp decline in demand in the immediate aftermath of the earthquake by partially reducing regular services and downsizing aircraft on many routes, while expanding supply on routes with high demand. Also, in addition to introducing new Matsuyama-Okinawa and Itami-Akita routes, ANA worked to match supply and demand by optimizing aircraft in line with weekend and weekday demand, respectively, primarily on routes into and out of Haneda.

On November 1, ANA also introduced the world's first Boeing 787 aircraft, on its Haneda-Okayama/Hiroshima route. It was also deployed on reconstruction support flights in Sendai and Fukushima.

In marketing, ANA lowered prices on its *Tabiwari* and *Super Tabiwari* fares, expanded options for peak travel periods, and implemented other measurs to stimulate demand.

＜**International Passenger Services**＞

Category	FY2010 first nine months (April 1-December 31, 2010)	FY2011 first nine months (April 1-December 31, 2011)	Year-on-Year (%)
Passenger Revenues (billion yen)	215.0	241.9	12.5
Number of Passengers (Passengers)	3,906,745	4,328,575	10.8
Available Seat-km (Thousand km)	21,688,008	25,543,448	17.8
Revenue Passenger-km (Thousand km)	16,883,958	18,594,464	10.1
Passenger Load Factor (%)	77.8	72.8	-5.1

* See Notes 3, 6, 10, & 11, below.

Although international passenger demand fell significantly in the month immediately after the earthquake, business demand in June recovered nearly to pre-earthquake levels. Demand for leisure travel from Japan had, by summer, recovered to the levels seen in the same period of the previous year, although a complete recovery in inbound demand is expected to take time until the end of the current fiscal year.

In its route network, ANA enacted limited-time suspension of flights on some routes in response to the drop in demand due to the earthquake, while at the same time taking steps to match supply with demand on routes where demand was robust, such as Narita-Honolulu, by introducing larger aircraft. Newly established routes between Narita-Chengdu (begun June 19) and Chubu-Hong Kong (begun October 30) are also performing well, with utilization factors of about 70% and 80%, respectively, through the end of December.

In marketing, as the recovery in demand grew more pronounced in June, ANA worked to stimulate demand through the new offer of its *Eco-wari Summer Special* and *Eco-wari Youth* fares, quickly capturing summer leisure demand, while also offering a year-end *Eco-wari Chirstmas Special*. At the same time, to boost inbound demand seriously affected by the earthquake, ANA conducted aggressive promotions, which resulted in a gradual development of Japan tour products and promotions, and the recovery in demand continues.

Continuing from its joint venture with United Airlines and Continental Airlines on trans-Pacific routes, in June ANA obtained approval of its Japan-Europe ATI (anti-trust immunity) agreement with Lufthansa Airlines, and has begun preparations for the start of a full-fledged joint venture in the coming fiscal year.

＜**Cargo Services**＞

Category	FY2010 first nine months (April 1-December 31, 2010)	FY2011 first nine months (April 1-December 31, 2011)	Year-on-Year (%)
Domestic Routes Cargo Revenues (billion yen)	24.5	25.4	3.7
Available Cargo Capacity (Thousand ton-km)	1,406,537	1,354,034	-3.7
Cargo volume (tons)	346,133	358,186	3.5
Cargo Traffic Volume (Thousand ton-km)	343,894	356,107	3.6
Mail Revenues (billion yen)	2.5	2.6	3.1
Mail Volume (tons)	23,334	23,820	2.1
Mail Traffic Volume (Thousand ton-km)	24,083	24,532	1.9
Cargo and Mail Load Factor (%)	26.2	28.1	1.9
International Routes Cargo Revenues (billion yen)	65.0	67.1	3.2
Available Cargo Capacity (Thousand ton-km)	2,262,843	2,725,116	20.4
Cargo volume (tons)	425,247	428,754	0.8
Cargo Traffic Volume (Thousand ton-km)	1,560,164	1,661,000	6.5
Mail Revenues (billion yen)	2.3	2.5	6.7
Mail Volume (tons)	17,049	19,807	16.2
Mail Traffic Volume (Thousand ton-km)	80,986	86,788	7.2
Cargo and Mail Load Factor (%)	72.5	64.1	-8.4

* See Notes 3, 6, 7, 8, 9, 12, 13, & 14, below.

In domestic cargo, while Sendai Airport was temporarily unable to handle cargo following the earthquake, the impact of the earthquake also saw a shift in demand for air cargo in lieu of land transport, particularly on Hokkaido routes, and ANA was able to capture this increase in demand centered on its routes into and out of Hokkaido. Deployment of the Boeing 787 aircraft beginning in November also increased production capacity, and the segment performed well.

In international cargo, following the earthquake, factory production recovered at a pace exceeding initial forecasts. ANA also initiated extra flights to Bangkok in response to emergency aid and reconstruction demand following the flooding that occurred there in November, and in December began offering two flights per day on its Narita-Okinawa route, as it worked to further enhance its Okinawa cargo hub network. Nevertheless, with the yen hitting a record high beginning in the summer, factory production began to shift overseas, creating difficult market conditions for air cargo out of Japan in particular. ANA was able to ensure export volumes by expanding its services to incorporate lower-priced air cargo than in the past.

＜Other in Air Transportation business＞

The first nine months' revenue from other air transport business was ¥120.5 billion, an increase of 2.1% over revenue of ¥118.0 billion in the same period the previous year.

◎ **Travel Services**
Operating Revenue: ¥119.4 billion, down 4.4% year-on-year
Operating Income: ¥3.7 billion, up 14.0% year-on-year

In domestic travel services, demand grew for for ANA's dynamic *Tabisaku* packages, which enable customers to freely combine air tickets with lodging, helping volumes handled in October and beyond recover to levels exceeding those of the same period the previous year, but with demand for travel to the Kanto and Tohoku regions sluggish in the first half due to the impact of the earthquake, revenue in the first nine months fell year-on-year.

In overseas travel services, travel demand fell during the first quarter as a result of the earthquake, but nearly all destinations recovered to pre-earthquake levels from July onward with the exception of China, and ANA also substantially increased revenue from *Dynamic Packages* (timing-based packages) through which it enhanced efforts to capture last minute demand for departures. In addition, efforts such as sales of charter flights to Honolulu at year-end helped the first nine months' revenue to rise year-on-year.

◎ **Other**
Operating Revenue: ¥103.6 billion, down 0.8% year-on-year
Operating Income: ¥3.5 billion, down 12.3% year-on-year

The Other segment recorded a year-on-year decline in the first nine months' revenues due to such factors as the decline in revenues from trading and product sales.

Notes:

1. The breakdowns within segments are the categories used for internal management.
2. The revenues for each segment include internal inter-segment revenues; operating income is the income for the segment.
3. The above figures do not include consumption tax, etc.
4. The results for passenger travel on domestic routes include results from code share flights with IBEX Airlines Co., Ltd., Hokkaido International Airlines Co., Ltd., Skynet Asia Airways Co., Ltd., and Starflyer, Inc.
5. The standards for booking the number of domestic passengers, available seat-km, and revenue passenger-km have been partially revised from the current fiscal year. According to the new standards, the number of domestic passengers booked the previous fiscal year would have been 31,471,445 passengers, the available seat-kilometers would have been 42,759,925,000 seat-kilometers and the passenger-kilometers would have been 27,932,444,000 passenger-km.
6. Irregular charter flights have been excluded from both domestic and international routes.
7. Domestic cargo and mail results include code share flights with Hokkaido International Airlines Co., Ltd., Skynet Asia Airways Co., Ltd., and Oriental Air Bridge Co., Ltd.
8. Includes regular late-night cargo flights on domestic routes.
9. The results for international cargo and mail include the results for code share flights, results for flights with block space agreements, and land transport results.
10. Available seat-kilometers represents the total figure calculated by multiplying the available number of seats on each segment of each route (seats) by the distance for each segment (km).
11. Revenue passenger-kilometers represents the total figure calculated by multiplying the number of passengers (people) on each segment of each route by the distance for each segment (km).
12. Available cargo capacity is the total calculated by multiplying the available cargo space (tons) on each segment of each route by the distance for each segment (km). Please note that for passenger aircraft, the available cargo space in the hold (belly) of the aircraft is multiplied by the distance traveled for each segment. Moreover, the available cargo space in the belly includes the available space for checked luggage of passengers on the flight in addition to cargo, mail, etc.
13. Cargo traffic volume and mail traffic volume is the total calculated by multiplying the volume of cargo transported on each segment of each route (tons) by the distance for each segment (km).
14. The cargo and mail load factor is the figure arrived at by dividing the sum of the cargo traffic volume and the mail traffic volume by the available cargo capacity.

2. Qualitative Information Regarding Consolidated Financial Situation

(1) Financial Situation

Assets: Our total assets increased by ¥70.4 billion against the end of FY2010, to ¥1,998.4 billion due to factors including an increase in cash reserves by new financing.

Liabilities: As the new financing increased long-term debt, our liabilities increased by ¥61.7 billion against the end of FY2010, to ¥1,463.3 billion. Note that due to the new loans, our interest-bearing debt increased by ¥46.9 billion against the end of FY2010, to ¥985.8 billion.

Net Assets: Because of the net income and the increase in retained earnings for first nine months of FY2011, the total net assets increased by ¥8.6 billion against the end of FY2010, to ¥535.0 billion. As a result, net worth ratio as of December 31, 2011 was 26.5%.

(2) Cash Flows

Operating activities: Income for the first nine months before income taxes and minority adjustments was ¥71.9 billion. After applying depreciation and other non-cash items and changes in sales-related debts and credits, our cash flow from operating activities was positive ¥160.7 billion.

Investment activities: As a result of expenditures for the acquisition of aircraft and parts, and prepayments of aircraft scheduled for introduction, as well as the increase in negotiable certificate of deposits, our cash flow from investment activities was negative ¥92.3 billion, and our free cash flow was positive ¥68.3 billion.

Financial activities: After the repayment of loans and payment of leases, and financing via long-term loans, our cash flow from investment activities was positive ¥38.4 billion.

As a result of the above, our cash and cash equivalents in the first nine months of FY2011 were up ¥106.6 billion against the end of FY2010, resulting in a balance of ¥308.2 billion.

3. Others

(1) Significant changes in subsidiaries during the period under review (changes in specified subsidiaries due to change in scope of consolidation)

- None applicable

(2) Use of specific quarterly accounting methods, if any

- None

(3) Changes to accounting methods since the previous financial period, if any

- None

4. Consolidated operating results forecast for the financial year ending March 31, 2012

The Company hereby announces a revision to the full financial year performance forecast for FY2011 (April 1, 2011 to March 31, 2012) previously announced in its statement of consolidated financial results dated October 28, 2011.

◎ Consolidated Operating results and Forecast

	Operating Revenues	Operating Income	Recurring Profit	Net Income	Net Income per Share
Forecast as of Oct.28, 2011 (A)	billion yen 1,400	billion yen 70	billion yen 36	billion yen 20	yen) 7.97
New Forecast (B)	1,400	90	56	20	7.96
Change (B - A)	–	20	20	–	
% Change	–	28.6	55.6	–	
Ref. FY2010 (April 1, 2010-March 31, 2011)	1,357.6	67.8	37.0	23.3	9.29

◎ Non-consolidated Operating results and Forecast

	Operating Revenues	Operating Income	Recurring Profit	Net Income	Net Income per Share
Forecast as of Oct. 28, 2011 (A)	billion yen 1,240	billion yen 65	billion yen 32	billion yen 18	yen 7.17
New Forecast (B)	1,240	82	50	18	7.16
Change (B - A)	–	17	18	–	
% Change	–	26.2	56.3	–	
Ref. FY2010 (April 1, 2010-March 31, 2011)	1,191.5	60.0	31.6	23.0	9.17

◎ Reason for Revision

While concerns remain about a downward swing in overseas economies due to the government bond crisis in Europe, and while the flooding in Thailand and other events have had an impact, operating revenues have come in at close to previously planned levels, boosted in part by the introduction of the Boeing 787 aircraft and the success of measures to stimulate demand on the sales and marketing side. The forecast for revenue has thus been left unchanged from the previously announced forecast.

In operating expenditures, meanwhile, approximately ¥30.0 billion in emergency cost improvement measures for the full fiscal year are being implemented as planned in response to the sudden drop in demand caused by the earthquake. In addition, progress has been made in reducing expenses, as a portion of the cost restructuring that was due to take place beginning in the next fiscal year was moved up. As a result, both operating income and recurring profit are expected to increase by approximately ¥20.0 billion.

Net income is expected to remain unchanged from the previous forecast, at ¥20.0 billion, due to a partial write-off of deferred tax assets etc., following the official announcement of the Act Related to a Reduction in Corporate Tax Rates.

Note that these forecasts assume a US dollar/yen exchange rate of 80 yen, a market price for Dubai Crude Oil, a key benchmark for aviation fuel prices, of USD 105/barrel, and a price for Singapore jet kerosene of USD 125/barre.l

Ⅱ. Financial Statements & Operating Results

1. Consolidated Balance Sheets

Yen (Millions)

Assets	FY2010 as of Mar.31	FY2011 as of Dec.31
Current assets	472,187	619,606
Cash, deposits and marketable securities	36,956	42,244
Trade accounts receivable	95,756	113,592
Marketable securities	173,874	312,073
Inventories (Merchandise)	5,445	5,528
Inventories (Supplies)	50,014	48,292
Differed income tax – current	38,618	45,563
Other	72,766	53,464
Allowance for doubtful accounts	(1,242)	(1,150)
Fixed assets	1,455,318	1,378,572
Tangible fixed assets	1,189,200	1,151,967
Buildings and structures	117,775	113,373
Flight equipment	714,572	707,943
Land	57,279	57,412
Leased assets	35,904	29,912
Construction in progress and advance payment on aircraft purchase contracts	226,727	210,629
Other	36,943	32,698
Intangible fixed assets	74,403	72,948
Investments and others	191,715	153,657
Investment in securities	51,079	56,401
Differed income tax - long term	93,116	65,372
Other	48,404	32,986
Allowance for doubtful accounts	(884)	(1,102)
Deferred assets	516	260
Total assets	1,928,021	1,998,438

Liabilities and Net assets	FY2010 as of Mar.31	FY2011 as of Dec.31
Liabilities		
Current liabilities	447,591	447,001
Trade accounts payable	160,755	166,580
Short-term loans	166	10
Current portion of long - term debt	115,036	117,378
Current portion of bonds payable	20,000	-
Lease obligation	11,193	11,203
Accrued income tax	4,787	4,807
Accrued bonuses to employees	27,683	16,875
Provision for potential loss on antitrust proceedings	116	116
Asset retirement obligations	1,614	1,304
Other	106,241	128,728
Long - term liabilities	954,076	1,016,390
Bonds payable	95,000	95,000
Long - term debt payable	665,161	734,941
Lease obligation	32,263	27,283
Accrued employees’ retirement benefits	123,400	127,175
Retirement benefit for directors	569	622
Asset retirement obligations	977	1,091
Consolidation adjustment account	392	23
Other	36,314	30,255
Total liabilities	1,401,667	1,463,391
Net assets		
Shareholders’ equity	516,803	546,463
Common stock	231,381	231,381
Capital surplus	196,330	195,813
Retained earnings	94,892	123,600
Treasury stock	(5,800)	(4,331)
Accumulated other comprehensive income	3,451	(17,531)
Net unrealized holding loss on securities	(810)	(1,718)
Deferred gain (loss) on hedging instruments	5,010	(14,786)
Foreign currency translation adjustments	(749)	(1,027)
Minority interests	6,100	6,115
Total Net assets	526,354	535,047
Total liabilities and net assets	1,928,021	1,998,438

2. Consolidated Statements of Income

Yen (Millions)

	FY2010 first nine months Apr.1-Dec.31	FY2011 first nine months Apr.1-Dec.31
Operating revenues and expenses		
Operating revenues	1,039,145	1,069,855
Operating expenses	796,526	809,579
Sales, general and administrative expenses	164,912	169,133
Operating income	77,707	91,143
Non-operating income and expenses		
Non-operating income	6,158	7,299
Interest income	771	680
Other	5,387	6,619
Non-operating expenses	25,535	26,981
Interest expenses	14,554	15,142
Other	10,981	11,839
Total recurring profit	58,330	71,461
Extraordinary gains	16,843	996
Gain on sale of property and equipment	-	571
Income from compensation damages	75	-
Reversal pf provision for loss on antitrust proceedings	16,729	-
Other	39	425
Extraordinary losses	14,234	543
Loss disposal of property and equipment	615	-
Loss on sale of investment securities	-	276
Valuation loss on investment securities	3,535	118
Expenses related to antitrust proceedings	638	-
Loss on antitrust settlement	6,835	-
Loss on adjustment for changes of accounting standard for asset retirement obligations	2,130	-
Other	481	149
Income before income taxes and minority interests	60,939	71,914
Income taxes	23,274	37,908
Income before minority interests	37,665	34,006
Minority interests	123	226
Net income	37,542	33,780

3. Consolidated Statement of Comprehensive Income

Yen (Millions)

	FY2010 first nine months Apr.1-Dec.31	FY2011 first nine months Apr.1-Dec.31
Income before minority interests	37,665	34,006
Other comprehensive income		
Net unrealized holding loss on securities	(921)	(908)
Deferred loss on hedging instruments	(11,258)	(19,796)
Foreign currency translation adjustments	(552)	(279)
Share of other comprehensive income of affiliates accounted for by the equity-method	(23)	(5)
Total other comprehensive income	(12,754)	(20,988)
Comprehensive income	24,911	13,018
(Total comprehensive income attributable to)		
Owners of All Nippon Airways Co., Ltd	24,792	12,798
Minority interests	119	220

4. Consolidated Statement of Cash Flows

Yen (Millions)

	FY2010 first nine months Apr.1-Dec.31	FY2011 first nine months Apr.1-Dec.31
I. Cash flows from operating activities		
Net cash provided by operating activities (Note 1)	182,481	160,736
II. Cash flows from investing activities		
Net cash used in investing activities (Note 2)	(173,725)	(92,342)
III. Cash flows from financing activities		
Net cash provided by financing activities	66,507	38,445
IV. Effect of exchange rate changes on cash and cash equivalents	(301)	(153)
V. Net increase in cash and cash equivalents	74,962	106,686
VI. Cash and cash equivalents at the beginning of the period	148,189	201,606
VII. Cash and cash equivalents at the end of the period	223,151	308,292
Note 1 including, Depreciation and amortization	87,611	88,349
Note 2 including, Payment for purchase of property, equipment and intangible assets	(138,004)	(78,883)

5. Segment information

Segment performance is evaluated based on operating income or loss. Intra-group sales are recorded at the same prices used in transactions with third parties.

<FY2010 the first nine months Apr.1 - ec.31> Yen (Millions)

	Reportable Segment			Other	Total	Adjustment	Consolidated
	Air Transportation	Travel Services	Subtotal				
Operating revenues	855,594	115,231	970,825	68,320	1,039,145	-	1,039,145
Intra-group sales and transfers	75,118	9,661	84,779	36,127	120,906	(120,906)	-
Total	930,712	124,892	1,055,604	104,447	1,160,051	(120,906)	1,039,145
Segment result	70,204	3,266	73,470	4,012	77,482	225	77,707

<FY2011 the first nine months Apr.1 -Dec.31> Yen (Millions)

	Reportable Segment			Other	Total	Adjustment	Consolidated
	Air Transportation	Travel Services	Subtotal				
Operating revenues	891,211	112,847	1,004,058	65,797	1,069,855	-	1,069,855
Intra-group sales and transfers	66,365	6,604	72,969	37,823	110,792	(110,792)	-
Total	957,576	119,451	1,077,027	103,620	1,180,647	(110,792)	1,069,855
Segment result	83,587	3,722	87,309	3,517	90,826	317	91,143