

# ANA HOLDINGS INC.

-Financial Results for the Three Months ended June 30,2022

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Executive Vice President Group CFO

August 1, 2022



\* Airbus A380 came back to Narita-Honolulu route from July 1



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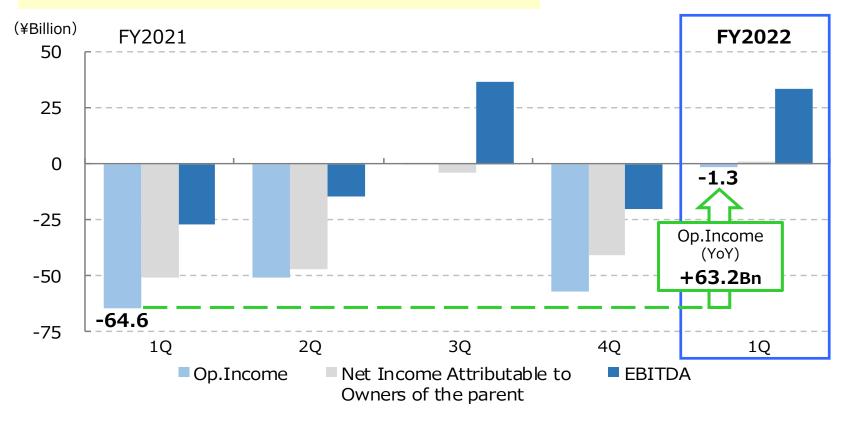


### Comparison of Financial Results for FY2022 1Q and FY2021

#### [FY2022 1Q (Consolidated)]

**Highlights** 

- $\triangleright$  Op.Income : + -1.3Bn (YoY + 63.2Bn)
- Net Income Attributable to Owners of the parent



<sup>\*</sup> Not Include depreciation and amortization recorded in suspension fleet cost

Financial Summary Air Transportation Non-Air Business Supplemental Reference



### First Quarter Points

**FY Targets** 

Achieve "Final profit surplus for the full year"

1Q Priority Theme Captured recovering demand to improve profitability



**Expanded top-line growth Improved performance YoY** 

**Business Topic** 

1Q Results

Detail

International Business

**ANA**Passenger

Expand flight with demand trend



Maximize revenue per flight Total of passenger and cargo

ANA To Cargo

Place optimal fleet by demand (Freighter, Belly)

Passengers

YoY **5.2 times** 

P.15 P.21

**Revenues** (Passengers & Cargo) **Best** since FY2019 4Q

Unit price YoY +55%

P.17 P.21

P.16

P.22

Domestic Business ANA

Strengthen yield management by capturing trends of "with-COVID"



Strengthen cooperation Between both brands

peach

Captured leisure demand by routes transferred from ANA

Unit Revenue

YoY **+28%** 

**Passengers** (ANA & Peach) **66%** vs. pre-COVID

Passengers
YoY 3.4 times

P.24

P.20

P.22

### **Income Statements**

(¥Billion)	1Q/FY2021	1Q/FY2022	Difference
Operating Revenues	198.9	350.4	+ 151.5
Operating Expenses	263.5	351.7	+ 88.2
Operating Income	- 64.6	- 1.3	+ 63.2
Operating Income Margin (%)	-	-	-
Non-Operating Income/Expenses	0.8	5.7	+ 4.8
Ordinary Income	- 63.7	4.3	+ 68.1
Special Gain/Losses	-	- 0.0	- 0.0
Net Income Attribute to Owners of the parent	- 51.1	1.0	+ 52.1
Net Income	- 50.4	1.1	+ 51.6
Other Comprehensive Income	2.4	27.8	+ 25.3
Comprehensive Income	- 47.9	28.9	+ 76.9

Highlights

Highlights



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#### **Financial Position**

(¥Billion)	Mar 31,2022	June 30,2022	Difference
Assets	3,218.4	3,324.4	+ 105.9
Shareholder's Equity	797.2	825.9	+ 28.6
Ratio of Shareholder's Equity (%)	24.8	24.8	+ 0.1pt
Interest-Bearing Debt	1,750.1	1,727.2	- 22.8
Debt/Equity Ratio (times)	2.2	2.1	- 0.1
Liquidity on hand *1	950.9	1,031.1	+ 80.1
Net Interest Bearing Debt *2	799.1	696.1	- 102.9
Net Debt/Equity Ratio (times)*3	1.0	0.8	- 0.2

<sup>\*1</sup> Liquidity on hand : Cash and Deposits + Marketable Securities

<sup>\*2</sup> Net Interest Bearing Debt : Interest Bearing Debt - Liquidity on hand

<sup>\*3</sup> Net Debt/Equity Ratio : Net Interest Bearing Debt ÷ Equity

Highlights

Non-Air Business Supplemental Reference



# **Statements of Cash Flows**

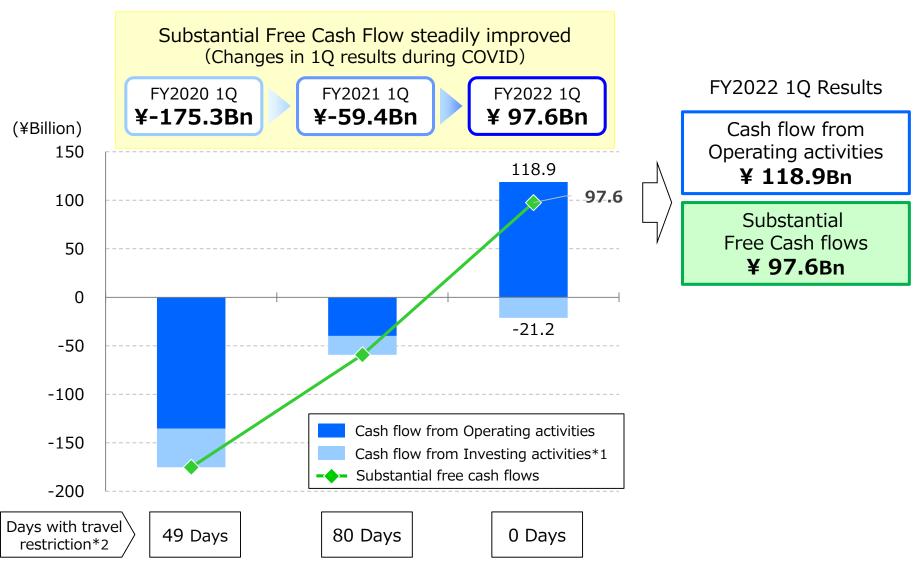
(¥Billion)	1Q/FY2021	1Q/FY2022	Difference
Cash Flow from Operating Activities	- 39.9	118.9	+ 158.9
Cash Flow from Investing Activities	298.5	- 99.1	- 397.6
Cash Flow from Financing Activities	- 0.3	- 23.6	- 23.2
Net Increase/Decrease in Cash and Cash Equivalents	258.4	2.2	- 256.2
Cash and Cash Equivalents at the beginning of the Year	370.3	621.0	
Cash and Cash Equivalents at the end of the Current Period	628.7	623.2	+ 2.2
Depreciation and Amortization	39.5	37.6	- 1.9
Capital Expenditures	29.0	28.7	- 0.2
Substantial Free Cash Flow (Excluding time/negotiable deposits of more than three months)	- 59.4	97.6	+ 157.1
EBITDA (Op.Income + Depreciation & Amortization*)	- 27.5	33.7	+ 61.3
EBITDA Margin (%)	-	9.6	-

<sup>\*</sup> Not including Grounded Aircraft Expense

Non-Air Business Supplemental Reference



### [Ref.] Changes in Substantial Free Cash Flow



\*1: Excluding time negotiable deposits of more than three months

\*2: State of emergency, Priority preventative measures in Tokyo

Highlights



# **Results by Segment**

	(¥Billion)	1Q/FY2021	1Q/FY2022	Difference
	Air Transportation	170.1	314.2	+ 144.1
	Airline Related	53.3	55.4	+ 2.0
	Travel Services	9.1	13.9	+ 4.7
Operating Revenues	Trade and Retail	19.1	22.4	+ 3.2
	Others	8.5	8.9	+ 0.3
	Adjustment	- 61.4	- 64.5	- 3.1
	Total	198.9	350.4	+ 151.5
	Air Transportation	- 67.6	- 1.9	+ 65.6
	Airline Related	5.1	1.9	- 3.1
	Travel Services	- 0.1	- 0.5	- 0.3
Operating Income	Trade and Retail	- 0.1	0.5	+ 0.6
Income	Others	0.3	0.2	- 0.0
	Adjustment	- 2.1	- 1.5	+ 0.6
	Total	- 64.6	- 1.3	+ 63.2



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Supplemental Reference

# **Operating Revenues and Expenses**

	(¥Billion)		1Q/FY2021	1Q/FY2022	Difference
		International Passenger	12.9	62.2	+ 49.2
	A N I A	Domestic Passenger	50.2	102.0	+ 51.8
Operating	ANA	Cargo and Mail	73.5	102.6	+ 29.0
Revenues		Others	29.3	31.6	+2.3
	LCC		3.9	15.5	+ 11.5
	Total		170.1	314.2	+ 144.1
	Fuel ar	nd Fuel Tax	36.5	78.4	+ 41.9
	Landing and Navigation Fees		9.0	11.9	+ 2.8
	Aircraft Leasing Fees		26.7	31.6	+ 4.8
	Depreciation and Amortization		35.3	33.6	- 1.6
Operating	Aircraf	t Maintenance	19.0	29.5	+ 10.4
Expenses	Person	nel	37.7	42.0	+ 4.2
	Sales C	Commission and Promotion	5.7	11.3	+ 5.5
	Contra	cts	45.4	45.4	- 0.0
	Others		22.0	32.1	+ 10.1
	Total		237.7	316.2	+ 78.4
Op.Income	Operat	ing Income	- 67.6	- 1.9	+ 65.6
	EBITD	<b>A</b> *	- 32.2	31.6	+ 63.9
	EBITD	A Margin(%)	-	10.1%	-

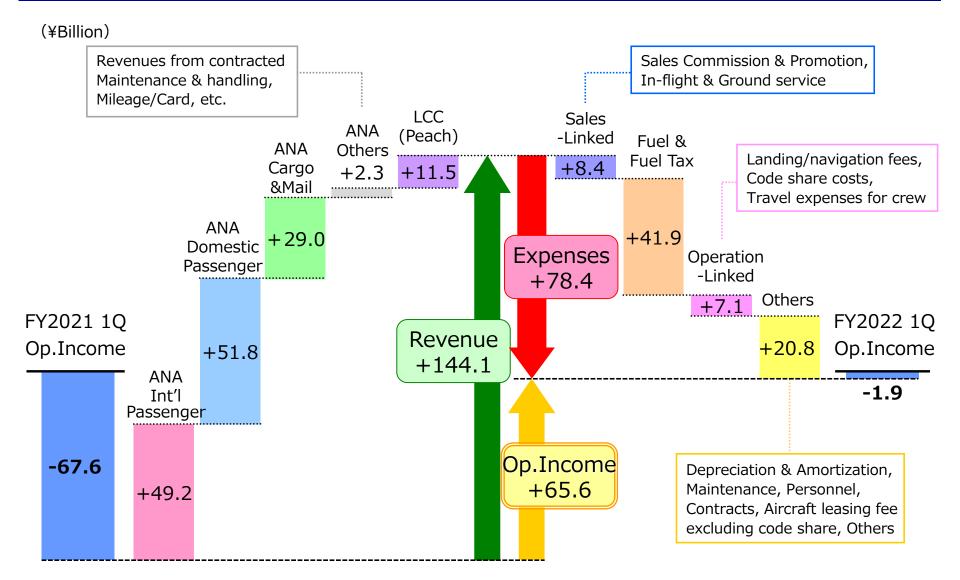
<sup>\*</sup> Op. Income + Depreciation and Amortization

Highlights

Highlights Financial Summary Air Transportation Non-Air Business Supplemental Reference

# ANA

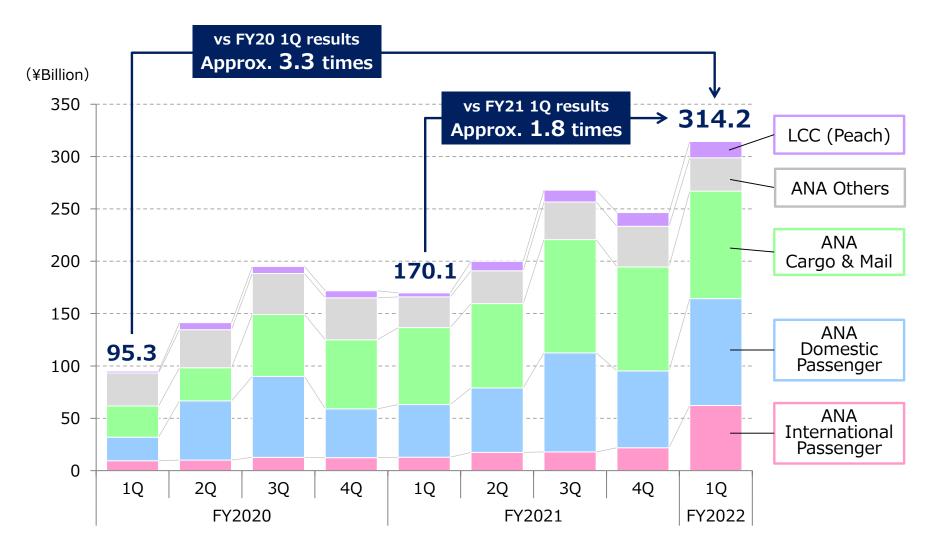
# **Changes in Operating Income**





### **Trends of Operating Revenues**

### Posted highest sales in COVID with recovery in passenger demand





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# **ANA International Passenger Operations**

	1Q/FY2021	1Q/FY2022	% YoY
Available Seat Km (million)	4,514	6,204	+ 37.4
Revenue Passenger Km (million)	892	4,389	+ 392.0
Passengers (thousands)	131	684	+ 421.3
Load Factor (%)	19.8	70.7	+ 51.0pt*
Passenger Revenues (¥Billion)	12.9	62.2	+ 379.9
Unit Revenue (¥/ASK)	2.9	10.0	+ 249.1
Yield (¥/RPK)	14.5	14.2	- 2.5
Unit Price(¥/Passenger)	98,752	90,905	- 7.9

<sup>\*</sup> Difference

Highlights

# **ANA Domestic Passenger Operations**

	1Q/FY2021	1Q/FY2022	% YoY
Available Seat Km (million)	6,980	11,084	+ 58.8
Revenue Passenger Km (million)	2,981	5,976	+ 100.4
Passengers (thousands)	3,200	6,569	+ 105.3
Load Factor (%)	42.7	53.9	+ 11.2pt*
Passenger Revenues (¥Billion)	50.2	102.0	+ 103.3
Unit Revenue (¥/ASK)	7.2	9.2	+ 28.1
Yield (¥/RPK)	16.8	17.1	+1.5
Unit Price(¥/Passenger)	15,686	15,540	- 0.9

<sup>\*</sup> Difference

Highlights



# **ANA International Cargo Operations (Belly & Freighter)**

Figures	on this table include the results on P.18	1Q/FY2021	1Q/FY2022	% YoY
Av	ailable Ton Km (million)	1,652	1,644	- 0.5
Re	evenue Ton Km (million)	1,233	1,125	- 8.8
Re	evenue Ton (thousand tons)	233	215	- 7.4
Lo	ad Factor (%)	74.7	68.5	- 6.2pt*
Ca	argo Revenues (¥Billion)	66.0	94.7	+ 43.5
Ur	nit Revenue (¥/ATK)	40.0	57.6	+ 44.2
Yie	eld (¥/RTK)	53.5	84.1	+ 57.2
Ur	nit Price (¥/kg)	283	439	+ 54.9

<sup>\*</sup> Difference

Highlights

Financial

Summary

Highlights

# **ANA International Cargo Operations (Freighter only)**

	1Q/FY2021	1Q/FY2022	% YoY
Available Ton Km (million)	569	623	+ 9.5
Revenue Ton Km (million)	393	411	+ 4.5
Revenue Ton (thousand tons)	99	101	+ 2.5
Load Factor (%)	69.2	66.0	- 3.2pt*
Cargo Revenues (¥Billion)	23.5	40.2	+ 70.8
Unit Revenue (¥/ATK)	41.4	64.5	+ 55.9
Yield (¥/RTK)	59.8	97.7	+ 63.4
Unit Price (¥/kg)	237	395	+ 66.6

<sup>\*</sup> Difference

# **ANA Domestic Cargo Operations**

	1Q/FY2021	1Q/FY2022	% YoY
Available Ton Km (million)	196	299	+ 52.6
Revenue Ton Km (million)	65	67	+ 3.4
Revenue Ton (thousand tons)	56	59	+ 4.6
Load Factor (%)	33.4	22.6	- 10.8pt*
Cargo Revenues (¥Billion)	5.9	5.9	- 0.1
Unit Revenue (¥/ATK)	30.1	19.7	- 34.5
Yield (¥/RTK)	90.2	87.2	- 3.4
Unit Price (¥/kg)	104	99	- 4.5

<sup>\*</sup> Difference

Highlights



# LCC (Peach Aviation)

	1Q/FY2021	1Q/FY2022	% YoY
Available Seat Km (million)	1,240	2,894	+ 133.2
Revenue Passenger Km (million)	580	1,938	+ 234.2
Passengers (thousands)	498	1,702	+ 241.8
Load Factor (%)	46.8	67.0	+ 20.2pt*1
Passenger Revenues (¥Billion) *2	3.9	15.5	+ 291.1
Unit Revenue (¥/ASK)	3.2	5.4	+ 67.7
Yield (¥/RPK)	6.9	8.0	+ 17.0
Unit Price (¥/Passenger)	7,986	9,138	+ 14.4

<sup>\*1</sup> Difference

Financial

Summary

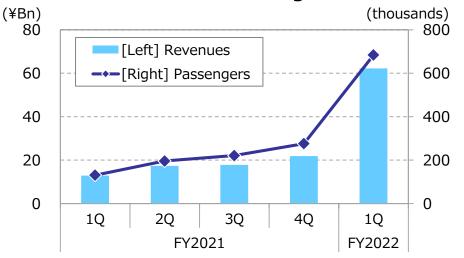
Highlights

<sup>\*2</sup> Op.Revenue includes ancillary revenues



### Results by Business(ANA International Passenger/Cargo)

1. ANA International Passenger



1) Revenues : Continued up trend from March

['21 Q1] ¥12.9Bn

['22 Q1] **¥62.2Bn** 

x 4.8

2) Passengers: Captured Business, trilateral demand

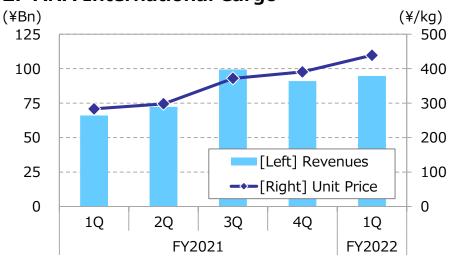
['21 Q1] 131 thousands

['22 Q1] **684 thousands** 

x 5.2

Increased demand by easing border control Expanded Asian/North American routes

2. ANA International Cargo



1) Revenues: Maximized using of freighters

['21 Q1] ¥66.0Bn

['22 Q1] **¥94.7Bn** 

+43%

2) Unit Price: Achieved quarterly best record

['21 Q1] ¥283 /kg

['22 Q1] **¥439 /kg** 

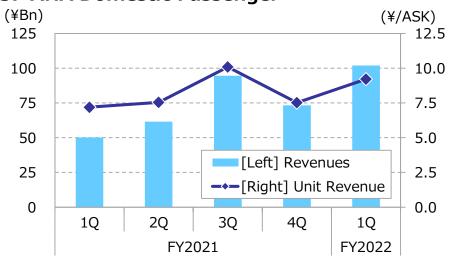
+55%

Adjusted cargo weight by passenger trend Maximized revenue per flight



### Results by Business (ANA Domestic Passenger/Peach)

3. ANA Domestic Passenger

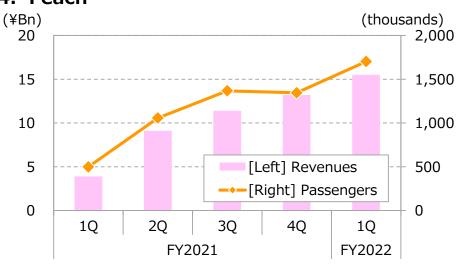


1) Revenues: Expanded revenues in terms of passenger volume and unit price

2) Unit revenue: Enhanced yield management

Improved unit price Expanded capacity according to reservation

4. Peach



1) Revenues: Promoted sales including transferred flights from ANA

2) Passengers: Captured leisure, VFR demand

Expanded capacity, mainly leisure, based on the group business plan

Non-Air Business Supplemental Reference



# **Results by Destination (Composition ratio)**

ANA International Passenger Revenues

Highlights

	(Ref.) FY2019 1Q	FY2022 1Q	Diff. from Pre-COVID
North America	30.9	42.8	+ 12.0
Europe	20.6	12.2	- 8.4
China	14.1	6.2	- 7.9
Asia/Oceania	29.6	36.6	+ 7.0
Hawaii	4.8	2.1	- 2.8

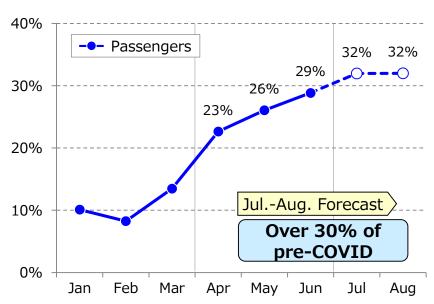
ANA International Cargo Revenues

.0 + 12.4
.1 - 6.8
.0 - 2.6
.2 - 0.2
.7 - 2.7

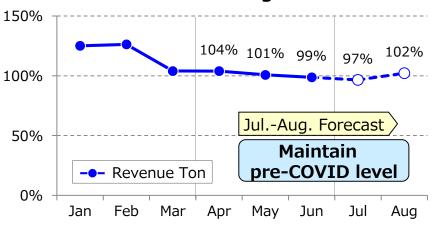
### Demand Trends vs. pre-COVID-19 levels

#### 1. ANA International Passenger

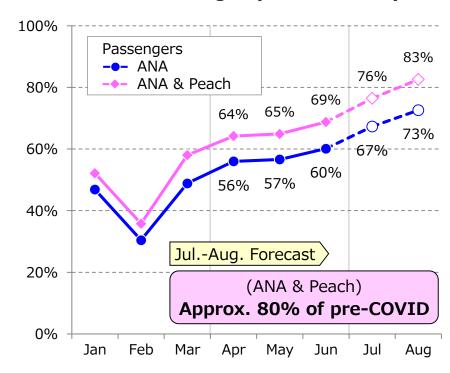
Highlights



#### 2. ANA International Cargo



#### 3. Domestic Passenger (ANA & Peach)



- \* Compared all figures with pre-COVID
  - 1) Jan-Mar Results: vs Jan-Mar in 2019 (FY2018 4Q)
  - 2) Apr-Jun Results: vs Apr-Jun in 2019 (FY2019 1Q)
  - 3) Jul-Aug Forecast: vs Jul-Aug in 2019 (FY2019 2Q)
- \* Results/forecasts include award ticket passengers due to the application of accounting standards for revenue recognition

Air Financial Highlights **Transportation** Summarv

Non-Air Business Supplemental Reference

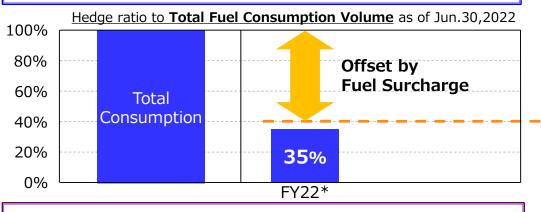


### **Fuel and Currency Hedging (ANA Brand)**

#### 1. Fuel Hedging Policy

- 1) Hedging for consumption volume in Domestic Operations (Transaction begins three years prior)
- 2) No hedging for consumption volume in Int'l Operations (Covered by fuel surcharge revenues)

(US\$/bbl)	FY22 1Q Result	FY22 Assumptions
Dubai Crude Oil	108.2	105.0
Singapore Kerosene	147.8	120.0



Fuel Surcharge Revenue Int'l operations volume

**Subject to Hedging** Domestic operations Volume

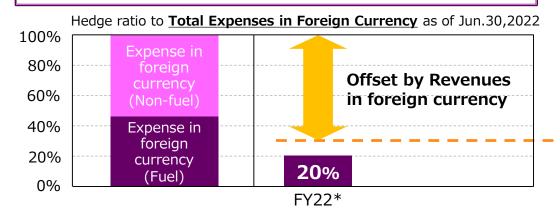
FY2022 Sensitivity of Fuel expense\* (1US\$/bbl fluctuation)

> Approx. ±¥2.6Bn (Non-hedge)

#### 2. Currency Hedging Policy

1) Hedging for shortage of foreign currency volume (Transaction begins three years prior)

(¥/US\$)	FY22 1Q Result	FY22 Assumption
USD	129.8	120.0



Revenues in Foreign Currency Int'l operations Subject to Hedging Shortage in Currency volume

FY2022 Sensitivity of FX expense\* (¥1/US\$ fluctuation) Approx.

±¥4.5Bn (Non-hedge)

<sup>\*</sup> Calculated based on fuel consumption assumed in ANA Group Flight Schedule for FY2022. disclosed on Jan. 18, 2022. (Does not reflect flight cancellations, reductions announced afterwards)

Highlights

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# **Non-Air Transportation Business segment**

	Airline Related			Travel service		
(¥Billon)	1Q/FY2021	1QFY2022	Difference	1Q/FY2021	1Q/FY2022	Difference
Operating Revenues	53.3	55.4	+ 2.0	9.1	13.9	+ 4.7
Operating Income	5.1	1.9	- 3.1	- 0.1	- 0.5	- 0.3
Depreciation and Amortization	1.2	1.0	- 0.1	0.0	0.0	- 0.0
EBITDA*	6.3	3.0	- 3.2	- 0.1	- 0.5	- 0.4
EBITDA Margin (%)	11.9	5.6	- 6.4pt	-	_	-

	Trade and Retails				Others	
	1Q/FY2021	1Q/FY2022	Difference	1Q/FY2021	1Q/FY2022	Difference
Operating Revenues	19.1	22.4	+ 3.2	8.5	8.9	+ 0.3
Operating Income	- 0.1	0.5	+ 0.6	0.3	0.2	- 0.0
Depreciation and Amortization	0.3	0.2	- 0.0	0.1	0.0	- 0.0
EBITDA*	0.1	0.7	+ 0.5	0.4	0.3	- 0.1
EBITDA Margin (%)	1.0	3.4	+ 2.4pt	5.6	3.8	- 1.8pt



# **Number of Aircraft**

			Total			Excluding	g retired ai	rcraft*1
	Mar 31, 2022	Jun 30, 2022	Diff.	Owned	Leased	Mar 31, 2022	Jun 30. 2022	Diff.
Airbus A380-800	3	3	-	3	-	3	3	-
Boeing 777-300/-300ER	20	20	-	11	9	18	18	-
Boeing 777-200/-200ER	10	10	-	8	2	10	10	-
Boeing 777-F	2	2	-	2	-	2	2	-
Boeing 787-10	2	2	-	2	-	2	2	-
Boeing 787-9	39	39	-	33	6	39	39	-
Boeing 787-8	36	36	-	31	5	36	36	-
Boeing 767-300/-300ER	18	18	-	18	-	18	18	-
Boeing 767-300F/-300BCF	9	9	-	6	3	9	9	-
Airbus A321-200neo	22	22	-	-	22	22	22	-
Airbus A321-200	4	4	-	-	4	4	4	-
Airbus A320-200neo	11	11	-	11	-	11	11	-
Boeing 737-800	39	39	-	24	15	39	39	-
De Havilland Canada DASH 8-400	24	24	-	24	-	24	24	-
ANA	239	239	-	173	66	237	237	-
Airbus A321-200neoLR	1	2	+ 1	-	2	1	2	+ 1
Airbus A320-200neo	7	8	+ 1	-	8	7	8	+ 1
Airbus A320-200	29	29	-	-	29	27	25	- 2
Peach Aviation	37	39	+ 2	-	39	35	35	-
Group Total	276	278	+ 2	173	105	272	272	-

Non-Air Business Supplemental Reference



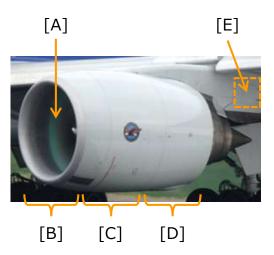
### **Resumption of Boeing 777 operations on Domestics**

\* Continue to operating B777-300ER with GE's engine mainly on Internationals

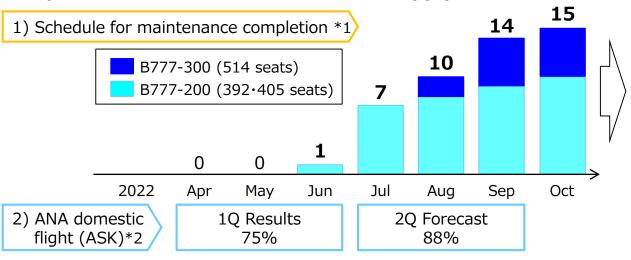
#### 1. Measures to ensure Safety

Highlights

	Purpose	Repair/Inspection	Technical Corrective Actions
1	Prevent fan blade breakage	[A] Fan blade	<ul> <li>Improve inspections</li> <li>Develop an improved UT inspections, conduct initial/repetitive UT inspections</li> <li>Adjust the initial TAI inspections threshold, reduce interval of repetitive TAI inspections</li> </ul>
2	Modify inlet cowl to withstand fan blade out, and confirm fan cowl serviceable	[B] Inlet cowl	<ul><li>Modify to improve structural capability</li><li>Perform thermography inspection</li></ul>
2		•	[C] Fan cowl
3	Enhance	[D] Thrust reverser	<ul> <li>Modify to add a metal plate at the bottom</li> </ul>
	engine fire protection	[E] Fuel shutoff valve	- Reduce interval of functional check



#### 2. Completion of maintenance works and supply outlook



Complete required maintenance actions of all 15 aircraft by the end of Oct.

\*1 : End of month

\*2: vs FY2019 Results

Non-Air Business





#### [Ref.1] Fleet/Aircraft Topic (Timely Disclosure on Jul.11,2022)

#### 1. Boeing 777-8F (Change of contract details)

Publication	Asset content	Delivery Period	Purpose
Previous time Mar.27,2014	B777-9 (20 aircraft)	FY2021 to FY2027	Ensure aircraft needed for growth from a long-term business
This time Jul.11,2022	1) B777-9 ( <u>18 aircraft</u> ) 2) <b>B777-8F</b> ( <u>2 aircraft</u> )	1) FY2023 to FY2029 2) FY2028 and beyond	2) Secure wide-type freighters for growth in the cargo business

#### 2. Boeing 737-MAX8 (Conclude a final purchase contract)

Publication	Asset content	Delivery Period	Purpose
Previous time Jan.29,2019	B737-MAX8 (30 aircraft*) Order announcement	FY2021 to FY2025	Upgrade narrow-body aircraft in air transportation business of the group
This Time Jul.11,2022	B737-MAX8 (30 aircraft*) <u>Final Purchase Contract</u>	FY2025 and beyond	Update narrow-body aircraft to fuel-efficient in the ANA Domestic

<sup>\*</sup> Breakdown; 20 confirmed, 10 optional

#### 3. Capital Investment Policy

FY2020 to FY2022

CAPEX (FY average)
below ¥200.0Bn

Control
Capital Investment

FY2023 to FY2025

(FY Average Guideline) below ¥250.0Bn

Execute investment necessary while scrutinizing & controlling

Contain investment cash flow levels below operating cash flow

Create free cash flow steadily

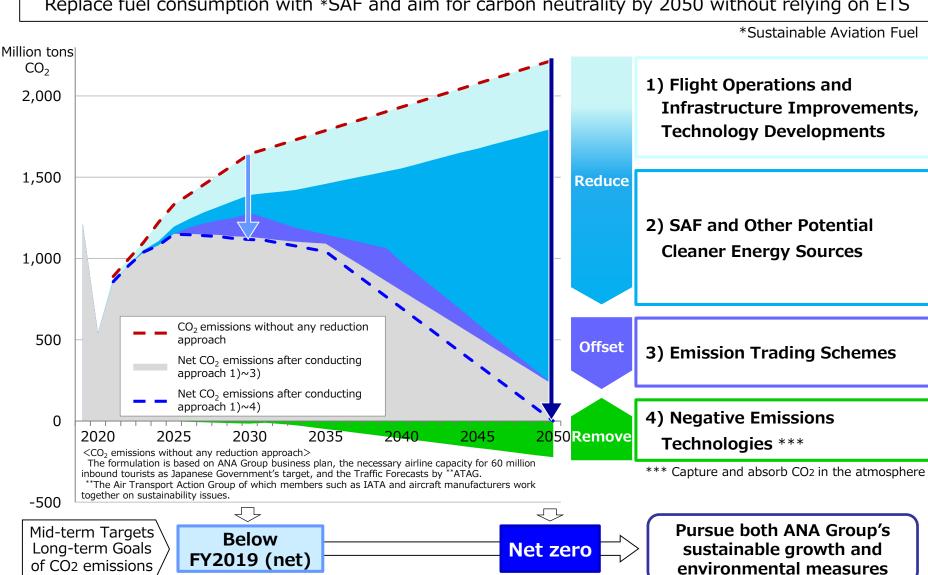
Highlights

Non-Air **Business**  Supplemental ' Reference



### [Ref.2] Transition Scenario for Carbon Neutral (Announced on Aug.1,2022)

Replace fuel consumption with \*SAF and aim for carbon neutrality by 2050 without relying on ETS





Mission Statement	Built on a foundation of security and trust, "the wings within ourselves" help to fulfill the hopes and dreams of an interconnected 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.		
Management Vision	It is our goal to be the world's leading airline group in customer satisfaction and value creation.		
ANA's Way	To live up to our motto of "Trustworthy, Heartwarming, Energetic!", we work with:  1. Safety We always hold safety as our utmost priority, because it is the foundation of our business.  2. Customer Orientation We create the highest possible value for our customers by viewing our actions from their perspective.  3. Social Responsibility We are committed to contributing to a better, more sustainable society with honesty and integrity.  4. Team Spirit We respect the diversity of our colleagues and come together as one team by engaging in direct, sincere and honest dialogue.  5. Endeavor We endeavor to take on any challenge in the global market through bold initiative and innovative spirit.		



#### Cautionary Statement

Forward-Looking Statements. This material contains forward-looking statements based on ANA HOLDINGS INC.'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.

This material is available on our website.

http://www.ana.co.jp/group/en/investors

**Investor Relations** 



**Presentations** 

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