

Operational Situation and Management Reform in KIX

November 24th , 2015

New Kansai International Airport Company, Ltd.
(NKIAC)



Kansai Region Attracts Tourists



The Kansai region is rich in cultural attractions and is a prime destination for inbound tourists. It is the gateway to five UNESCO World Heritage Sites.

Himeji

Kobe

Kyoto

Nara

Osaka

Wakayama

ITM

KIX

Himeji

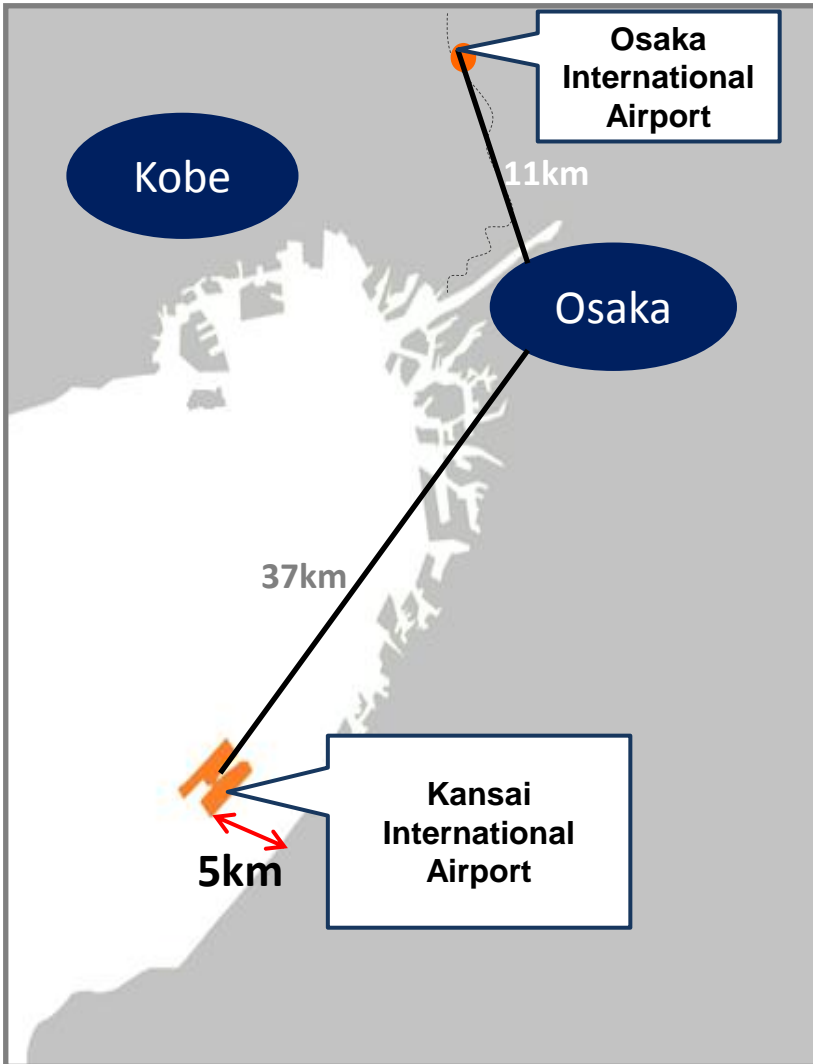
Kobe



Osaka

Nara

Wakayama

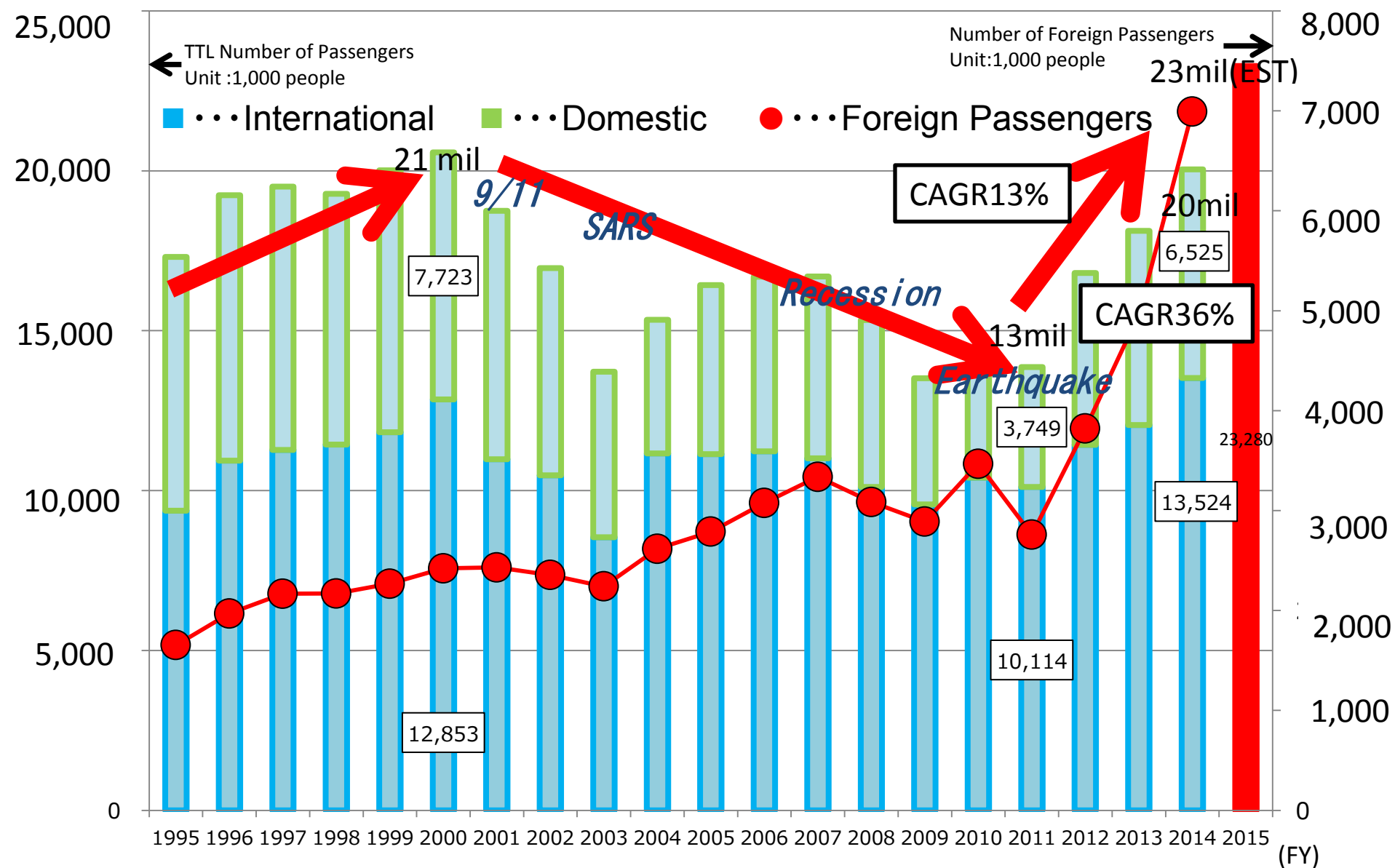
Outline of KIX and ITM



	KIX	ITM
		
Open	September 4 th 1994	March 18 th , 1958 ※Opened as "Osaka Airport"
Runway	3,500m×1 4,000m×1* ※Opened in August 2 nd , 2007	1,828m×1 3,000m×1* ※Opened in February 5 th , 1970
Annual Aircraft Movements (FY2014)	145,000 Int'l 95,000 Dom 50,000	139,000
Annual Passengers (FY2014)	20,050,000 Int'l 13,520,000 Dom 6,530,000	14,620,000
Operating Hours	24hours	7:00~21:00
Limitation for arrival and departure	-	370/day (Jet 200/day)

Source: From Ministry of Land, Infrastructure, Transport and Tourism

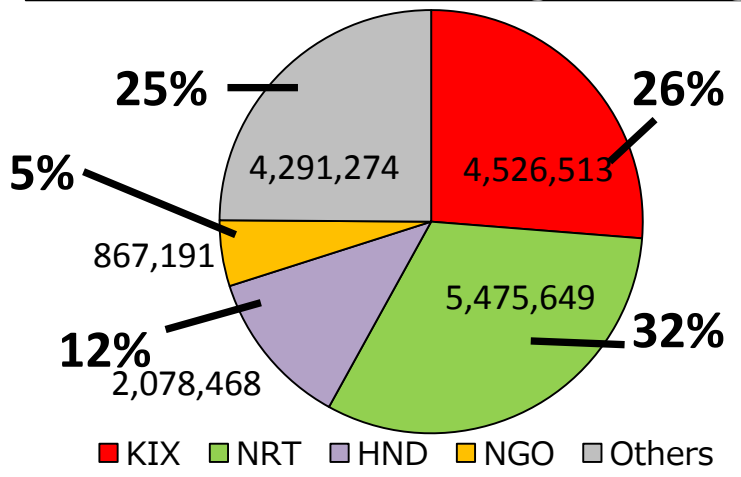
Transition of Number of Passengers



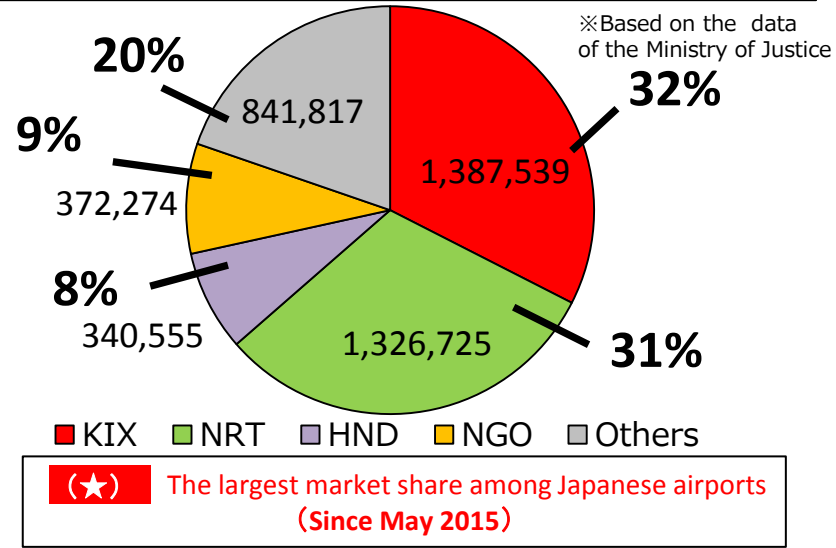
Number of arriving and departing foreign passengers (TTL April~August 2015)



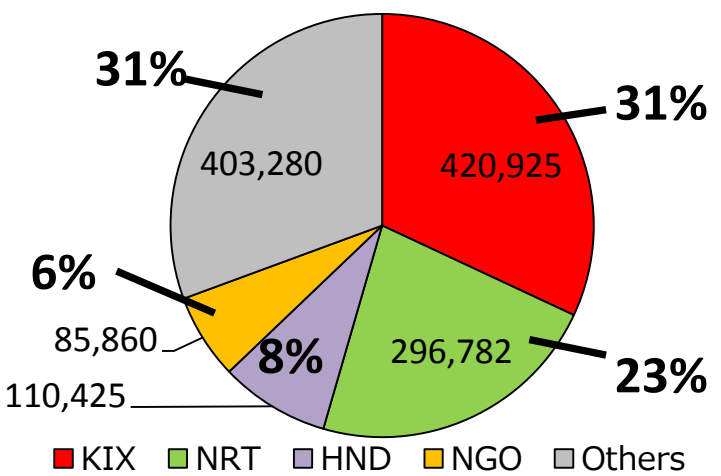
1. TTL Number of Foreign Passengers



2. From Mainland China(exc. HK)

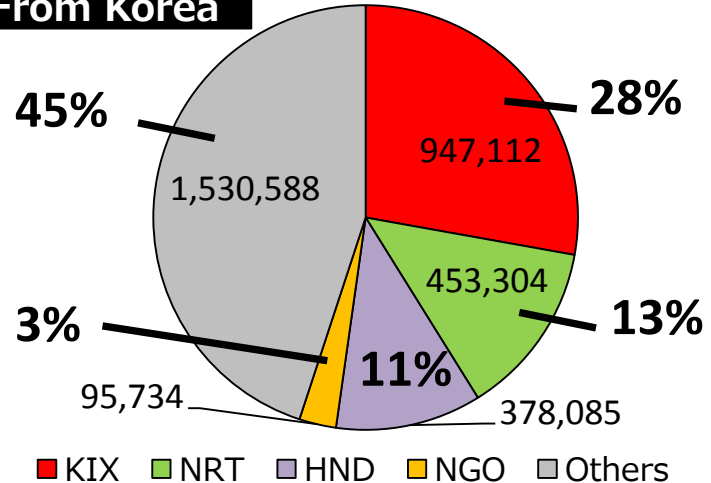


3. From Hong Kong



★ The largest market share among Japanese airports (Since November 2013)

4. From Korea



★ The largest market share among Japanese airports (Since 2010)

Implementation of Strategic Plan through integration of KIX & ITM



- Expansion of LCC & FSC network
 - New LCC terminal & Strategic Pricing of various fees etc.
- Increase in Commercial Revenue
 - Expansion of DFS etc.
- Streamlining of Business
 - Integration of related activities of maintenance work & Collective purchase for direct-managed DFS etc.

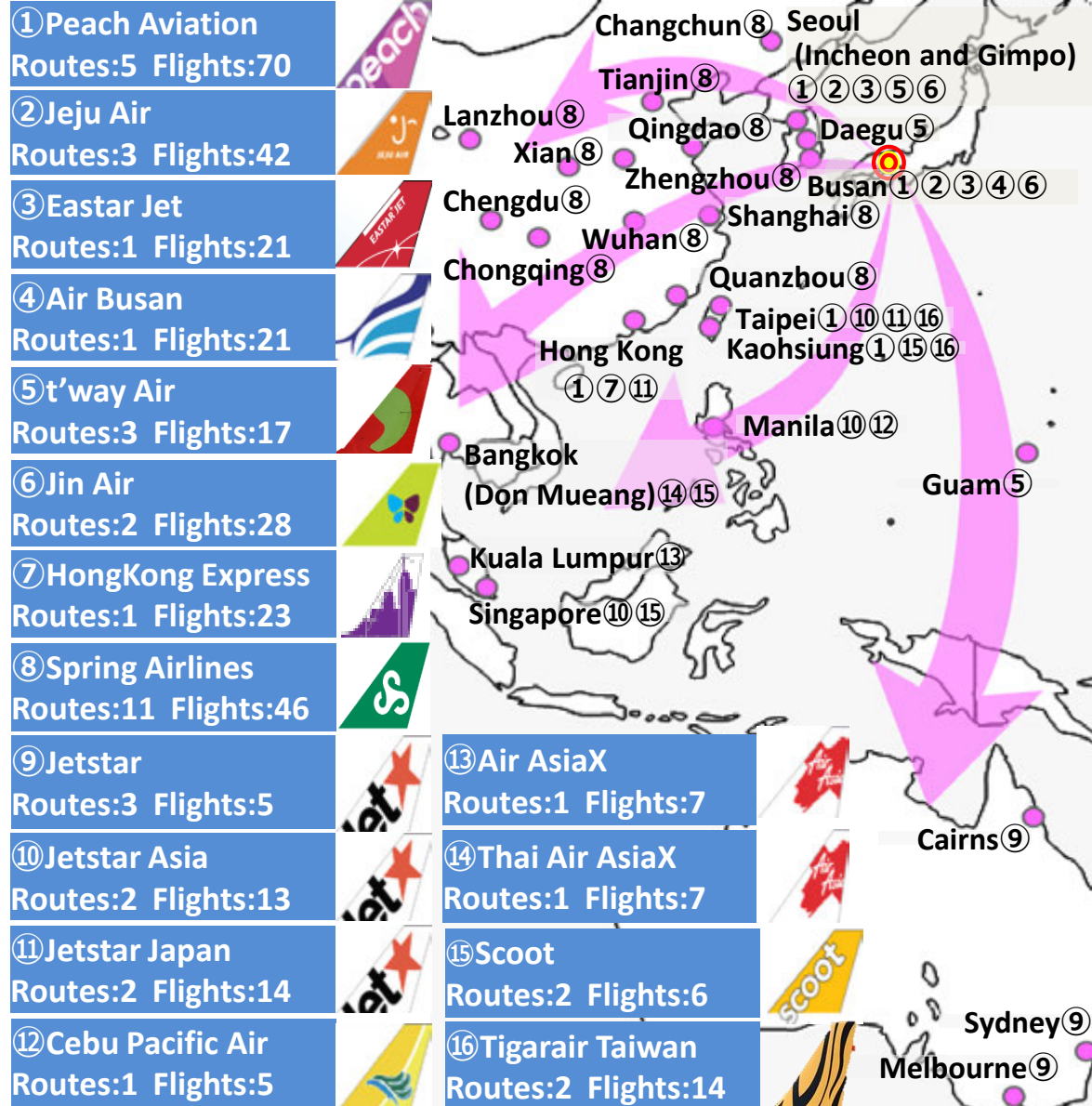
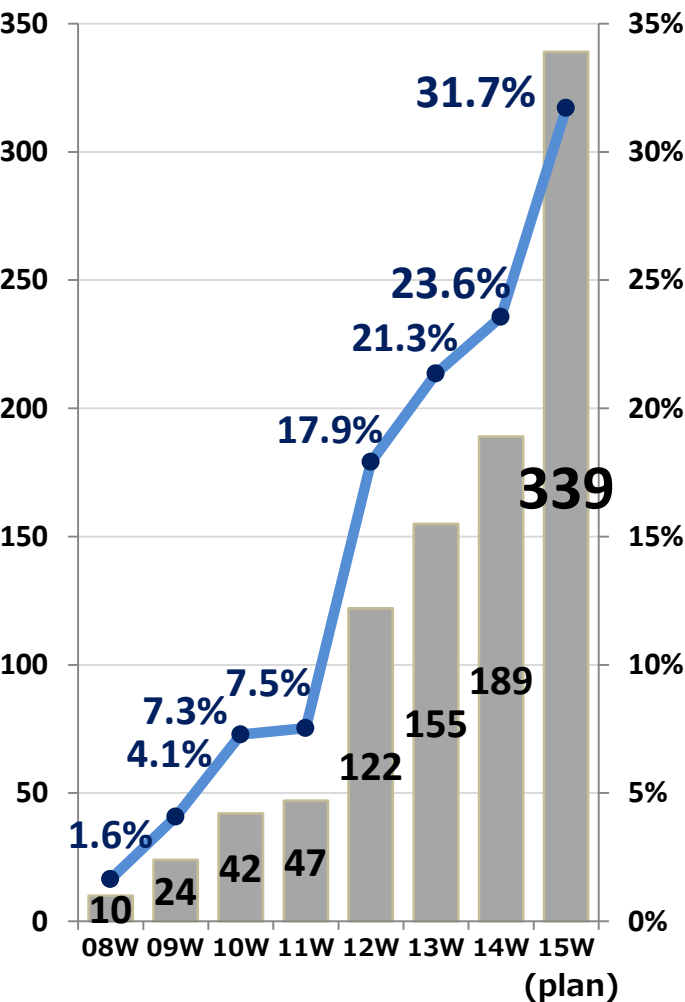
Continued Growth of LCC at KIX



16 Airlines 25 Cities 339 Flights/week (2015 Winter)

Proportion of LCC services Among international Flights

(Flights/Week)



LCC Terminals



Concept “Functionality”, “Economy”, “Safety & Security”

- No boarding bridge / No push back

Terminal 2 : Open in October 28th, 2012

- Approx. 30,000m² 1 storey (partially 2 stories)
- International & Domestic
- 9 aircraft parking stands



Terminal 3 : Open Early 2017

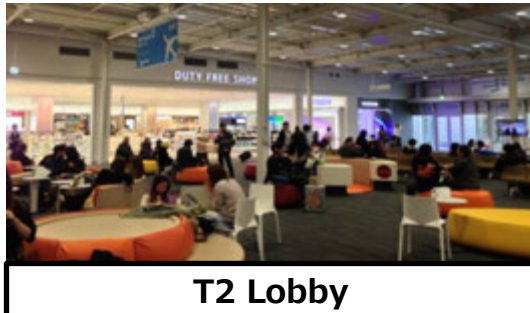
- Approx 33,000m² 1 storey (partially 2 stories)
- International only
- 6 aircraft parking stands (11 small aircrafts will be acceptable)



Access

- Free shuttle bus between T1 & T2
- Limousine bus
- Taxi
- 900 Car parking spaces

World's Best Low Cost Terminal!
(SKYTRAX 2015)



T2 Lobby

Airport Concession (Full Privatization)



[Preferred Negotiation Right Holder selected on 10th Nov.]

ORIX·VINCI Airports Consortium

Members : ORIX (representative company) , VINCI Airports, and other 30 companies

[Overview]

Operating Right Holder

Obtaining the right to operate public facilities and operating both airports, KIX & ITM
(44years : April 2016~March 2060)

Airport revenue
(e.g. Landing fee, commercial revenue etc.)

Grant of the Operating Right

Consideration for the Operating Right

Receiving in total **over approx. US\$ 18.3bil/year** during the operating period (44 years)

➢ Approx. **US\$408mil/year**

(Consideration for the Operating Right etc.)

➢ Revenue sharing fees (3% of revenue over US\$1.250 mil/year)

Asset Holder

NKIAC (100% capitalized by the Government)

◇ Holding of airports assets



KIX



ITM

- Revitalization and enhancement of the function of KIX as an international hub airport and expansion of air transport demand in the entire Kansai
- Early and certain repayment of the debts.

Thank you very much for your attention.

