



Introduction of KIX & ITM

New Kansai International Airport Company, Ltd.

November 19th, 2013

1. Kansai - Our Home Land



Population of 20 million.

Gateway to World Heritage sites and other popular destinations

➔ Prospect for Growth



Himeji-jo
(World Heritage)



Kobe Beef



Historic Monuments of Ancient Kyoto
and Traditional Culture
(World Heritage)



Osaka food
culture



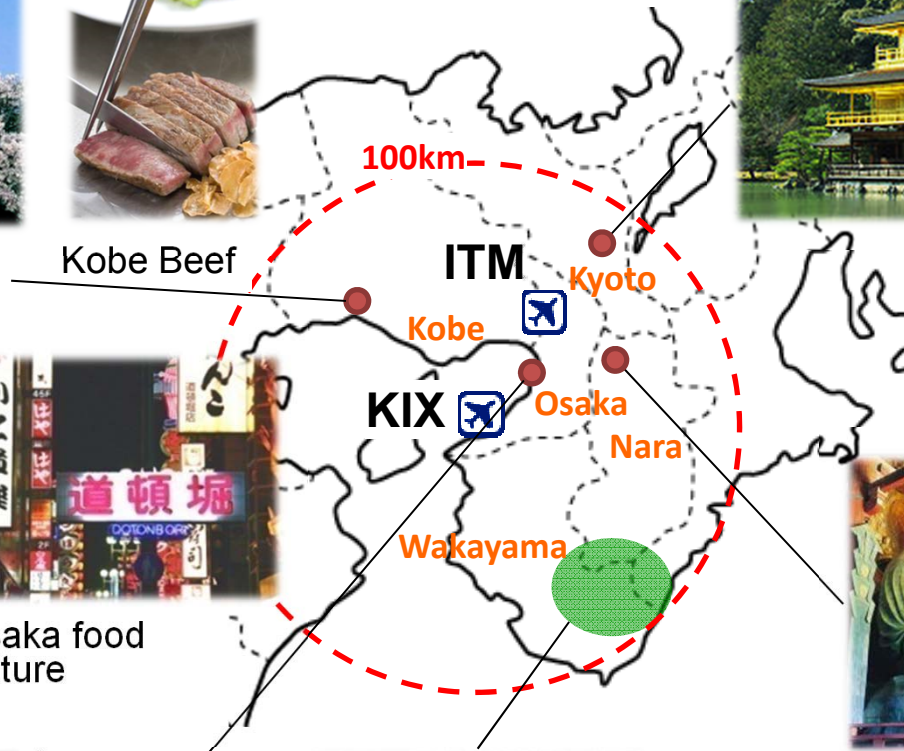
Universal
Studios
Japan



Sacred Sites and Pilgrimage
Routes in the Kii Mountain Range
(World Heritage)



Historic Monuments of Ancient Nara
(World Heritage)



2. Outline of KIX and ITM ①



KANSAI INTERNATIONAL AIRPORT

The airport that moves you 24/7

KIX
KANSAI INTERNATIONAL AIRPORT

Kansai International Airport continues to work around the clock with enthusiasm to handle the endless flow of people and goods to earn the trust, affection and respect of our customers and contribute to the development of the Japanese economy and society.



Outline of Kansai International Airport

[Location] Izumisano city, Tajiri town, Sennan city in OSAKA

[Scale] 1st Phase Island: approx. 510 ha
2nd Phase Island: approx. 545 ha

[Runway] Runway A: 3,500m long, 60m wide
Runway B: 4,000m long, 60m wide

[Aircraft Parking Bays] 91

[Passenger Terminal]
Terminal 1: 303,444m²(4 storeys)
Terminal 2: 29,660m²(1 storey, partially 2 storeys)

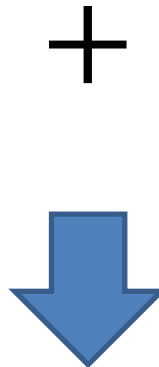
[Parking] 6,505 spaces

[Annual Aircraft Movements] approx.108,000

[Annual Passengers] approx.13,900,000

[Annual Cargo Volume] approx.710,000t

* FY2011 operational results (Source: NKIAC).
* KIX is the IATA airport code for Kansai International Airport.



Integrated
July 2012
under NKIAC

OSAKA INTERNATIONAL AIRPORT

Osaka International Airport is conveniently located at the heart of the Kansai area and is used by many customers each day as a key domestic airport of the Kansai region.

ITM



Outline of Osaka International Airport

[Location] Toyonaka city, Ikeda city, in OSAKA, Itami city in HYOGO

[Scale] approx. 317 ha

[Runway] Runway A: 1,828m long, 45m wide
Runway B: 3,000m long, 60m wide

[Aircraft Parking Bays] 50

[Passenger Terminal]
South terminal: 18,990m²(4 storeys)
North terminal: 21,598m²(4 storeys)

[Parking] 2,450 spaces

[Annual Aircraft Movements] approx.123,000

[Annual Passengers] approx.12,910,000

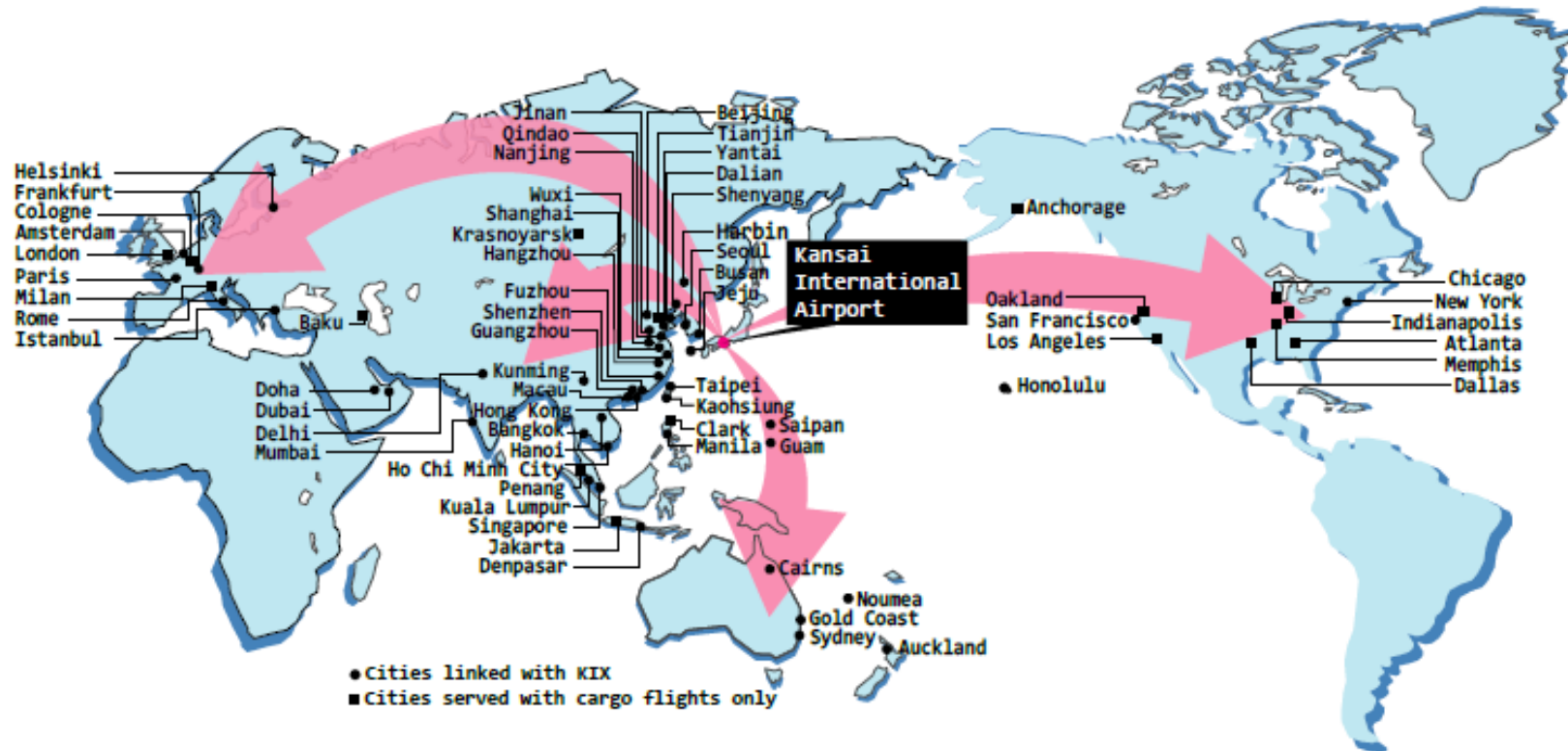
[Annual Cargo Volume] approx.113,000t

* FY2011 operational results (Source: NKIAC).
* ITM is the IATA airport code for Osaka International Airport.

2. Outline of KIX and ITM ②



International Flight Network (2013 Winter*)

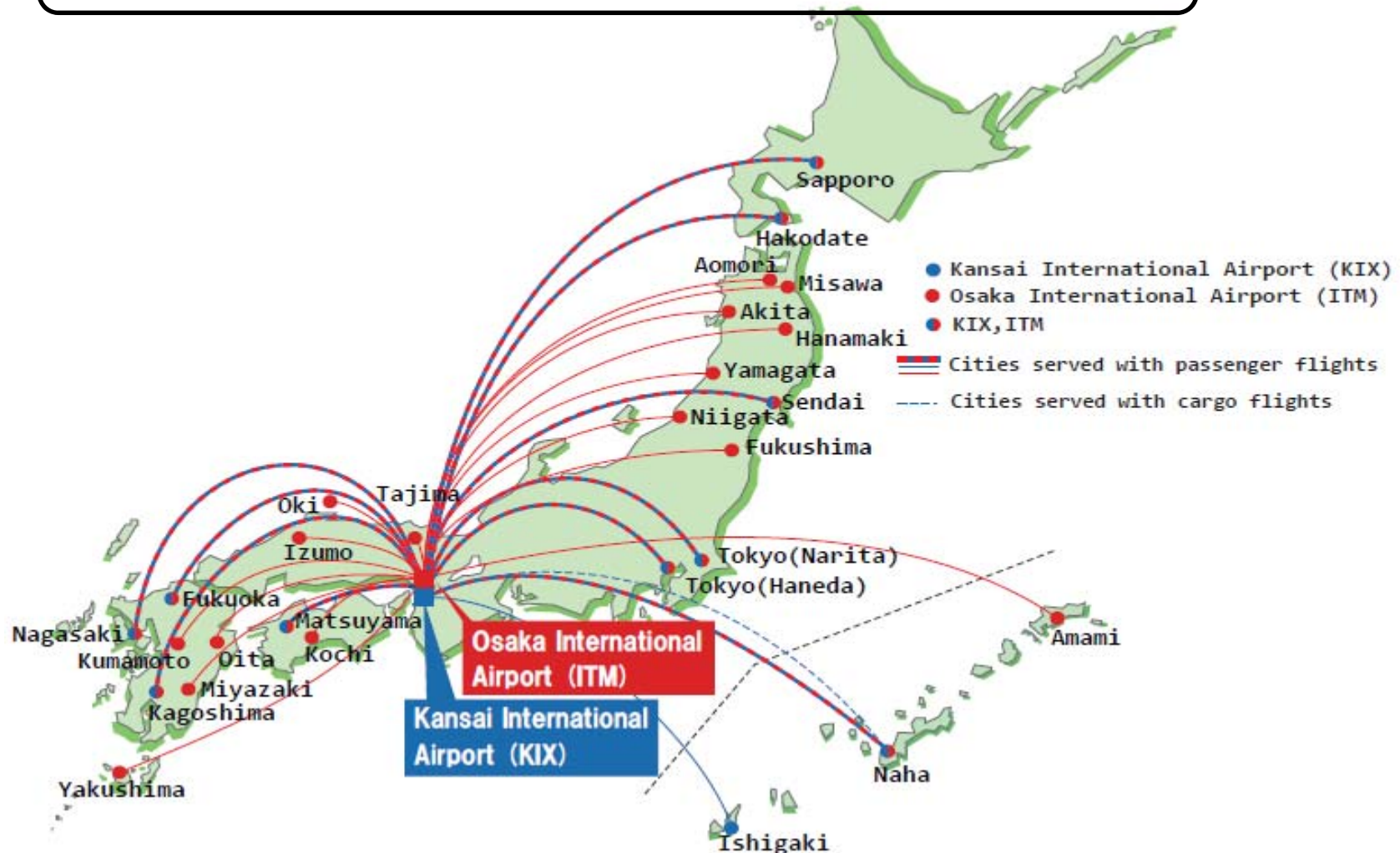


*planned schedule at its peak time in 2013 Winter (December)

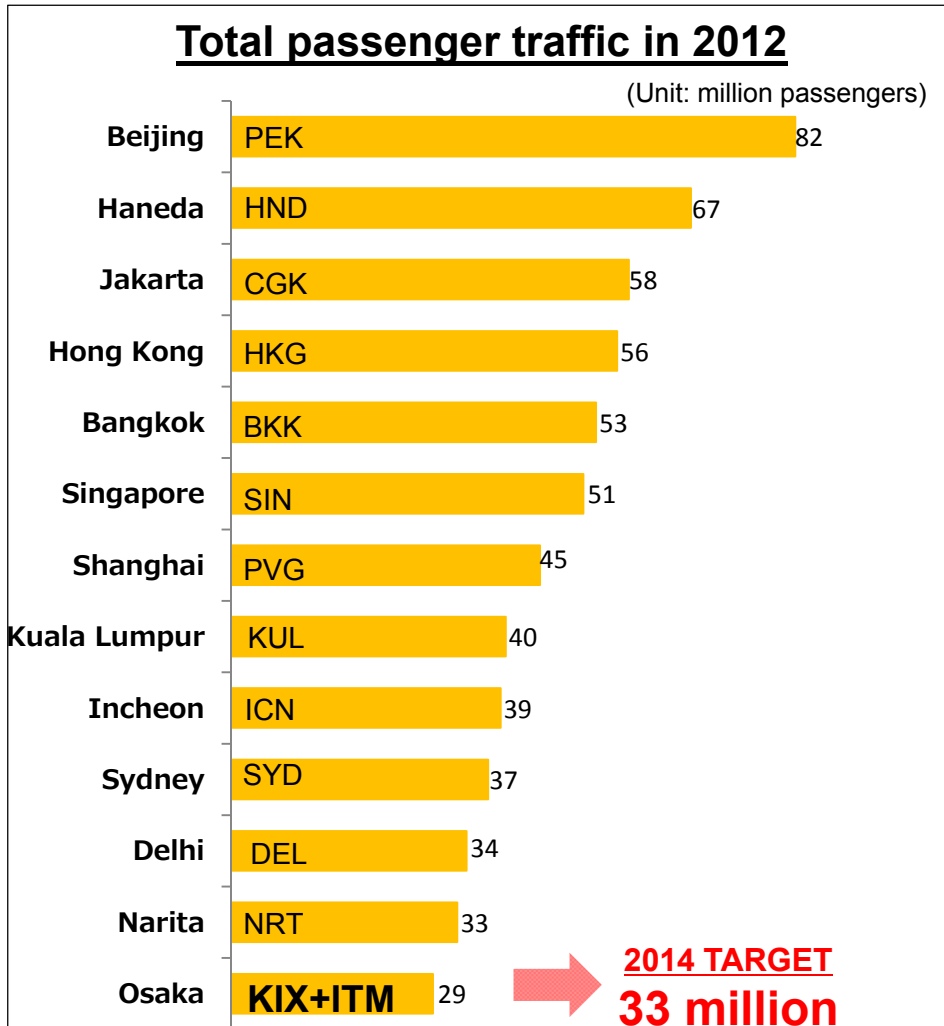
2. Outline of KIX and ITM ③



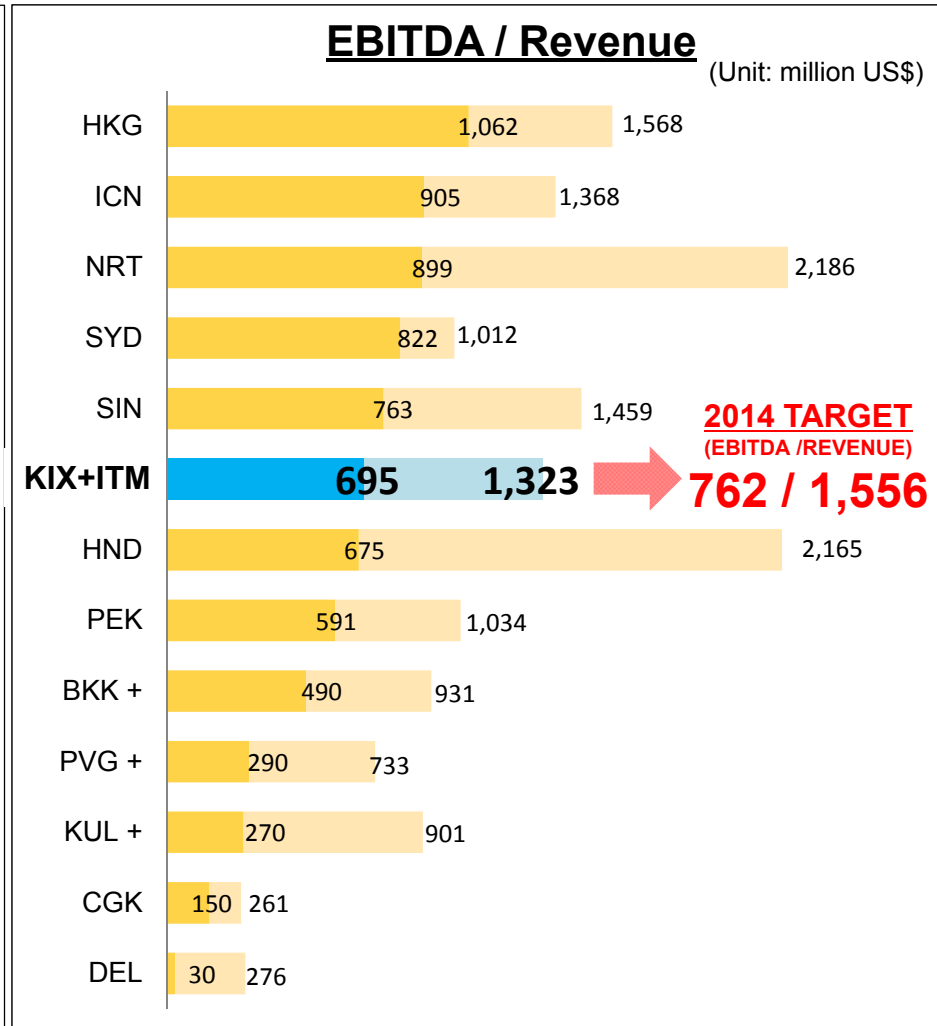
Domestic Flight Network(2013 Winter)



3. Benchmarking Our Position Asia Oceania



Note: Based on data from Airports Council International (ACI)



Note: Based on annual report of each airport operator (FY2009, 2010 or 2011).

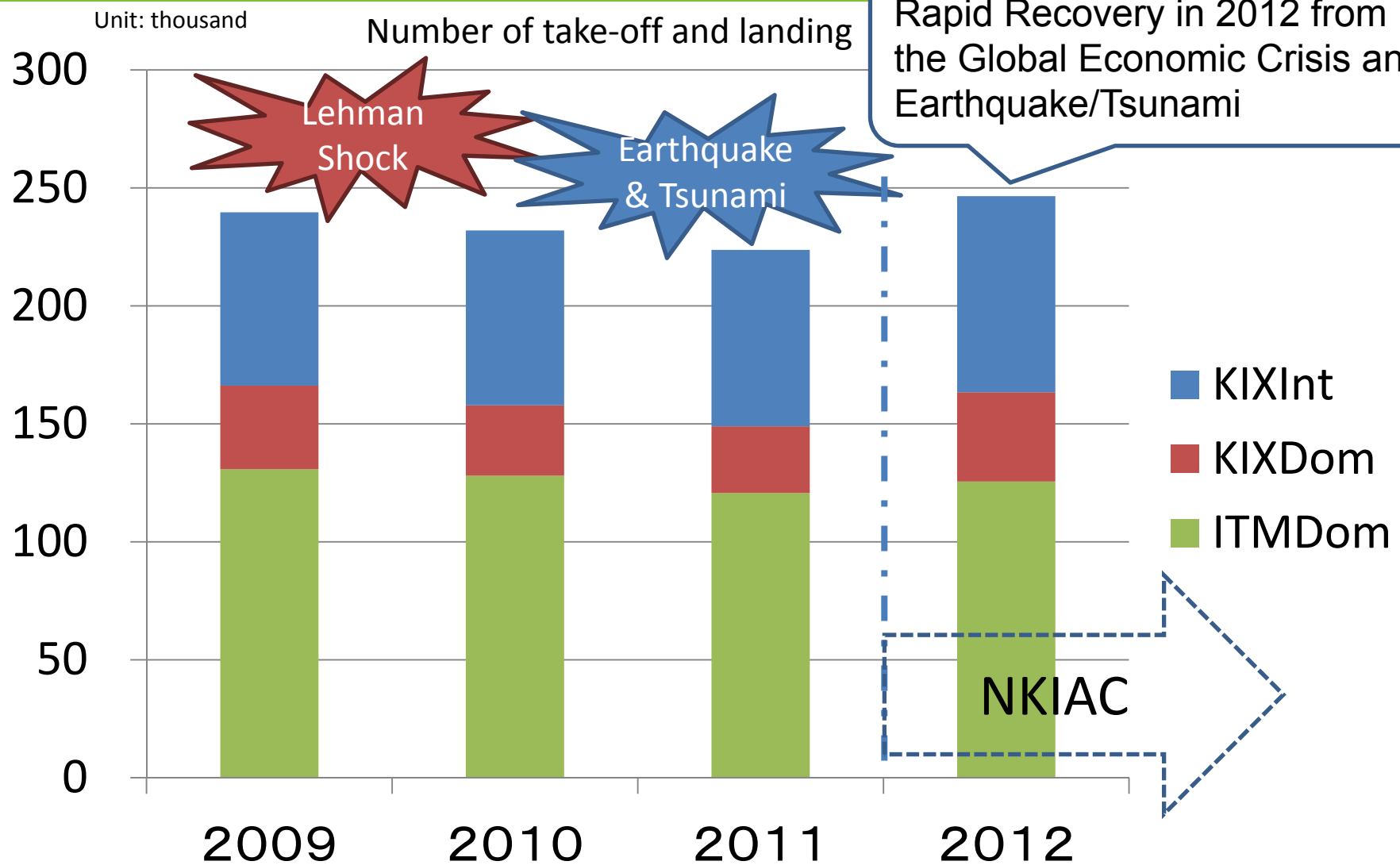
+ = includes other airports of the same operator.

Based on corresponding US\$ exchange rates as of October 31, 2012.

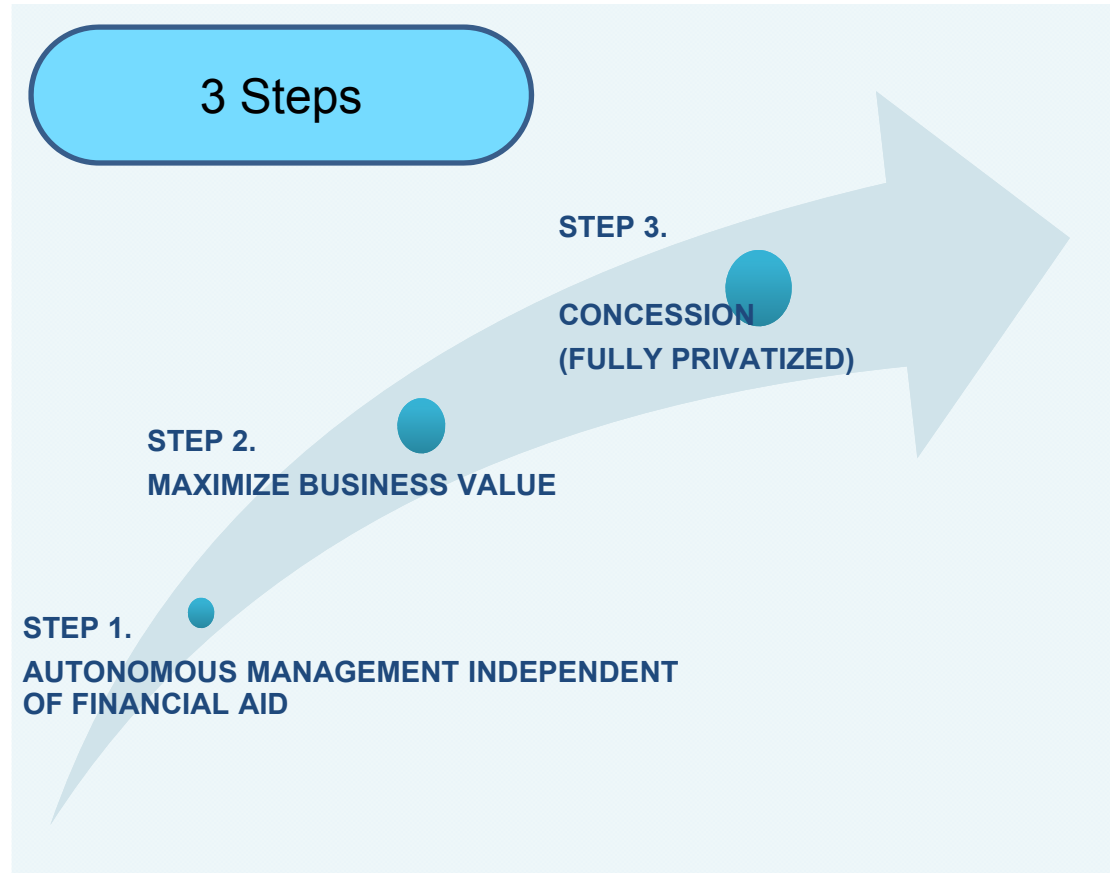
Revenue: 1,323 = (KIX 1,126) + (ITM 197), 1,556 = (KIX 1,368) + (ITM 188)



4. Recent Performance



5. Challenge of NKIAC for Full Privatization



STEP1.

Realize autonomous management without financial aid of Japanese government by adopting ways of private business management.

STEP2.

Maximize business value of our company by implementing growth plan and optimization.

STEP3.

Conduct concession as soon as possible and become a fully privatized company.

Increasing aviation traffic demand and expanding commercial revenue with high-quality and effective services makes enterprise value of our company higher.

6 . Dramatic growth of LCC at KIX ①



The concept: “Functionality; Economic Efficiency; and Safety and Security”

- Total floor area of approx. 30,000 m²
- Single-story building (partly two-story)
- Used for both international and domestic flights with inter-operable gates
- No passenger boarding bridges and passengers walk to/from aircraft directly



- 9 new spots, 8 of which is for small aircraft
- Small aircraft can move without a towing vehicle



Entrance of the Terminal building

Passenger Waiting Area inside the Terminal building



Opened on October 28th, 2012

6 . Dramatic growth of LCC at KIX ②



Peach Aviation, based at Kansai International Airport, has been established.
We built **the first-ever terminal dedicated to LCC flights in Japan.**

Overview of LCC business based at KIX

The brand name of “**Peach**” was announced in May 2011.

◎ **Based at Kansai International Airport, LCC business in domestic and international flight services** are promoted.

◎ The operation started in March 2012.

- Domestic: Fukuoka, Sapporo, and Nagasaki (March 2012); Kagoshima (April 2012); Okinawa (October 2012) ; Sendai(March 2013) ; and Ishigaki (June 2013)
- International: Incheon (May 2012), Hong Kong (July 2012), Taipei (September 2012) ,and Busan (September 2013)



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Expected to have 10 aircraft and annual passengers of 4 million by 2013 summer.

Expected to have 15 to 20 aircraft and annual passengers of 6 million by 2015.

Jetstar Japan started operation in July 2012.

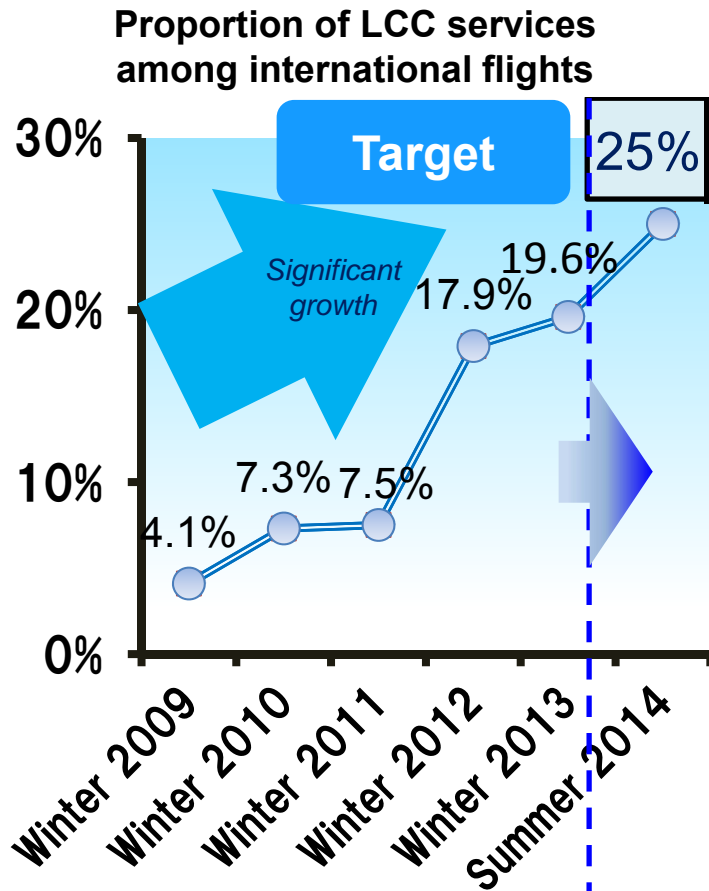
- Domestic: Narita (July 2012); Sapporo and Fukuoka (August 2012); and Okinawa (November 2012)

Jetstar Japan has announced to establish its second base at KIX.



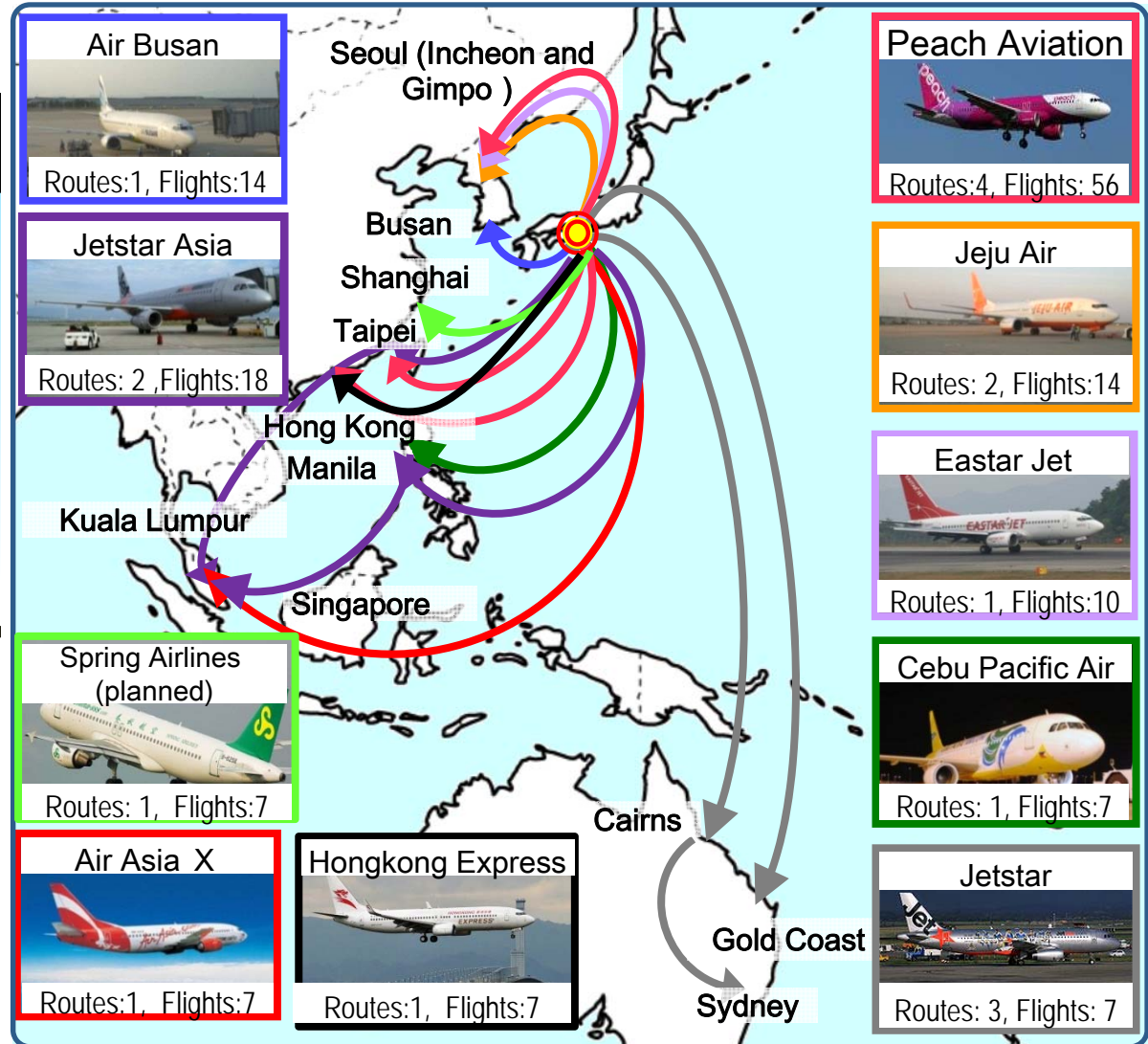
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6 . Dramatic growth of LCC at KIX ③



Need to increase capacity for LCC

Terminal 3



* The numbers of flights are based on the Winter 2013 International Flight Schedule

** In the domestic market, Peach Aviation and Jetstar Japan in operating

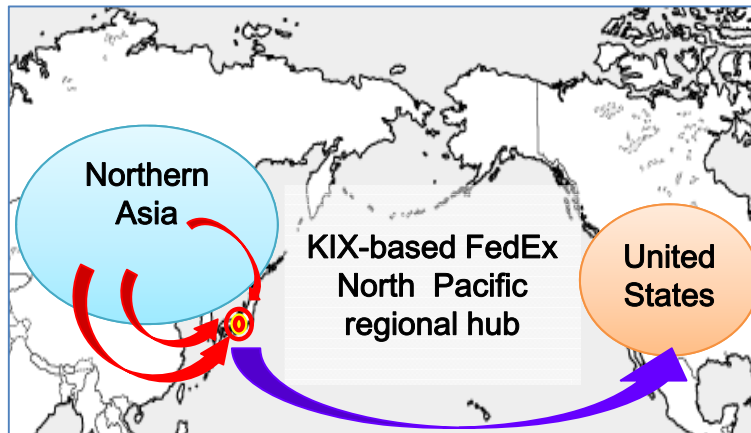
7 . Cargo Initiative



- KIX** ■ FedEx will establish a North Pacific Regional Hub at KIX to serve as a consolidation point for shipments from northern Asia to the U.S. Operation will begin in 2014 spring.

“We find that the location of KIX is convenient for both the major Asian markets and cities in the United States, and it has also had outstanding 24-hour operations since its opening in 1994.”

FedEx Business Model



8. Current Situation on Kansai – US routes



At Peak Period
63 Services/week
(1998 Summer)
<SEA/LAX/SFO/
MSP/ORD/DTW>
PAX: 866,000 (2000)

Current
10 Services/week
(2013 Winter)
<SFO 7/w JFK 3/w>
PAX: 176,000 (2012)

**Drastic drop of frequency
and number of passengers
due to 9/11, SARS, Fuel
Price Hike etc.**

9 . New Developments at KIX – Domestic Service Expansion



KIX-Based LCC - Peach

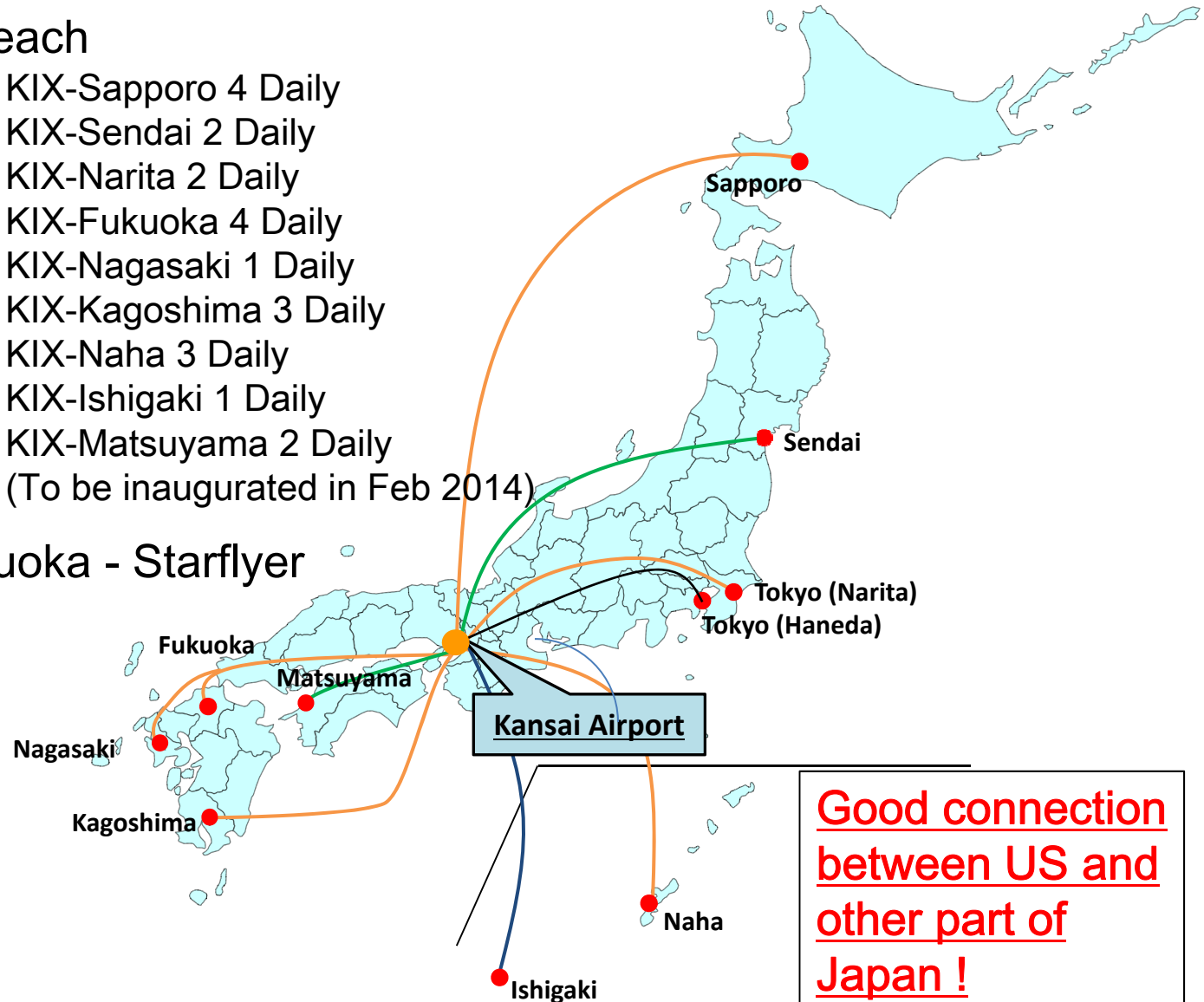


- KIX-Sapporo 4 Daily
 - KIX-Sendai 2 Daily
 - KIX-Narita 2 Daily
 - KIX-Fukuoka 4 Daily
 - KIX-Nagasaki 1 Daily
 - KIX-Kagoshima 3 Daily
 - KIX-Naha 3 Daily
 - KIX-Ishigaki 1 Daily
 - KIX-Matsuyama 2 Daily
- (To be inaugurated in Feb 2014)

New Service to Fukuoka - Starflyer



- KIX-Fukuoka 4 Daily
- KIX-Haneda 5 Daily



Combining the advantages of Kansai and Osaka international airports,
two of Japan's leading airports.
New Kansai International Airport Co., Ltd. launches into action.



Thank You For Your Attention!