

Second Quarter of FY19

Earnings Presentation Material

(November 19, 2019)

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Japan Airport Terminal Co., Ltd.

<https://www.tokyo-airport-bldg.co.jp/>

Second Quarter of FY19

Earnings Presentation Material

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Earnings Presentation Material

Second Quarter of FY19 (FY19 2Q)

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1. Review of Consolidated Financial Results for FY19 2Q

(1) Business Environment

Business Environment

- The upward trend in non-Japanese visitors to Japan continues, with up 3.2% for the first half, only below the YoY figure in August
- Despite the decline in Korean visitors to Japan, increasing visitors to Japan from Europe, US, and Australia, as well as from China and South East Asia
- In the exchange rate market, the uptrend in the yen continues, especially the yuan continues to trend downward

Effects of Japan-Korea relationship, natural disasters, etc.

- Decline in international flight passenger volume from Korea at Haneda after August, continuing the decline after September
- Increase in the total passenger volume despite the effects of Typhoons Nos. 15 and 17 in September, reflecting the recovery from effects of the earthquakes and typhoons last year and from the canceled Haneda domestic flights due to engine inspections at some airlines

■ First-half passenger volumes (YoY comparison)

Airport	First-half passenger volume			Initial forecasts	
	FY19 (10 thousands)	FY18 (10 thousands)	Rate of change (%)	Rate of change (%)	Difference (P)
Haneda – Domestic	3,374	3,361	0.4	3.1	-2.7
Haneda – International	934	906	3.1	2.9	0.2
Total Haneda	4,308	4,267	1.0	3.1	-2.1
Narita	1,862	1,811	2.8	4.2	-1.4
Kansai	1,275	1,075	18.6	15.9	2.7
Chubu Centrair	352	304	15.8	5.4	10.4

1. Review of Consolidated Financial Results for FY19 2Q

(2) Consolidated Financial Results

Main Factors Behind Changes

- Differences from previous fiscal year results
 - Growth in facility user charges revenue, reflecting the increase in passenger volume, and merchandise sales decrease due to the temporary closure of stores for renovation, etc. and the declining consumption trend among Chinese visitors to Japan
 - Income decrease due to increases in depreciation and operating expenses following the launch of Terminal 2 satellite facilities
- Differences from initial forecasts
 - Merchandise sales fell below forecasts due partly to the continued slow-down in consumption by Chinese passengers and restrictions in the operation of airport-type urban duty-free stores due to the effects of Typhoon No. 15
 - Income beat initial forecasts, reflecting repair expenses, advertising expenses, and commissioned management fees falling short of the plan

Consolidated financial results for FY19 1H

Note: Figures shown are rounded down to the nearest 100 million yen. (Billions of yen)

Items	1H	Results	LY Results	Amount affected due to TIAT consolidation	Change amount	Rate of change (%)	Initial forecasts		Difference
		Amount affected due to TIAT consolidation					(*1)	Amount affected due to TIAT consolidation	
Operating revenues	135.2	16.3	137.4	17.1	-2.1	-1.6	137.3	16.5	-2.0
(Facilities management)	(42.6)	(11.1)	(40.6)	(11.6)	1.9	4.9	(41.6)	(11.0)	1.0
(Merchandise sales)	(82.2)	(5.0)	(86.5)	(5.4)	-4.3	-5.0	(85.5)	(5.4)	-3.2
(Food and beverage)	(10.3)	(0.1)	(10.2)	(0.1)	0.1	1.8	(10.2)	(0.1)	0.1
Operating income	11.1	5.4	12.9	5.0	-1.8	-13.9	9.9	4.5	1.2
Ordinary income	10.7	4.2	11.7	2.2	-1.0	-8.8	9.2	3.3	1.5
Net income	5.9	1.5	28.2	21.2	-22.2	-78.9	4.9	1.1	1.0

*1: Financial forecast announced in May 2019



2. Consolidated Financial Forecast for FY19

(1) Business Environment

Business Environment

- Though a gradual recovery in the economy is expected, attention is being paid to the effects of the Chinese economy and rises in oil prices
- Trends in consumption by Chinese and Korean passengers, as well as the Hong Kong situation, will continue to be unpredictable
- Starting March 29, 2020, the number of Haneda international flights will increase by 50, or by approximately 1.4 times, per day

Number of Passengers (YoY comparison)

- Projected growth of 1.2% for the year for Haneda domestic flights, with the expected growth in the second half as initially forecast
- Projected growth of 3.9% for the year for Haneda international flights by taking into account an increase in late-night flights and other increases in flight from March, despite the expected decline in passenger volume for flights from Korea and Hong Kong

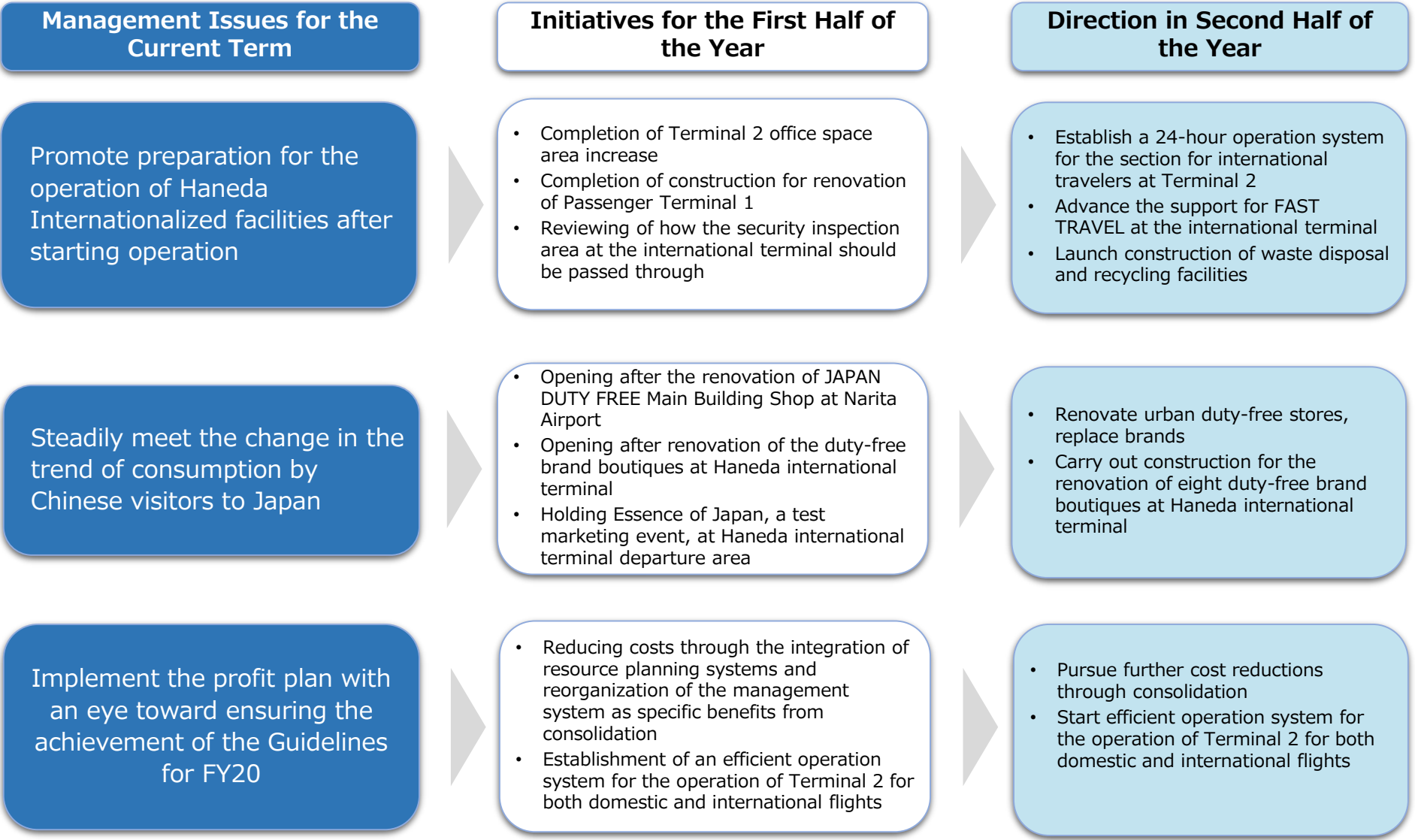
■ The number of passengers forecast for FY19 (YoY comparison)

Airport	FY19 1H (%)	FY19 2H (%)	FY19 (%)	Full-year initial forecasts (%)	Difference (P)	Revised forecasts (10 thousands)
Haneda – Domestic	0.4	2.0	1.2	2.5	-1.3	6,833
Haneda – International	3.1	4.7	3.9	3.3	0.6	1,886
Total Haneda	1.0	2.6	1.8	2.7	-0.9	8,720
Narita	2.8	4.4	3.6	5.5	-1.9	3,716
Kansai	18.6	9.2	13.6	9.5	4.1	2,600
Chubu Centrair	15.8	13.6	14.7	6.9	7.8	699



2. Consolidated Financial Forecast for FY19

(2) Initiatives for Management Issues for the Current Term





2. Consolidated Financial Forecast for FY19

(3) Consolidated Financial Forecast for FY19

Main Factors Behind Changes

- Projected operating revenues fall below initial forecasts due partly to a slowdown in consumption by Chinese passengers, despite increasing trends in rent revenues, parking revenues, and sales from food and beverages
- On the income side, operating income exceeds the initial forecast reflecting some expenditures falling below the plan and cost reduction effects, despite incurring a one-time cost from acquiring a new training facility

Consolidated financial forecast for FY19

Note: Figures shown are rounded down to the nearest 100 million yen. (Billions of yen)

Items	FY19 1H			FY19 2H			FY19			Previous fiscal year results (FY18)	Change
	Results	Initial forecasts	Change	Revised forecasts	Initial forecasts	Change	Revised forecasts (*2)	Initial forecasts	Change		
Operating revenues (*1)	135.2 (137.4)	137.3	-2.0	140.4 (136.1)	140.2	0.2	275.7	277.5	-1.8	273.6	2.0
Operating income	11.1 (12.9)	9.9	1.2	5.5 (9.5)	6.1	-0.5	16.7	16.0	0.7	22.4	-5.7
(Operating income ratio)	8.2%	7.2%	1.0P	3.9%	4.4%	-0.5P	6.1%	5.8%	0.3P	8.2%	-2.1P
Ordinary income	10.7 (11.7)	9.2	1.5	4.3 (8.6)	5.0	-0.6	15.1	14.2	0.9	20.3	-5.2
Net income	5.9 (28.2)	4.9	1.0	2.3 (4.8)	3.1	-0.7	8.3	8.0	0.3	33.0	-24.7

*1 Figures in () are results for the previous fiscal year

Dividend	¥ 22.0	¥ 20.0	¥ 20.0	¥ 20.0	¥ 42.0	¥ 40.0	¥ 45.0
Payout ratio	30.1%	33.2%			41.1%	40.6%	31.2% (*3)

*2 Revised forecasts are the financial forecasts announced in November 2019

*3 The calculation excludes the amount that was recognized concerning the consolidation of TIAT after considering the deferred tax effect of the one-time extraordinary gain on negative goodwill.

Capital expenditures	82.0	77.0
Depreciation expenses	27.8	26.7
EBITDA	44.5	42.7



2. Consolidated Financial Forecast for FY19

(3) Consolidated Financial Forecast for FY19 (Amount affected due to consolidation of TIAT)

■ Consolidated financial forecast for FY19

Note: Figures shown are rounded down to the nearest 100 million yen. (Billions of yen)

Items	FY19						Previous fiscal year results (FY18)		Change	Rate of change (%)
	Revised forecasts		Initial forecasts		Change	Rate of change (%)	Amount affected due to TIAT consolidation			
		Amount affected due to TIAT consolidation		Amount affected due to TIAT consolidation						
Operating revenues	275.7	29.2	277.5	30.7	-1.8	-0.6	273.6	31.9	2.0	0.8
Operating income	16.7	7.5	16.0	6.8	0.7	4.4	22.4	9.3	-5.7	-25.7
(Operating income ratio)	6.1%		5.8%		0.3P	-	8.2%		-2.1P	-
Ordinary income	15.1	4.9	14.2	4.4	0.9	6.3	20.3	4.3	-5.2	-25.9
Net income	8.3	1.5	8.0	1.6	0.3	3.8	33.0	21.3	-24.7	-74.9



2. Consolidated Financial Forecast for FY19

(4) Forecast of Operating Revenues by Segment

Note: Figures shown are rounded down to the nearest 100 million yen. (Billions of yen)

Items	FY19						Previous fiscal year results (FY18)	Change	Rate of change (%)	
	Revised forecasts		Initial forecasts		Change	Rate of change (%)				
		Amount affected due to TIAT consolidation		Amount affected due to TIAT consolidation						
Facilities management	86.1	21.2	84.1	20.0	2.0	2.4	82.0	20.8	4.0	4.9
Rent revenue	18.7	4.2	18.1	4.0	0.6	3.3	17.4	3.9	1.2	7.1
Facility user charges revenue	44.7	25.3	44.8	25.2	-0.1	-0.2	43.5	24.4	1.1	2.7
Other revenues *1	22.7	-8.3	21.2	-9.2	1.5	7.1	21.0	-7.4	1.6	7.6
Merchandise sales	169.1	7.8	173.2	10.5	-4.1	-2.4	171.4	10.8	-2.3	-1.4
Sales at domestic terminal stores	35.7	-	35.7	-	-	-	36.2	-	-0.5	-1.4
Sales at international terminal stores	98.7	62.2	101.3	63.2	-2.6	-2.6	98.5	59.3	0.1	0.2
Other sales *1	34.7	-54.4	36.2	-52.7	-1.5	-4.1	36.7	-48.4	-2.0	-5.6
Food and beverage	20.5	0.2	20.2	0.2	0.3	1.5	20.0	0.1	0.4	2.0
Sales from restaurants	12.7	3.1	12.5	3.0	0.2	1.6	12.5	2.9	0.1	1.5
Sales from in-flight meals	7.0	-	6.9	-	0.1	1.4	6.7	-	0.2	3.5
Other sales *1	0.8	-2.9	0.8	-2.8	-	-	0.8	-2.7	-0.0	-2.0

*1 Main item for "Other Revenues"/"Other Sales" in each segment

- Facilities management: Subcontracted work revenues, income from parking lots, income from hotel business, income from advertising and lounges, etc.
- Merchandise sales: Income from wholesaling (Duty-free goods, others to Narita Airport and other airports)
- Food and beverage: Income from catering airline lounges, etc.



3. Outlook for FY20

(1) Progress of Investment Plan

(Billions of yen)

Strategic Pillar	2019 (Initial forecasts)	2019 (Revised forecasts)	Change	2020 Plan	Medium-Term Business Plan 2016-2020
◆ Capital expenditure	77.0	82.0	5.0	5.0	179.0
Pursue 'Vision' for Haneda Airport	70.0	75.0	5.0	4.0	157.0
(including Haneda internationalization related items)	(46.0)	(46.0)	(0.0)		(100.0)
Redevelop Earnings Base and Establish Competitive Position	5.0	5.0	0.0	1.0	18.0
Realignment and Enhancement of Organization, Human Capital and Governance	2.0	2.0	0.0	0.0	4.0
◆ Other investment	4.0	6.0	2.0	0.0	10.0
Expand Business Domains that Leverage Strengths and Diversify Earnings	4.0	6.0	2.0	0.0	9.0
Realignment and Enhancement of Organization, Human Capital and Governance	0.0	0.0	0.0	0.0	1.0
Subtotal	81.0	88.0	7.0	5.0	189.0

Main Factors behind Changes

- Installation of security inspection equipment at the international terminal (Subsidies will be granted by the government in FY20)
- Acquisition of shares of AGP Corporation



(2) Factors that may affect financial results

Positive factors

- Full contribution of effects of increased Haneda international flights
 - Ministry of Land, Infrastructure, Transport and Tourism officially announced an increase of flight slots of international flights at Haneda and their allocation starting March 29, 2020
 - Effects of increased passenger volume as a result of increased flights are expected to be enjoyed throughout FY20

—Allocation of (the increased) flight slots of international flights at Haneda Airport (as forecast)—

Country	Allocated slots	City or airport to be linked (Airline companies in and outside Japan)	Remarks
U.S.A.	24	Atlanta, San Jose, San Francisco, Seattle, Chicago, Dallas/Fort Worth, Detroit, Newark, Houston, Portland, Boston, Honolulu Los Angeles, Dulles Washington	(14 cities, 14 routes) Delta Air Lines has suspended a flight service to Narita American Airlines continues to serve flights to Narita
China	8	Beijing Capital, Beijing Daxing Shanghai Pudong, Dalian, Qingdao, Shenzhen	(5 cities, 6 routes)
Russia	4	Moscow (Russian side to be determined)	
Australia	4	Sydney, Brisbane, Melbourne	(3 cities, 3 routes)
India	2	Delhi (Indian side to be determined)	Actually a total of 4 flights, including one in the late-night slot, will be served
Italy	2	Milan, Rome	(2 cities, 2 flights) Alitalia suspended a flight service to Narita
Turky	2	Istanbul	Turkish Airlines has reduced flights to Narita
Finland	2	Helsinki	Finnair reduced flights to Narita
Scandinavia	2	Copenhagen, Stockholm	(2 cities, 2 flights)
Total	50	(round services per day)	

Negative factors

- Slow-down in consumption by Chinese visitors to Japan
 - Decline in per-unit purchasing at duty-free stores at Haneda Airport since October 2018 due to a slow-down in the Chinese economy, the weaker yuan, etc.
(-4.5% from the first half of the previous year, -2.5% from the first half of FY17)
 - Although an increase in demand from Chinese visitors to Japan can continue to be expected, their consumption trends require attention
- Reduction of Korean visitors to Japan and visitors from Japan to Hong Kong
 - Significant decline in Korean visitors to Japan since August 2019, and declining number of users of flights to Hong Kong
 - Although the degree of the effects on Haneda Airport is relatively low, there is a concern about a reduction in the number of users and its effects on wholesale business at regional airports
- Frequently occurring large-scale natural disasters
 - Recently, large-scale natural disasters such as typhoons and heavy rainfall are occurring frequently
The cancellation of flights and disruption of ground transportation due to the occurrence of disasters affect business operation at airports negatively
 - Effects of Typhoon No. 19 during October 12-13
(Flight cancellation: approx. 1,600 flights; Merchandise sales: down approx. 0.3 billion yen)



3. Outlook for FY20

(3) Preconditions for and current status of Medium-Term Business Plan

	<Preconditions for Medium-Term Business Plan>	<Current Status>
Business Environment	Increase in demand for air transportation mainly from non-Japanese visitors to Japan	Increase in demand for air transportation from non-Japanese visitors to Japan and <u>(departing) Japanese passengers</u>
	Active trend of consumption by Chinese passengers	<u>Slow-down</u> in trend of consumption by Chinese passengers
Investment Plan	175.0 billion yen for FY20 (announced in May 2018)	<u>189.0 billion yen</u> for FY20 (announced recently) ↑ Additional work related to internationalization construction at Haneda Airport; construction to support “FAST TRAVEL,” additional work for safety measure construction, etc.
Internationalization construction at Haneda Airport	Expected effects of allocation of increased flight slots: Increase of 7.80 million passengers per year, with merchandise sales estimated conservatively	High expectations for start of long-distance flights (large aircraft) from March 29 Increasingly diversified services including flights to Turkey and India
	As for operating hours of Terminal 2 international section, it is closed during night as is the case with its domestic section	Changed to <u>24-hour operation</u> <u>Additional work</u> is required
	Recovery of investment without increasing the Passenger Service Facility Charge (PSFC) value for the reason of internationalization construction	<u>PSFC for international flights: Requires additional investment</u> <u>PSFC for domestic flights: Decline in operating revenues</u> due to construction for additional safety measures and maintaining the usage unit charge



4. Progress under the Medium-Term Business Plan

(1) Progress of Business Strategies

“To Be a World Best Airport 2020”

“Create business and earnings opportunities in pursuit of our ‘Vision’ for Haneda Airport and redevelop earnings base by staking out a competitive position”



Three Core Strategies

Expand Business Domains that Leverage Strengths and Diversify Earnings

- Improving financial results of Urban Duty-Free Stores
- Participation in domestic and overseas airport operations
- Steady promotion of business in Zone 1 at former Haneda site
- Opening of new Air Bic Camera stores
- Improvement of advertising value



Pursue ‘Vision’ for Haneda Airport

- Promotion of domestic/international shared use terminal plan (T2 internationalization)
- Promotion of FAST TRAVEL
- Investment in safety measures
- Improvement of environment inside the T1 building through renovation
- Promotion of support for Tokyo Olympics/Paralympics
- Promotion of regional revitalization projects
- **Earning of SKYTRAX's 5 Star Airports rating for a sixth consecutive year**



Redevelop Earnings Base and Establish Competitive Position

- Store renovation at Haneda and Narita Airports
- Borderless EC business initiative
- Promotion of vacant space utilization measures
- Launch of construction of waste disposal and recycling building
- Airport lounge renovation
- Renovation of inflight meal plants at Haneda Airport
- Procurement cost reduction project



4. Progress under the Medium-Term Business Plan

(2) Pursue 'Vision' for Haneda Airport

—Development Plan for International Flight Facilities—

Terminal 2 international flight facility



International flight terminal extension



◆ Facility overview	"Terminal 2 international flight facility"	"International flight terminal extension"
	• Start of operation: <u>End of March 2020</u>	<u>End of March 2020</u>
• Total investment:	<u>78.0 billion yen</u>	<u>22.0 billion yen</u>
◆ Commercial facility overview (Merchandise stores and restaurants that will be newly opened or whose store will be renovated at Terminal 2 international flight facility)		
• Number of stores/restaurants:	<u>Approx. 15 stores/restaurants</u>	
• Total floor area of stores/restaurants:	<u>Approx. 2,900 m²</u>	
• Business type (plan):	Duty-free stores (including those in the arrival lobby), souvenir shops, bookstores, convenience stores, food court, cafés, etc.	



4. Progress under the Medium-Term Business Plan

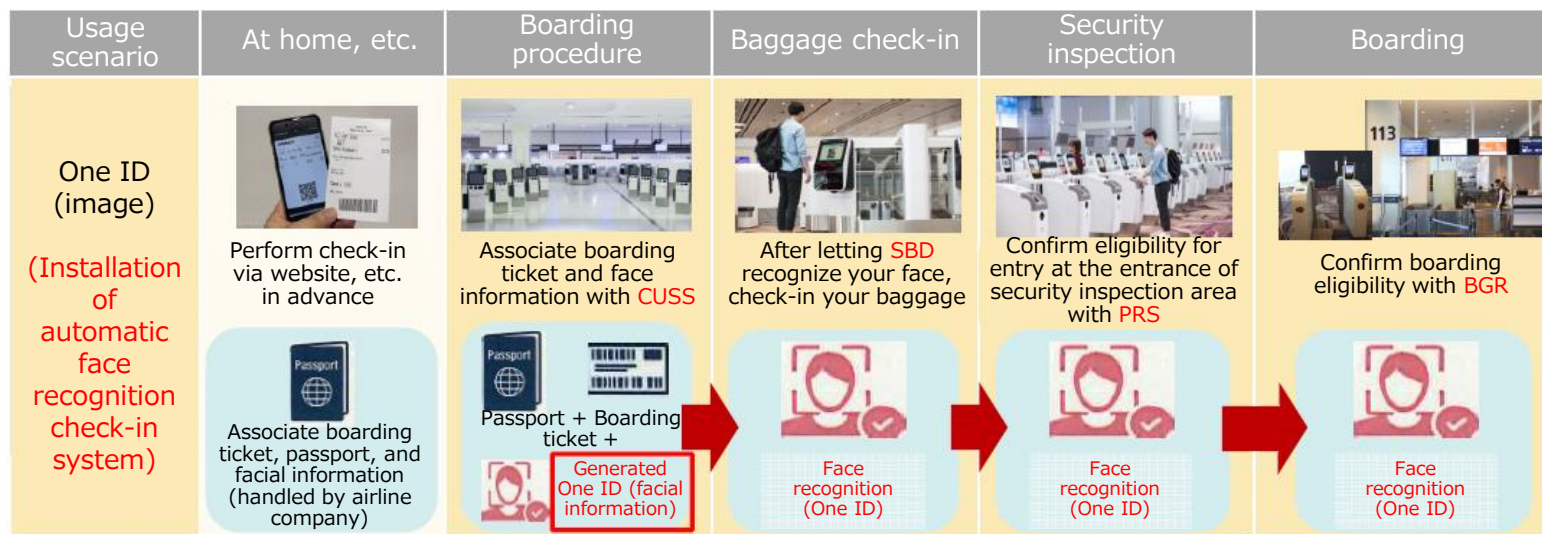
(2) Pursue 'Vision' for Haneda Airport

—Support for FAST TRAVEL—

To become an advanced tourism country as per the goal of the Government with an eye to the 2020 Tokyo Olympics and Paralympics, we aim to facilitate various boarding procedures by introducing check-in related systems using advanced technology for customers departing from Haneda Airport.

- Construction content: Installation of automatic face recognition check-in system, automatic face recognition baggage check-in system, automatic face recognition security inspection area gate, automatic face recognition boarding gate
- Area of installation: Entire Terminal 2 international flight area
Part of Terminal 3 (currently, international flight terminal)
- Construction period: August 2019-End of March 2020
- Investment amount: 4.0 billion yen (for the FY19 plan) *Subsidies will be granted by the Government for some work

<Flow of Procedure (image)>



• CUSS: Common Use Self-Service (automatic check-in system)

• SBD: Self Baggage Drop (automatic baggage check-in system)

• PRS: Passenger Reconciliation System (passenger passage confirmation)

• BGR: Boarding Gate Reader (automatic boarding gate)

4. Progress under the Medium-Term Business Plan

(3) Expand Business Domains that Leverage Strengths and Diversify Earnings

Duty-free business environment for the first half

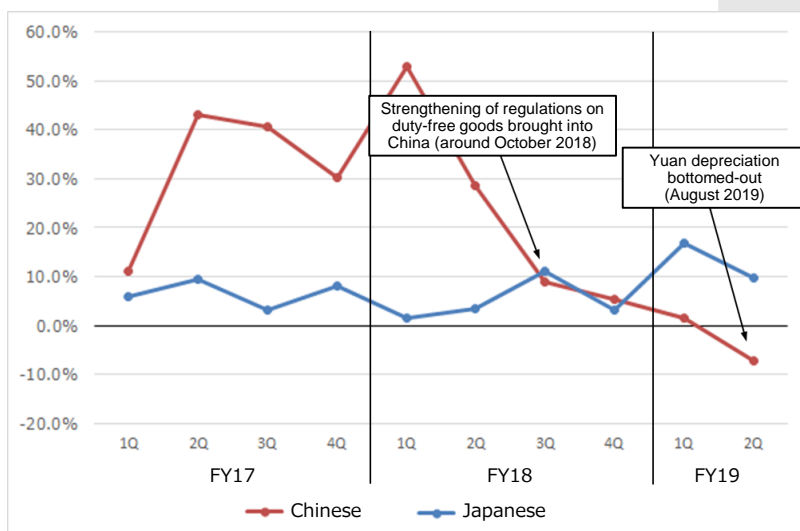
Slowdown in trend of consumption by Chinese passengers

Reduction of Korean visitors to Japan

Increase in Japanese passengers going abroad

- Rate of change YoY in duty-free sales to Chinese and Japanese passengers (Haneda Airport)

- Urban duty-free stores: FY19 first-half results and revised full-year forecasts (Billions of yen)



Items	1H Results	LY Results	Change amount	Rate of change (%)	Full-year Forecast	Initial forecast	Difference
Operating revenues	4.0	5.2	-1.1	-21.9	9.2	9.7	-0.4
Operating income	0.0	0.4	-0.3	-78.1	0.3	0.4	-0.0

—Shopping space developed in collaboration with Shiseido Group—

Brands handled

Clé de Peau Beauté

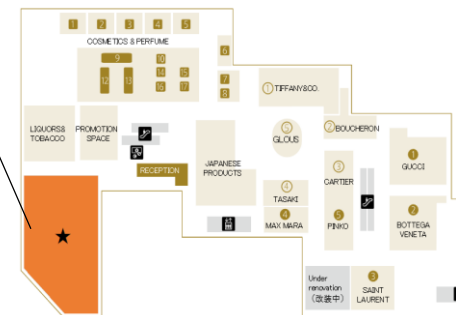
THE GINZA

SHISEIDO

SERGE LUTENS

THE COTTON (New)

Shiseido Parlour (New)



Main initiatives in the second half

Renovation of urban duty-free brand boutique stores at Haneda and Narita airports

Reviewing product mix according to the change in environment

Development of shopping space in urban duty-free stores in collaboration with Shiseido Group (from October 2, 2019)



4. Progress under the Medium-Term Business Plan

(3) Expand Business Domains that Leverage Strengths and Diversify Earnings

—Airport operations in and outside Japan—

- Participated in the business operating the New Ulaanbaatar International Airport in Mongolia in July 2019



New airport terminal building

—Acquisition of shares of AGP Corporation—

- AGP Corporation has been growing and developing businesses as a company responsible for the infrastructure functions of airports in Japan
- JAT and AGP share common or related main businesses and a high level of synergy can be expected in our future business development
- Acquisition cost: 2,255 million yen (Acquisition price of each share: 603 yen)
- AGP shares were acquired from Mitsubishi Corporation and AGP became an equity method affiliate of JAT

(*Subject to a completion of Review of Business Combination by the Fair Trade Commission)

—Business in Zone 1 at former Haneda site—

- Participated in HANEDA INNOVATION CITY (HI City) Zone 1 facility project



Conceptual drawing (complete view)

<Profile of AGP Corporation>

• Business content:

Power supply business to provide electricity power, heating/cooling, etc. to parked aircraft; maintenance business to carry out maintenance and management of buildings and other facilities as well as of mainly airport related facilities in and outside airports

- Capital: 2,038 million yen
- Established: December 16, 1965

• Major shareholders:

Japan Airlines Co., Ltd. (33.4%)
Mitsubishi Corporation (26.8%)

⇒ **Japan Airport Terminal Co., Ltd. (26.8%)**
ANA Holdings Inc. (20.0%)



5. ESG Initiatives

○ Environmental Initiatives

—Contribution to resolving ocean plastic waste issue—

◆ Discontinuing use of plastic straws

- Completely discontinued the use of plastic straws at directly managed restaurants (42 stores) and lounges (6 stores) at Haneda and Narita airports as of the end of September 2019
- Paper straws are provided to customers who request straws



Reduction goal: Approx. 1 million straws per year

...In terms of unit cost, paper straws are more expensive. However, as a result of reviewing stores providing straws and methods of providing them, the **cost increase is reduced to one fifth** in total.



—Reduction of GHG (CO₂) Emissions—

◆ Construction of new recycling building

- As a result of the allocation of increased flight slots for Haneda international flights, the total amount of waste in the airport will increase = The amount of incineration may increase
⇒ To be environmentally-conscious and achieve more efficient waste disposal, a "new recycling building" has been constructed as a separate facility



<New Recycling Building>

- Facility scale: 600m² (main building)
- Capacity: up to 4.8 tons per day
- Start of operation: December 2020 (plan)
- Investment amount: 0.78 billion yen

6. Safety Management Initiative at Haneda Airport

—Response we took for the approaching Typhoon No. 19—

- Typhoon No. 19 passed through the Kanto area during October 12-13, 2019
- At Haneda Airport, approximately 1,600 flights were cancelled during these two days (Almost all flights were canceled, especially on October 12)
- As a result of taking optimal preservation measures for the terminals in advance, the passenger terminals suffered no physical damage
- Maintained passenger services while ensuring the safety of airport employees by minimizing the operation of stores in the airport in accordance with passenger trends
- On the business side, revenue from merchandise fell approximately 0.3 billion yen for the two days



↑ As Typhoon No. 19 approaches, most aircraft at Haneda Airport evacuated to other airports.

↓ The departure lobby at the international terminal on October 12



Ensuring the convenience and comfort of customers and safety of the facilities by the united efforts of domestic and international terminal staff



Established an emergency operations headquarters headed by President Yokota in the airport at 3 p.m. on Oct. 12. Shared information with related organizations including Ministry of Land, Infrastructure, Transport and Tourism and implemented an initial emergency response.



About 1,000 passengers waiting for the resumption of flights next day or later stayed at domestic and international terminals during the night. JAT opened the terminals for them and distributed sleeping bags and drink.



Opened a Twitter account and communicated more information to a wide range of customers. Provided information to non-Japanese passengers in multiple languages, including English, Chinese (Simplified/Traditional), and Korean.

Earnings Explanatory Meeting
Second Quarter of FY19

Supplementary Material

1. Details of Consolidated Financial Results for FY19 2Q
2. Details of Consolidated Financial Forecast for FY19
3. Other Information

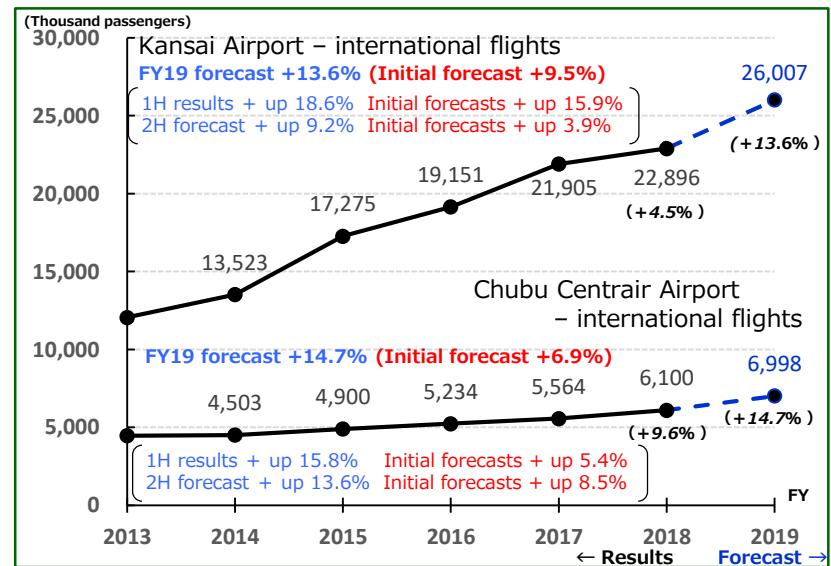
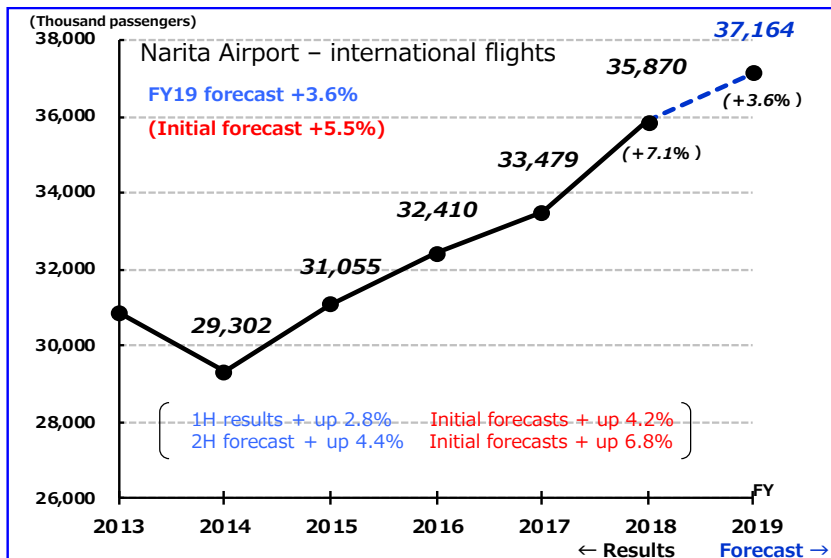
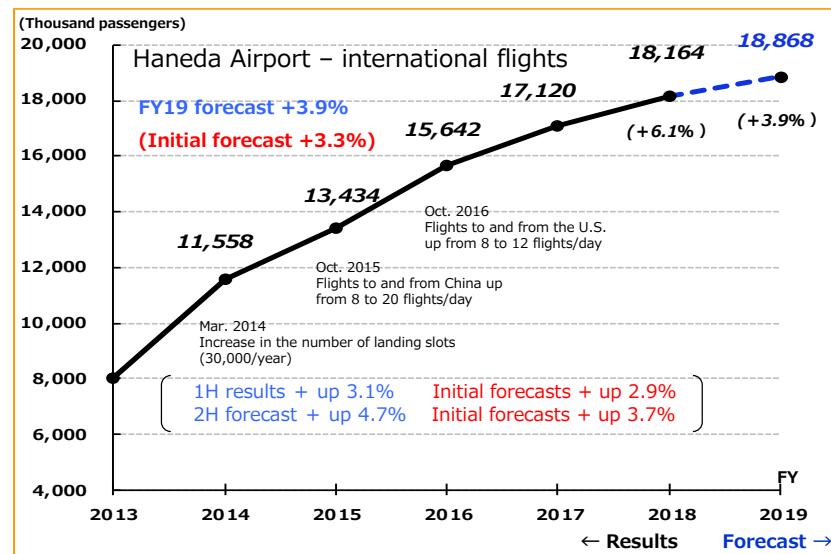
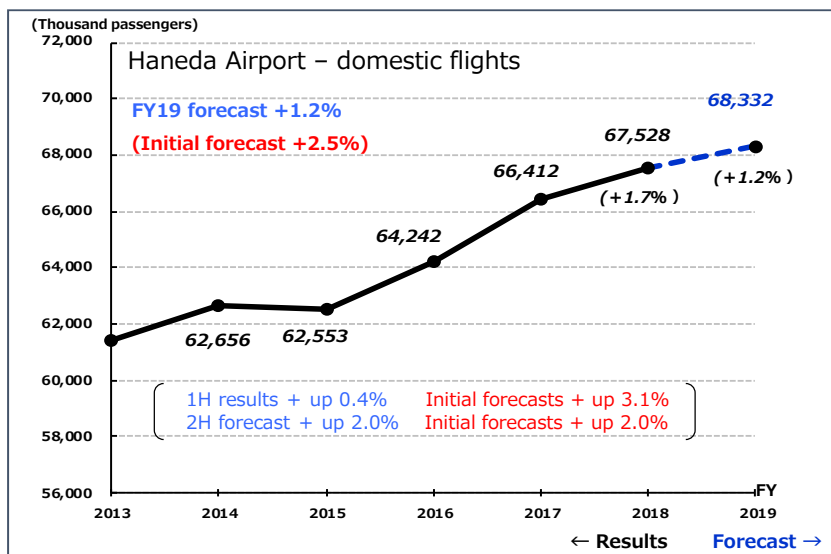
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Japan Airport Terminal Co., Ltd.
<https://www.tokyo-airport-bldg.co.jp/>

1. Details of Consolidated Financial Results for FY19 2Q

(1) Changes in Passenger Volume (Haneda, Narita, Kansai and Chubu Centrair)



Passenger volume
Results: Figures published by Minister of Land, Infrastructure, Transport and Tourism, Narita International Airport Corporation, Kansai Airports Co., Ltd. and Central Japan International Airport Co., Ltd.
Forecast: Created by the Company



1. Details of Consolidated Financial Results for FY19 2Q

(2) Consolidated Financial Results for FY19 2Q

Items	FY19 2Q (Results)			FY18 2Q (Results)			Change	Rate of Change	Initial forecast (※ 1)			Difference
	Millions of yen	Ratio	Amount affected due to TIAT consolidation	Millions of yen	Ratio	Amount affected due to TIAT consolidation			Millions of yen	Ratio	Amount affected due to TIAT consolidation	
Operating revenues	135,270	100.0	16,316	137,423	100.0	17,195	-2,153	-1.6	137,300	100.0	16,500	-2,029
Facilities management	42,645	31.5	11,150	40,661	29.6	11,601	1,984	4.9	41,600	30.3	11,000	1,045
Merchandise sales	82,234	60.8	5,063	86,560	63.0	5,484	-4,325	-5.0	85,500	62.3	5,400	-3,265
Food and beverage	10,389	7.7	102	10,201	7.4	109	188	1.8	10,200	7.4	100	189
Cost of sales	63,222	46.7		66,729	48.6		-3,507	-5.3	65,900	48.0		-2,677
Cost of sales of merchandise	57,689	42.6		61,112	44.5		-3,423	-5.6	60,300	43.9		-2,610
(Ratio)	(70.2%)			(70.6%)			(-0.4P)		(70.5%)			(-0.3P)
Cost of sales of food and beverage	5,532	4.1		5,616	4.1		-83	-1.5	5,600	4.1		-67
(Ratio)	(53.3%)			(55.1%)			(-1.8P)		(54.9%)			(-1.6P)
Gross profit	72,048	53.3		70,694	51.4		1,354	1.9	71,400	52.0		648
Selling, general and administrative expenses	60,891	45.1		57,732	42.0		3,159	5.5	61,500	44.8		-608
Operating income	11,156	8.2	5,409	12,961	9.4	5,015	-1,805	-13.9	9,900	7.2	4,500	1,256
Non-operating income/loss	-427	-0.3		-1,200	-0.8		772	-64.4	-700	-0.5		272
Ordinary income	10,728	7.9	4,219	11,761	8.6	2,223	-1,032	-8.8	9,200	6.7	3,300	1,528
Extraordinary income/loss	137	0.1		23,162	16.9		-23,024	0.0	0	0.0		137
Net income attributable to owners of parent	5,945	4.4	1,522	28,202	20.5	21,231	-22,256	-78.9	4,900	3.6	1,100	1,045

*1 Financial forecast announced in May 2019

* Ratio: Cost of sales of merchandise / Operating revenues of merchandise sales
Ratio: Cost of sales of food and beverage / Operating revenues of food and beverage

Note: Figures shown are rounded down to the nearest million yen.



1. Details of Consolidated Financial Results for FY19 2Q

(3) Financial Results by Segment

(i) Facilities management

Items	FY19 2Q (Results)			FY18 2Q (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
		Ratio	Amount affected due to TIAT consolidation		Ratio	Amount affected due to TIAT consolidation				Ratio	Amount affected due to TIAT consolidation	
Sales to external customers	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Rent revenues	9,024	19.9	2,048	8,693	20.0	1,974	331	3.8	8,700	19.7	1,900	324
Facility user charges revenues	22,269	49.2	12,468	21,663	50.0	12,179	605	2.8	22,300	50.3	12,500	-30
Other revenues	11,351	25.0	-3,365	10,303	23.8	-2,551	1,047	10.2	10,600	23.9	-3,400	751
Subtotal	42,645	94.1	11,150	40,661	93.8	11,601	1,984	4.9	41,600	93.9	11,000	1,045
Intersegment sales	2,653	5.9	1,780	2,682	6.2	1,767	-29	-1.1	2,700	6.1	1,800	-46
Total	45,298	100.0	12,931	43,343	100.0	13,368	1,954	4.5	44,300	100.0	12,800	998
Operating expenses	37,836	83.5	8,319	34,897	80.5	8,821	2,939	8.4	38,000	85.8	8,900	-163
Operating income	7,462	16.5	4,612	8,446	19.5	4,546	-984	-11.7	6,300	14.2	3,900	1,162
(Ratio)	(16.5%)		-	(19.5%)		-	(-3.0P)		(14.2%)		-	(2.3P)

- Rent revenues: Increase in space leased to airline companies, etc. in domestic terminal + 0.2 billion
Increase in space leased to airline companies, etc. in international terminal + 0.1 billion
- Facility user charges revenues: Increase in fees for use of passenger facilities for international flights + 0.3 billion
Increase in fees for use of passenger facilities for domestic flights + 0.3 billion
- Other revenues: Increase in revenues from parking fees, paid airport lounges, etc. for domestic terminal + 0.5 billion
Increase in subcontracted work revenues, etc. + 0.3 billion
Increase in commissioned security management revenues + 0.2 billion



1. Details of Consolidated Financial Results for FY19 2Q

(3) Financial Results by Segment (ii) Merchandise sales

Items	FY19 2Q (Results)			FY18 2Q (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
		Ratio	Amount affected due to TIAT consolidation		Ratio	Amount affected due to TIAT consolidation				Ratio	Amount affected due to TIAT consolidation	
Sales to external customers	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Domestic terminal stores	17,946	21.7	-	17,956	20.6	-	-9	-0.1	18,000	20.9	-	-53
International terminal stores	47,489	57.4	30,006	50,200	57.7	29,779	-2,710	-5.4	49,900	57.9	31,300	-2,410
Other sales	16,798	20.3	-24,943	18,404	21.2	-24,294	-1,605	-8.7	17,600	20.4	-25,900	-801
Subtotal	82,234	99.4	5,063	86,560	99.5	5,484	-4,325	-5.0	85,500	99.2	5,400	-3,265
Intersegment sales	488	0.6	47	473	0.5	28	15	3.2	700	0.8	200	-211
Total	82,723	100.0	5,110	87,034	100.0	5,512	-4,310	-5.0	86,200	100.0	5,600	-3,476
Operating expenses	75,292	91.0	3,290	78,931	90.7	3,888	-3,638	-4.6	78,600	91.2	4,000	-3,307
Operating income	7,430	9.0	1,819	8,102	9.3	1,624	-672	-8.3	7,600	8.8	1,600	-169
(Ratio)	(9.0%)		-	(9.3%)		-	(-0.3P)		(8.8%)		-	(0.2P)

- International terminal stores: Increase in sales of directly managed stores, etc. at Haneda international terminal + 0.1 billion
Decrease in sales of directly managed stores at Narita Airport - 1.8 billion
Decrease in sales of urban duty-free stores - 1.1 billion
- Other sales: Decrease in wholesale sales to Narita Airport - 1.7 billion
Increase in wholesale sales to Kansai Airport + 0.1 billion
Decrease in wholesale sales to other regional airports - 0.1 billion



1. Details of Consolidated Financial Results for FY19 2Q

(3) Financial Results by Segment (iii) Food and beverage

Items	FY19 2Q (Results)			FY18 2Q (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
		Ratio	Amount affected due to TIAT consolidation		Ratio	Amount affected due to TIAT consolidation				Ratio	Amount affected due to TIAT consolidation	
Sales to external customers	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Sales from restaurants	6,448	55.2	1,599	6,423	55.7	1,500	25	0.4	6,300	54.8	1,500	148
Sales from in-flight meals	3,498	29.9	-	3,405	29.6	-	93	2.7	3,500	30.4	-	-1
Other sales	442	3.8	-1,496	372	3.2	-1,391	69	18.6	400	3.5	-1,400	42
Subtotal	10,389	88.9	102	10,201	88.5	109	188	1.8	10,200	88.7	100	189
Intersegment sales	1,293	11.1	-	1,322	11.5	-	-28	-2.2	1,300	11.3	-	-6
Total	11,683	100.0	102	11,523	100.0	109	159	1.4	11,500	100.0	100	183
Operating expenses	11,152	95.5	108	11,031	95.7	130	120	1.1	11,100	96.5	100	52
Operating income	531	4.5	-5	492	4.3	-20	38	7.9	400	3.5	-	131
(Ratio)	(4.5%)		-	(4.3%)		-	(0.2P)		(3.5%)		-	(1.0P)

- Sales from in-flight meals: Increase in sales from increased passenger volume of client airline, etc. + 0.1 billion



1. Details of Consolidated Financial Results for FY19 2Q

(4) Breakdown of Selling, General and Administrative Expenses

Items	FY19 2Q (Results)		FY18 2Q (Results)		Change	Rate of change
		Ratio		Ratio		
	Millions of yen	%	Millions of yen	%	Millions of yen	%
Operating revenues	135,270	100.0	137,423	100.0	-2,153	-1.6
Selling, general and administrative expenses	60,891	45.0	57,732	42.0	3,159	5.5
Salaries and wages	5,746	4.2	5,202	3.8	544	10.5
Provision for employees' bonuses	1,692	1.3	1,627	1.2	65	4.0
Provision for directors' bonuses	121	0.1	118	0.1	3	2.9
Provision for directors' retirement benefits	8	0.0	8	0.0	0	8.9
Expenses for retirement benefits	449	0.3	481	0.3	-32	-6.8
Rent expenses	8,386	6.2	8,530	6.2	-143	-1.7
Business consignment expenses	13,518	10.0	14,701	10.7	-1,182	-8.0
Depreciation expenses	12,827	9.5	11,998	8.7	828	6.9
Other costs and expenses	18,139	13.4	15,063	11.0	3,075	20.4

Note: Figures shown are rounded down to the nearest million yen.



1. Details of Consolidated Financial Results for FY19 2Q

(5) Changes in Non-Operating Income/Expenses and Extraordinary Income/Loss

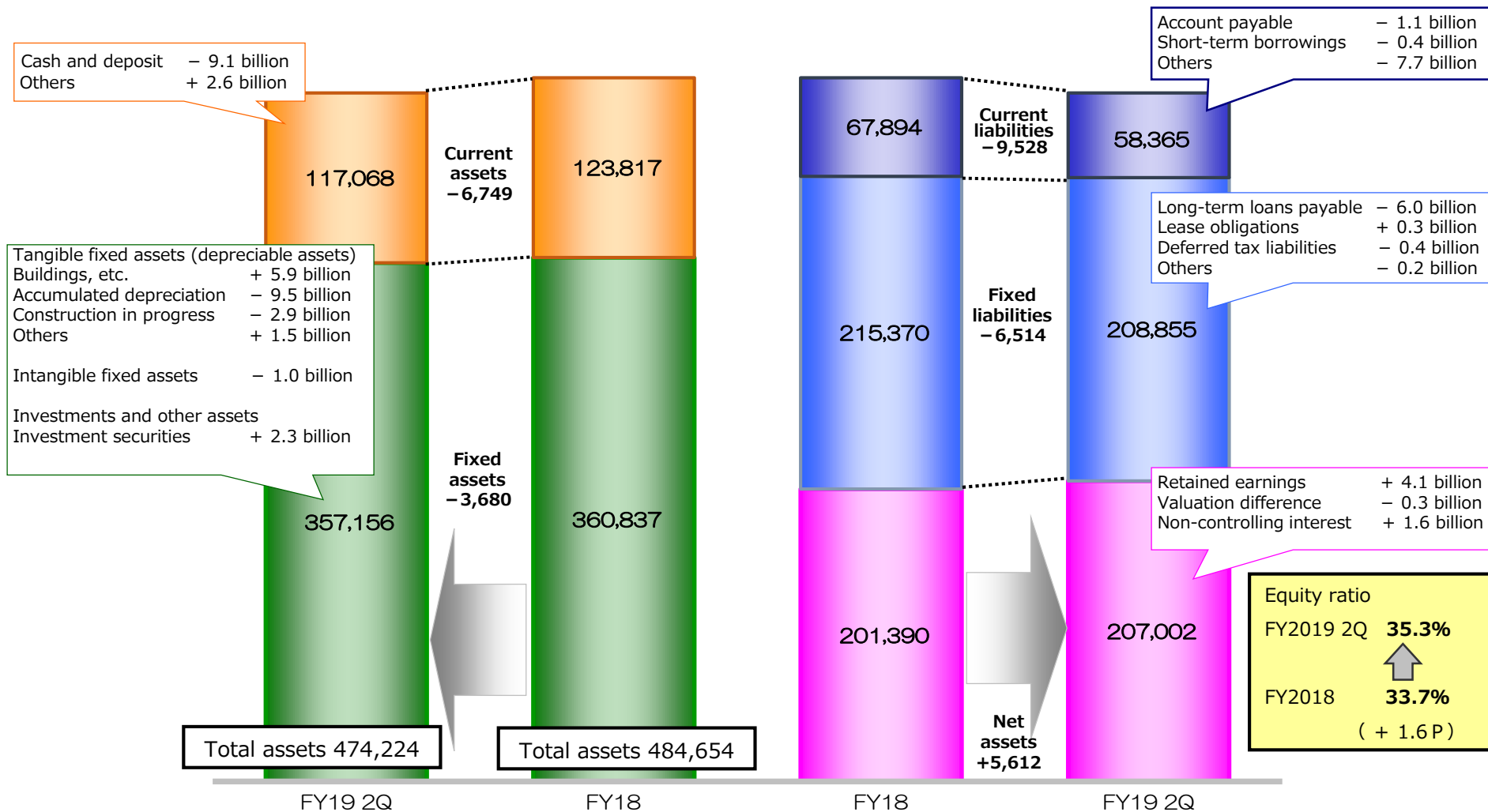
Items	FY19 2Q (Results)		FY18 2Q (Results)		Change	Rate of Change
	Millions of yen	Ratio	Millions of yen	Ratio		
Operating revenues	135,270	100.0	137,423	100.0	-2,153	-1.6
Operating income	11,156	8.2	12,961	9.4	-1,805	-13.9
Non-operating income	1,223	0.9	948	0.7	275	29.0
Interest income and dividend	267	0.2	239	0.2	27	11.4
Return on investment by the equity method	162	0.1	169	0.1	-6	-4.1
Others	794	0.6	539	0.4	254	47.2
Non-operating expenses	1,651	1.2	2,148	1.5	-497	-23.1
Interest expenses	1,462	1.1	1,517	1.1	-55	-3.6
Miscellaneous expenses	188	0.1	630	0.4	-442	-70.1
Ordinary income/loss	10,728	7.9	11,761	8.6	-1,032	-8.8
Extraordinary income	181	0.1	25,960	18.9	-25,778	-99.3
Extraordinary loss	44	0.0	2,798	2.0	-2,754	-98.4
Income taxes	3,346	2.5	5,279	3.8	-1,932	-36.6
Net income attributable to owner's of parent	5,945	4.4	28,202	20.5	-22,256	-78.9



1. Details of Consolidated Financial Results for FY19 2Q

(6) Consolidated Balance Sheets

(Millions of yen)





1. Details of Consolidated Financial Results for FY19 2Q

(7) Consolidated Statements of Cash Flows

Items	FY19 2Q (Results)	FY18 2Q (Results)	Change
	Millions of yen	Millions of yen	Millions of yen
Cash flows from operating activities	13,188	16,671	-3,483
Income before income taxes and minority interests	10,866	34,923	-24,057
Depreciation and amortization	12,874	12,047	826
Gain on negative goodwill	-	-20,126	20,126
Offsetting gains of assets and liabilities	-	-5,626	5,626
Loss on step acquisitions	-	2,725	-2,725
Other current assets	-2,508	-2,591	82
Other current liabilities	-2,766	924	-3,690
Other fixed liabilities	-15	45	-60
Others	-1,358	-871	-486
Income and other taxes paid	-3,902	-4,777	874
Cash flows from investing activities	-13,978	18,130	-32,109
Purchase of tangible fixed assets	-11,180	-27,670	16,489
Purchase of intangible fixed assets	-362	-302	-60
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	-	46,211	-46,211
Others	-2,435	-108	-2,326
Cash flows from financing activities	-8,326	21,352	-29,679
Short-term borrowings	-	100	-100
Long-term loans payable	-6,410	23,322	-29,732
Dividends payment	-1,787	-1,949	162
Others	-129	-120	-9
Effect of exchange rate change on cash and cash equivalents	-16	-5	-10
Increase (decrease) in cash and cash equivalents	-9,133	56,149	-65,283
Cash and cash equivalents at beginning of period	87,273	42,329	44,943
Cash and cash equivalents at end of period	78,139	98,479	-20,339



1. Details of Consolidated Financial Results for FY19 2Q

(8) Capital Expenditure and Depreciation Expenses

Items	FY14 2Q (Results)	FY15 2Q (Results)	FY16 2Q (Results)	FY17 2Q (Results)	FY18 2Q (Results)	FY19 2Q (Results)
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Capital expenditure	1,489	1,591	3,548	5,284	24,706	6,243
Depreciation expenses	5,847	5,525	5,714	5,233	11,998	12,827

Note: Figures shown are rounded down to the nearest million yen.

• Breakdown of major capital expenditures

FY19 2Q (Results)	
Building 1 renovation	¥1.4 billion
Building 2 PBB upgrade	¥1.0 billion
Building 1 lavatory renewal	¥0.9 billion
(TIAT investments	¥1.6 billion)

• Breakdown of main depreciation expenses

	FY14 2Q (Results)	FY15 2Q (Results)	FY16 2Q (Results)	FY17 2Q (Results)	FY18 2Q (Results)	FY19 2Q (Results)
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Terminal 1	1,900	1,900	2,100	2,100	1,800	2,000
Terminal 2	2,400	2,200	2,000	1,900	1,900	2,200
P4 Parking	200	200	100	100	100	300

Note: Figures shown are rounded down to the nearest hundred million yen.

1. Details of Consolidated Financial Results for FY19 2Q

[Reference] Purchasing Trends of Non-Japanese Passengers by Nationality (1)

(1) The number of departing non-Japanese visitors by airport (monthly average)

	Japan		Haneda		Narita		Kansai		Other	
	No. of passenger volume (person)	Composition ratio (%)	No. of passenger volume (person)	Composition ratio (%)	No. of passenger volume (person)	Composition ratio (%)	No. of passenger volume (person)	Composition ratio (%)	No. of passenger volume (person)	Composition ratio (%)
FY18	2,536,970	100.0	341,050	13.4	728,413	28.7	642,669	25.3	824,838	32.5
FY19 2Q	2,749,637	100.0	364,539	13.3	784,195	28.5	754,777	27.5	846,125	30.8

Notes: Passenger data has been aggregated by the company using immigration statistics from the Ministry of Justice.

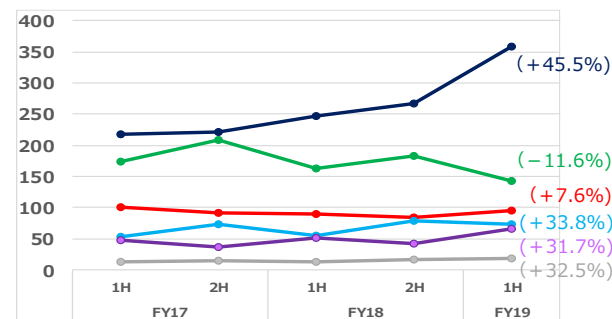
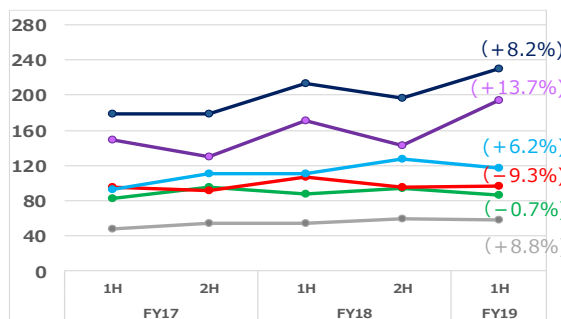
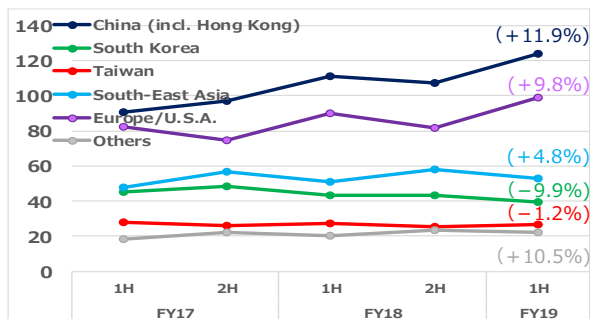
FY18: Average for April 2018 to March 2019, FY19 2Q: Average for April 2019 to August 2019

(2) The number of departing non-Japanese visitors by airport and nationality (monthly average)

○ Volume ranking and change in departing passengers by nationality for FY19 1H

« Haneda Airport »				« Narita Airport »				« Kansai Airport »			
	No. of passenger volume (person)	Composition ratio (%)	Change (%)		No. of passenger volume (person)	Composition ratio (%)	Change (%)		No. of passenger volume (person)	Composition ratio (%)	Change (%)
China (incl. Hong Kong)	124,113	34.0%	11.9%	China (incl. Hong Kong)	230,136	29.3%	8.2%	China (incl. Hong Kong)	358,007	47.4%	45.5%
South Korea	39,143	10.7%	△ 9.9%	Taiwan	97,141	12.4%	△ 9.3%	South Korea	143,193	19.0%	△ 11.6%
U.S.A.	38,753	10.6%	12.5%	South Korea	86,855	11.1%	△ 0.7%	Taiwan	95,900	12.7%	7.6%
Taiwan	26,828	7.4%	△ 1.2%	U.S.A.	84,451	10.8%	13.6%	Thailand	25,088	3.3%	49.7%
	No. of passenger volume (person)	Composition ratio (%)	Change (%)		No. of passenger volume (person)	Composition ratio (%)	Change (%)		No. of passenger volume (person)	Composition ratio (%)	Change (%)
Non-Japanese	364,539	47.0%	6.4%	Non-Japanese	784,195	56.3%	5.7%	Non-Japanese	754,777	69.6%	22.5%
Japanese	410,961	53.0%	1.9%	Japanese	607,855	43.7%	2.1%	Japanese	330,128	30.4%	21.2%
Total	775,500	100.0%	4.0%	Total	1,392,050	100.0%	4.1%	Total	1,084,905	100.0%	22.1%

○ Number of departing non-Japanese passengers (No. of travelers: thousands) Figures in () denote percent change compared to FY18 1H



Notes: Passenger data has been aggregated by the company using immigration statistics from the Ministry of Justice. Transit passengers are not included in passenger number.

Passenger numbers utilize April to August data from the first half of FY19.

1. Details of Consolidated Financial Results for FY19 2Q

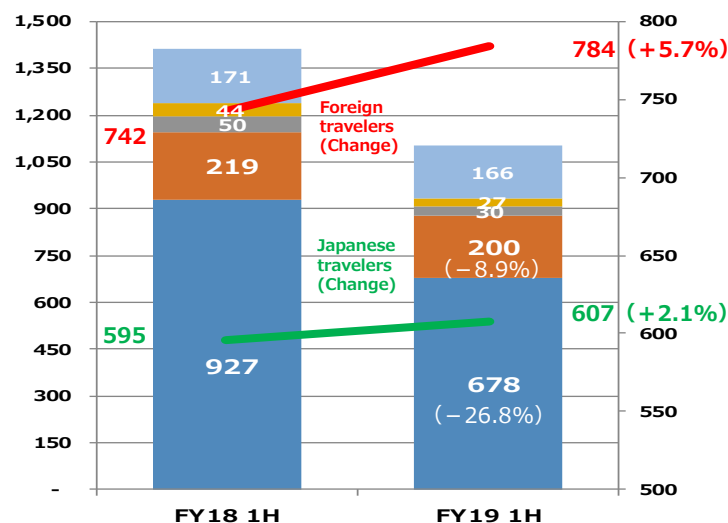
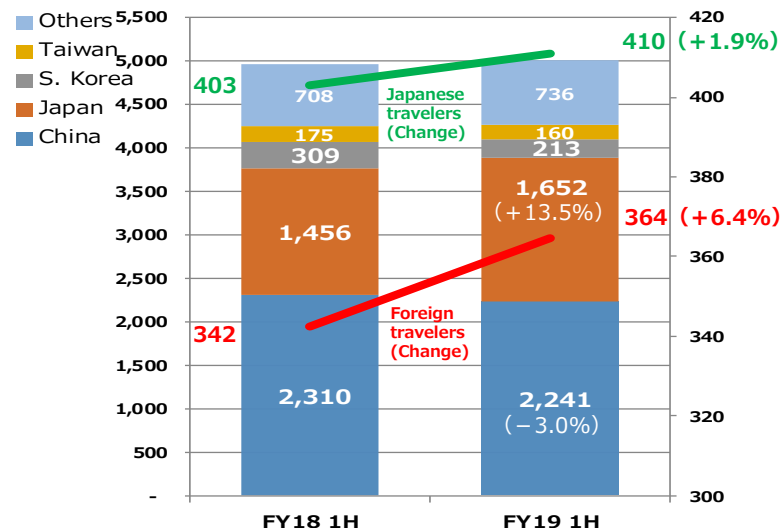
[Reference] Purchasing Trends of Non-Japanese Passengers by Nationality (2)

(3) Company duty-free store sales and number of departing passengers by airport and nationality (monthly average)

<<Haneda>> (Net sales: millions of yen)

(No. of travelers: thousands)
Figures in () are percent change

<<Narita >>



Notes: "Net sales" denote all store sales (excluding taxable stores). Haneda: all duty-free stores; Narita: directly managed stores and boutiques. Sales by nationality include estimates.

(4) Main factors in the fluctuation of sales of duty free shops and purchasing trends

«Both Haneda and Narita»

- Gradual slowdown in the Chinese economy since January this year and changes in the environment such as legislation, as well as the strengthened regulations on duty-free goods brought into China and fluctuations in exchanges rates such as yuan depreciation since the second half of the previous year have affected consumer sentiment, and thus caused a declining consumption trend among Chinese passengers.

«Haneda»

- Per-unit purchases slightly increased, purchasing passenger volume slightly decreased, and operating revenues only slightly exceeded those of the previous year.
- Per-unit purchases by Chinese passengers decreased, causing revenue from Chinese passengers to decrease.
- Revenue from Korean passengers decreased by approximately 30%, but the composition ratio of sales was 4% and unaffected.
- Increases in purchasing passenger volume and per-unit purchased by Japanese passengers substantially contributed to the increase in operating revenues.

«Narita»

- Per-unit purchases are the same levels as the previous year, and the decrease in operating revenues was largely affected by a decrease in purchasing passenger volume due to temporary store closures, etc.
- In terms of purchasing passenger volume, there was a significant decrease among Korean and Taiwanese passengers.

<Duty-free Store Per-unit Purchasing>
(Rounded down to the nearest hundred yen)

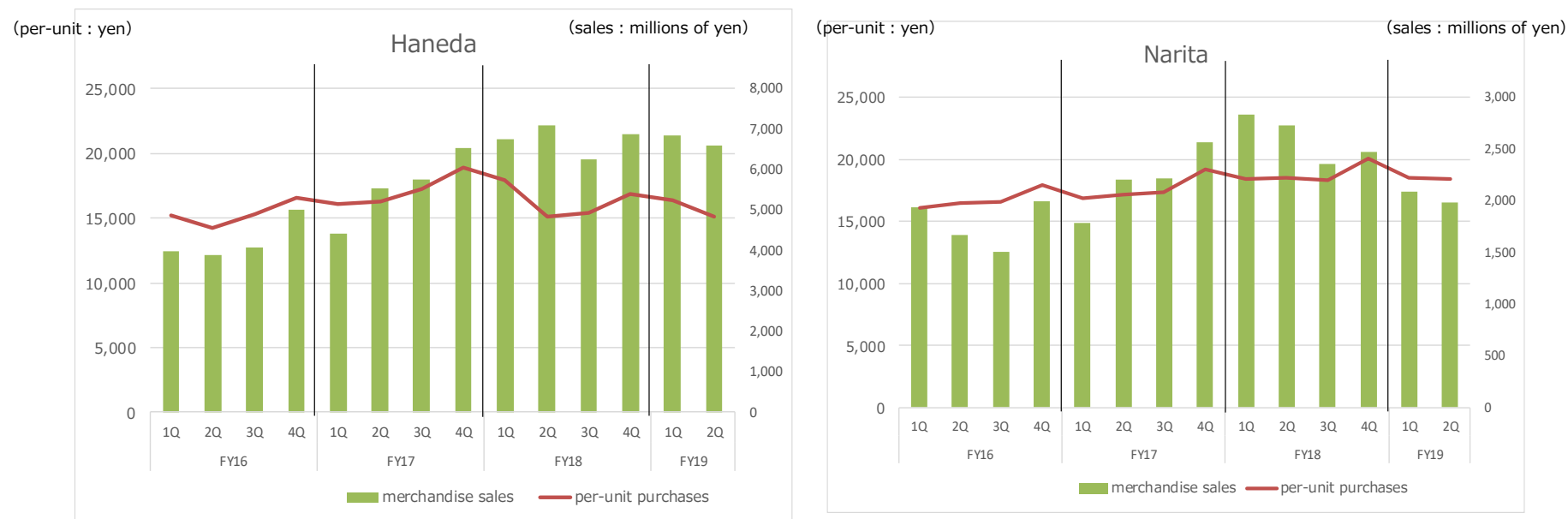
	FY19 1H		
	Amount per customer	Y on Y comparison	
		Change	Rate of change
Haneda	9,000	100	1.1%
Narita	12,700	0	0.0%



1. Details of Consolidated Financial Results for FY19 2Q

[Reference] Purchasing Trends of Non-Japanese Passengers by Nationality (3)

(5) Changes in per-unit purchases and operating revenues from merchandise sales to Chinese passengers by airport



Notes: "merchandise sales" denote all store sales (excluding taxable stores). Haneda: all duty-free stores; Narita: directly managed stores and boutiques.



2. Details of Consolidated Financial Forecast for FY19

(1) Consolidated Financial Forecast for FY19

Items	FY19 (Forecast)			FY18 (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
	Millions of yen	Ratio	Amount affected due to TIAT consolidation	Millions of yen	Ratio	Amount affected due to TIAT consolidation			Millions of yen	Ratio	Amount affected due to TIAT consolidation	
	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Operating revenues	275,700	100.0	29,200	273,618	100.0	31,902	2,081	0.8	277,500	100.0	30,700	-1,800
Facilities management	86,100	31.2	21,200	82,050	30.0	20,877	4,049	4.9	84,100	30.3	20,000	2,000
Merchandise sales	169,100	61.3	7,800	171,472	62.7	10,832	-2,372	-1.4	173,200	62.4	10,500	-4,100
Food and beverage	20,500	7.5	200	20,095	7.3	191	404	2.0	20,200	7.3	200	300
Cost of sales	129,800	47.1		132,129	48.3		-2,329	-1.8	132,800	47.9		-3,000
Cost of sales of merchandise	118,500	43.0		121,195	44.3		-2,695	-2.2	121,700	43.9		-3,200
(Ratio)	(70.1%)			(70.7%)			(-0.6P)		(70.3%)			(-0.2P)
Cost of sales of food and beverage	11,300	4.1		10,934	4.0		365	3.3	11,100	4.0		200
(Ratio)	(55.1%)			(54.4%)			(0.7P)		(55.0%)			(0.1P)
Gross profit	145,900	52.9		141,489	51.7		4,410	3.1	144,700	52.1		1,200
Selling, general and administrative expenses	129,200	46.8		119,007	43.5		10,192	8.6	128,700	46.3		500
Operating income	16,700	6.1	7,500	22,481	8.2	9,388	-5,781	-25.7	16,000	5.8	6,800	700
Non-operating income/loss	-1,600	-0.6		-2,102	-0.8		502	-	-1,800	-0.7		200
Ordinary income	15,100	5.5	4,900	20,379	7.4	4,300	-5,279	-25.9	14,200	5.1	4,400	900
Extraordinary income/loss	-400	-0.2		22,648	8.3		-23,048	-	-100	0.0		-300
Net income attributable to owners of parent	8,300	3.0	1,500	33,004	12.1	21,342	-24,704	-74.9	8,000	2.9	1,600	300

* Preconditions: Forecast of number of passengers

* Ratio: Cost of sales of merchandise / Operating revenues of merchandise sales
Ratio: Cost of sales of food and beverage / Operating revenues of food and beverage

Haneda domestic (full-year) + 1.2% YoY
Haneda international (full-year) + 3.9% YoY
Narita international (full-year) + 3.6% YoY
Kansai international (full-year) +13.6% YoY
Central Japan international (full-year) +14.7% YoY



2. Details of Consolidated Financial Forecast for FY19

(2) Financial Forecast by Segment

(i) Facilities management

Items	FY19 (Forecast)			FY18 (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
		Ratio	Amount affected due to TIAT consolidation		Ratio	Amount affected due to TIAT consolidation				Ratio	Amount affected due to TIAT consolidation	
Sales to external customers	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Rent revenues	18,700	20.4	4,200	17,454	19.9	3,933	1,245	7.1	18,100	20.1	4,000	600
Facility user charges revenues	44,700	48.8	25,300	43,505	49.7	24,430	1,194	2.7	44,800	49.7	25,200	-100
Other revenues	22,700	24.8	-8,300	21,090	24.1	-7,485	1,609	7.6	21,200	23.5	-9,200	1,500
Subtotal	86,100	94.0	21,200	82,050	93.7	20,877	4,049	4.9	84,100	93.3	20,000	2,000
Intersegment sales	5,500	6.0	3,800	5,533	6.3	3,742	-33	-0.6	6,000	6.7	4,200	-500
Total	91,600	100.0	25,000	87,584	100.0	24,620	4,015	4.6	90,100	100.0	24,200	1,500
Operating expenses	81,500	89.0	17,500	73,245	83.6	16,067	8,254	11.3	81,800	90.8	18,000	-300
Operating income	10,100	11.0	7,500	14,339	16.4	8,552	-4,239	-29.6	8,300	9.2	6,200	1,800
(Ratio)	(11.0%)		-	(16.4%)		-	(-5.4P)		(9.2%)		-	(1.8P)

- Rent revenues: Increase in space leased to airline companies, etc. in domestic terminal + 0.9 billion
Increase in space leased to airline companies, etc. in international terminal + 0.3 billion
- Facility user charges revenues: Increase in fees for use of passenger facilities for international flights + 0.7 billion
Increase in fees for use of passenger facilities for domestic flights + 0.3 billion
- Other revenues: Increase in revenues from parking fees, paid airport lounges, advertising fees, etc. for domestic terminal + 0.8 billion
Increase in subcontracted work revenues, etc. + 0.4 billion
Increase in commissioned security management revenues + 0.2 billion



2. Details of Consolidated Financial Forecast for FY19

(2) Financial Forecast by Segment

(ii) Merchandise sales

Items	FY19 (Forecast)			FY18 (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
		Ratio	Amount affected due to TIAT consolidation		Ratio	Amount affected due to TIAT consolidation				Ratio	Amount affected due to TIAT consolidation	
Sales to external customers	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Domestic terminal stores	35,700	21.0	-	36,212	20.9	-	-512	-1.4	35,700	20.4	-	0
International terminal stores	98,700	58.0	62,200	98,515	57.0	59,316	184	0.2	101,300	58.0	63,200	-2,600
Other sales	34,700	20.4	-54,400	36,745	21.2	-48,484	-2,045	-5.6	36,200	20.7	-52,700	-1,500
Subtotal	169,100	99.4	7,800	171,472	99.1	10,832	-2,372	-1.4	173,200	99.1	10,500	-4,100
Intersegment sales	1,100	0.6	100	1,523	0.9	607	-423	-27.8	1,500	0.9	600	-400
Total	170,200	100.0	7,900	172,996	100.0	11,440	-2,796	-1.6	174,700	100.0	11,100	-4,500
Operating expenses	154,600	90.8	5,400	157,235	90.9	8,377	-2,635	-1.7	158,700	90.8	8,200	-4,100
Operating income	15,600	9.2	2,500	15,760	9.1	3,062	-160	-1.0	16,000	9.2	2,900	-400
(Ratio)	(9.2%)		-	(9.1%)		-	(0.1P)		(9.2%)		-	-

- Domestic terminal stores: Decrease in sales of directly managed stores at Haneda domestic terminal – 0.5 billion
- International terminal stores: Increase in sales of directly managed stores at Haneda international terminal + 3.0 billion
Decrease in sales of directly managed stores at Narita Airport – 2.6 billion
Decrease in sales of urban duty-free stores – 0.4 billion
- Other sales: Decrease in wholesale sales to Narita Airport – 2.4 billion
Increase in wholesale sales to Kansai Airport and Chubu Centrair Airport + 0.8 billion
Decrease in wholesale sales to other regional airports – 0.8 billion



2. Details of Consolidated Financial Forecast for FY19

(2) Financial Forecast by Segment (iii) Food and beverage

Items	FY19 (Forecast)			FY18 (Results)			Change	Rate of Change	Initial forecast (May 2019)			Difference
		Ratio	Amount affected due to TIAT consolidation		Ratio	Amount affected due to TIAT consolidation				Ratio	Amount affected due to TIAT consolidation	
Sales to external customers	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen
Sales from restaurants	12,700	55.4	3,100	12,514	55.4	2,977	185	1.5	12,500	54.8	3,000	200
Sales from in-flight meals	7,000	30.6	-	6,764	29.9	-	235	3.5	6,900	30.3	-	100
Other sales	800	3.5	-2,900	816	3.6	-2,786	-16	-2.0	800	3.5	-2,800	0
Subtotal	20,500	89.5	200	20,095	88.9	191	404	2.0	20,200	88.6	200	300
Intersegment sales	2,400	10.5	-	2,518	11.1	-	-118	-4.7	2,600	11.4	-	-200
Total	22,900	100.0	200	22,613	100.0	192	286	1.3	22,800	100.0	200	100
Operating expenses	22,200	96.9	300	21,733	96.1	224	466	2.1	22,000	96.5	300	200
Operating income	700	3.1	-100	880	3.9	-32	-180	-20.5	800	3.5	-100	-100
(Ratio)	(3.1%)		-	(3.9%)		-	(-0.8P)		(3.5%)		-	(-0.4P)

- Sales from restaurants: Increase in sales from increased passenger volume, etc.
at Haneda international terminal + 0.1 billion
- Sales from in-flight meals: Increase in sales from increased passenger volume of client airline, etc. + 0.2 billion



3. Other Information

(1) Capital Expenditure and Depreciation Expenses

Items	FY14 (Results)	FY15 (Results)	FY16 (Results)	FY17 (Results)	FY18 (Results)	FY19 (Forecast)
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Capital expenditure	4,830	8,379	6,853	27,885	57,559	82,000
Depreciation expenses	11,872	11,232	11,609	10,806	24,634	27,800

Note: Figures shown are rounded down to the nearest million yen.

• Breakdown of Major Capital Expenditures

FY18 (Results)	
Building 2 internationalization construction	¥27.8 billion
Building 1 renovation	¥3.3 billion
PBB upgrade and bridge repair	¥2.5 billion
Repair and upgrade of various equipment and facilities	¥2.4 billion
Upgrade of crime prevention/disaster-readiness equipment	¥2.2 billion
Parking Lot 4 expansion	¥2.0 billion
(TIAT investments)	¥13.2 billion)

FY19 (Forecast)	
Building 2 internationalization construction	¥31.0 billion
Building 2 PBB upgrade	¥3.0 billion
Repair and upgrade of various equipment and facilities	¥3.0 billion
Purchase of lots for construction of dormitory for single employees	¥2.0 billion
Upgrade of crime prevention/disaster-readiness equipment	¥2.0 billion
Building 1 renovation	¥1.4 billion
(TIAT investment plan)	¥34.0 billion)

• Breakdown of main depreciation expenses

	FY14 (Results)	FY15 (Results)	FY16 (Results)	FY17 (Results)	FY18 (Results)	FY19 (Forecast)
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Terminal 1	3,900	4,000	4,400	4,300	4,100	4,500
Terminal 2	5,000	4,400	4,100	3,800	3,800	5,100
P4 Parking	400	400	300	300	300	700

(Reference)

Note: Figures shown are rounded down to the nearest hundred million yen.

	FY14 (Results)	FY15 (Results)	FY16 (Results)	FY17 (Results)	FY18 (Results)
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Millions of yen
T I A T	10,060	10,202	9,748	9,492	9,597

Note: Figures shown are rounded down to the nearest million yen.




3. Other Information

(2) Initiatives for terminal Building Readiness

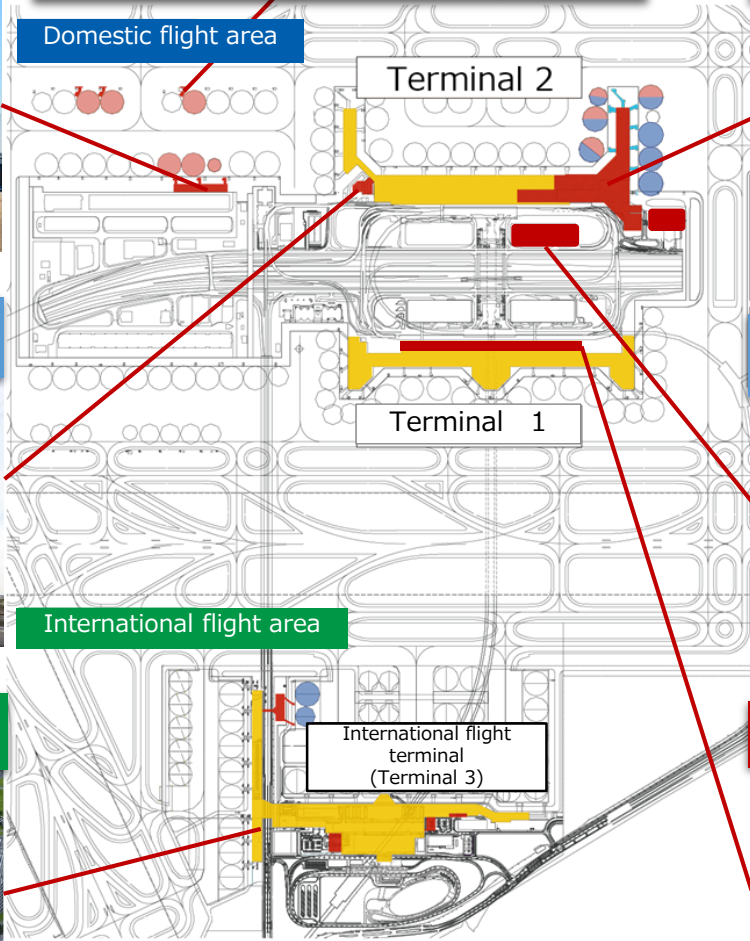
Completed in Dec. 2018

Terminal 2 satellite



Completed in May 2018

Terminal 2 North-side boarding station



Domestic flight area

Terminal 2

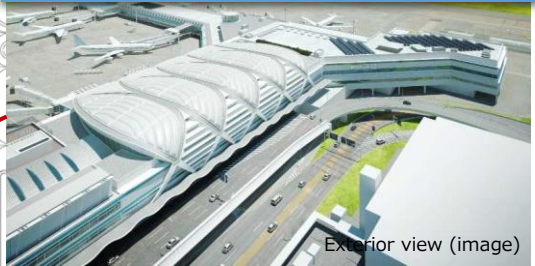
Terminal 1

International flight area

International flight terminal (Terminal 3)

To be completed in Feb. 2020


Terminal 2 international flight facility



Exterior view (image)


Completed in Oct. 2019

Terminal 2 office space expansion




Completed in Mar. 2019

Expansion of P4 parking structure



To be completed in Jan. 2020


International flight terminal extension



Exterior view (image)

Completed in Sep. 2019

Terminal 1 renovation



到着出口 (南ウイング)
EXIT [South Wing] 南出口 南ウイング

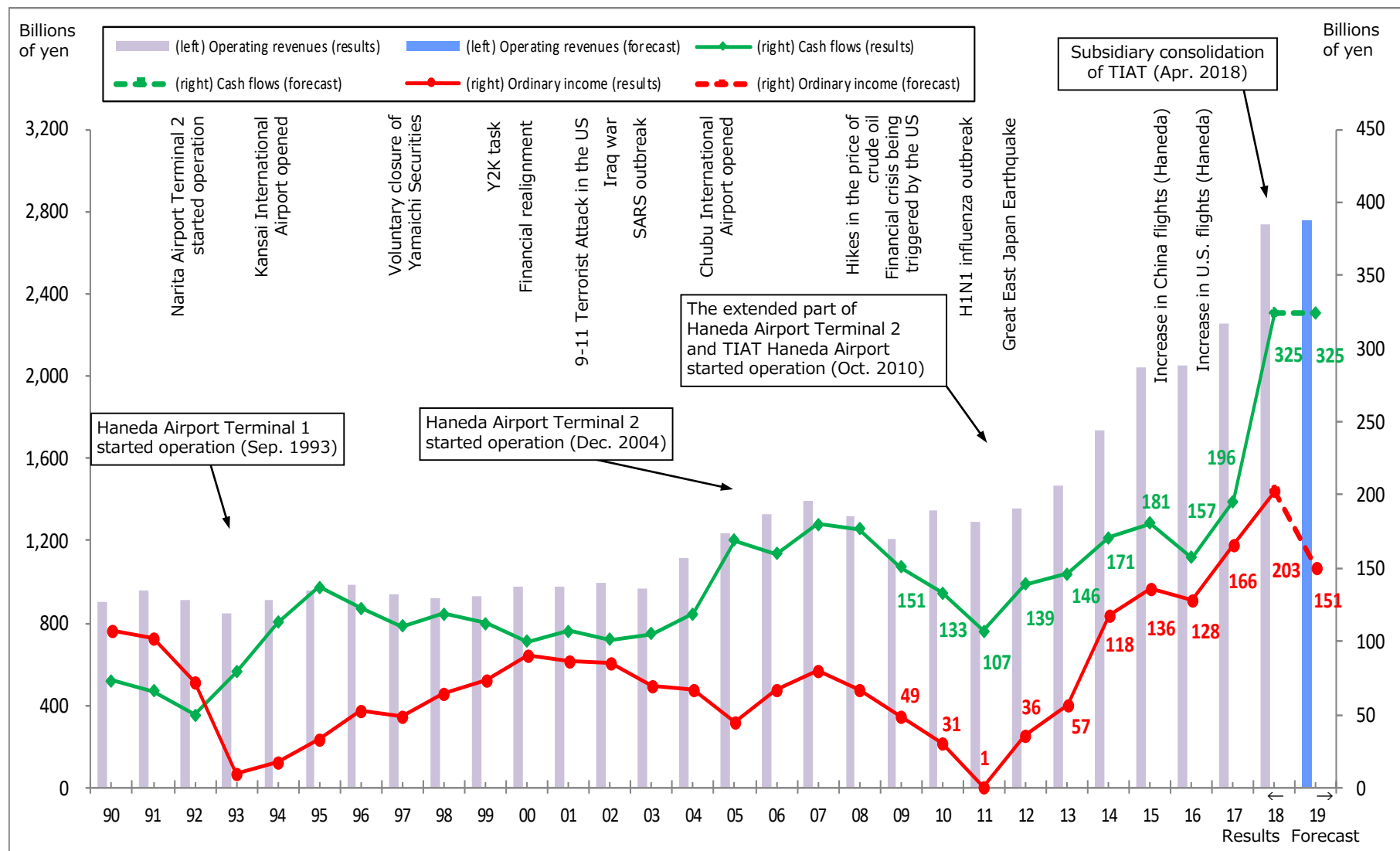
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3



3. Other Information

(3) Changes in Operating Revenues/Ordinary Income/Cash Flows



Second Quarter of FY19

Reference Material

1. Outline of Japan Airport Terminal Group
2. Summary of Tokyo International Airport (Haneda)

* This document has been translated from the Japanese original, for reference purposes only.
If there is any discrepancy between this translated document and the Japanese original, the original shall prevail.




Japan Airport Terminal Co., Ltd.
<https://www.tokyo-airport-bldg.co.jp/>



1. Outline of Japan Airport Terminal Group

(1) The company's position at Haneda Airport (comparison with other major airports in Japan)

Airport	Haneda Airport (Tokyo International Airport)	Narita International Airport	Chubu Centrair International Airport	Kansai International Airport	Itami Airport (Osaka International Airport)
Category	Responsible and managed by national government	Responsible and managed by each airport company			
Control facilities	National government (Minister of Land, Infrastructure, Transport and Tourism)	National government (Minister of Land, Infrastructure, Transport and Tourism)			
Airport facilities (Basic facilities) Runways Taxiways Aprons		Narita International Airport Corporation	Central Japan International Airport Co., Ltd.	[Owner] New Kansai International Airport Company, Ltd.	
Passenger handling facilities (Passenger terminal buildings)				 [Operator] Kansai Airports Co., Ltd.	
Shareholder composition	Private corporations, etc. : 100%	National government : 100%	Private corporations, etc. : 50% National government : 40% Local government : 10%	[Owner] National government : 100% [Operator] Private corporations, etc. : 100%	

Source: Prepared by the company based on information on the websites of Ministry of Land, Infrastructure, Transport and Tourism and the respective companies.

(Reference) Basic position of passenger terminal building companies

- Operators of the airport facilities
 - Runways, taxiways and aprons: Installed and managed by national government, local governments, and Narita, New Kansai and Central Japan airport companies.
 - Passenger and cargo handling facilities: Constructed, owned, managed and operated by private corporations, third sector bodies, and airport companies, etc.
 - Maintenance facilities: Constructed, owned, and managed by private corporations and airline companies

Both JAT and TIAT have been designated as Airport Facilities Operators* by the Minister of Land, Infrastructure, Transport and Tourism pursuant to Article 15, Paragraph 1 of the Airport Act.

* Airport Facilities Operator is an enterprise that constructs or manages airport facilities (passenger or cargo handling facilities or aircraft refueling facilities necessary for an airport to perform its functions).

- Relationship with airline companies
JAT and TIAT lease facilities such as check-in counters and offices.
- Relationship with merchandise stores, restaurants, and service stores
JAT and TIAT operate their own stores, or lease store/office space to the tenants such as airline-related companies. Those companies need filings to operate sales at the airports.



1. Outline of Japan Airport Terminal Group

(2) Business Details

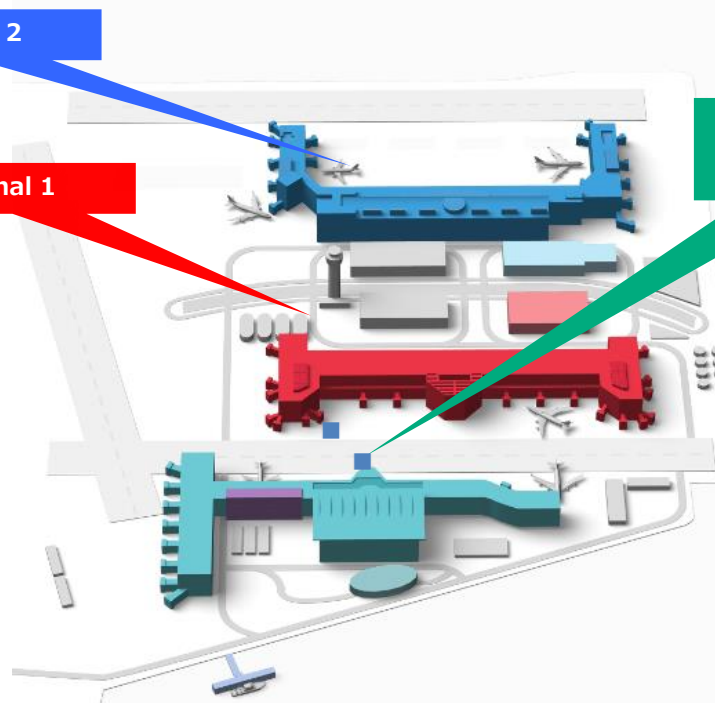
A company responsible for construction, maintenance and operation of Haneda Airport passenger terminals

■ Terminal 1 ■ Terminal 2

- Construction, management, and operation of terminal buildings
- Real estate leasing (offices, stores and other spaces for airline companies and airport-based businesses)
- Merchandise sales (direct management)
- Food and beverage services (direct management)
- Passenger services
- Preparation/sales of in-flight meals
- Management of parking lots

Terminal 2

Terminal 1



International
Passenger
Terminal

■ International Passenger Terminal

Built and managed by Tokyo International Air Terminal Corporation (TIAT), established through investment with airline companies and other entities and centered on Japan Airport Terminal Co., Ltd.

- International passenger terminal building management and operation
- Real estate leasing (office space, stores, etc. for airline companies and airport-based businesses)
- Operation of duty-free stores, others
- Food and beverage services
- Passenger services
- Management of parking lots

Offering high-quality services at domestic airports Narita, Kansai and Chubu, and at airports outside of Japan, leveraging expertise honed at Haneda Airport.

Narita International Airport

- Merchandise sales (duty-free stores, etc.)
- Wholesale, commissioned management of duty-free stores
- Food and beverage service
- Travel accident insurance agency business
- Preparation/sales of in-flight meals

Kansai and Chubu Centrair International Airport

- Merchandise sales (duty-free stores)
- Wholesale
- Commissioned management of duty-free stores (Kansai)

Domestic Airports throughout Japan

- Merchandise sales (Naha)
- Wholesale
- Operation of Kumamoto Airport

At overseas Airport

- Merchandise sales at Chengdu Shuangliu International Airport
- Operation of Palau International Airport



1. Outline of Japan Airport Terminal Group

(3) Basic Philosophy and Management Policy

Basic philosophy

“Balancing Public Good and Business Success”

Passenger terminal buildings serve as public infrastructure of enormous importance. Utilizing private-sector business approaches to properly achieve this highly public mission is our basic management philosophy.

Management policy

- Establish absolute safety in passenger terminals
- Operate passenger terminals for the benefit of customers (convenience, comfort and functionality)
- Operate passenger terminals stably and efficiently
- Reinforce corporate structure and improve the combined competence of the Group companies

Our Business Model Since Establishment

- Since its establishment, Japan Airport Terminal has optimally leveraged private-sector knowledge and financing to build, manage and operate passenger terminal buildings, which have enormously important public value, as a purely private enterprise spanning nearly 60 years.
- Based on the Japanese government's policies governing airports and airlines, Japan Airport Terminal is engaged in facilities installation, including expansion, the provision of appropriate services, and measures to insure the safety and stability of passenger terminal buildings.
- Japan Airline Terminal contributes to the development of the airline industry, guided by a consistent dedication to shared prosperity with airline companies.



1. Outline of Japan Airport Terminal Group

(4) ESG Initiatives

- Point:**
- Continuing to work on initiatives started at the time of founding based on the corporate philosophy, "Balancing Public Good and Business Success"
 - Pursuing to become the most highly rated airport in the world, or the world's best airport, based on the long-term vision established in the present medium-term management plan

Category	Main initiatives	Most recent initiatives
Environment	<ul style="list-style-type: none">• Energy saving measures (Use of LEDs for lighting equipment, introduction of hybrid vehicles)• Use of natural energy (Green power, solar power generation)	<ul style="list-style-type: none">• Consideration of measures for reducing incinerated waste upon expanding a waste treatment plant• Dealing with the marine plastic debris problem
Social	<ul style="list-style-type: none">• Improvement of labor productivity through enhanced working environment• Spread of diversity (female executives, hiring of foreign national employees, etc.)• Donation of money for school lunch to developing countries (TABLE FOR TWO)• Investment in disaster prevention and safety measures	<ul style="list-style-type: none">• Effort for transmitting art and culture of Japan and for regional revitalization (Business of Haneda Future Research Institute)• Increasing interaction with local residents (Haneda area)• Installing "water stop boards"• Installing "Scattering prevention films"
Governance	<ul style="list-style-type: none">• Verification of effectiveness evaluation of the board of directors• Establishment of the nominating/remuneration committee	<ul style="list-style-type: none">• Strong governance, strengthening of the board of directors• Cybersecurity measures

1. Outline of Japan Airport Terminal Group

(5) Company History

Haneda Airport was re-launched as Japanese air gateway after being returned by the U.S. in 1952. However, on account of a lack of financial resources after the war, only the costs for paving the taxiway and apron were included in the national budget. Therefore, **it was decided to build the terminal with private funds** (cabinet approved), and in 1953 **the Company was founded with the cooperation of major institutions (with capital 150 million yen)**, and the terminal was opened in May 1955.

1953	(July)	Established with private sector capital of 150 million yen.
1955	(May)	The terminal building opened and launched operation.
1964	(April)	Separate domestic arrival terminal building completed in time with the Tokyo Olympic Games.
	(October)	Duty-free sales operations commenced.
1978	(May)	Commenced merchandise sales including duty-free articles, hotel reservation services and other operations with the opening of Narita International Airport.
1990	(February)	Listed on second section of the Tokyo Stock Exchange.
1991	(September)	Listed on first section of the Tokyo Stock Exchange.
1993	(September)	Haneda Airport Terminal 1 (Big Bird) started operation.
1994	(September)	Launched commissioned operation of duty-free stores and wholesale of duty-free goods accompanying opening of the Kansai Airport.
1998	(March)	The temporary international terminal at Haneda Airport started operation.
2001	(February)	International charter flights commenced at Haneda Airport.
2002	(April)	Terminated periodic international flights from Haneda Airport (transfer of China Airlines and the EVA Airways to Narita).
2003	(November)	International charter flights between Haneda and Seoul (Gimpo) commenced.
2004	(December)	Terminal 2 at Haneda Airport started operation.
2005	(February)	Wholesale of duty-free goods commenced with the opening of Central Japan International Airport.
2006	(April)	Participated in the project of the maintenance and operation of terminal at international flight area of the Tokyo International Airport.
	(June)	Invested in the special purpose company (SPC) "Tokyo International Air Terminal Corporation."
2007	(February)	South Pier in Terminal 2 at Haneda Airport started operation.
	(September)	International charter flights between Haneda and Shanghai (Hongqiao Airport) commenced.
2008	(April)	International charter flights between Haneda and Hong Kong commenced (during specific hours).
2009	(April)	Designated as an Airport Facilities Operator under the revised Airport Act.
	(October)	International charter flights between Haneda and Beijing commenced.
2010	(August)	P4 multi-story parking main building started operation (full-scale operation in October).
	(October)	The extended part of Terminal 2, Haneda Airport started operation. The new International Passenger Terminal (TIAT) started operation.
2011	(January)	Established Japan Airport Terminal Trading (Chengdu) Co., Ltd.
	(November)	Renewal of Terminal 1 building, Haneda Airport completed.
2013	(April)	The extended part of South Pier in Terminal 2 at Haneda Airport started operation.
2014	(March)	Start of usage of international passenger terminal building expansion.
2018	(April)	Subsidiary consolidation of Tokyo International Air Terminal Corporation.



Haneda Airport Terminal when opened



Haneda Airport Terminal 1



Haneda Airport Terminal 2



1. Outline of Japan Airport Terminal Group

(6) Group Companies



Food and beverage operations 5 companies

- Tokyo Airport Restaurant Co., Ltd.
Restaurant business, light meal production and sales, paid waiting room management
- Cosmo Enterprise Co., Ltd.
Preparation and loading of in-flight meals, production and sale of frozen food
- CTT Co., Ltd.
Cleaning of in-flight goods and eating utensils
- LANI KE AKUA PACIFIC, INC.
Restaurant business
- KAIKAN KAIHATSU Co., Ltd.
Restaurant business, management and operation of lodging, halls and meeting rooms

Facilities management operations 8 companies

- Tokyo International Air Terminal Co., Ltd.
Management and operation of international passenger terminal building.
- BIG WING Co., Ltd.
Advertising agency business, event planning and management
- Japan Airport Techno Co., Ltd.
Installation, upkeep and management of passenger terminal facilities and environmental and sanitation management of facilities
- Haneda Airport Security Co., Ltd.
Security services and parking lot service management
- Haneda Passenger Service Co., Ltd.
Passenger services operations
- Japan Airport Ground Handling Co., Ltd.
Passenger handling services
- Haneda Future Research Institute Inc.
Further improvement of value in existing airport operation, development of new business model, etc.
- Sakura Shokai Co., Ltd.
Airport cleaning center management and waste treatment

Merchandise sales operations 7 companies

- Japan Duty Free Fa-So-La Isetan Mitsukoshi Co., Ltd.
Development of airport duty-free stores (bonded stores) in urban areas
- International Trade Inc.
Wholesale business and merchandise sales to Japanese airport retail stores and other clients
- Japan Airport Logitem Co., Ltd.
Merchandise transport, delivery and inspection
- Air BIC INC. Retail sales of home appliances
- Haneda Airport Enterprise Co., Ltd.
Store operation business
- Japan Airport Terminal Trading (Chengdu) Co., Ltd.
Merchandise sales and wholesale business at Chengdu Shuangliu International Airport
- Hamashin Co., Ltd.
Wholesale and retail sales of marine products

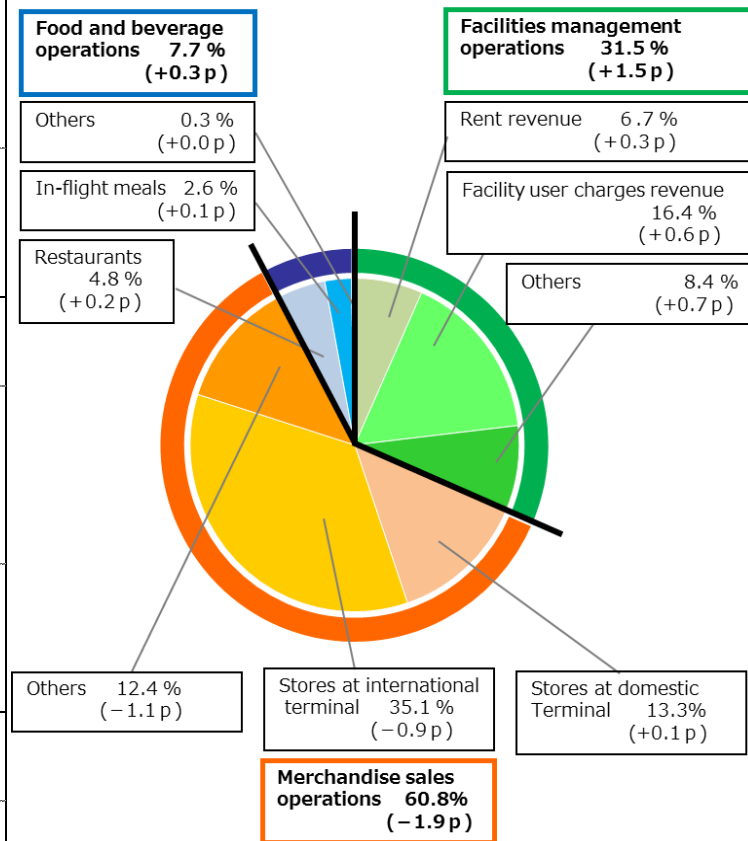


1. Outline of Japan Airport Terminal Group

(7) Revenue Composition/Details by Segment, Composition of Sales

Category		Revenue details	Expenses details
Facilities management operations	Rent revenue	Office lease (fixed rent); store lease (fixed rent + percentage commission) at Haneda domestic and international terminals	Depreciation; water, heating, energy expenses; repairs expenses; lease fee (such as national property usage fee); taxes and public charges; cleaning expenses; outsourcing fees
	Facility user charges revenue	Fees for use of passenger facilities (Haneda domestic and international flights: PSFC), international terminal PBB user charges, others	
	Others	Parking fee revenue, advertising revenue and sales from paid airport lounge at Haneda domestic and international terminals, Hotel business income, Revenue from subcontracted work	Lease fee (such as national property usage fee); taxes and public charges (fixed asset tax); outsourcing fees
Merchandise sales operations	Stores at domestic terminal	Merchandise sales for stores at Haneda domestic terminal stores	Cost of sales; supply expenses
	Stores at international terminal	Merchandise sales for stores at Haneda international terminal stores; Merchandise sales from airport duty-free stores, etc. at Narita International Airport, Kansai International Airport and Chubu Centrair International Airport, urban duty-free store sales	Cost of sales; supply expenses; percentage of business; agent service fee
	Others	Wholesale sales to Narita International Airport, Kansai International Airport, and Chubu Centrair International Airport; Commissioned management revenues at Narita International Airport and Kansai International Airport.	Cost of sales; agent service fee
Food and beverage operations	Restaurants	Restaurant sales at Haneda Airport domestic and international terminal and Narita International Airport	Food expenses (cost of sales for food and beverage); percentage of business; outsourcing costs
	In-flight meals	Production and sales of in-flight meals	Food expenses (cost of sales for food and beverage)
	Others	Income from catering airline lounges, Wholesale of products such as frozen foods, box meals, etc.	Food expenses (cost of sales for food and beverage); outsourcing costs

«FY19 2Q Results»



※ Figures in () denote percentage change from the end of March 2019 before consolidation of TIAT



1. Outline of Japan Airport Terminal Group

(8) Changes in Capital Investment

Fiscal Year	Details	Investment (at time of construction)
1955	Construction of former terminal building	¥1.0 billion
1963	Major expansion and renovation (Measures for jet aircraft and the Olympics)	¥3.5 billion
1970	Construction for accommodating jumbo jets (domestic and international terminal buildings)	¥3.2 billion
1977	Construction for disaster safety measures	¥8.0 billion
1978~1981	Construction to repurpose domestic terminal accompanying shift to international flights at Narita Airport	¥11.5 billion
1984	Construction for domestic terminal redeployment	¥15.0 billion
1993	Construction to build Terminal 1 building Construction to remove old terminal building	¥130.0 billion ¥6.0 billion
1997	Expansion construction to build South/North Bus Lounge in Terminal 1 building New construction of boarding station	¥1.0 billion ¥1.0 billion
1998	Construction to build international terminal building	¥1.5 billion
1999~2002	Renovation of Terminal 1 building (barrier-free measures)	¥3.4 billion
2002	Expansion and renovation of international terminal building	¥1.0 billion
2004	Construction to build Terminal 2 building	¥67.0 billion
2004~2005	Renovation of Terminal 1 building (including marketplace revitalization) International terminal building expansion and renovation	¥15.0 billion ¥0.6 billion
2006	Construction for expansion of Terminal 2 building (Second Stage of the Plan)	¥11.5 billion
2007	International terminal building expansion and renovation	¥2.1 billion
2007	Construction to build P4 simplified parking structure	¥2.0 billion
2008	International terminal building expansion and renovation	¥1.5 billion
2008~2010	Terminal 2 building expansion (Third Stage of the Plan) Construction to convert P4 parking lot to multi-story parking lot	¥19.0 billion ¥6.0 billion
2011	Terminal 1 building renovation (departure lobby, departure lounge, observation deck, etc.)	¥7.0 billion
2013	Terminal 2 building expansion (Fourth Stage of the Plan) Expansion in 3 spots	¥7.6 billion
2017~2019	Construction of international flight facility for Terminal 2 building (expansion, renovation of existing building)	¥78.0 billion
2018~2019	Terminal 1 building renovation (basement, 1st floor arrival lobby interior modification, etc.)	¥4.7 billion
		Total ¥408.1 billion



1. Outline of Japan Airport Terminal Group

(9) Summary of Tokyo International Air Terminal Corporation

- 1. Company Name Tokyo International Air Terminal Corporation
- 2. Date Founded June 20, 2006
- 3. Headquarters Location
Haneda Airport, Ota-ku, Tokyo
- 4. Capital 13,265 million yen
- 5. Businesses Maintenance and management of the terminal building in the international section of Tokyo International Airport
- 6. Representative Katsuji Doi, President (Former Vice President of Japan Airport Terminal Co., Ltd.)
- 7. Corporate Philosophy
As the gateway to the nation's capital, Tokyo, we will endeavor to continue providing cutting-edge terminal facilities and services to customers from across the world and thus contribute to the development of the international aviation network.

8. Composition of Shareholders

Japan Airport Terminal Co., Ltd.	(51.00%)
Japan Airlines Corporation	(16.87%)
ANA HOLDINGS INC.	(16.87%)
Narita International Airport Corporation	(3.05%)
TEPCO Energy Partner, Incorporated	(2.37%)
SECOM Co., Ltd.	(2.04%)
Tokyo Gas Co., Ltd.	(2.04%)
Keihin Electric Express Railway Co., Ltd.	(1.36%)
Tokyo Monorail Co., Ltd.	(1.36%)
NTT Data Corporation	(1.02%)
Development Bank of Japan Inc.	(0.68%)
Mizuho Bank, Ltd.	(0.68%)
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	(0.68%)

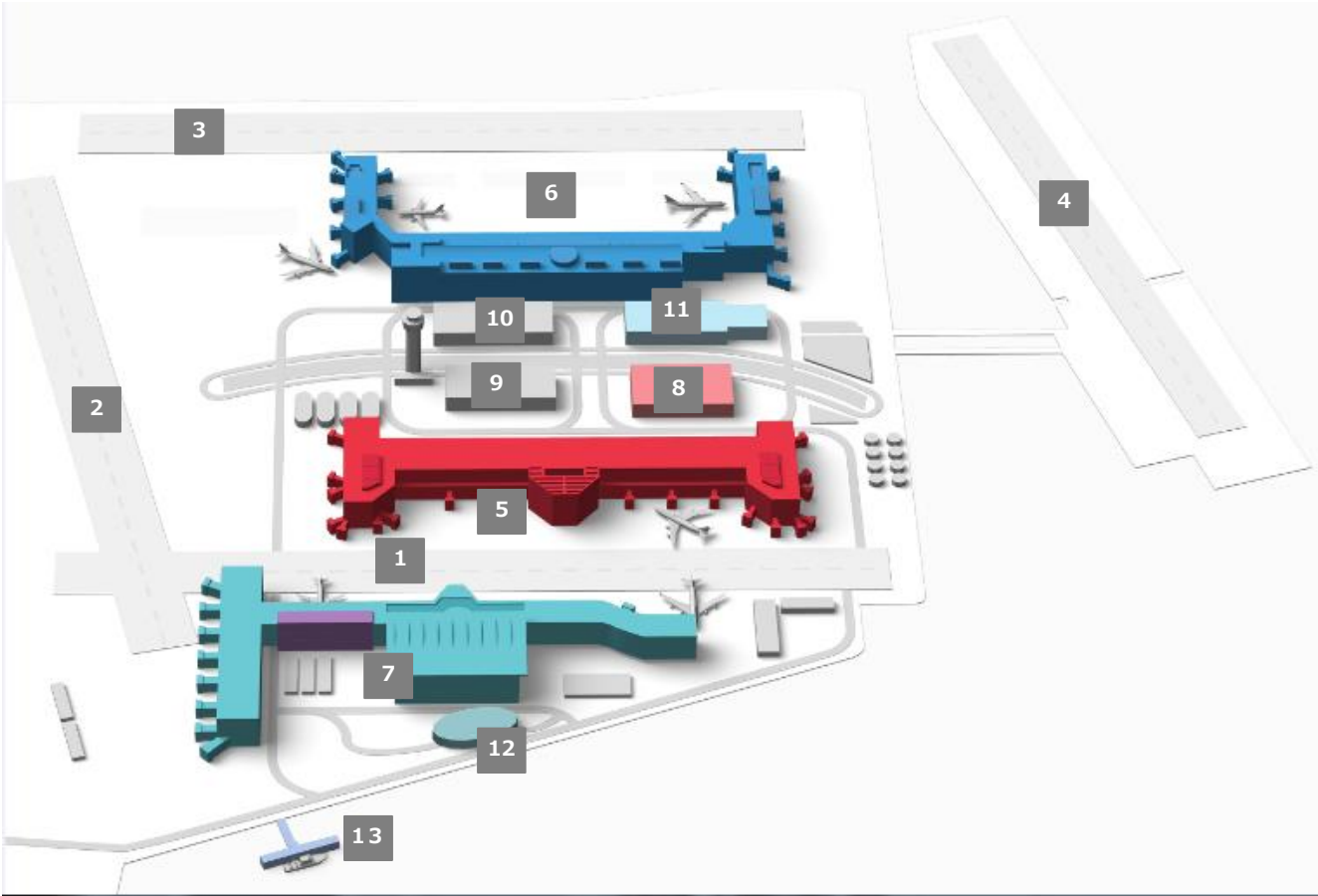


2. Summary of Tokyo International Airport (Haneda)

(1) Location Map

- Total area of airport 1,516 ha
- Apron Total area/268 ha Spots/232
- Runway
 - Runway A 3,000 m×60 m 1
 - Runway B 2,500 m×60 m 2
 - Runway C 3,360 m×60 m 3
 - Runway D 2,500 m×60 m 4

Runway capacity Approx. 447,000 flights/year
- Terminal building
 - Terminal building 1 5
 - Floor space/292,400 m²
 - Spots (stationary boarding bridge present)/24 locations
 - Terminal building 2 6
 - Floor space/265,290 m²
 - Spots (stationary boarding bridge present)/26 locations
 - International terminal building 7
 - Floor space/approx. 236,000 m²
 - Spots (stationary boarding bridge present)/18 locations
- Parking lot
 - P1 Capacity/2,350 vehicles 8
 - P2 Capacity/2,343 vehicles 9
 - P3 Capacity/2,450 vehicles 10
 - P4 Capacity/3,100 vehicles (includes 2 microbus spaces) 11
 - Parking lot for international flights Capacity/approx. 3,000 vehicles 12
- Haneda airport wharf 13





2. Summary of Tokyo International Airport (Haneda)

(2) Comparison of Passenger Volume

Japan Airport Passenger Volume Ranking
(FY18)

Airport	Code	Annual (thousand people)	Daily average (thousand people)	Share (%)
1 Haneda (Tokyo International)	HND	85,692 (67,528)	234	26.5
2 Narita International	NRT	41,238 (7,305)	112	12.7
3 Kansai International	KIX	29,312 (6,512)	80	9.1
4 Fukuoka	FUK	24,845 (17,926)	68	7.7
5 New Chitose	CTS	23,634 (19,776)	64	7.3
6 Naha	OKA	21,547 (17,633)	59	6.7
7 Osaka International	ITM	16,299 (16,299)	44	5.0
8 Chubu Centrair International	NGO	12,344 (6,256)	33	3.8
9 Kagoshima	KOJ	6,066 (5,662)	16	1.9
10 Sendai International	SDJ	3,612 (3,301)	9	1.1
79 other airports		58,911 (55,103)		18.2

Global Airport Passenger Volume Ranking
(2018 calendar year)

City/Airport	Code	Annual (thousand people)
1 Atlanta	ATL	107,394
2 Beijing Capital International	PEK	100,983
3 Dubai	DXB	89,149
4 Los Angeles	LAX	87,534
5 Tokyo (Haneda)	HND	86,942
6 Chicago (O'Hare)	ORD	83,245
7 London (Heathrow)	LHR	80,126
8 Hong Kong	HKG	74,515
9 Shanghai (Pudong)	PVG	74,006
10 Paris (Charles De Gaulle)	CDG	72,229

Figures in parentheses are airport passenger volume for domestic flights.
Material: Airport ranking chart for FY18, Japan Civil Aviation Bureau (MLIT)

Source: ACI (Airports Council International) publication
"Annual World Airport Traffic Report 2019 Edition"



2. Summary of Tokyo International Airport (Haneda)

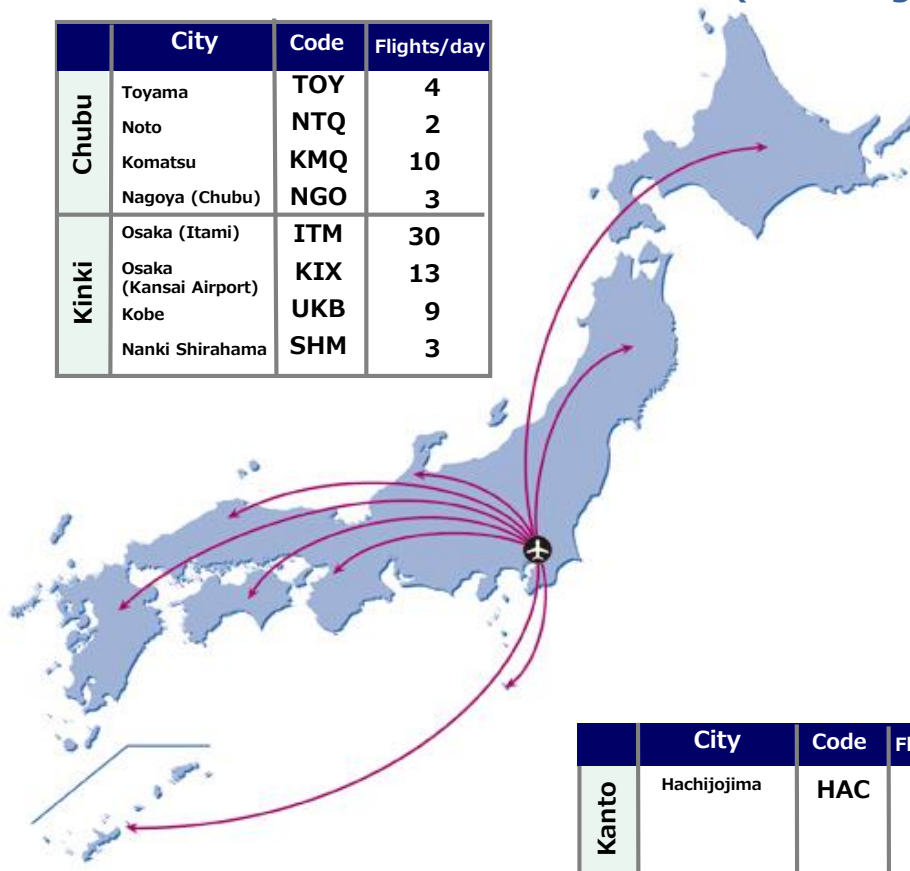
(3) Domestic Destinations and Flights

Domestic flights 48 routes

Approx. 499 flights (departures)/day
(excluding code share flights)

	City	Code	Flights/day
Chugoku	Okayama	OKJ	10
	Hiroshima	HIJ	18
	Yamaguchi Ube	UBJ	10
	Tottori	TTJ	5
	Yonago	YGJ	6
	Izumo	IZO	5
	Iwakuni	IWK	5
	Hagi Iwami	IWJ	2
Shikoku	Takamatsu	TAK	13
	Tokushima	TKS	11
	Matsuyama	MYJ	12
	Kochi	KCZ	10
Kyushu	Fukuoka	FUK	54
	Kitakyushu	KKJ	16
	Saga	HSG	5
	Oita	OIT	14
	Kumamoto	KMJ	18
	Nagasaki	NGS	14
	Miyazaki	KMI	18
	Kagoshima	KOJ	23
	Amami Oshima	ASJ	1
Okinawa	Okinawa (Naha)	OKA	30
	Miyako	MMY	2
	Ishigaki	ISG	4

	City	Code	Flights/day
Chubu	Toyama	TOY	4
	Noto	NTQ	2
	Komatsu	KMQ	10
	Nagoya (Chubu)	NGO	3
Kinki	Osaka (Itami)	ITM	30
	Osaka (Kansai Airport)	KIX	13
	Kobe	UKB	9
	Nanki Shirahama	SHM	3



	City	Code	Flights/day
Hokkaido	Sapporo (Chitose)	CTS	54
	Wakkanai	WKJ	1
	Asahikawa	AKJ	7
	Obihiro	OBO	7
	Kushiro	KUH	6
	Mombetsu	MBE	1
	Memambetsu	MMB	5
	Nakashibetsu	SHB	1
	Hakodate	HKD	8
Tohoku	Aomori	AOJ	6
	Misawa Hachinohe	MSJ	3
	Odate-Noshiro	ONJ	2
	Akita	AXT	9
	Yamagata	GAJ	2
	Shonai	SYO	4

	City	Code	Flights/day
Kanto	Hachijojima	HAC	3

(As of November 2019)



**JAPAN
AIRLINES**



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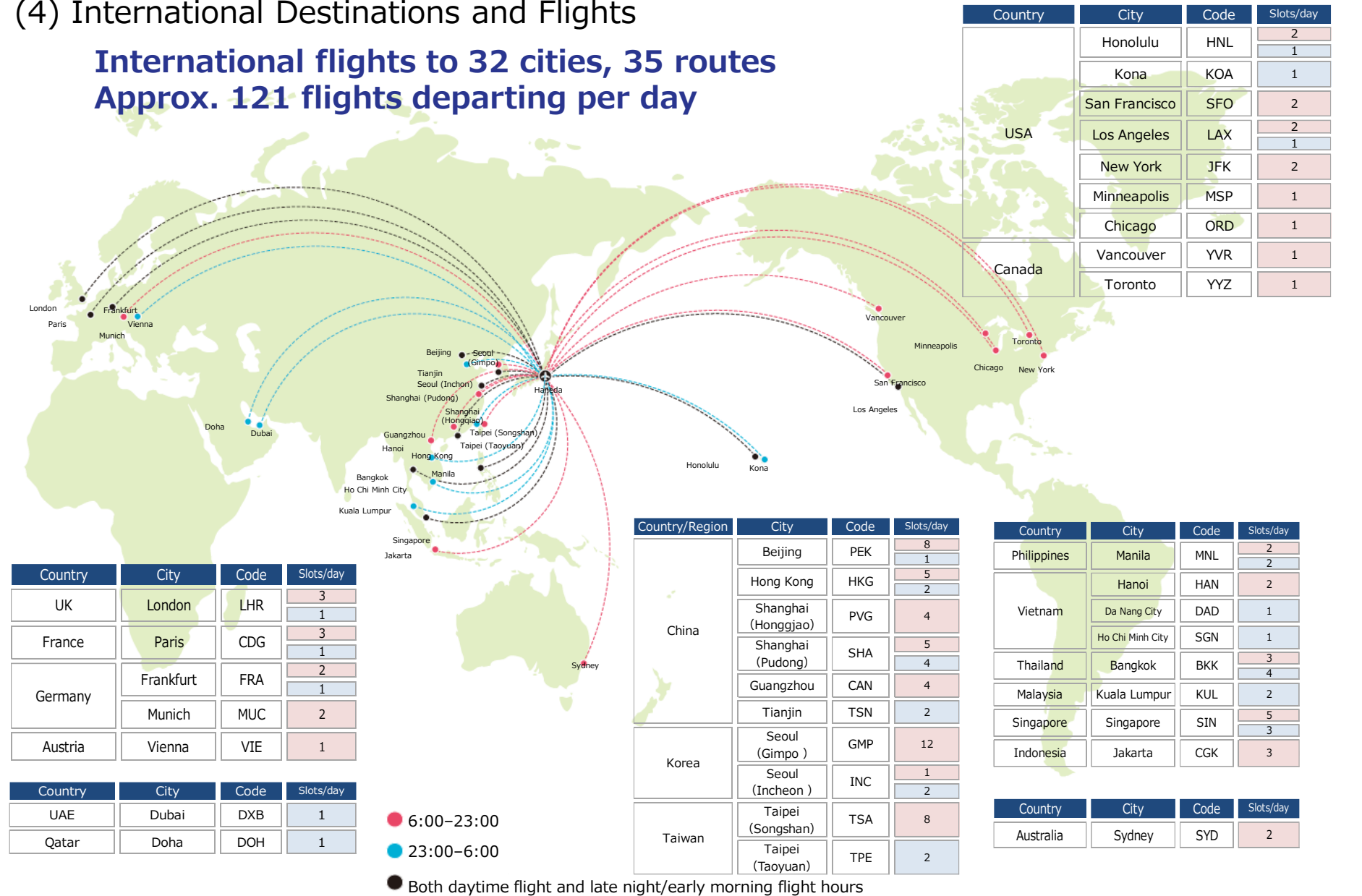




2. Summary of Tokyo International Airport (Haneda)

(4) International Destinations and Flights

International flights to 32 cities, 35 routes
Approx. 121 flights departing per day





2. Summary of Tokyo International Airport (Haneda)

(6) International Rating of the Haneda Airport Passenger Terminal (evaluated by SKYTRAX)

Awarded “5 Star Airports” status in the “Global Airport Rating” for the 6th consecutive year



Haneda airport terminals have been awarded 5 stars for the sixth consecutive year in the Global Airport Ratings conducted by the British organization, Skytrax.

Recognizing the diverse needs of domestic and international customers, over the past year, we have pursued greater comfort and convenience. This has resulted in continued assessments at a high level for various factors such as customer service standards and terminal facility. Above all, the terminal was highly appreciated for creating an easy-to-understand flow line for the departure and arrival customers and the cleanliness.

The airport will enhance its functional capacity in the lead up to March next year and, in preparation for the Tokyo 2020 Olympic and Paralympic Games, is committed to ensuring that all airport staff retain a strong awareness of the airport's role as the main portal for air travel in the national capital region at all times, and to providing facilities and services with a customer perspective. It will continue bring together a united “All Haneda” approach to the pursuit of the perfect airport and strive to ensure that customers from around the world continue to trust Haneda as the ideal airport.

Ranked 1st in the “World’s Cleanest Airports” for the 4th consecutive year (domestic and international)

Ranked 1st in the “World’s Best Domestic Airports” for the 7th consecutive year (domestic terminals)

Ranked 1st in the “World’s Best PRM/Accessible Facilities” : New Category (domestic and international)



In the World's Cleanest Airports category, once again, the cleanliness and comfort of Haneda's terminals was recognized, and the airport took first place for the fourth consecutive year and the sixth time in total.

In the World's Best Domestic Airports category, Haneda Airport's domestic terminals were commended in general for their ease of use, comfort, and other factors, leading to Haneda's seventh straight win in this category.

In the newly established category of PRM and Accessible Facilities, Haneda Airport was named as the World's Best Airport for the excellence of its approaches to passengers requiring mobility support, such as the elderly and people with disabilities.

In the World's Best Airports category, which ranks airports on an overall assessment, Haneda Airport was awarded second place.

Notes regarding projections

Items such as plans, targets, policies, strategies, decisions, financial forecasts, future figures and monetary amounts in this presentation that is not historical data are projections of the future. These are based on management's projections, assumptions, evaluations, judgments, and conditions on information obtainable at the present time. Realizing these items entail uncertainty and various risks.

This presentation material is not intended to solicit investments. We request you to make own decision regarding investments.

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