

Enhancing Incentive Programs for Airlines to expand Narita Network

Since the introduction of the Narita Promotional Incentives in FY 2015, Narita Airport has been committed to expanding its route network and increasing the number of services on its existing routes. This has brought about significant growth on the number of destinations from 117 (100 overseas and 17 domestic in the 2015 summer) at the time of program introduction to 139 today (119 overseas and 20 domestic).

Now, with the rapid growth of inbound tourism and the 2020 Tokyo Olympic and Paralympic Games quickly approaching, we are expanding our incentive programs to encourage airlines to further expand Narita network.

1. Improved Incentives for New Routes

To promote greater diversity in our flight service network, we will improve the incentives for new routes : longer discount period from 2 years to 3 and larger landing charge discounts.

* The ongoing "Network Expansion Discount" is renamed as "New Route Discount".

2. Morning Departure Bonus

We will also introduce "Morning Departure Bonus" to increase the number of scheduled departure flights in the morning hours and offer travelers with more schedule options. New flight services that depart in the morning hours will have their landing charges waived for 3 years (if the route is new to Narita) or halved (if new to serving airline).

- Program Implementation Period ■
1 April 2019 - 31 March 2022 (3 years)
- Program Overview ■



* Refer to the attachment for further information

“New Route Discount” on International & Domestic Routes

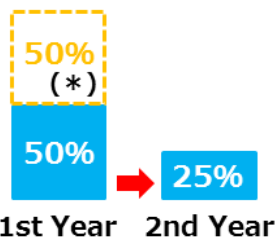
(Renewal of “Network Expansion Discount” on international & domestic routes)

Landing Charge Discount

New route for Narita Airport

Current Program

50% (*) Additional Tonnage Discount
 50% Network Expansion Discount



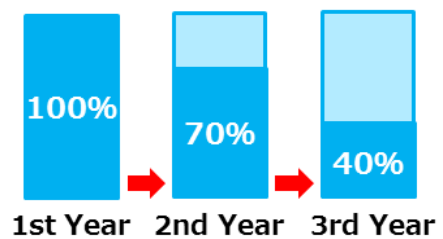
(*) Up to 100% in combination with Additional Tonnage Discount



New Program

100% New Route Discount
 Morning Departure Bonus

* Not eligible for Additional Tonnage Discount

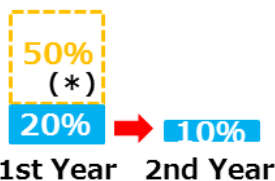


When Morning Departure Bonus Applies
100% → 100% → 100%

New route for Airline

Current Program

50% (*) Additional Tonnage Discount
 20% Network Expansion Discount



(*) Up to 70% in combination with Additional Tonnage Discount



New Program

50% New Route Discount
 Morning Departure Bonus

* Not eligible for Additional Tonnage Discount



When Morning Departure Bonus Applies
50% → 50% → 50%

“New Route Discount” on International & Domestic Routes

Introduction of “Morning Departure Bonus”

- If a new flight service departs in the morning hours*, the “Morning Departure Bonus” will apply on top of the “New Route Discount”.

[New route for Narita Airport] 1st Year 100% 2nd Year 100% 3rd Year 100%

[New route for Airline] 1st Year 50% 2nd Year 50% 3rd Year 50%

* Morning Hours: International (6:00-8:59), Domestic (6:00-7:59)

Transitional Measures

- Routes applied in the existing program and continued to qualify from FY 2019 onwards will be eligible for the new program.
 - Please note as an exception to the “Morning Departure Bonus”, that existing flights that depart in the morning hours and which are not applied in the “New Route Discount” as of 1 April 2019, will qualify for the 50% discount on landing charge for 3 years from 1 April 2019.
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