



Landing Charges from FY2015 and afterwards (Kansai International Airport)

March 24th, 2015

New Kansai International Airport Company, Ltd.



1. Landing Charges from FY2015 and afterwards

● Charge Strategies (FY2012~FY2014)

Reduce airport-related costs through market-oriented price settings, and promote airlines' hub use and expansion to the airlines.

- Reduction on International Landing Charges
- Additional tonnage discount, Late night and early morning discount
- Reduction of Baggage Handling System (BHS) Charges

● Results

In FY2014, the number of aircraft movements is expected to be about 145 thousand, which is the best record in past years, and the number of passengers is expected to exceed 19 million, which records for the first time since 2000 as a result of the introduction of new and additional flights such as LCC and increasing number of foreign visitors mainly from Asian countries.

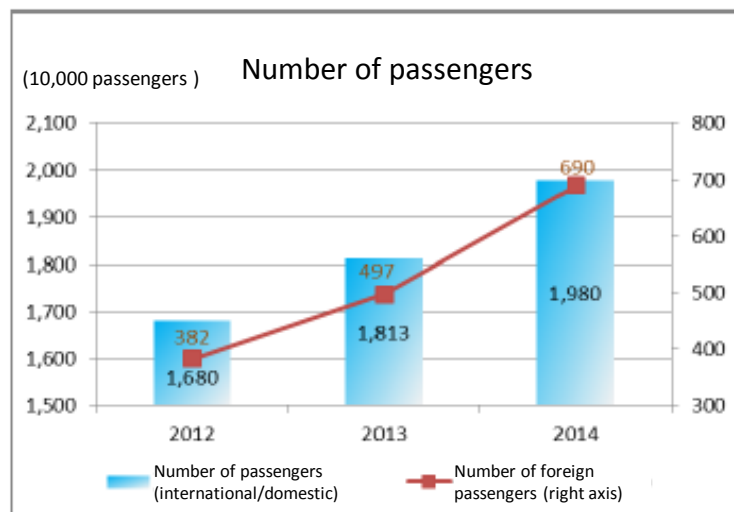
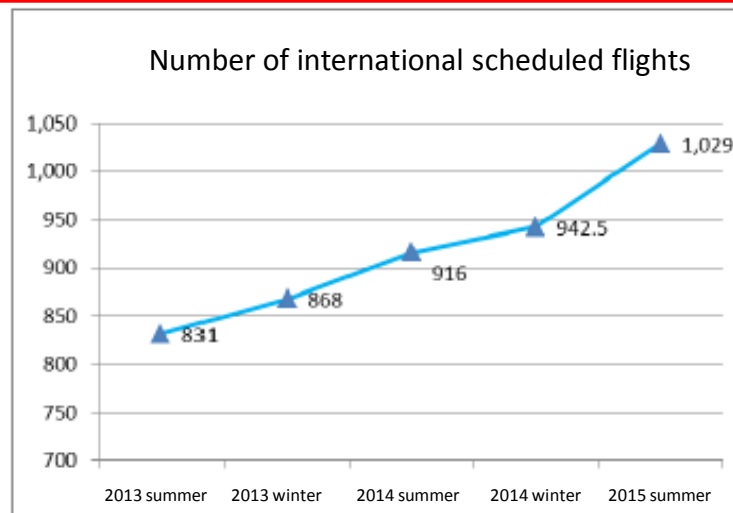
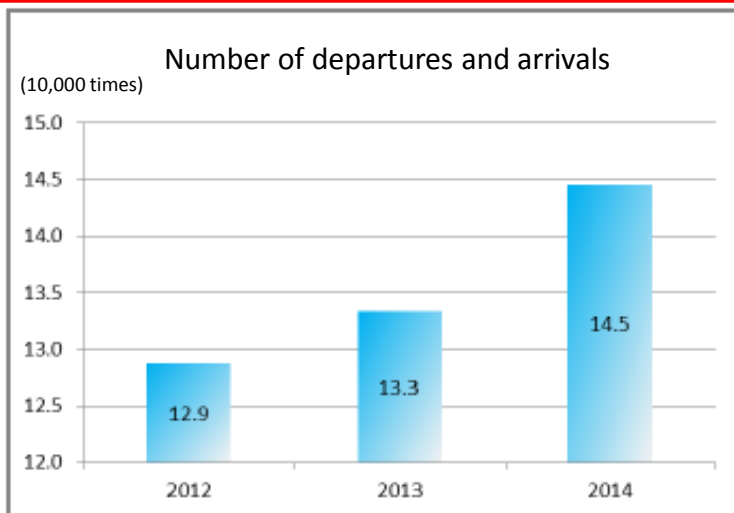


● Landing Charges from FY2015 and afterwards

In order to continue to promote the Airport as the base of the airline companies and to further expand demands, we have submitted the notification to the Minister of Land, Infrastructure, Transport and Tourism to the effect that the current landing fee discount system which expires in March 2015 will be extended for another two years (including the summer schedule of 2015 and the winter schedule of 2016).

Meanwhile, landing charges are to be decided by Operating Right Holder after the commencement of the business.

Operational Overview of Kansai International Airport (FY2012-FY2014)



Number of departures and arrivals:
The number of international passenger flights has registered the highest record in history, while the number of domestic flights is estimated to reach 145,000 times due to the inauguration and expansion of LCCs.

Number of passengers:
The total number of passengers is expected to exceed 19 million for the first time in 14 years including 6.9 million foreign passengers which is the highest in history, supported by a strong demand for visiting Japan by foreign people mainly by people from Asia.

(Note) Number of departures and arrivals of FY2014 and the number of passengers is an estimation

2. Charge policy



| Pricing policy | Details |
|---|--|
| 310yen/t reduction on international landing charges | Int'l landing charges 2,300 yen/t → 1,990 yen/t (-310yen) |
| Additional Tonnage Discount | The following are applicable discount rates for the additional tonnage achieved by a carrier over the tonnage achieved in the corresponding period of previous year. First year 80% discount, 2nd year 50% , 3rd year 30% |
| Late night and early morning discount | International aircraft landing between 1:00~5:59 a.m. during the same period stated above, 50% discount will apply to PAX/Cargo flights. |
| Discount expansion in the network in Kansai area | A 50 percent discount is applied to the landing weight of the domestic air flights by airlines which only use Kansai International Airport among the three airports in Kansai area. |
| Discount on KIX-ITM ferry flights* | A 100% discount on the landing weight of ferry flights from Itami Airport to Kansai International Airport for relief services and of ferry flights from Kansai International Airport to Itami Airport after the completion of the relief services. |

* International landing charge discount will apply for two years. (from 2015 summer schedule to 2016 winter schedule)

* Available for domestic flights between April 2015 and March 2017

* Ferry flight (by air) is a flight flown without passengers or cargo to move an aircraft to make it available for beginning a flight.

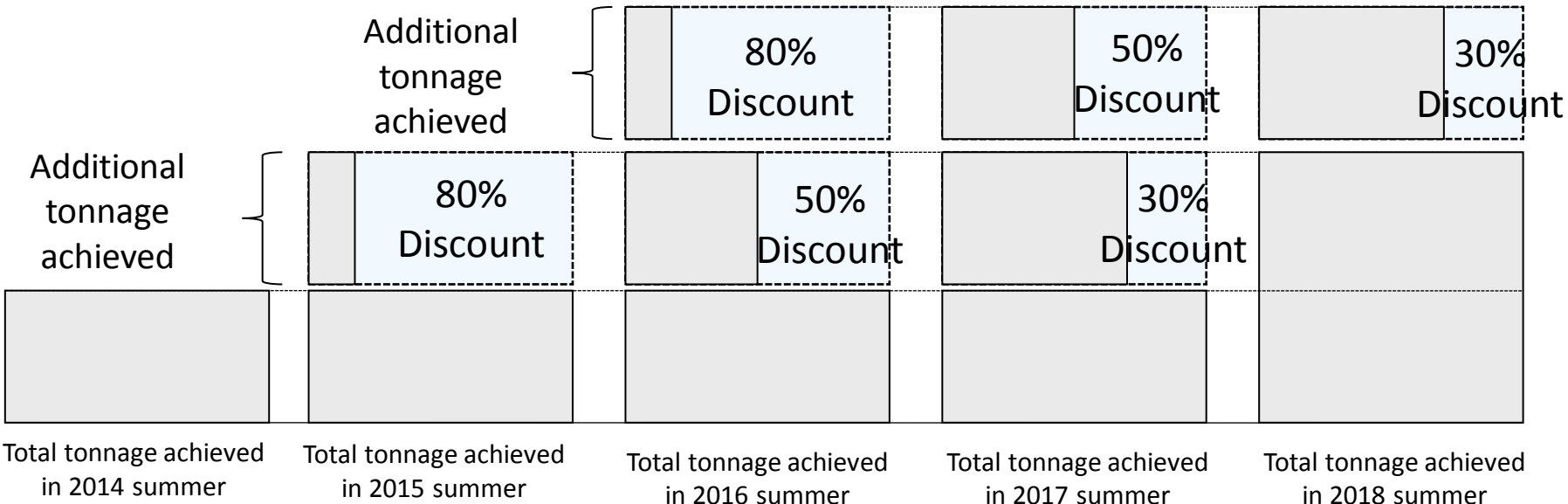


<Reference> Image of discount programs

[Additional Tonnage Discount]

Discounts on additional tonnage achieved over the tonnage achieved in the corresponding period of previous year;

First year 80% discount, Second year 50%, Third year 30%

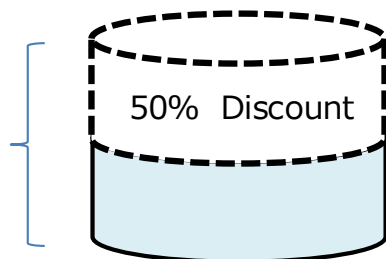




<Reference> Image of discount programs

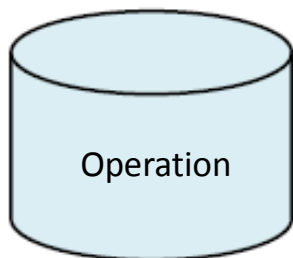
[Late night and early morning discount]

Landing weight totals for
late night / early morning

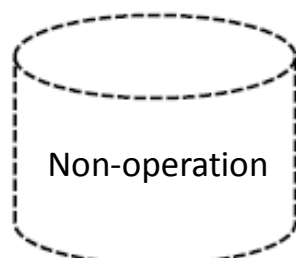


International aircraft landing between 1:00~5:59 a.m. during the same period stated above, 50% discount will apply to PAX/Cargo flights.

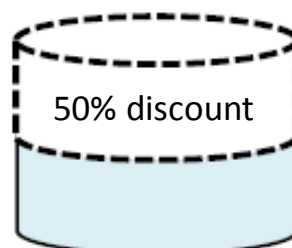
[Image of the discount expansion in the network in Kansai area]



In Kansai Int'l
Airport



Itami Airport and
Kobe Airport



A 50 percent discount is applied to the landing weight of the domestic air flights by airlines which only use Kansai International Airport among the three airports in Kansai area.



<Reference> Image of a variety of discount systems

< Objective to introduce the system >

The system is aimed to further expand and improve the domestic network by making available aircrafts between Kansai International Airport and Itami Airport with the aim to provide relief services and by increasing the operation of relief flights leaving from and arriving at Kansai International Airport.

[Image of the discount on KIX-ITM ferry flights]



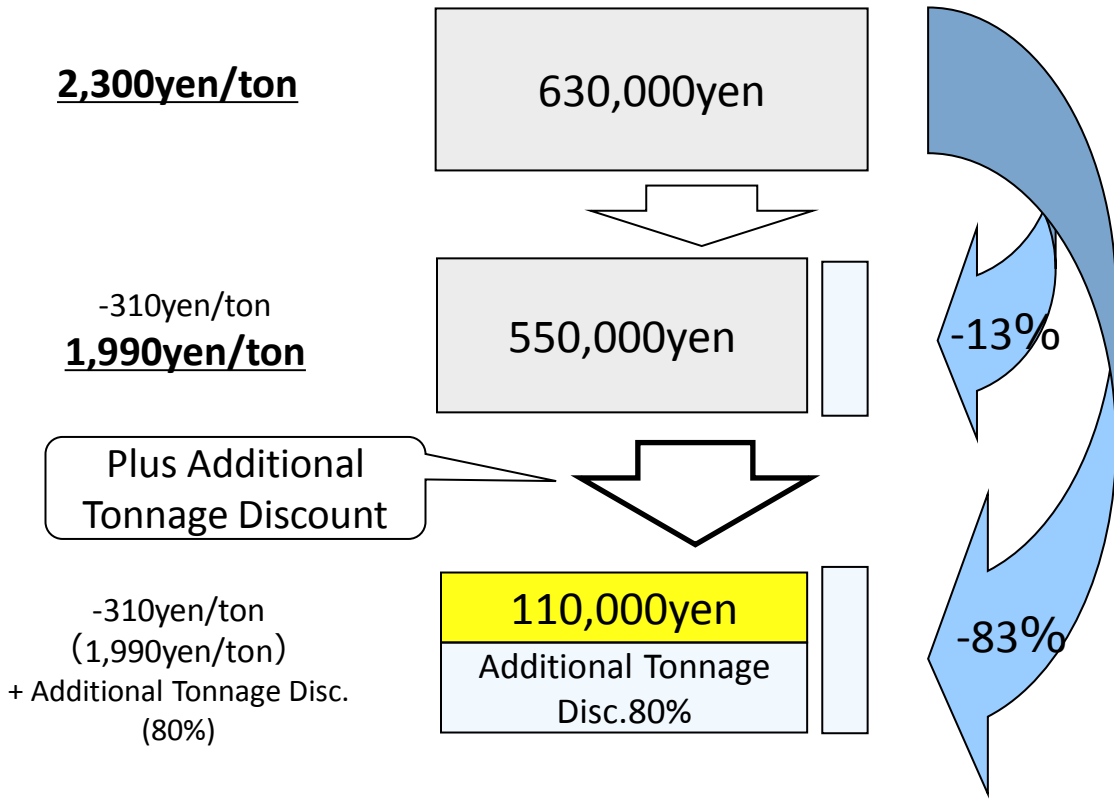
100% discount of the landing fee

- (1) of ferry flights from Itami Airport to Kansai International Airport for relief services and
- (2) of ferry flights from Kansai International Airport to Itami Airport after the completion of the relief services.



<Reference> Landing Charge for B777-200 (276 tons) per landing

In the case of new entrant or increase of flights



*Additional tonnage discount (Multiple years)
 Second year (50% discount) 270,000yen, Third year (30%) 380,000yen

| Tariff of other main airports (March, 2015) | |
|--|------------|
| Narita International Airport | 430,000yen |
| (Applied to new discount program from April 2015, no charge for the first year) | |
| Chubu International Airport | 460,000yen |
| Incheon International Airport (100KRW=11.08yen) | 270,000yen |
| Hong Kong International Airport (1HKD=15.89yen) | 290,000yen |
| Singapore Changi International Airport (1SGD=88.63yen) | 280,000yen |