

Discount Scheme for Landing Fee/Security Fee at New Chitose Airport

2020.06.01



**Hokkaido
Airports**

1. Discount Policy

- ◆ Hokkaido Airports Co., Ltd. (HAP) has set the following future goals for New Chitose Airport
 - ① 35.4 million passengers (International: 10.9 million, Domestic: 24.5 million)
 - ② 84 routes (International: 52 routes, domestic: 32 routes)
- ◆ To accomplish our goals, we will introduce HAP's original discount scheme on June 1, 2020, when our operation of New-Chitose Airport, to expand our aviation network.
- ◆ HAP will not only expand the discount and incentive system at New Chitose Airport, but will also introduce a new discount scheme in Asahikawa, Wakkanai, Kushiro, Hakodate, Obihiro, and Memanbetsu, where airport operations will start sequentially, based on the characteristics of each airport. We will contribute to the revitalization of the whole Hokkaido area with the aim of creating the flow of excursions around Hokkaido.

■ Outline of Discount

- ① Discount for new route
=>Applicable for 4 years in stages from commencement date
- ② Discount for late night and early morning flights
=> Applicable for 5 years from commencement date

■ Discounted Charges

Landing fee, Security fee

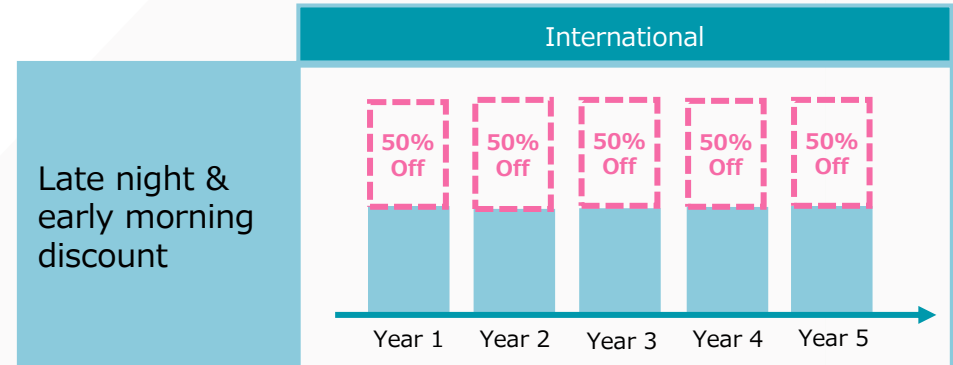
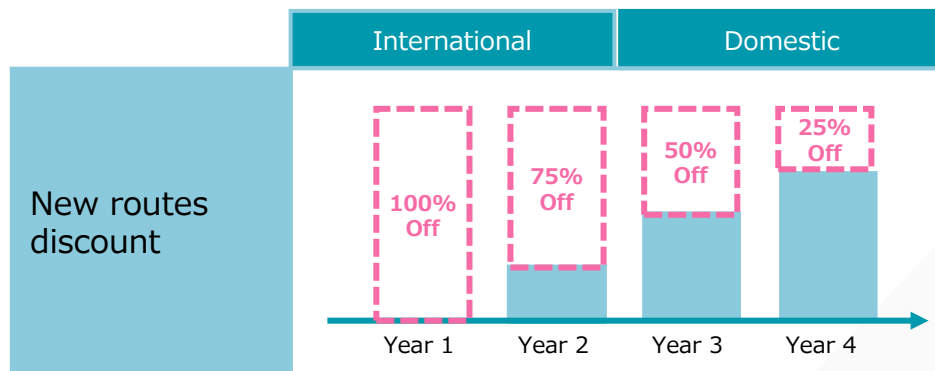
2. Details of Discount

■ System Overview

We will introduce new route discount and discount to effectively use slots at midnight and early morning hours to New-Chitose Airport for up to 5 years, expansion of our aviation networks.

■ Contents of the Discount

| | Target | | Discount Rate | Conditions of Application |
|---------------------------------------|------------------------------|---|---|--|
| ① New routes discount | Landing fee, Security fee | Scheduled flights (International, Domestic) | Year 1: 100% Year 2: 75% Year 3: 50% Year 4: 25% | <ul style="list-style-type: none"> • New routes for Hokkaido *Excluding routes where two years have not passed since the suspension or abolition |
| ② Late night & early morning discount | Landing fee, Security fee | Scheduled flights (International) | 50% (Five years.) | <ul style="list-style-type: none"> • Scheduled international flights landing between 20:00 to 8:59 (Applicable to both passengers and cargo) |



*For detail on landing fee, please refer to the HAP website (URL: https://www.hokkaido-airports.co.jp/en/airport_operation/)