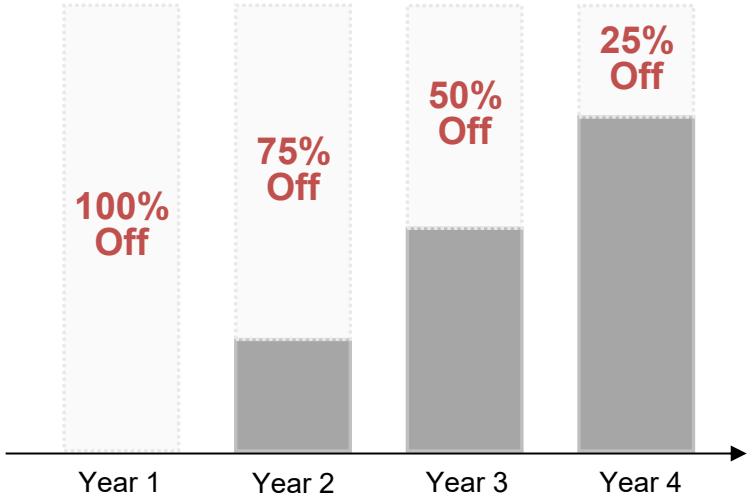
New Routes Discount

New Routes Discount



Target	Discount Rate	Conditions of Application
Landing fee Security fee	Year 1: **100%** Year 2: **75%** Year 3: **50%** Year 4: **25%**	• **New routes for Hokkaido** (Applicable only to scheduled passenger flights) ＊ Excluding routes operated by other airlines ＊ Excluding routes where two years have not passed since the suspension or abolition

Late Night & Early Morning Discount （CTS）

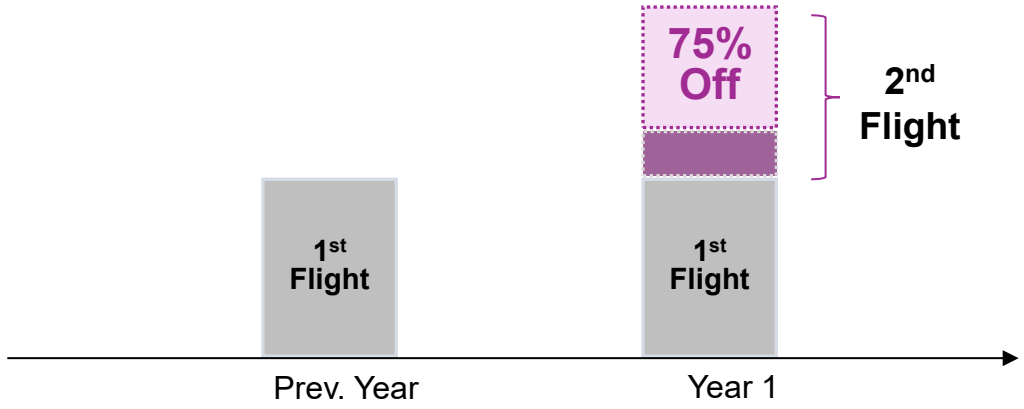
Late Night & Early Morning Discount



	Target	Discount Rate	Conditions of Application
Late Night & Early Morning Discount	Landing fee Security fee	**50%** Five years	• Scheduled international flights landing between **20:00 to 9:00(I)** (Applicable to both scheduled passengers and cargo flights)

Late Night & Early Morning Discount HKD/AKJ/WKJ/KUH/OBO/MMB

Discount for Increased Volumes



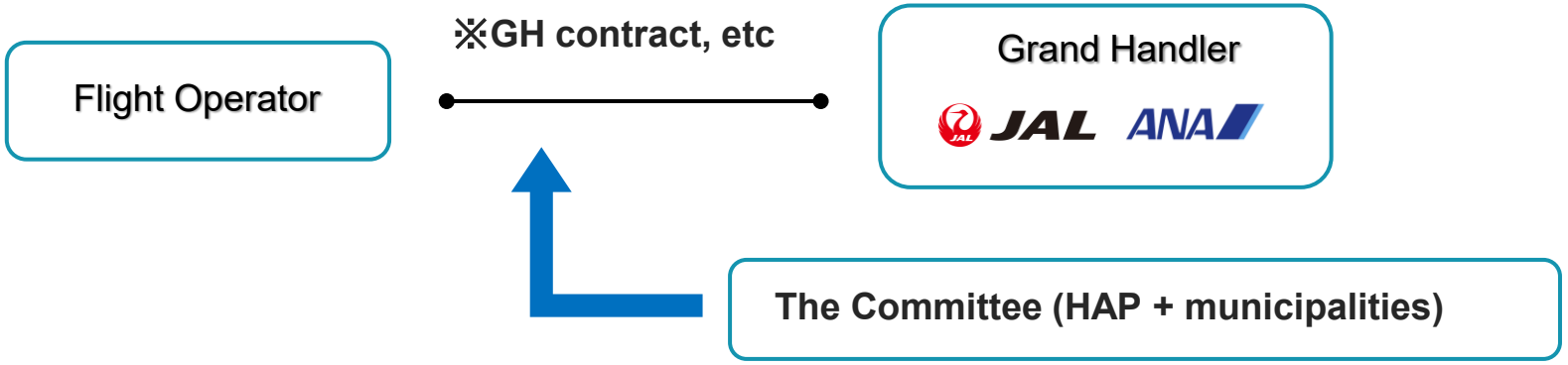
	Target	Discount Rate	Conditions of Application
Discount for Increased Volumes (MTOW)	Landing fee Security fee	**75%** (Applied to increased volumes)	• Applied to scheduled flights' additional volumes (MTOW) compared to the same period of the previous year * Will not be applied when downsizing of aircrafts occur * The number of flights must be increased (will not be applied only when the aircraft has been changed to a larger aircraft)

AIRLINE SUPPORT DETAILS

Committee is supporting JAL and ANA`s ground handling divisions to let them accept more international flights at local Hokkaido airports.

(The Hokkaido Airport Reception System Development Executive Committee since June 2025)

■ Lateral Support by Committee on Grand Handling



■ Committee members : AKJ,HKD,OBO,KUH,MMB,WKJ

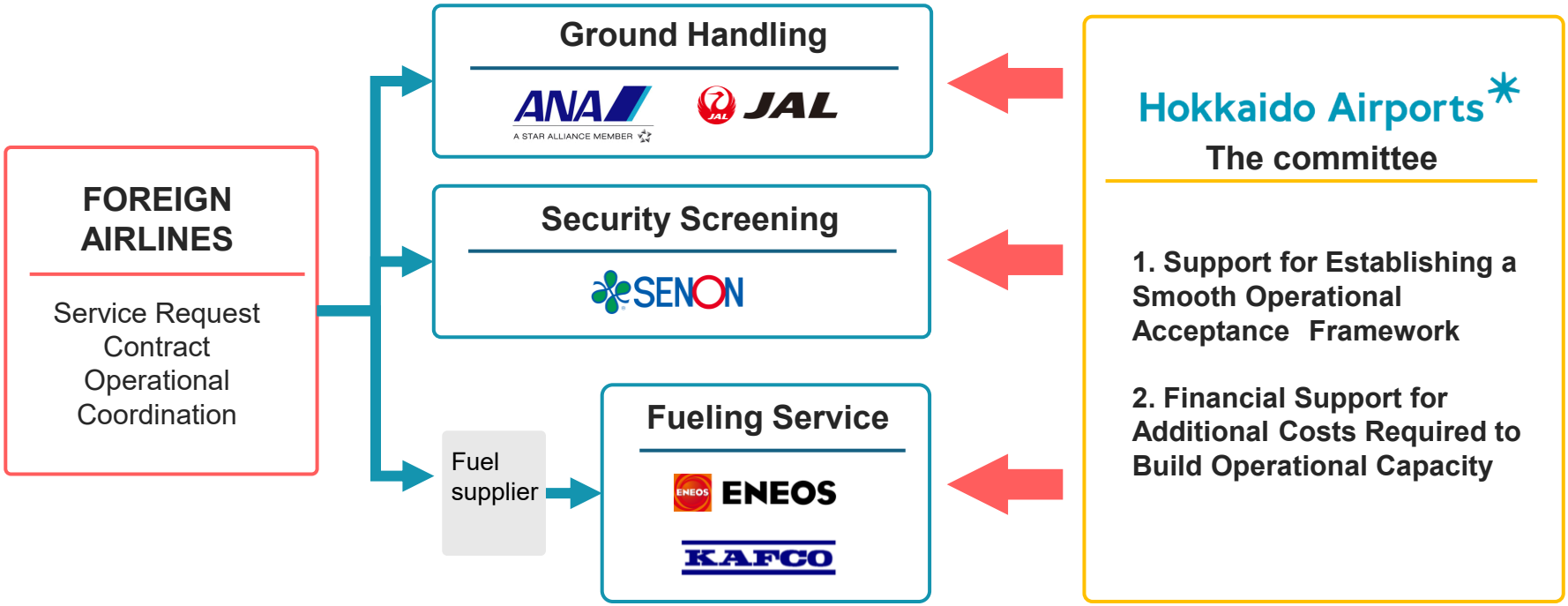
Chair	City of Asahikawa(AKJ)	Members	City of Wakkanai (WKJ), City of Kushiro (KUH) Town of Higashikagura (AKJ) Town of Ozora, City of Abashiri (MMB)
Vice Chair	City of Hakodate(HKD)		
Audit	City of Obihiro(OBO)	Staff Office	Hokkaido Airports co,ltd

Multifaceted Contract with JAL including GH for Hokkaido`s local Airports (includes Manning support from another airport)

AIRLINE SUPPORT DETAILS

Providing support to ground handling companies, security screening providers, and aviation fuel suppliers to strengthen operational readiness and enable international flight services at regional airports

■ Support for Service Arrangement and Coordination at Six Regional Airports in Hokkaido

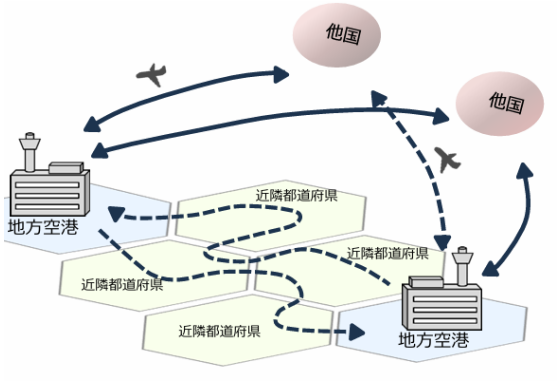


Provide one-stop coordination with all airport stakeholders for new airline services at regional airports, including the development of operational support frameworks that consider temporary staff deployments from other airports.

TRAVEL PRODUCT SUPPORT DETAILS

Additional costs required to implement this itinerary can be supported by Hokkaido Airports and local municipalities.

■Japan Tourism Agency's support program "Promoting Bilateral Exchange through Regional Airports"



On this Incentive Program, following 2 conditions must applied.

1. Inbound Charter must be two different airports.
   (Example: IN at WKJ, OUT from AKJ)
2. One charter must be Foreign inbound passengers, and another must be Japanese outbound passengers

◆Support Details◆ (TBD)

1 Travel Product Development Support

- ✓Tour Package Development costs
- ✓Marketing and Promotion

2 Transportation & Logistics Support

- ✓Additional Transportation Costs (Bus)
- ✓Aircraft Repositioning Flight Costs (MMB–KUH etc)

Support Recipients

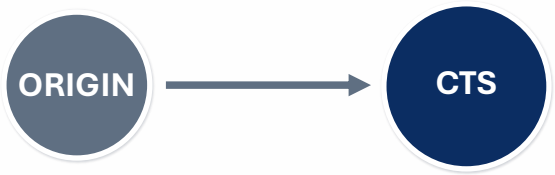
Travel Agencies (as a travel products development and promotion)

Multi-Airport Incentive Program

Airlines operating services to multiple airports in Hokkaido can receive landing fee discounts at New Chitose Airport. The incentive increases based on the number of flights and airports served.

CASE 1 | CTS ONLY

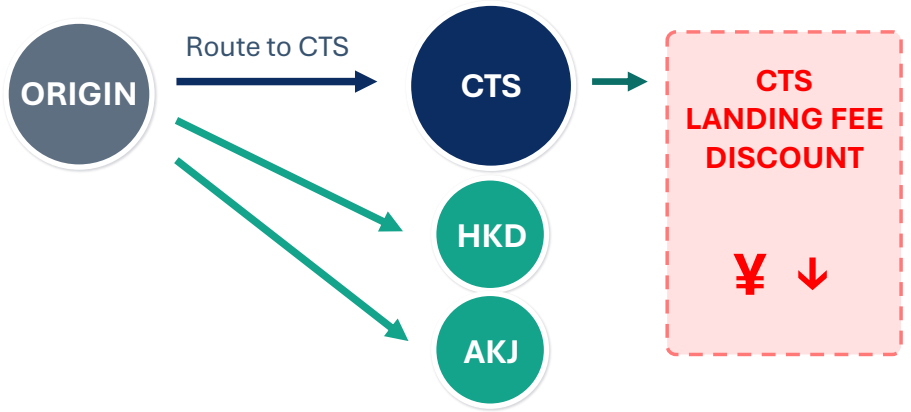
Route to New Chitose Airport



Only the CTS route is operated

No additional multi-airport incentive

CASE 2 | CTS + REGIONAL AIRPORT



Route to another Hokkaido airport

Operate both routes → receive the incentive

For further details, please contact us.