

# Bylaws on Exceptions to Calculation of Landing Charges and Related Airport Charges at Kansai International Airport

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These Bylaws set forth exceptions to the calculation of landing charges and related airport charges at Kansai International Airport prescribed in Article 13.2 (1) C of the Kansai International Airport Service Regulations (the "Regulations") as follows:

## Chapter 1

### I Exceptions to MTOW

#### 1. Scope and type of exceptions

The exceptions described in the following sections shall be made to the MTOW value used as a basis for calculation of the landing charges specified in the provisions of Article 13.2 (1), A (a) through (d) of the Regulations, and these exceptions are set forth in 2. to 8. herein. These exceptions shall be applied for each air transport operator (those who are licensed under Article 100.1 or Article 129.1 of the Civil Aeronautics Act (Act No. 231, 1952); the same shall apply hereinafter). The weight calculated pursuant to the provisions of 2. to 8. herein (the "Calculated Discount Weight") shall be subtracted from the MTOW value that is used as a basis for calculation of the landing charges in II of these Bylaws. Even if any excess or deficiency of the MTOW used in these exceptions is found, it may not be corrected after the value invoiced is finalized.

(1) Discounts applicable to air transport operators who operate aircraft engaged in international aviation (the "International Air Transport Operators"):

(i) Growth incentive for international passenger flights

Incentive offered for a route that shows growth in landing weight from the previous year

(ii) New route incentive for international passenger flights

Incentive offered for the landing weight on a new route to a destination city served by less than 12 flights in the April to October 2019 or the November 2019 to March 2020 period.

(iii) Growth incentive for international cargo flights

Incentive offered for the landing weight growth from the previous year

(iv) Transit route incentive for international cargo flights

Incentive offered for the landing weight on the shorter leg of a flight that stops at KIX as a transit point and operate a round-trip flight to and from a point beyond.

In the case that the Calculated Discount Weights for (i) and (ii) of the past applicable years overlap, the Calculated Discount Weight for (i) shall take precedence and be applied. The overlapped portion of the Calculated Discount Weights shall be subtracted from the Calculated Discount Weights for (ii). In the event that the past applicable years of the Calculated Discount Weights of the new route incentive for international passenger flights provided for in Chapter 2 overlaps with the Calculated Discount Weights for (i), the discount for (i) shall take precedence and be applied. The overlapped portion of the Calculated Discount Weights shall be subtracted from the Calculated Discount Weights for the new route incentive for international passenger flights provided for in Chapter 2.

(2) Discounts applicable to air transport operators who operate aircraft engaged in domestic aviation (the "Domestic Air Transport Operators"):

(i) Kansai network expansion discount

Incentive offered for the landing weight on a new domestic route launched at KIX but not served at ITAMI and KOBE.

(ii) Local route incentive

Incentive offered for domestic routes defined as local routes which are between Kansai International Airport and airports except for Narita International Airport, Tokyo International Airport, New Chitose Airport, Osaka International Airport, Fukuoka Airport, or Naha Airport, for the landing weight on these local routes.

(iii) Growth incentive for domestic cargo flights

Incentive offered for the landing weight growth from the previous year

In the case that the Calculated Discount Weights for (i) and (ii) overlap, the Calculated Discount Weight for (ii) shall take precedence, and the overlapped portion of the Calculated Discount Weights shall be deducted from the Calculated Discount Weights for (i).

(3) The terms used in the calculation of the above discounts shall be defined as shown in Appendix 1.

(4) The International Air Transport Operators and Domestic Air Transport Operators who wish to apply these discounts shall submit the Application Form for KIX International Landing Charge Incentive (Form 1) or Application Form for KIX Domestic Landing Charge Incentive (Form 2) (the "Application Forms") to Kansai Airports (the "Company") no later than the starting date of operation of flights in each period. If the form is not submitted, these exceptions may not be applied even when the requirements for each discount are met.

- (5) The landing charges before discounts are applied shall be invoiced on a monthly basis and the amount of discount calculated pursuant to the provisions herein shall be refunded to air transport operators after the end of each period specified in these Bylaws. The refund shall be made by the Company's last business day of a month two months after the month in which each period ends.
- (6) In the case of overdue payment of usage charges or rent\_(including the deposit, etc. stipulated in the Regulations on Payment of Usage Charges and Security Deposit (Regulations No. 9, March 20, 2018; the "Usage Charges and Security Deposit Regulations")), etc., payable to the Company, regardless of the amount of its outstanding balance and the possibility of early settlement of it, the exceptions may not be applied even when the requirements for each discount are met.

## 2. Growth incentive for international passenger flights

- (1) The growth incentive for international passenger flights shall be applied for the period between April 1, 2023 and March 31, 2026, and the unit periods used in the calculation of the Calculated Discount Weight shall be specified in Appendix 2.
- (2) The growth incentive for international passenger flights shall be applicable to aircraft engaged in international aviation landing at KIX and operated by International Air Transport Operators to transport passengers for remuneration upon demand of others on a certain air route between KIX and a destination outside of Japan served by 12 or more flights in the applicable period (including air routes within Japan connected to the above said route).
- (3) In the case of more than four airlines operating flights on an air route as of the beginning of each period, the growth on such an air route (the "Capped Route") shall be excluded from the calculation of the growth incentive for international passenger flights.

When the number of airlines exceeds four halfway during a period, the growth incentive for international passenger flights shall be applied till the end of the said period; and when the number of airlines on a Capped Route drops to four or below halfway during a period, the growth incentive for international passenger flights shall be applied from the period following the said period.

- (4) The Calculated Discount Weights shall be calculated for each year and period according to the following formula. For the calculation of the growth incentive for international passenger flights for the first year of service in each period of FY2023, the FY2019 weight corrected to 80% shall be considered as the previous year's weight for the discount calculation. The weight for the second period of FY2019 to be corrected shall be the larger weight compared to the following weights in consideration of the impact of the COVID-19. The unit of the corrected weight shall be in tonnes, and the weight less than one tonne shall be calculated as one tonne.
- (i) Actual weight from November 1, 2019 to March 31, 2020 (152 days)
- (ii) Actual weight from November 1, 2019 to January 31, 2020 (92 days) x 152/92

In addition, for the calculation of the growth incentive for international passenger flights for the first year of service in FY2024 and subsequent years, the incentive shall be calculated on the condition that the aggregate weight for the unit period for each period specified in Appendix 2 exceeds the aggregate weight for the unit period without correction for the same period in FY2019 and also exceeds the aggregate weight for the unit period for the same period in the previous year, and the larger aggregate weight for the unit period for the same period of FY2019 and the previous year shall be adopted for the incentive calculation. For the second period of the FY2019 weight, the larger weight shall be adopted by comparing the weights in (i) and (ii) above in light of the impact of COVID-19.

[Discount in the first year of service]

TWG<sub>a</sub>(α) shall be defined as described below for each case:

1) when  $W^D_a(\alpha) > W_{aAPT}(\alpha)$ ;

TWG<sub>a</sub>(α) =  $W_{aAPT}(\alpha)$

2) when  $W^D_a(\alpha) \leq W_{aAPT}(\alpha)$ ;

TWG<sub>a</sub>(α) =  $W^D_a(\alpha)$

The following calculation is performed using TWG<sub>a</sub>(α) as defined above

A) when TWG<sub>a</sub>(α) > 0;

Calculated Discount Weights = Short FTWG<sub>a</sub>(α) × 60% + Long FTWG<sub>a</sub>(α) × 90%; where Short FTWG<sub>a</sub>(α) and Long FTWG<sub>a</sub>(α) are calculated as specified below:

|                               |   |   |
|-------------------------------|---|---|
| Short-haul                    | Short TWG <sub>a</sub> (α) > 0  | Cases other than the left   |
| Mid- to long-haul             |   |   |
| Long TWG <sub>a</sub> (α) > 0 | See the table below for Short FTWG <sub>a</sub> (α) and Long FTWG <sub>a</sub> (α)    | Short FTWG <sub>a</sub> (α) = 0<br>See the table below for Long FTWG <sub>a</sub> (α) |
| Other than the above          | See the table below for Short FTWG <sub>a</sub> (α)<br>Long FTWG <sub>a</sub> (α) = 0 | Short FTWG <sub>a</sub> (α) = 0<br>Long FTWG <sub>a</sub> (α) = 0                     |

Apply the result derived from the table above to the following table to determine Short FTWG<sub>a</sub>(α) and Long FTWG<sub>a</sub>(α)

|                   |   |                      |
|-------------------|---|----------------------|
| Short-haul        | Choose one of the values below for Short FTWG <sub>a</sub> (α), whichever is the smallest |                      |
| Mid- to long-haul | Short TWG <sub>a</sub> (α)  | TWG <sub>a</sub> (α) |

|  |                                    |         |         |
|--|------------------------------------|---------|---------|
| Choose one of the values on the right for Long FTWG <sub>a</sub> ( $\alpha$ ), whichever is the smallest | Long TWG <sub>a</sub> ( $\alpha$ ) | See (1) | See (2) |
|  | TWG <sub>a</sub> ( $\alpha$ )      | See (3) | -       |

(i) Short FTWG<sub>a</sub>( $\alpha$ )= Short TWG<sub>a</sub>( $\alpha$ ) $\times$ (1-Short W<sup>LN</sup><sub>a</sub>( $\alpha$ )/Short W<sub>a</sub>( $\alpha$ ) $\times$ 50%)

Long FTWG<sub>a</sub>( $\alpha$ )= Long TWG<sub>a</sub>( $\alpha$ ) $\times$ (1-Long W<sup>LN</sup><sub>a</sub>( $\alpha$ )/Long W<sub>a</sub>( $\alpha$ ) $\times$ 50%)

(ii) Short FTWG<sub>a</sub>( $\alpha$ )=Short TWG<sub>a</sub>( $\alpha$ ) $\times$ (1-Short W<sup>LN</sup><sub>a</sub>( $\alpha$ )/Short W<sub>a</sub>( $\alpha$ ) $\times$ 50%)

Long FTWG<sub>a</sub>( $\alpha$ )=0

(iii) Short FTWG<sub>a</sub>( $\alpha$ )=0

Long FTWG<sub>a</sub>( $\alpha$ )= Long TWG<sub>a</sub>( $\alpha$ ) $\times$ (1-Long W<sup>LN</sup><sub>a</sub>( $\alpha$ )/(Long W<sub>a</sub>( $\alpha$ ) $\times$ 50%)

B) In the cases other than those defined in A): Calculated Discount Weight = 0

[Discount in the second year of service]

A) when W<sup>D</sup><sub>a</sub>( $\alpha+1$ ) $\geq$ 0;

Calculated Discount Weight = Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ ) $\times$ 30%+Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ ) $\times$ 70%; where Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ ) and Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ ) are calculated as specified below:

|                                 |   |  |          |
|---------------------------------|---|--|----------|
| Short-haul<br>Mid- to long-haul | Short W <sup>D</sup> <sub>a</sub> ( $\alpha+1$ ) $\geq$ 0 | Short W <sup>D</sup> <sub>a</sub> ( $\alpha+1$ ) $<$ 0 |          |
|                                 | Long W <sup>D</sup> <sub>a</sub> ( $\alpha+1$ ) $\geq$ 0  | See (11)   | See (13) |
|                                 | Long W <sup>D</sup> <sub>a</sub> ( $\alpha+1$ ) $<$ 0     | See (12)   | -        |

11) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ )= Short FTWG<sub>a</sub>( $\alpha$ )

Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ )= Long FTWG<sub>a</sub>( $\alpha$ )

12) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ )=Short FTWG<sub>a</sub>( $\alpha$ )

Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ )=0

13) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ )=0

Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+1$ )= Long FTWG<sub>a</sub>( $\alpha$ )

B) In the cases other than those defined in A): Calculated Discount Weight = 0

[Discount in the third year of service]

A) when  $W_a(\alpha+2) - W_a(\alpha) \geq 0$ ;

Calculated Discount Weight = Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ ) $\times$ 20%+Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ ) $\times$ 40%;

where Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ ) and Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ ) are calculated as specified below:

|  |            |   |  |
|--|------------|---|--|
|  | Short-haul | Short $W_a(\alpha+2)$<br>-Short $W_a(\alpha) \geq 0$  | Short $W_a(\alpha+2)$<br>-Short $W_a(\alpha) < 0$  |
| Mid- to long-haul                                  |            |   |  |
| Long $W_a(\alpha+2)$<br>-Long $W_a(\alpha) \geq 0$ |            | Short FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ ) $>0$<br>and Long FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ ) $>0$ | Short FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ )=0<br>Long FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ ) $>0$ |
| Long $W_a(\alpha+2)$<br>-Long $W_a(\alpha) < 0$    |            | Short FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ ) $>0$<br>Long FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ )=0        | -  |

Apply the result derived using the table above and a), b), c) and d) described below to the following table to determine Short FTWG<sub>a</sub>( $\alpha+2$ ) and Long FTWG<sub>a</sub>( $\alpha+2$ )

- a) Short  $W_a(\alpha+2)$ - Short FTWG<sub>a</sub>( $\alpha+2$ )-Short FTWG<sub>a</sub>( $\alpha+1$ ) $\geq$ Short FTWG<sub>a</sub>( $\alpha$ )
- b) Short  $W_a(\alpha+2)$ - Short FTWG<sub>a</sub>( $\alpha+2$ )-Short FTWG<sub>a</sub>( $\alpha+1$ ) $<$ Short FTWG<sub>a</sub>( $\alpha$ )
- c) Long  $W_a(\alpha+2)$ - Long FTWG<sub>a</sub>( $\alpha+2$ )-Long FTWG<sub>a</sub>( $\alpha+1$ ) $\geq$ Long FTWG<sub>a</sub>( $\alpha$ )
- d) Long  $W_a(\alpha+2)$ - Long FTWG<sub>a</sub>( $\alpha+2$ )-Long FTWG<sub>a</sub>( $\alpha+1$ ) $<$ Long FTWG<sub>a</sub>( $\alpha$ )

|  |            |   |                  |   |
|--|------------|---|------------------|---|
|  | Short-haul | Short FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ ) $>0$<br>and |                  | Short FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ )=0 |
| Mid- to long-haul  |            | a) is applicable  | b) is applicable |   |
| Long FTWG <sub>a</sub><br>( $\alpha \cdot \alpha+2$ ) $>0$ and | c)         | See (21)  | See (24)         | See (27)  |
|  | d)         | See (22)  | See (25)         | See (28)  |
| Long FTWG <sub>a</sub> ( $\alpha \cdot \alpha+2$ )=0           |            | See (23)  | See (26)         | -   |

(21) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )= Short FTWG<sub>a</sub>( $\alpha$ )

Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )= Long FTWG<sub>a</sub>( $\alpha$ )

(22) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )= Short FTWG<sub>a</sub>( $\alpha$ )

Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )

=Long  $W_a(\alpha+2)$ - Long FTWG<sub>a</sub>( $\alpha+2$ )-Long FTWG<sub>a</sub>( $\alpha+1$ )

(23) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )=Short FTWG<sub>a</sub>( $\alpha$ )

Long FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )=0

(24) Short FTWG<sub>a</sub>( $\alpha \cdot \alpha+2$ )

=Short  $W_a(\alpha+2)$ - Short FTWG<sub>a</sub>( $\alpha+2$ )-Short FTWG<sub>a</sub>( $\alpha+1$ )

Long FTWG\_a( $\alpha \cdot \alpha + 2$ ) = Long FTWG\_a( $\alpha$ )

(25) Short FTWG\_a( $\alpha \cdot \alpha + 2$ )

= Short W\_a( $\alpha + 2$ ) - Short FTWG\_a( $\alpha + 2$ ) - Short FTWG\_a( $\alpha + 1$ )

Long FTWG\_a( $\alpha \cdot \alpha + 2$ )

= Long W\_a( $\alpha + 2$ ) - Long FTWG\_a( $\alpha + 2$ ) - Long FTWG\_a( $\alpha + 1$ )

(26) Short FTWG\_a( $\alpha \cdot \alpha + 2$ )

= Short W\_a( $\alpha + 2$ ) - Short FTWG\_a( $\alpha + 2$ ) - Short FTWG\_a( $\alpha + 1$ )

Long FTWG\_a( $\alpha \cdot \alpha + 2$ ) = 0

(27) Short FTWG\_a( $\alpha \cdot \alpha + 2$ ) = 0

Long FTWG\_a( $\alpha \cdot \alpha + 2$ ) = Long FTWG\_a( $\alpha$ )

(28) Short FTWG\_a( $\alpha \cdot \alpha + 2$ ) = 0

Long FTWG\_a( $\alpha \cdot \alpha + 2$ )

= Long W\_a( $\alpha + 2$ ) - Long FTWG\_a( $\alpha + 2$ ) - Long FTWG\_a( $\alpha + 1$ )

Notwithstanding the foregoing, if Short FTWG\_a( $\alpha \cdot \alpha + 1$ )  $\leq 0$ , Short FTWG\_a( $\alpha \cdot \alpha + 2$ ) shall be 0.

Likewise if Long FTWG\_a( $\alpha \cdot \alpha + 1$ )  $\leq 0$ , Long FTWG\_a( $\alpha \cdot \alpha + 2$ ) shall be 0.

B) In the cases other than those defined in A): Calculated Discount Weight = 0

(5) In the provisions of (4), when the aggregate weight of international flights for the unit period fell compared to the same period of the previous year but the decrease is regarded as minor by the Company, the necessary adjustment shall be made to calculate the Calculated Discount Weight.

(6) In calculating the Calculated Discount Weight pursuant to the provisions of above (4) and (5), when there is a variance in the number of days between a unit period and the comparable period, the necessary adjustment shall be made to calculate the Calculated Discount Weight.

(7) In addition to the preceding Items, when the Company determines that the International Air Transport Operators are unable to operate at Kansai International Airport due to force majeure, etc., the Company may make necessary adjustments to the calculation of the Calculated Discount Weight.

### 3. New route incentive for international passenger flights

(1) The new route incentive for international passenger flights shall be applied to the period between April 1, 2023 and March 31, 2026, and the specific period used in the calculation of the Calculated Discount Weight shall be specified in Appendix 2.

(2) The new route incentive for international passenger flights shall be applicable to aircraft engaged in international aviation landing at KIX and operated by International Air Transport Operators to

transport passengers for remuneration upon demand of others on a certain air route between KIX and a destination outside of Japan served by 12 or more flights in the applicable period (including air routes within Japan connected to the above said route) on which less than 12 flights were operated for the period from April 1, 2019 to October 31, 2019 and the period from November 1, 2019 to March 31, 2020.

- (3) The new route incentive shall be applied only to aircraft of the first airline which obtained a license, etc. for opening the air route from Minister of Land, Infrastructure, Transport and Tourism in each period. In each period to which the new route incentive is applied, the new route incentive shall not be applied again even when the same International Air Transport Operator restarted operation of flights on the air route after suspension of services or when other air transport operators opened the air route or restarted operation of flights on the air route after suspension of services.
- (4) The number of years of services shall be counted as follows: The first year is the unit period specified in Appendix 2 as first and second term in which an airline started service on the new route followed by the second and third years with the same term periods.
- (5) The Calculated Discount Weight shall be calculated for each fiscal year and each period according to the following formula; provided, however, that the Calculated Discount Weight shall be 0 if the calculated result is negative.

[Discount in the first year of service]

TWG<sub>a</sub>(α) shall be defined as described in each case of the following Items:

1) when  $W^D_a(\alpha) \geq 0$ ;

$TWN_a(\alpha) = W^N_a(\alpha)$

2) when  $W^D_a(\alpha) < 0$ ;

$TWN_a(\alpha) = W^D_a(\alpha) + W^N_a(\alpha)$

The following calculation is performed using TWG<sub>a</sub>(α) as defined above

A) when  $TWN_a(\alpha) > 0$

a) when Short  $TWN_a(\alpha) > 0$  and Long  $TWN_a(\alpha) > 0$ ;

Calculated Discount Weight = Short  $TWN_a(\alpha) \times (1 - \text{Short } W^{NLN}_a(\alpha) / \text{Short } W^N_a(\alpha) \times 50\%) \times 90\% + \text{Long } TWN_a(\alpha) \times (1 - \text{Long } W^{NLN}_a(\alpha) / \text{Long } W^N_a(\alpha) \times 50\%) \times 100\%$

b) when Short  $TWN_a(\alpha) > 0$  and Long  $TWN_a(\alpha) = 0$ ;

Calculated Discount Weight = Short  $TWN_a(\alpha) \times (1 - \text{Short } W^{NLN}_a(\alpha) / \text{Short } W^N_a(\alpha) \times 50\%) \times 90\%$

c) when Short  $TWN_a(\alpha) = 0$  and Long  $TWN_a(\alpha) > 0$ ;

The Calculated Discount Weight = Long  $TWN_a(\alpha) \times (1 - \text{Long } W^{NLN}_a(\alpha) / \text{Long } W^N_a(\alpha) \times 50\%) \times 100\%$

$$W^N_a(\alpha) \times 50\% \times 100\%$$

B) In the cases other than those defined in A): Calculated Discount Weight = 0

[Discount in the second year of service]

A) when  $DeTWN_a(\alpha \cdot \alpha + 1) > 0$

Calculated Discount Weight = Short FTWN<sub>a</sub>( $\alpha \cdot \alpha + 1$ ) $\times 60\%$  + Long FTWN<sub>a</sub>( $\alpha \cdot \alpha + 1$ ) $\times 80\%$ ; where

Short FTWN<sub>a</sub>( $\alpha \cdot \alpha + 1$ ) and Long FTWN<sub>a</sub>( $\alpha \cdot \alpha + 1$ ) are calculated as specified below:

a) when Short TWN<sub>a</sub>( $\alpha$ ) $> 0$  and Long TWN<sub>a</sub>( $\alpha$ ) $> 0$ ;

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 1) = \text{Short DeTWN}_a(\alpha \cdot \alpha + 1)$$

$$\text{Long FTWN}_a(\alpha \cdot \alpha + 1) = \text{Long DeTWN}_a(\alpha \cdot \alpha + 1)$$

b) when Short TWN<sub>a</sub>( $\alpha$ ) $> 0$  and Long TWN<sub>a</sub>( $\alpha$ ) $= 0$ ;

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 1) = \text{Short DeTWN}_a(\alpha \cdot \alpha + 1)$$

$$\text{Long FTWN}_a(\alpha \cdot \alpha + 1) = 0$$

c) when Short TWN<sub>a</sub>( $\alpha$ ) $= 0$  and Long TWN<sub>a</sub>( $\alpha$ ) $> 0$ ;

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 1) = 0$$

$$\text{Long FTWN}_a(\alpha \cdot \alpha + 1) = \text{Long DeTWN}_a(\alpha \cdot \alpha + 1)$$

d) In the cases other than those defined in a), b) and c);

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 1) = 0$$

$$\text{Long FTWN}_a(\alpha \cdot \alpha + 1) = 0$$

B) In the cases other than those defined in A): Calculated Discount Weight = 0

[Discount in the third year of service]

A) when  $DeTWN_a(\alpha \cdot \alpha + 2) > 0$ ;

Calculated Discount Weight = Short FTWN<sub>a</sub>( $\alpha \cdot \alpha + 2$ ) $\times 40\%$  + Long FTWN<sub>a</sub>( $\alpha \cdot \alpha + 2$ ) $\times 40\%$ ; where

Short FTWN<sub>a</sub>( $\alpha \cdot \alpha + 2$ ) and Long FTWN<sub>a</sub>( $\alpha \cdot \alpha + 2$ ) are calculated as explained below.

a) when Short TWN<sub>a</sub>( $\alpha$ ) $> 0$  and Long TWN<sub>a</sub>( $\alpha$ ) $> 0$ ;

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 2) = \text{Short DeTWN}_a(\alpha \cdot \alpha + 2)$$

$$\text{Long FTWN}_a(\alpha \cdot \alpha + 2) = \text{Long DeTWN}_a(\alpha \cdot \alpha + 2)$$

b) when Short TWN<sub>a</sub>( $\alpha$ ) $> 0$  and Long TWN<sub>a</sub>( $\alpha$ ) $= 0$ ;

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 2) = \text{Short DeTWN}_a(\alpha \cdot \alpha + 2)$$

$$\text{Long FTWN}_a(\alpha \cdot \alpha + 2) = 0$$

c) when Short TWN<sub>a</sub>( $\alpha$ ) $= 0$  and Long TWN<sub>a</sub>( $\alpha$ ) $> 0$ ;

$$\text{Short FTWN}_a(\alpha \cdot \alpha + 2) = 0$$

Long FTWN<sub>a</sub>( $\alpha \cdot \alpha+2$ )=Long DeTWN<sub>a</sub>( $\alpha \cdot \alpha+2$ )

d) In the cases other than those defined in a), b) and c);

Short FTWN<sub>a</sub>( $\alpha \cdot \alpha+2$ )=0

Long FTWN<sub>a</sub>( $\alpha \cdot \alpha+2$ )=0

B) In the cases other than those defined in A): Calculated Discount Weight = 0

#### 4. Growth incentive for international cargo flights

(1) The growth incentive for international cargo flights shall be applied for the period between April 1, 2023 and March 31, 2026, and the unit periods used in the calculation of the Calculated Discount Weight shall be specified in Appendix 2.

(2) The growth incentive for international cargo flights shall be applicable to aircraft engaged in international aviation landing at KIX and operated by International Air Transport Operators to transport cargo for remuneration upon demand of others on a certain air route between KIX and a destination outside of Japan served by 12 or more flights in the applicable period (including air routes within Japan connected to the above said route).

(3) The Calculated Discount Weight shall be calculated for each fiscal year and period as follows:

- $W(y)$  = total of the MTOW of aircraft specified in above (2) for a unit period for each International Air Transport Operator (the "Aggregate Weight of International Flights for the Unit Period")
- $N(y)$  = MTOW of aircraft to which the landing charges for late night and early morning hours (from 1:00 am to 5:59 am in JST) are applied multiplied by 50%
- $WT(y)$  = total of the MTOW of aircraft eligible for transit route incentive for international cargo flights specified in 5 for a unit period for each International Air Transport Operator
- $NT(y)$  = Among aircraft eligible for transit route incentive for international cargo flights specified in 5, MTOW of aircraft to which the landing charges for late night and early morning hours (from 1:00 am to 5:59 am in JST) are applied multiplied by 50%
- If the "Aggregate Weight of International Flights for the Unit Period" in the distance categories A and B below from Kansai International Airport decreases from the previous year, the Calculated Discounted Weight shall be zero for both categories A and B, except when (4) through (6) apply.
- If the calculation result of each is a negative figure, the Calculated Discount Weight shall be 0 (zero).

A. For the route that originates an airfield located less than 3,000km away from KIX based on IATA SRS:

(A) Calculation of the Calculated Discount Weight for each period in FY 2023

(a) when  $W_{20} \leq W_{21} \leq W_{22} \leq W_{23}$ ;

Calculated Discount Weight =  $((W_{23}-W_{T23})-(N_{23}-N_{T23}))-(W_{22}-W_{T22})-(N_{22}-N_{T22}) \times 60\% + ((W_{22}-N_{22})-(W_{21}-N_{21})) \times 50\% + ((W_{21}-N_{21})-(W_{20}-N_{20})) \times 30\%$

(b) when  $W_{20} \leq W_{21} \leq W_{23} < W_{22}$ ;

Calculated Discount Weight =  $((W_{21}-N_{21})-(W_{20}-N_{20})) \times 30\%$

(c) when  $W_{21} \leq W_{22} \leq W_{23}$  and  $W_{21} < W_{20}$ ;

Calculated Discount Weight =  $((W_{23}-W_{T23})-(N_{23}-N_{T23}))-(W_{22}-W_{T22})-(N_{22}-N_{T22}) \times 60\% + ((W_{22}-N_{22})-(W_{21}-N_{21})) \times 50\%$

(d) when  $W_{22} \leq W_{23}$  and  $W_{22} < W_{21}$ ;

Calculated Discount Weight =  $((W_{23}-W_{T23})-(N_{23}-N_{T23}))-(W_{22}-W_{T22})-(N_{22}-N_{T22}) \times 60\%$

(e) when neither (a), (b), (c) nor (d) is applicable;

Calculated Discount Weight = 0

(B) Calculation of the Calculated Discount Weight for each period in FY 2024

(a) when  $W_{21} \leq W_{22} \leq W_{23} \leq W_{24}$ ;

Calculated Discount Weight =  $((W_{24}-W_{T24})-(N_{24}-N_{T24}))-(W_{23}-W_{T23})-(N_{23}-N_{T23}) \times 60\% + ((W_{23}-W_{T23})-(N_{23}-N_{T23}))-(W_{22}-W_{T22})-(N_{22}-N_{T22}) \times 30\% + ((W_{22}-N_{22})-(W_{21}-N_{21})) \times 30\%$

(b) when  $W_{21} \leq W_{22} \leq W_{24} < W_{23}$ ;

Calculated Discount Weight =  $((W_{22}-N_{22})-(W_{21}-N_{21})) \times 30\%$

(c) when  $W_{22} \leq W_{23} \leq W_{24}$  and  $W_{22} < W_{21}$ ;

Calculated Discount Weight =  $((W_{24}-W_{T24})-(N_{24}-N_{T24}))-(W_{23}-W_{T23})-(N_{23}-N_{T23}) \times 60\% + ((W_{23}-W_{T23})-(N_{23}-N_{T23}))-(W_{22}-W_{T22})-(N_{22}-N_{T22}) \times 30\%$

(d) when  $W_{23} \leq W_{24}$  and  $W_{23} < W_{22}$ ;

Calculated Discount Weight =  $((W_{24}-W_{T24})-(N_{24}-N_{T24}))-(W_{23}-W_{T23})-(N_{23}-N_{T23}) \times 60\%$

(e) when neither (a), (b), (c) nor (d) is applicable;

Calculated Discount Weight = 0

(C) Calculation of the Calculated Discount Weight for each period in FY 2025

(a) when  $W_{22} \leq W_{23} \leq W_{24} \leq W_{25}$ ;

Calculated Discount Weight =  $((W_{25}-W_{T25})-(N_{25}-N_{T25}))-(W_{24}-W_{T24})-(N_{24}-N_{T24}) \times 60\% + ((W_{24}-W_{T24})-(N_{24}-N_{T24}))-(W_{23}-W_{T23})-(N_{23}-N_{T23}) \times 30\% + ((W_{23}-W_{T23})-(N_{23}-N_{T23}))-(W_{22}-W_{T22})-(N_{22}-N_{T22}) \times 20\%$

(b) when  $W_{22} \leq W_{23} \leq W_{25} < W_{24}$ ;

Calculated Discount Weight =  $\frac{((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))}{2} \times 20\%$

(c) when  $W23 \leq W24 \leq W25$  and  $W23 < W22$ ;

Calculated Discount Weight =  $\frac{((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))}{2} \times 60\% + \frac{((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))}{2} \times 30\%$

(d) when  $W24 \leq W25$  and  $W24 < W23$ ;

Calculated Discount Weight =  $\frac{((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))}{2} \times 60\%$

(e) when neither (a), (b), (c) nor (d) is applicable;

Calculated Discount Weight = 0

(D) Calculation of the Calculated Discount Weight for each period in FY 2026

(a) when  $W23 \leq W24 \leq W25 \leq W26$ ;

Calculated Discount Weight =  $\frac{((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))}{2} \times 30\% + \frac{((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))}{2} \times 20\%$

(b) when  $W23 \leq W24 \leq W26 < W25$ ;

Calculated Discount Weight =  $\frac{((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))}{2} \times 20\%$

(c) when  $W24 \leq W25 \leq W26$  and  $W24 < W23$ ;

Calculated Discount Weight =  $\frac{((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))}{2} \times 30\%$

(d) when neither (a), (b) nor (c) is applicable;

Calculated Discount Weight = 0

(E) Calculation of the Calculated Discount Weight for each period in FY 2027

(a) when  $W24 \leq W25 \leq W26 \leq W27$  or  $W24 \leq W25 \leq W27 < W26$ ;

Calculated Discount Weight =  $\frac{((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))}{2} \times 20\%$

(b) when (a) is not applicable;

Calculated Discount Weight = 0

B. For the route that originates an airfield located 3,000km or more away from KIX based on IATA SRS:

(A) Calculation of the Calculated Discount Weight for each period in FY 2023

(a) when  $W20 \leq W21 \leq W22 \leq W23$ ;

$\frac{((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))}{2} \times 90\% + \frac{(W22-N22)-(W21-N21)}{2} \times 60\% +$

$\frac{(W21-N21)-(W20-N20)}{2} \times 40\%$

(b) when  $W20 \leq W21 \leq W23 < W22$ ;

Calculated Discount Weight =  $\frac{(W21-N21)-(W20-N20)}{2} \times 40\%$

(c) when  $W21 \leq W22 \leq W23$  and  $W21 < W20$ ;

Calculated Discount Weight =  $\frac{((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))}{2} \times 90\% + \frac{(W22-N22)-(W21-N21)}{2} \times 60\%$

(d) when  $W22 \leq W23$  and  $W22 < W21$ ;

$$\text{Calculated Discount Weight} = (((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))) \times 90\%$$

(e) when neither (a), (b), (c) nor (d) is applicable;

$$\text{Calculated Discount Weight} = 0$$

(B) Calculation of the Calculated Discount Weight for each period in FY 2024

(a) when  $W21 \leq W22 \leq W23 \leq W24$ ;

$$\text{Calculated Discount Weight} = (((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))) \times 90\% + (((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))) \times 70\% + ((W22-N22)-(W21-N21)) \times 40\%$$

(b) when  $W21 \leq W22 \leq W24 < W23$ ;

$$\text{Calculated Discount Weight} = ((W22-N22)-(W21-N21)) \times 40\%$$

(c) when  $W22 \leq W23 \leq W24$  and  $W22 < W21$ ;

$$\text{Calculated Discount Weight} = (((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))) \times 90\% + (((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))) \times 70\%$$

(d) when  $W23 \leq W24$  and  $W23 < W22$ ;

$$\text{Calculated Discount Weight} = (((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))) \times 90\%$$

(e) when neither (a), (b), (c) nor (d) is applicable;

$$\text{Calculated Discount Weight} = 0$$

(C) Calculation of the Calculated Discount Weight for each period in FY 2025

(a) when  $W22 \leq W23 \leq W24 \leq W25$ ;

$$\text{Calculated Discount Weight} = (((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))) \times 90\% + (((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))) \times 70\% + (((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))) \times 40\%$$

(b) when  $W22 \leq W23 \leq W25 < W24$ ;

$$\text{Calculated Discount Weight} = (((W23-WT23)-(N23-NT23))-((W22-WT22)-(N22-NT22))) \times 40\%$$

(c) when  $W23 \leq W24 \leq W25$  and  $W23 < W22$ ;

$$\text{Calculated Discount Weight} = (((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))) \times 90\% + (((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23))) \times 70\%$$

(d) when  $W24 \leq W25$  and  $W24 < W23$ ;

$$\text{Calculated Discount Weight} = (((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))) \times 90\%$$

(e) when neither (a), (b), (c) nor (d) is applicable;

$$\text{Calculated Discount Weight} = 0$$

(D) Calculation of the Calculated Discount Weight for each period in FY 2026

(a) when  $W23 \leq W24 \leq W25 \leq W26$ ;

$$\text{Calculated Discount Weight} = (((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24))) \times 70\% +$$

$$(((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23)))\times 40\%$$

(b) when  $W23 \leq W24 \leq W26 < W25$ ;

Calculated Discount Weight =  $(((W24-WT24)-(N24-NT24))-((W23-WT23)-(N23-NT23)))\times 40\%$

(c) when  $W24 \leq W25 \leq W26$  and  $W24 < W23$ ;

Calculated Discount Weight =  $(((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24)))\times 70\%$

(d) when neither (a), (b), nor (c) is applicable;

Calculated Discount Weight = 0

(E) Calculation of the Calculated Discount Weight for each period in FY 2027

(a) when  $W24 \leq W25 \leq W26 \leq W27$  or  $W24 \leq W25 \leq W27 < W26$ ;

Calculated Discount Weight =  $(((W25-WT25)-(N25-NT25))-((W24-WT24)-(N24-NT24)))\times 40\%$

(b) when (a) is not applicable;

Calculated Discount Weight = 0

(4) In the provisions of (3), when the Aggregate Weight of International Flights for the Unit Period fell compared to the same period of the previous year but the decrease is regarded as minor by the Company, the necessary adjustment shall be made to calculate the Calculated Discount Weight.

(5) In calculating the Calculated Discount Weight pursuant to the provisions of above (3) and (4), when there is a variance in the number of days between a unit period and the comparable period, the necessary adjustment shall be made to calculate the Calculated Discount Weight.

(6) In addition to the preceding Items, when the Company determines that the International Air Transport Operators are unable to operate at Kansai International Airport due to force majeure, etc., the Company may make necessary adjustments to the calculation of the Calculated Discount Weight.

#### 5. Transit route incentive for international cargo flights

(1) The applicable period of transit route incentive for international cargo flights is from April 1, 2023 to March 31, 2026, and the unit period used in calculating the Calculated Discount Weight is specified in Appendix 2.

(2) The transit route incentive for international cargo flights shall be applicable to aircraft engaged in international aviation landing at KIX and operated by International Air Transport Operators for the carriage of cargo for a fee on 12 or more flights per route in each period, in response to demand from others (including routes between places in Japan operated in connection therewith), and which meets all the following conditions.

a. Among aircraft operated by International Air Transport Operators, aircraft operated between

Airport A outside of Japan – KIX - Airport B outside of Japan by a foreign air carrier, or between Airport A outside of Japan - KIX - Airport B outside of Japan or between a domestic airport other than KIX - KIX - Airport outside of Japan by a domestic air carrier

- b. Aircraft whose origin and final destination of the route are the same point for the round trip
- c. Aircraft used for flights arriving at KIX on a segment with a shorter flight distance among routes with a total flight distance of 6,000 km or more, which is the sum of the flight distances specified in the IATA SRS for each flight segment of the aircraft used for the above flights
- d. Aircraft having the same flight number for arrival and departure from KIX as the transit point
- e. Aircraft whose stopping time at KIX as the transit point is within 24 hours for both round trip on a timetable approved by the Minister of Land, Infrastructure, Transport and Tourism

(3) Calculation of Calculated Discount Weight for each year and period shall be made as follows

- $WT(y)$  = The sum of the MTOW of the aircraft eligible for transit route incentive for international cargo flights specified in (2) for each International Air Transport Operator for the unit period.
- $NT(y)$  = Among aircraft eligible for transit route incentive for international cargo flights specified in (2), MTOW of aircraft to which the landing charges for late night and early morning hours (from 1:00 am to 5:59 am in JST) are applied multiplied by 50%

Calculated Discount Weight shall be  $WT(y) \times (1 - (NT(y)/WT(y))) \times 60\%$ .

#### 6. Kansai network expansion discount

(1) The Kansai network expansion discount shall be applied for the period between April 1, 2023 and October 31, 2023, and the unit periods used in the calculation of the Calculated Discount Weight shall be specified in Appendix 2.

(2) The Kansai network expansion discount shall be applicable to aircraft engaged in domestic aviation landing at KIX and operated by Domestic Air Transport Operators to transport passengers for remuneration upon demand of others on a certain air route between KIX and a destination within Japan served by 12 or more flights in the applicable period which satisfy all the following conditions:

- A) aircraft with MTOW exceeding 50 tonnes
- B) aircraft to which the fees specified in Article 13.2 (1), A (b), (c), or (d) of the Regulations apply
- C) aircraft departing from a destination that is not connected by flights with either of Osaka International Airport or Kobe Airport and landing at KIX according to the flight plan of an air transport operator group specified separately.

(3) The Calculated Discount Weight shall be the MTOW of the aircraft as specified in (2) multiplied by the following percentage.

- i. 45% for the period from November 1, 2023 through March 31, 2024
- ii. 40% for the period from April 1, 2024 to March 31, 2025
- iii. 35% for the period from April 1, 2025 to March 31, 2026

#### 7. Local route incentive

- (1) The local route incentive shall be applied for the period from November 1, 2023 to March 31, 2026, and the unit periods used in the calculation of the Calculated Discount Weight shall be specified in Appendix 2.
- (2) The local route incentive shall be applicable to aircraft engaged in domestic aviation landing at KIX and operated by Domestic Air Transport Operators to transport passengers for remuneration upon demand of others on a certain air route between KIX and a destination within Japan served by 12 or more flights in the applicable period which satisfy all the following conditions:
  - A) aircraft with MTOW exceeding 50 tonnes
  - B) aircraft to which the fees specified in Article 13.2 (1), A (b) of the Regulations apply
  - C) aircraft operating between Kansai International Airport and airports except for Narita International Airport, Tokyo International Airport, Osaka International Airport, New Chitose Airport, Fukuoka Airport or Naha Airport
- (3) The Calculated Discount Weight shall be the MTOW of the aircraft as specified in (2) multiplied by 60%.

#### 8. Growth incentive for domestic cargo flights

- (1) The growth incentive for domestic cargo flights shall be applied for the period between April 1, 2023 and March 31, 2026, and the specific periods used in the calculation of the Calculated Discount Weight shall be specified in Appendix 2.
- (2) The growth incentive for domestic cargo flights shall be applicable to aircraft engaged in domestic aviation landing at KIX and operated by Domestic Air Transport Operators to transport cargo for remuneration upon demand of others on a certain air route between KIX and a destination within Japan served by 12 or more flights in the applicable period.
- (3) The Calculated Discount Weight shall be calculated for each fiscal year and period as follows:
  - $W(y)$  = total of the MTOW of aircraft specified in (2) above for a unit period for each domestic air transport operator (the "Aggregate Weight of Domestic Flights for the Unit Period")
  - $N(y)$  = MTOW of aircraft to which the landing charges for late night and early morning hours (from 1:00 am to 5:59 am in JST) are applied multiplied by 50%
  - If the Calculated Discount Weight calculated by the following equations is a negative figure, the

Calculated Discount Weight shall be 0 (zero).

(A) Calculation of the Calculated Discount Weight for each period in FY 2023

(a) when  $W_{20} \leq W_{21} \leq W_{22} \leq W_{23}$ ;

Calculated Discount Weight =  $((W_{23}-N_{23})-(W_{22}-N_{22})) \times 60\% + ((W_{22}-N_{22})-(W_{21}-N_{21})) \times 50\% + ((W_{21}-N_{21})-(W_{20}-N_{20})) \times 30\%$

(b) when  $W_{20} \leq W_{21} \leq W_{23} < W_{22}$ ;

Calculated Discount Weight =  $((W_{21}-N_{21})-(W_{20}-N_{20})) \times 30\%$

(c) when  $W_{21} \leq W_{22} \leq W_{23}$  and  $W_{21} < W_{20}$ ;

Calculated Discount Weight =  $((W_{23}-N_{23})-(W_{22}-N_{22})) \times 60\% + ((W_{22}-N_{22})-(W_{21}-N_{21})) \times 50\%$

(d) when  $W_{22} \leq W_{23}$  and  $W_{22} < W_{21}$ ;

Calculated Discount Weight =  $((W_{23}-N_{23})-(W_{22}-N_{22})) \times 60\%$

(e) when neither (a), (b), (c) nor (d) is applicable;

Calculated Discount Weight = 0

(B) Calculation of the Calculated Discount Weight for each period in FY 2024

(a) when  $W_{21} \leq W_{22} \leq W_{23} \leq W_{24}$ ;

Calculated Discount Weight =  $((W_{24}-N_{24})-(W_{23}-N_{23})) \times 60\% + ((W_{23}-N_{23})-(W_{22}-N_{22})) \times 30\% + ((W_{22}-N_{22})-(W_{21}-N_{21})) \times 30\%$

(b) when  $W_{21} \leq W_{22} \leq W_{24} < W_{23}$ ;

Calculated Discount Weight =  $((W_{22}-N_{22})-(W_{21}-N_{21})) \times 30\%$

(c) when  $W_{22} \leq W_{23} \leq W_{24}$  and  $W_{22} < W_{21}$ ;

Calculated Discount Weight =  $((W_{24}-N_{24})-(W_{23}-N_{23})) \times 60\% + ((W_{23}-N_{23})-(W_{22}-N_{22})) \times 30\%$

(d) when  $W_{23} \leq W_{24}$  and  $W_{23} < W_{22}$ ;

Calculated Discount Weight =  $((W_{24}-N_{24})-(W_{23}-N_{23})) \times 60\%$

(e) when neither (a), (b), (c) nor (d) is applicable;

Calculated Discount Weight = 0

(C) Calculation of the Calculated Discount Weight for each period in FY 2025

(a) when  $W_{22} \leq W_{23} \leq W_{24} \leq W_{25}$ ;

Calculated Discount Weight =  $((W_{25}-N_{25})-(W_{24}-N_{24})) \times 60\% + ((W_{24}-N_{24})-(W_{23}-N_{23})) \times 30\% + ((W_{23}-N_{23})-(W_{22}-N_{22})) \times 20\%$

(b) when  $W_{22} \leq W_{23} \leq W_{25} < W_{24}$ ;

Calculated Discount Weight =  $((W_{23}-N_{23})-(W_{22}-N_{22})) \times 20\%$

(c) when  $W_{23} \leq W_{24} \leq W_{25}$  and  $W_{23} < W_{22}$ ;

Calculated Discount Weight =  $((W_{25}-N_{25})-(W_{24}-N_{24})) \times 60\% + ((W_{24}-N_{24})-(W_{23}-N_{23})) \times 30\%$

(d) when  $W24 \leq W25$  and  $W24 < W23$ ;

Calculated Discount Weight =  $((W25 - N25) - (W24 - N24)) \times 60\%$

(e) when neither (a), (b), (c) nor (d) is applicable;

Calculated Discount Weight = 0

(D) Calculation of the Calculated Discount Weight for each period in FY 2026

(a) when  $W23 \leq W24 \leq W25 \leq W26$ ;

Calculated Discount Weight =  $((W25 - N25) - (W24 - N24)) \times 30\% + ((W24 - N24) - (W23 - N23)) \times 20\%$

(b) when  $W23 \leq W24 \leq W26 < W25$ ;

Calculated Discount Weight =  $((W24 - N24) - (W23 - N23)) \times 20\%$

(c) when  $W24 \leq W25 \leq W26$  and  $W24 < W23$ ;

Calculated Discount Weight =  $((W25 - N25) - (W24 - N24)) \times 30\%$

(e) when neither (a), (b) nor (c) is applicable;

Calculated Discount Weight = 0

(E) Calculation of the Calculated Discount Weight for each period in FY 2027

(a) when  $W24 \leq W25 \leq W26 \leq W27$  or  $W24 \leq W25 \leq W27 < W26$ ;

Calculated Discount Weight =  $((W25 - N25) - (W24 - N24)) \times 20\%$

(d) when (a) is not applicable;

Calculated Discount Weight = 0

(4) In the provisions of (3), when the Aggregate Weight of Domestic Flights for the Unit Period fell compared to the same period of the previous year but such a decrease of weight is regarded as minor by the Company, the necessary adjustment shall be made to calculate the Calculated Discount Weight.

(5) In applying the provisions of (3) and (4) above, the Calculated Discount Weight shall be determined in accordance with the provisions of Article 13.2 (1), A (b) to (d) of the Regulations.

(6) In addition to the preceding Items, when the Company determines that the Domestic Air Transport Operators are unable to operate at Kansai International Airport due to force majeure, etc., the Company may make necessary adjustments to the calculation of the Calculated Discount Weight.

## 9. Review of weight

In applying the provisions of 2. through 8. herein, in the case of business integration by code-sharing operation, merger, and establishment of a holding company or when deemed necessary by the Company, the weight shall be reviewed; provided, however, when deemed necessary by the Company, the weight may not be reviewed in whole or in part.

## II Calculation of landing charges for aircraft to which exceptions are applied

The amount of landing charges to be paid to the Company by an air transport operator to which the exceptions to MTOW stipulated in I are applied shall be the amount calculated by multiplying the sum of the MTOW of aircraft engaged in international aviation and those engaged in domestic aviation operated by the air transport operator, which serves as a basis for calculation of landing charges, minus the Calculated Discount Weight (in units of one (1) tonne; a fraction less than one tonne shall be rounded up to one tonne) which is derived in accordance with the provisions of I 2. through 8. herein by the landing charge rate specified in Article 13.2 (1), A (a) to (d) of the Regulations.

## III Exceptions to landing charges

### 1. Scope and type of exceptions

The amount calculated by applying the following exceptions (the "Deduction") shall be deducted from the landing charges calculated in accordance with Article 13.2 (1), A (a) of the Regulations, and these exceptions are set forth in 2, 3 and 4 below.

### 2. Exception for international passenger flights using Terminal 1

(1) The application period for this exception shall begin on November 1, 2025.

(2) The Deduction shall be calculated per aircraft departure that uses the landing and takeoff facilities.

(3) Aircraft eligible for this exception must meet all of the following conditions:

A) Aircraft engaged in international aviation that land at or depart from Kansai International Airport, operated by the International Air Transport Operators that normally use Terminal 1, and that carry passengers in response to public demand.

B) Aircraft that make at least one stop at an international gate (stands #1–38) in Terminal 1 between landing and departure.

C) Aircraft that do not fall under Article 13.2 (1), B of the Regulations.

(4) The Deduction per departure shall be as follows:

A) From November 1, 2025 to October 31, 2026: an amount obtained by multiplying the aircraft's MTOW (in tonnes; weights under one tonne shall be rounded up to one tonne) by 40 yen.

B) From November 1, 2026 onward: an amount obtained by multiplying the aircraft's MTOW (in tonnes; weights under one tonne shall be rounded up to one tonne) by 100 yen.

(5) The Deduction calculated under Items (1) through (4) shall be deducted from the monthly payment of usage charges and other charges as stipulated in the Usage Charges and Security Deposit Regulations.

### 3. Exception for international passenger flights using remote stands at Terminal 1

1. The application period for this exception shall begin on November 1, 2025.
2. The Deduction shall be calculated per aircraft departure that uses the landing and takeoff facilities.
3. Aircraft eligible for this exception must meet all of the following conditions:
  - A) Aircraft engaged in international aviation that land at or depart from Kansai International Airport, operated by the International Air Transport Operators that normally use Terminal 1, and that carry passengers in response to public demand.
  - B) Aircraft that make stops only at remote stands (stands #101–111 and #121–122) in Terminal 1 between landing and departure.
  - C) Aircraft that do not fall under Article 13.2 (1) B of the Regulations.
4. The Deduction per departure shall be calculated by multiplying the aircraft's MTOW (in tonnes; weights under one tonne shall be rounded up to one tonne) by 950 yen.
5. The Deduction calculated under Items (1) through (4) shall be deducted from the monthly payment of usage charges and other charges as stipulated in the Usage Charges and Security Deposit Regulations.

### 4. Open spot exception for international passenger flights

- (1) The open spot exception for international passenger flights shall be applied for the period from April 1, 2023 to March 31, 2026.
- (2) The periods used in the calculation of the Deduction shall be specified in Appendix 2.
- (3) The open spot exception for international passenger flights shall be applicable to aircraft that are engaged in international aviation landing at KIX and operated by International Air Transport Operators to transport passengers for remuneration upon demand of others and satisfy all the following conditions:
  - A) aircraft with an airframe structure that allows the use of passenger boarding bridge facilities at KIX; and
  - B) aircraft that unavoidably used an open spot at KIX or a spot at KIX where passenger boarding bridge facilities could not be used due to reasons such as facility restrictions and for which a ramp bus was run to embark or disembark passengers at departure or arrival
- (4) The Deduction for a unit period shall be calculated for each International Air Transport Operator and be the sum of the difference between the ramp bus operation cost per embark or disembark of passengers (excluding the consumption tax and local consumption tax) approved by the Company

and the passenger boarding bridge facilities usage charge (excluding the consumption tax and local consumption tax) separately set forth by the Company; provided, however, that the Deduction shall not exceed the amount of the landing charges applied to the aircraft that used a ramp bus calculated in accordance with the provisions of Article 13.2 (1), A (a) of the Regulations.

- (5) Based on the Deduction calculated in accordance with Item 4, a refund shall be made to International Air Transport Operators. The refund shall be made by the Company's last business day of a month two months after the month in which each period ends.

#### IV Exceptions to parking charges

With regard to the peak parking charges stipulated in Article 13.2 (2), B of the Regulations, a Deduction of 250 yen per minute of parking time shall be applied during the period from November 1, 2025 to October 31, 2026.

#### Chapter 2

The exceptions stipulated in Chapter 1 shall be handled as follows from FY2023:

1. Partial change to the method of calculating the new route incentive for international passenger flights

For routes that were eligible for new route incentive for international passenger flights under the regulations in effect on or before March 31, 2020, and that were eligible in FY2019, the provision of such discount, which was suspended for FY2020 and FY2021, shall be resumed, provided that the routes resume operations within FY2023. For routes whose incentive was resumed and were not in service in the second period of FY2019, the new route incentive for international passenger flights set forth in the provisions of I 2 (3) in Chapter 1 shall not be applied in the second period of FY2023.

The new route discount for international passenger flights to be resumed shall be based on the provisions in effect as of March 31, 2020, and the number of years of service as defined in (4) of the provisions of I 3 (4) in Chapter 1 shall be corrected by excluding each unit period in FY2020, FY2021, and FY2022.

#### Chapter 3. Responsible Department

The responsible department of these Bylaws shall be Aero Administration Department (Pricing & Administration Group) of the Aeronautical Division.

Supplementary provision

This Notice shall come into force on April 1, 2016.

Supplementary provision

This Notice shall come into force on April 1, 2017. However, II-5, II-6 and IV-2 shall take effect on March 26, 2017. Also, when the growth incentives for international or domestic flights are already applied pursuant to the Notice before revision, such growth incentive shall remain applicable during its effective period.

Supplementary provision

This Notice shall come into force on April 1, 2018. Also, when the growth incentives for international or domestic flights are already applied pursuant to the Notice effective as of March 31, 2017, such growth incentive shall remain applicable during its effective period.

Supplementary provision

This Notice shall retroactively come into force on April 1, 2018.

Supplementary provision

This Notice shall come into force on of April 1, 2019. Also, when the growth incentives for international or domestic flights are already applied pursuant to the Notice effective as of March 31, 2017, such growth incentive shall remain applicable during its effective period.

Supplementary provision

This Notice shall come into force on December 1, 2019.

Supplementary provision

This Notice shall come into force on April 1, 2020. Also, when the growth incentives for international or domestic flights are already applied pursuant to the Notice effective as of March 31, 2020, such growth incentive shall remain applicable during its effective period; provided, however, that the Notice shall apply to the aircraft operated on a route deemed applicable for the new route incentive for

international passenger flights during the from November 1, 2019 to March 31, 2020 for its discounts for the first, second and third year of service.

Supplementary provision

This Notice shall come into force on September 7, 2020.

Supplementary provision

This Notice shall come into force on November 6, 2020.

Supplementary provision

This Notice shall come into force on January 12, 2021.

Supplementary provision

This Notice shall come into force on April 1, 2021.

Supplementary provision

This Notice shall come into force on October 1, 2021.

Supplementary provision

This Notice shall come into force on November 1, 2021.

Supplementary provision

This Notice shall come into force on April 1, 2022.

Supplementary provision

This Notice shall come into force on April 1, 2023.

Supplementary provision

This Notice shall come into force on November 1, 2023. Supplementary provision

These Bylaws shall come into force on April 1, 2024.

Supplementary provision

These Bylaws shall come into force on April 1, 2025.

Supplementary provision

These Bylaws shall come into force on November 1, 2025.

Appendix 1: Definition of the terms used in the calculation of incentives stipulated in Chapter 1

Incentives for international flights (Chapter 1 I. 2 and 3)

| Term                                | Definition  |
|-------------------------------------|---|
| Short                               | An air route to KIX that originates an airfield located less than 3,000 km away from KIX according to IATA SRS  |
| Long                                | An air route to KIX that originates an airfield located 3,000 km or more away from KIX according to IATA SRS  |
| WWA <sub>a</sub> (α)                | The sum of landing weight of aircraft of Company (a) that arrived from Point (A) in Year (α)  |
| WA <sub>a</sub> (α)                 | WA <sub>a</sub> (α)+WA <sub>b</sub> (α)+ . . . +WA <sub>z</sub> (α)   |
|                                     | The sum of landing weight of aircraft of Company (a) that arrived from Point (A) in Year (α)  |
| WA(α)                               | WA <sub>a</sub> (α)+WA <sub>b</sub> (α)+ . . . +WA <sub>z</sub> (α)   |
|                                     | The sum of landing weight of aircraft that arrived from Point (A) in Year (α)   |
| WIA <sub>a</sub> (α)                | WA <sub>a</sub> (α)-WA <sub>a</sub> (α-1)   |
|                                     | The change in landing weight of aircraft of Company (a) that arrived from Point (A) between Year (α) and Year (α-1)   |
| WIA(α)                              | WIA <sub>a</sub> (α)+WIA <sub>b</sub> (α)+ . . . +WIA <sub>z</sub> (α)  |
|                                     | The sum of the growth in landing weight of aircraft that arrived from Point (A) in Year (α) from Year (α-1)   |
| W <sub>a</sub> APT(α)               | $((WA(α)-WA(α-1)) \times WIA_a(α) / WIA(α)) + ((WB(α)-WB(α-1)) \times WIB_a(α) / WIB(α)) + \dots + ((WZ(α)-WZ(α-1)) \times WIZ_a(α) / WIZ(α))$<br>However, W <sub>a</sub> APT(α)=0 when W <sub>a</sub> APT(α)<0<br>In calculating the discount amount with FY2023, FY2024, and FY2025 as the first year of service, calculate as WIA <sub>a</sub> (α)+WIB <sub>a</sub> (α)+...+WIZ <sub>a</sub> (α) |
|                                     | The sum of the growth in landing weight of aircraft of Company (a) that arrived from all points (Point A, Point B, etc...) in Year (α) from Year (α-1) multiplied by the share of Company (a) out of all the airlines contributing to the increase in weight at each point (except for the weight of aircraft to which the first-year new route incentive is applicable)                            |
|                                     |   |
| WW <sup>^</sup> <sub>a</sub> (α)    | The landing weight of aircraft of Company (a) in Year (α)<br>Notwithstanding the provisions of I 2 (3), the landing weight includes the weight for the Capped Route.  |
| W <sub>a</sub> (α)                  | WW <sup>^</sup> <sub>a</sub> (α)- W <sup>^</sup> N <sub>a</sub> (α)   |
|                                     | The landing weight of aircraft of Company (a) in Year (α)<br>Notwithstanding the provisions of I 2 (3), the landing weight includes the weight for the Capped Route. (except for air routes to new destinations)  |
| W <sup>^</sup> N <sub>a</sub> (α)   | The sum of the landing weight of Company (a) for air routes designated as a route to a new destination in Year (α)  |
| WW <sup>^</sup> LN <sub>a</sub> (α) | The weight of aircraft of Company (a) in Year (α) to which the late night and early morning discount is applicable  |
| W <sup>^</sup> LN <sub>a</sub> (α)  | WW <sup>^</sup> LN <sub>a</sub> (α)- W <sup>^</sup> NLN <sub>a</sub> (α)  |
|                                     | The weight of aircraft of Company (a) in Year (α) to which the late night and early morning discount is applicable (except for air routes to a new destination)   |
| W <sup>^</sup> NLN <sub>a</sub> (α) | The weight of aircraft of Company (a) in Year (α) to which the late night and early morning discount is applicable (for air routes to a new destination)  |

|                                  |  |
|----------------------------------|--|
| $W^D_a(\alpha)$                  | $W_a(\alpha) - W_a(\alpha-1)$<br>The change in landing weight of aircraft between Year ( $\alpha$ ) and Year ( $\alpha-1$ )  |
| $TWG_a(\alpha)$                  | The weight of aircraft of Company (a) in Year ( $\alpha$ ) used as a basis for calculation of growth incentive   |
| $TWN_a(\alpha)$                  | The weight of aircraft of Company (a) for air routes designated as a route to a new destination in Year ( $\alpha$ ) to which the new route incentive is applicable<br>Note: $TWN_a(\alpha) = 0$ when $TWN_a(\alpha) < 0$  |
| $FTWG_a(\alpha)$                 | The weight of aircraft of Company (a) in Year ( $\alpha$ ) to which the growth incentive is applicable   |
| $FTWG_a(\alpha \cdot \alpha+1)$  | The weight applicable to the second-year growth incentive of Company (a) in Year ( $\alpha+1$ ) to which the growth incentive was applied in Year ( $\alpha$ )   |
| $FTWG_a(\alpha \cdot \alpha+2)$  | The weight applicable to the third-year growth incentive of Company (a) in Year ( $\alpha+2$ ) to which the growth incentive was applied in Year ( $\alpha$ )  |
| $DeTWN_a(\alpha \cdot \alpha+1)$ | The sum of weight applicable to the growth incentive of Company (a) in Year ( $\alpha+1$ ) for air routes designated as a route to a new destination in Year ( $\alpha$ ).<br>Note: $DeTWN_a(\alpha \cdot \alpha+1) = TWN_a(\alpha)$ when $DeTWN_a(\alpha \cdot \alpha+1) > TWN_a(\alpha)$ |
| $DeTWN_a(\alpha \cdot \alpha+2)$ | The sum of weight of Company (a) in Year ( $\alpha+2$ ) for air routes designated as a route to a new destination in Year ( $\alpha$ ).<br>Note: $DeTWN_a(\alpha \cdot \alpha+2) = TWN_a(\alpha)$ when $DeTWN_a(\alpha \cdot \alpha+2) > TWN_a(\alpha)$                                    |
| $FTWN_a(\alpha \cdot \alpha+1)$  | The weight applicable to the new route incentive of Company (a) in Year ( $\alpha+1$ ) for air routes designated as a route to a new destination in Year ( $\alpha$ )  |
| $FTWN_a(\alpha \cdot \alpha+2)$  | The weight applicable to the new route incentive of Company (a) in Year ( $\alpha+2$ ) for air routes designated as a route to a new destination in Year ( $\alpha$ )<br>Note: $FTWN_a(\alpha \cdot \alpha+2) = 0$ when $FTWN_a(\alpha \cdot \alpha+1) = 0$                                |

Appendix 2: Unit periods for various incentives stipulated in Chapter 1, the open spot exception for international passenger flights, and the open spot exception for domestic passenger flights

| Term                   | From / To                            |
|------------------------|--------------------------------------|
| First term of FY 2020  | April 1, 2020 /<br>October 31, 2020  |
| Second term of FY 2020 | November 1, 2020 /<br>March 31, 2021 |
| First term of FY 2021  | April 1, 2021 /<br>October 31, 2021  |
| Second term of FY 2021 | November 1, 2021 /<br>March 31, 2022 |
| First term of FY 2022  | April 1, 2022 /<br>October 31, 2022  |
| Second term of FY 2022 | November 1, 2022/<br>March 31, 2023  |
| First term of FY 2023  | April 1, 2023 /<br>October 31, 2023  |
| Second term of FY 2023 | November 1, 2023 /<br>March 31, 2024 |
| First term of FY 2024  | April 1, 2024 /<br>October 31, 2024  |
| Second term of FY 2024 | November 1, 2024 /<br>March 31, 2025 |
| First term of FY 2025  | April 1, 2025 /<br>October 31, 2025  |
| Second term of FY 2025 | November 1, 2025 /<br>March 31, 2026 |
| First term of FY 2026  | April 1, 2026 /<br>October 31, 2026  |
| Second term of FY 2026 | November 1, 2026 /<br>March 31, 2027 |
| First term of FY 2027  | April 1, 2027 /<br>October 31, 2027  |
| Second term of FY 2027 | November 1, 2027 /<br>March 31, 2028 |

関西国際空港国際線着陸料割引申請書  
Application Form for KIX International Landing Charge Incentive

年 月 日  
(Year/Month/Date)

関西エアポート株式会社(Kansai Airports)  
代表取締役社長(CEO)  
山谷 佳之 様

会社名(Company) 印  
代表者名(Name of Representative)  
所在地(Address)

関西国際空港の 年度第 期 ( 月 日 ~ 月 日分) における国際線着陸料割引の適用を受けるため、以下の2項目を十分理解したうえで、下記書類を添付し申請いたします。

(1) 関西国際空港供用規程第13条第2項第1号ウに基づく関西国際空港の着陸料算定の特例を定める細則により提供される国際線着陸料割引制度による割引であること。

(2) 該当期間終了後、関西エアポート株式会社が同制度に基づき算定のうえ、適用条件に合致すると判断した場合においてのみ実施される割引であること。

I hereby understand the conditions below and submit this application form with the documents required to enjoy KIX International Landing Charge Incentive for the Second half of FY ( through ).

(1) The incentives are provided under the exceptions of landing charges at KIX established on a basis of KIX Airport Commission Regulation Article 13, Paragraph 2, item 1, U.

(2) The incentives are provided only if KAP decides they are applicable to airlines after each period ends and KAP assesses applicability.

<必要書類/ Documents required to enjoy the incentives>

1. 対象期間の期初における運航スケジュール  
(運航区間・機材・便名・ダイヤ・運航日/運航曜日等のわかるもの)
2. 会社概要
3. 割引額支払先口座
  1. Flight Schedule as of the first date of the period  
(which describes O&D, Aircraft type, Flight NO., Schedule & Operation day/date)
  2. Company Guide
  3. Bank account for payment of the incentives

担当者連絡先(Contact of person in charge)

部署名(Department)

氏名(Name)

電話番号(Telephone NO.)

メールアドレス(E-mail address)

関西国際空港国内線着陸料割引申請書  
Application Form for KIX Domestic Landing Charge Incentive

年 月 日  
(Year/Month/Date)

関西エアポート株式会社(Kansai Airports)  
代表取締役社長(CEO)  
山谷 佳之 様

会社名(Company)  
代表者名(Name of Representative)  
所在地(Address)

印

関西国際空港の 年度第 期 ( 月 日 ~ 月 日分) における国内線着陸料割引の適用を受けるため、以下の2項目を十分理解したうえで、下記書類を添付し申請いたします。

- (1) 関西国際空港供用規程第13条第2項第1号ウに基づく関西国際空港の着陸料算定の特例を定める細則により提供される国内線着陸料割引制度による割引であること。
- (2) 該当期間終了後、関西エアポート株式会社が同制度に基づき算定のうえ、適用条件に合致すると判断した場合においてのみ実施される割引であること。

I hereby understand the conditions below and submit this application form with the documents required to enjoy KIX International Landing Charge Incentive for the Second half of FY ( through ).

- (1) The incentives are provided under the exceptions of landing charges at KIX established on a basis of KIX Airport Commission Regulation Article 13, Paragraph 2, item 1, ウ.
- (2) The incentives are provided only if KAP decides they are applicable to airlines after each period ends and KAP assesses applicability.

<必要書類/ Documents required to enjoy the incentives>

1. 対象期間の期初における運航スケジュール  
(運航区間・機材・便名・ダイヤ・運航日/運航曜日等のわかるもの)
2. 会社概要 (会社資本構成のわかるもの。なお資本構成について提出後に変更が生じた場合、遅滞なく変更後の内容を提出すること)
3. 割引額支払先口座
  1. Flight Schedule as of the first date of the period  
(which describes O&D, Aircraft type, Flight NO., Schedule & Operation day/date)
  2. Company Guide  
(which describes shareholder composition. If some change of shareholder composition occurs, please submit the changed content without delay.)
  3. Bank account for payment of the incentives

担当者連絡先(Contact of person in charge)

部署名(Department)

氏名(Name)

電話番号(Telephone NO.)

メールアドレス(E-mail address)