

March 23, 2017

## **Changes to Landing Fees and Other Fees from FY2017 Onward at Kansai International Airport**

Kansai Airports has announced new landing fees and other fees from FY 2017 onwards.

2017 onwards, our pricing would more strategic to focus encouraging new route/network development especially for medium & long-haul route and also to accelerate effective utilization of airport assets & facilities.

For further details of the fee structure, please see the separately attached document.

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### **【Contact information for inquires】**

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## Aero Pricing & Incentive Policy – International After 2017 Summer Schedule (KIX)

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23 March 2017

# New Charge Concepts and Changes



## ① Three Concepts

Competitive landing charge



- ✓ Reduced international flight landing charge

Maximizing airport facility



- ✓ Introduce peak / off-peak system
- ✓ Encourage best practices for better facility use

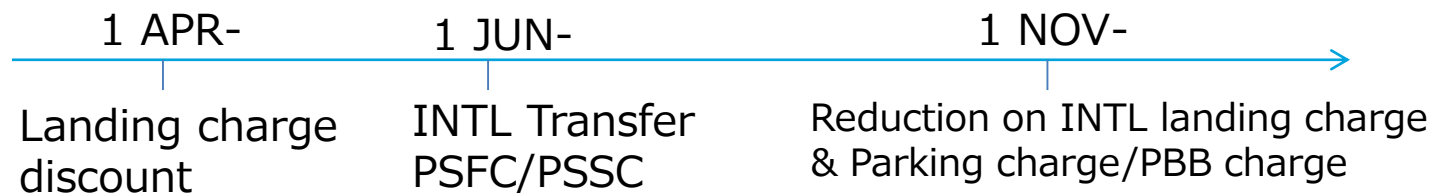
Stronger incentives for target routes



- ✓ Increase discount on medium and long haul routes
- ✓ Discounts for new destinations
- ✓ Special discounts for transit routes

\* Definition of Transit Passenger which subjects to Int'l PSFC to be amended.

## ② Schedule



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# International Landing charge



Category	Charge Strategy		Memo
<b>PAX</b> <b>CRG</b>	400yen/t discount on international landing charges(1 NOV 2017-)	Expand	2,300yen/t→ 1,990yen (-310yen) → 1,900yen/t (-400yen) ~31 OCT 2017
<b>PAX</b> <b>CRG</b>	Late night & early morning discount	No change	50% discount for scheduled flights which land between 1:00 to 5:59
<b>PAX</b> <b>CRG</b>	Growth Incentive (PAX:1 APR 2017 – 31 MAR 2020) (CRG:26 MAR 2017 – 31 MAR 2020)	Expand	【PAX flight】 In the calculation of Growth Incentive, it applies to increased MTOW compare to previous year as below*1 Mid & Long*2 : Year 1:90% Year 2:60% Year 3:40% Short*3 : (Year1) 80% (Year2) 50% (Year3) 30% 【Cargo flight】 The incentive is applied to the exceeded tonnage achieved YOY. ALL : (Year1) 80% (Year2) 50% (Year3) 30%
<b>PAX</b>	New Route Incentive (1 APR 2017 – 31 MAR 2020)	New	New Route means a route which was not served by a scheduled flights in 2016S & 2016W, we apply different discount rates as below Mid & Long*2 : (Year1) 100% (Year2) 80% (Year3) 40% Short*3 : (Year1) 90% (Year2) 60% (Year3) 40%
<b>PAX</b>	Transit Route Incentive (1 APR 2017 – 31 MAR 2020)	New	100% discount is applied to the landing charge of shorter leg of a transit flight which flies to the third country via KIX.

\*1-Subject to terms & conditions. \*2-It's 3,000km or over from KIX. \*3- It's 3,000km or less from KIX.

# Domestic Landing charge



Category	Charge Strategy		Memo
<b>PAX</b> <b>CRG</b>	Late night & early morning discount	No change	50% discount for scheduled flights which land between 1:00 to 5:59
<b>PAX</b>	Kansai Network Discount (1 APR 2017 – 31 MAR 2020)	No change	50% discount for flights only served at KIX out of other 3 airports in Kansai.
<b>PAX</b>	Regional Jet Aircraft Discount (1 APR 2017 - 31 MAR 2020)	Expand	Apply the following discount rate to aircraft which is 50 tons or less with turbo jet engine*1. (Year1) 80% (Year2) 80% (Year3) 60%
<b>PAX</b>	New Route Incentive (1 APR 2017 – 31 MAR 2020)	New	New Route means a route which was not served by a scheduled flights in 2016S & 2016W, we apply different discount rates as below (Year1) 80% (Year2) 50% (Year3) 30%
<b>CRG</b>	Growth Incentive (1 APR 2017 – 31 MAR 2020)	No change	The incentive is applied to the exceeded tonnage achieved YOY. ALL : (Year1) 80% (Year2) 50% (Year3) 30%

\*1 Only applies to the route which had 300,000 or less passengers PAX in the previous year.

# Others



Category	Charge	Current	NEW
<b>PAX</b> <b>CRG</b>	INTL/ DOM Parking charge (1 NOV 2017-)	200yen/t・24 hours (Exemption hours: 360 min.)	<p>【Price】</p> <p>① T1 INTL (PAX) Peak* : 25 yen/t・15 min. Off-peak* : 15 yen/t・15 min. Late night &amp; early morning* : FOC</p> <p>② Others 15 yen/t・15 min. Late night &amp; early morning* : FOC</p> <p>【Exemption hours】 Narrow-body aircraft: 90 min. Wide-body aircraft: 150 min. Freighter &amp; aircraft parked at remote spots:360 min.</p>
<b>PAX</b>	INTL PBB charge (1 NOV 2017-)	7,300yen/flight (Dep&Arr)	<p>【INTL】 Peak* : 8,000yen/flight (Dep&amp;Arr) Off-peak/Late night &amp; early morning* : 6,700yen/flight (Dep&amp;Arr)</p>
<b>PAX</b>	INTL Transfer PSFC/PSSC (1 JUN 2017 Ticketing - )	INTL Transfer (same day travel) Exempt (PSFC&PSSC)	<p>Passenger who arrives at KIX and transit to other Int'l flight with 24 hours to be charged as below.</p> <p>【T1】 PSFC Adult-550 yen Child-280 yen PSSC Adult&amp;Child-310 yen</p> <p>【T2】 PSFC 250 yen PSSC 310 yen</p>

\* Peak 7h30m (7:00-11:29/18:00-20:59) , Off-peak 8h30m (6:00-6:59/11:30-17:59/21:00-21:59)  
Late night & early morning 8h (22:00-5:59)

# About Kansai Airports

As of April 1, 2016, Kansai Airports succeeded the operating rights Kansai International Airport (“KIX”) and Osaka International Airport (“ITM”) from New Kansai International Airport Company (“NKIAC”) and commenced business as an operating company for the two airports. Kansai Airports was established by a consortium made up of VINCI Airports and ORIX Corporation as its core members. Kansai Airports shares the common goal of maximizing the potential of the Kansai International Airport and Osaka International Airport, improving services to passengers and ensuring the highest levels of safety and security, investment to enhance safety, convenience and comfort to increase value, as well as enhancing community relations in the neighborhoods of the airports and benefiting the Kansai regional economy. On December 15, Kansai Airports signed a concession contract with the New Kansai International Airport Company (“NKIAC”) for an operating period of 44-years. For more information, please visit: [www.kansai-airports.co.jp/en/](http://www.kansai-airports.co.jp/en/)

Location	1-banchi, Senshu-kuko kita, Izumisano-shi, Osaka	Capital	25,000 million yen
Company representatives	Representative Director and CEO: Yoshiyuki Yamaya Representative Director and Co-CEO: Emmanuel Menanteau	Date of incorporation	December 1, 2015
Business scope	Operation and management services, etc. of Kansai International Airport and Osaka International Airport	Shareholders	ORIX 40%, VINCI Airports 40%, Others investors 20% <sup>1</sup>



ORIX Corporation (TSE: 8591; NYSE: IX) is an opportunistic, diversified, innovation-driven global powerhouse with a proven track record of profitability. Established in 1964, ORIX at present operates a diverse portfolio of businesses in the operations, financial services, and investment spaces. ORIX’s highly complementary business activities span industries including: energy, private equity, infrastructure, automotive, ship and aircraft, real estate and retail financial services. ORIX has also spread its business globally by establishing locations in a total of 37 countries and regions across the world. Through its business activities, ORIX has long been committed to corporate citizenship and environmental sustainability. For more details, please visit our website: <http://www.orix.co.jp/grp/en/>



VINCI Airports, a top 5 global player in the international airport sector, manages the development and operations of 35 airports: 13 in France, 10 in Portugal (including the hub of Lisbon), 3 in Cambodia, 2 in Japan, 6 in Dominican Republic and Santiago airport in Chile. Served by more than 200 airlines, VINCI Airports’ network handled 132 million passengers in 2016.

Through its expertise as a comprehensive integrator and the professionalism of its 11,000 employees, VINCI Airports develops, finances, builds and operates airports, leveraging its investment capability, international network and know-how to optimize the management and performance of existing airport infrastructure, facility extensions and new construction. In 2016, its consolidated revenue amounted to €1.05 bn.

More comprehensive information is available on [www.vinci-airports.com](http://www.vinci-airports.com)

<sup>1</sup> ASICS Corporation; Iwatani Corporation; Osaka Gas Co., Ltd.; Obayashi Corporation; OMRON Corporation; The Kansai Electric Power Company, Incorporated; Kintetsu Group Holding Co., Ltd.; Keihan Holdings Co., Ltd.; Suntory Holdings Limited; JTB Corp.; Sekisui House, Ltd.; Daikin Industries, Ltd.; Daiwa House Industry Co., Ltd.; Takenaka Corporation; Nankai Electric Railway Co., Ltd.; NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION; Panasonic Corporation; Hankyu Hanshin Holdings, Inc.; Rengo Co., Ltd.; The Senshu Ikeda Bank, Ltd.; Kiyo Holdings, Inc.; The Bank of Kyoto, Ltd.; THE SHIGA BANK, LTD.; The Nanto Bank, Ltd.; Nippon Life Insurance Company; Mizuho Bank, Ltd.; Sumitomo Mitsui Trust Bank, Limited; The Bank of Tokyo-Mitsubishi UFJ Ltd.; Resona Bank, Limited; and the Private Finance Initiative Promotion Corporation of Japan.