

Hokkaido 7 Bundled Airport Concession Project Application Guideline Briefing Handout

9 May, 2018

Civil Aviation Bureau, MLIT

Asahikawa City

Obihiro City

Hokkaido Prefecture

Note : This document is a summary of the Japanese presentation material provided at the “Joint Briefing of the Application Guidelines” held on the 9th of May. Summarized and edited for clarity.

1. Application Guidelines

- ① Determining Capacity at New Chitose Airport/ Revenue-linked contributions at New Chitose Airport
- ② Costs related to around-the-clock operation at New Chitose Airport
- ③ Sustainable growth promotion measures throughout the Project Period
- ④ Dispatched staff of the 4 Administrators
- ⑤ Subsidy scheme for the 3 Administrators

2. Selection Criteria

- ① First Screening and Second Screening
- ② Overall Part and Individual Part in Second Screening
- ③ Commentary on Proposal Items and Key Points in Screening

3. Next Steps

- ① Upcoming Schedule
 - Application Guideline Q&A
 - 1st Screening
 - 2nd Screening
- ② VDR
 - How to use the VDR
 - Disclosure categories of the VDR
 - Disclosure of Building Facility Operator
- ③ Miscellaneous

4. Others

Omitted

1. Application Guidelines

① – 1. Determining Capacity at New Chitose Airport

Air traffic control at New Chitose Airport is provided by the Self Defense Force along with the neighboring Chitose airbase with take off and landing capacity determined by the Ministry of Defense.

Additional landing / take off slots

- ✓ Landing / take off was previously limited to 32x per hour.
- ✓ Citing the many periods of the day with limited extra capacity, this was increased to 42x per hour from 2017.3.26.

Early morning / Late night slots (22:00 – 06:55)

- ✓ Have been increased after coordination with the Ministry of Defense and local authorities beginning Oct 2015.

Before	After
6 times	30x (out of which 6x for 0:00-5:55)

Foreign aircraft limits

- ✓ Due to National Security reasons and Self Defense Force training limits are placed on foreign aircraft landing and take offs.
- ✓ The Ministry of Defense has concurred that from the winter 2016 season (2016.10.30 to 2017.3.25), the limitations have been relaxed as follows.

Before						
Mon	Tue	Wed	Thu	Fri	Sat	Sun
X	12:00-16:00	12:00-16:00	X	After 17:00	All day	All day
After						
Mon	Tue	Wed	Thu	Fri	Sat	Sun
12:00-17:00	12:00-17:00	12:00-17:00	12:00-17:00	After 12:00	All day	All day

①-2. Revenue-linked contributions at New Chitose Airport

●The Purpose

- ✓ Revenue-linked contributions shall be paid from profits of the Airport Operating Business, on top of the Consideration for the grant of the Operating Right under the Project Agreement.
- ✓ Specifically, if the number of permitted takeoff-and-landing at New Chitose Airport is expanded in the future, the amount calculated by applying the formula specified in the Project Agreement to the actual number in excess of 42 times of takeoffs and landings per hour at New Chitose Airport shall be paid to the State as revenue-linked contributions.

●Design of the arrangement

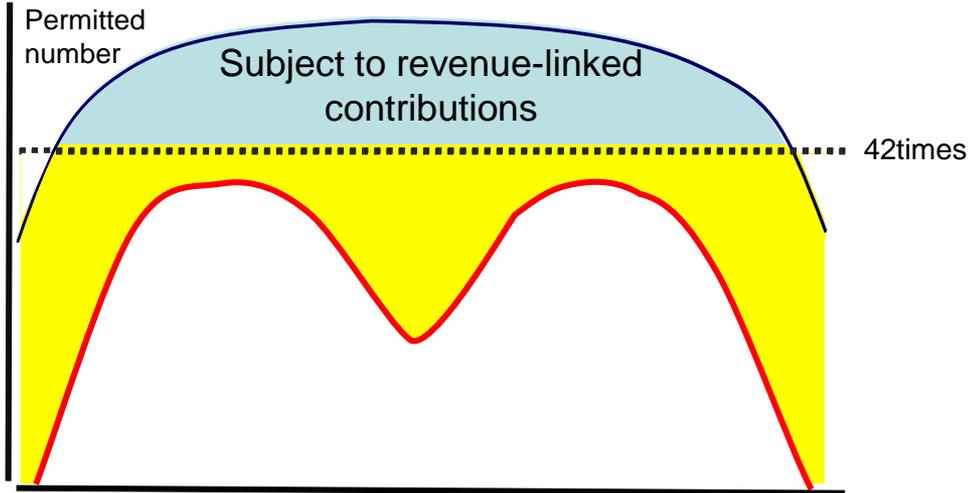
- ✓ Although a similar arrangement is stipulated in the Project Agreement of Fukuoka airport, the detail of this arrangement is different from those in Fukuoka airport.
- ✓ In the case of New Chitose Airport, the revenue-linked contributions is calculated by the actual number in excess of 42 times of takeoffs and landings per hour at New Chitose Airport.
- ✓ The target area as the revenue-linked contributions is the light blue area in the conceptual diagram below.

●The formula

The revenue-linked contributions=the actual number in excess of 42 times of takeoffs and landings per hour in the fiscal year subject to the calculation(※1) × charge per one takeoffs and landings × charge rate

※1 except where Landing Fees shall not be received and the actual number of takeoffs and landings per hour are exceeded due to delay caused by climate and air traffic control service.

【Conceptual diagram】



blue line : the number of takeoffs and landings in the future
red line : the current number of takeoffs and landings

②. Costs related to around-the-clock operation at New Chitose Airport

※Based on material prepared by Hokkaido Government

1. Operating Right Holder shall bear part of the costs for measures related to around-the-clock operation at New Chitose Airport.

(1) Introduction

- Hokkaido Prefecture and other municipalities have an agreement with the local community to provide soundproofing measures for neighboring residential homes estimated to be 10.2 Billion(yen) for 15years from 2020 to 2034. The Operating Right Holder shall bear a part of this cost.
- Operating Right Holder shall not be obliged to bear any additional costs for the renewal of the soundproofing measures.

(2) Amount of contributions expected from the Operating Right Holder

- Total of 2.55 Billion (yen).
- 0.17 Billion(yen) per annum for 15 years beginning in 2020 until 2034.

2. Execution of the Basic Agreement

- The Operating Right Holder is obliged to execute a Basic Agreement for the above contribution with Hokkaido Prefecture and the other municipalities.
- Actual procedures will be managed under the this Basic Agreement.

③. Sustainable growth promotion measures throughout the Project Period

Based on the characteristics of this project, measures to keep the Operating Right Holder incentivized for timely and ongoing investments throughout the Project Period have been built in to the project structure.



- Non-Operating Right Facilities
 - ✓ Opportunity to hear throughout the Concession Period the Administrator opinion regarding the scope of assets the Administrator may purchase at the end at expiry.
 - ✓ Tenant agreement beyond the End of Project Period subject to the consent of the Administrator.
- Payment of the remaining value of "Facilities Subject to Operating Right" by each administrator
 - ✓ Scope to be limited to "expansion" investments (Ex; Extension of taxiways etc.)
 - ✓ Basic airport facilities and Parking facilities of "Facilities Subject to Operating Right" shall be eligible.
 - ✓ Facilities incidental to these facilities are not eligible. Investments included in the "List of Guaranteed Measures" of the proposal document are not eligible.

④. Dispatched staff of the 4 Administrators

- Summary of slides

- ✓ Summary slides of information regarding the dispatching of staff from the 4 Administrator during the early years of the Concession Period was provided.
- ✓ These slides and further details on this matter may be found in the VDR data rooms.

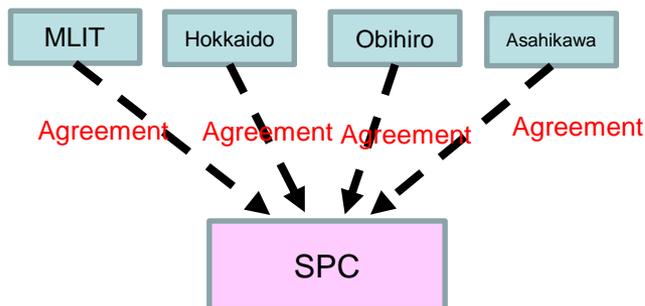
- Points mentioned

- ✓ MLIT has increased the number of staff that it could dispatch from the information provided in the Market Sounding phase.
- ✓ In recent years, Asahikawa Airport and to a lesser extent Obihiro Airport have outsourced parts of the tasks of each City. Should the SPC require, both may support the SPC in the continued use of such outsourced contractors and their personnel so as to lighten the load for the SPC during the hand over phase.
- ✓ The Screening Criteria makes it clear that proposals from the Applicants on the type of personnel, the number of persons (many vs. few) and the length of the period (long vs. short) shall be outside the scope of evaluation.
- ✓ Policies on recruitment / education / internalizing the work previously undertaken by the staff of the 4 Administrators shall be evaluated to ensure a smooth transfer of skills and airport operations.

⑤-1. No cross subsidization between the 4 Administrators

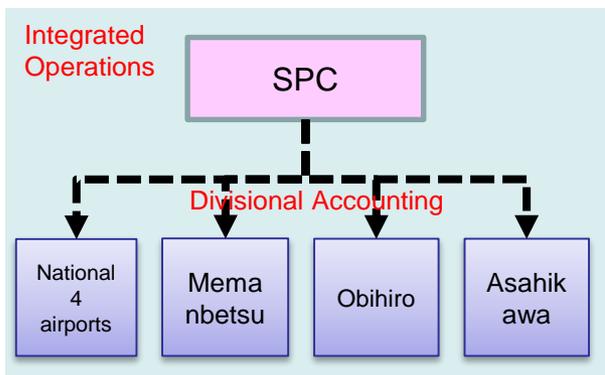
● At the time of the Proposals

- ✓ As the 4 Project Agreements are separate agreements, they are required to be signed on the basis that there is no cross subsidizing between the 4 Administrators.
- ✓ Proposals shall be made under this premises where the profits of the National Airports do not subsidize the losses of the other 3 airports.



- Applicants shall make a holistic business plan for the 7 airports operating them as 1 SPC.
- However, with 4 separate agreements, they require to be signed on the basis that there is no cross subsidizing between the 4 Administrators.
- Asahikawa, Obihiro and Memanbetsu airports all were deemed not capable of being run without subsidies from the respective Administrators. As such, the 3 municipalities shall bear the following costs within the upper limits that have been set. (i) Burden of Costs of Replacement Investment for the Facilities Subject to the Operating Right and (ii) Burden of Costs of Operations (negative cash flows for each airports aside from (i) above)
- The fact that there are no cross subsidizing's assumed in the Proposals, will be confirmed by checking the submitted business plans and confirming that **the total cash flow after taking into account (i) and (ii) for each airport for the duration of the concession period is zero**. It is fine to assume Group financing / SPC financing so long as in the proposal stage the financing costs of each airports is virtually simulated and added to the costs of each airport..

● After operations commences



【Operating Right Holder】

- ✓ A single SPC will operate the 7 airports and pursue maximizing the total revenue and minimizing the total costs of the SPC.
- ✓ Divisional accounting for each airport will be required to monitor the cash flows of each airport in order to monitor the actual performance against the business plan in the proposal.

【MLIT】

- ✓ Monitor (i) the performance of the 4 National Airports as well as (ii) the SPC
- ✓ Should the 4 National Airports underperform the business plans in the proposal, that alone in itself would not constitute a default.

【Hokkaido, Asahikawa and Obihiro】

- ✓ Each monitors (i) the performance of its respective airport as well as (ii) the SPC
- ✓ Should each Municipal airport underperform the business plans in the proposal, that alone in itself would not constitute a default.

⑤-2. Details of Cost Burden of the Municipalities

Burden of Costs of Replacement Investment for the Facilities Subject to the Operating Right

【At the time of proposal】

- ✓ Scope will be Costs of Replacement Investment for Facilities Subject to the Operating Right (Basic Airport Assets etc.)
- ✓ Proposals to be submitted for the required amounts each of the 3 Administrators must bear for the duration of the Project and will be evaluated on the difference between the upper limit in the Application Guidelines and the proposed required amounts.
- ✓ Each Administrator will get a resolution from its council obligating itself to the “Subsidy Amounts”

【After operations commences】

- ✓ The SPC may receive subsidies within the proposed required amounts in undertaking Replacement Investments.
- ✓ For the Administrators to prepare for the payment, the SPC and each Administrator will each year execute an agreement which will set out the details of the Replacement Investments and the expected amounts to be budgeted.

Burden of Costs of Operations (negative cash flows for the airports excluding (i))

【At the time of proposal】

- ✓ Each of the 3 Administrators will subsidize the negative cash flow of the business plan in the Proposal (after taking into account the Costs and subsidies provided for the above Replacement Investment). This shall include the Replacement Investment for SPC owned assets, debt service of pre-existing debt, OPEX and finance costs etc.)
- ✓ Proposals to be submitted for the required amounts each of the 3 Administrators must bear for the duration of the Project and will be evaluated on the difference between the upper limit in the Application Guidelines and the proposed required amounts. Upper limits have been set for both i) the total for the duration of the Project and ii) annual upper limit
- ✓ Each Administrator will get a resolution from its council obligating itself to the “Subsidy Amounts” for the duration of the Concession Period.

【 After operations commences】

- ✓ Each Administrator will make payments to the SPC based on the proposal (Amounts, year to be paid)
- ✓ Note that upper limit, payment timing etc. differs between Obihiro City / Hokkaido and Asahikawa.

Obihiro ·Hokkaido

Annual upper limit: simple annual average of the total upper limit
 Payment method: twice annually in arrears (Apr through Sep in Oct, Oct through March in Apr)
 CP: simple operation report semi-annually

●Obihiro: Total 72.76 Annual 2.55
 ●Hokkaido: Total 50.58 Annual 1.77 (100 million yen)

Asahikawa

Annual upper limit: set at around x2 of the simple annual average of the total upper limit taking into account the higher burdens in the earlier years.
 Payment method: twice annually in advance (Apr through Sept in Apr, Oct through March in Oct)

●Asahikawa: Total 44.65 Annual 3.08
 (⇒simple average would have been 1.54) (100 million yen)

⑤—3. Points to note in Proposing the Required Amounts

Burden of Costs of Replacement Investment for the Facilities Subject to the Operating Right

- Forms
 - ✓ 【Form 19-E1⑦】
- Note
 - ✓ Input SPC estimated Replacement Investment amount
 - ✓ Should the cost burden below be not required and surplus cash flow be attained from Operations, this shall be utilized to reduce the Costs of Replacement Investment for that particular year.

Burden of Costs of Operations (negative cash flows for the airports excluding (i))

- Forms
 - ✓ 【Form 19-E1⑥】
- Note
 - ✓ Build a Business Plan for each of the 3airports (Input figures into the other sheets in Form 19)
 - ✓ Check From 19-E1⑥ in order to check whether the proposed amounts have been proposed under the correct assumptions and abiding the rules set forth.
 - ✓ Following rules to check whether rules to estimate Cash Flow from financing activities for each airport) may require scrutiny.
 - ❑ Debt Service of Current Building Facility Operator (Should the applicant choose an alternate financing the figures for the debt service may be replaced accordingly)
 - ❑ Cash flow from financing activities shall include i) the initial investment of the SPC (purchase of the shares of the Building Facility Operator, purchase of assets to be transferred to the SPC) and ii) Cash flow from financing negative cash flows after subsidies (the amount of negative cash flow that exceeds the annual upper limit) whether it be financed by debt or equity. Should financing be done internally with in the SPC, the cost of capital at each airport will be assumed to be in line with those for the whole SPC.

2. Selection Criteria

① First Screening and Second Screening

② Overall Part and Individual Part in Second Screening

③ Commentary on Proposal Items and Key Points in Screening

Selection Criteria (Score allocation in First Screening)

Form name	Form number	Limit to number of pages	Score allocation
[A] Project Concept	11-A	4	20
[B1] Policy for Development of Route Network	11-B1	2	10
[B2-1] Policy for Development of Intra Hokkaido Route Network	11-B2	2	10
[B2-2] Policy for Promotion of Wide-Area Tourism			
[B3] Policy for Operation of Airport Facilities	11-B3	2	10
[C1] Policy for Safety and Security	11-C1	2	10
[C2] Policy for Project Implementation Structure	11-C2	2	10
[E] Revenue and Expenditure Plan	11-E	1 in A3 page size	7
[F] Consideration for the Operating Right and Total Amount to be Borne by Three Administrators	10-1 10-2 10-3 10-4	4	Four National Airports: 20.7 Asahikawa Airport :1.1 Obihiro Airport: 0.5 Memambetsu Airport: 0.7 Total: 23
Total		19	100

Selection Criteria (Score allocation in Second Screening)

Form name	Form number	Limit to number of pages	Score allocation
Overall Part			
[A1] Strategic Concept	19-A1	3	20
[A2] Demand Trend Analysis and Project Environment Analysis	19-A2	4	
[A3] Target Figures, etc.	19-A3	2	
[B1] Proposal for Development of Route Network	19-B1	4	20
[B2-1] Proposal for Development of Intra Hokkaido Route Network	19-B2-1	1	10
[B2-2] Proposal for Promotion of Wide-Area Tourism	19-B2-2	2	10
[B3] Proposal for Operation of Airport Facilities	19-B3	3	10
[C1] Proposal for Safety and Security	19-C1	3	10
[C2] Proposal for Project Implementation Structure	19-C2	3	10
[C3] Proposal for Treatment of Staff	19-C3	3	10
[E1] Proposal for Project Plan and Business Continuity	19-E1	25 in A3 page size	30
[E2] Fund Raising Plan and Investment Strategy	19-E2	2	
Subtotal			130

Form name	Form number	Limit to number of pages	Score allocation
Individual Part			
* CTS: New Chitose Airport, WKJ: Wakkanai Airport, KUH: Kushiro Airport, HKD: Hakodate Airport, AKJ: Asahikawa Airport, OBO: Obihiro Airport, MMB: Memanbetsu Airport			
[A-CTS through A-MMB] Strategic Concept	19-A-CTS through A-MMB	1 page each x 7 airports * A3 acceptable for CTS only	5 each x 7 airports
[B1-CTS through B1-MMB] Proposal for Development of Route Network, etc.	19-B1-CTS through B1-MMB	1 page each x 7 airports * A3 acceptable for CTS only	5 each x 7 airports
[B3-CTS through B3-MMB] Proposal for Operation of Airport Facilities	19-B3-CTS through B3-MMB	2 pages each x 7 airports * A3 acceptable for CTS only	5 each x 7 airports
[D-CTS through D-MMB] Proposal for Collaboration with Local Stakeholders and Working Together with the Local Communities	19-D-CTS through D-MMB	1 page each x 7 airports * A3 acceptable for CTS only	5 each x 7 airports
Subtotal			140
Consideration, etc. Part			
[F1] Amount of Consideration for the Operating Right and Amount to be Borne by Three Administrators	16-1 16-2 16-3 16-4	4	Four National Airports: 72 Asahikawa Airport: 3.7 Obihiro Airport: 1.9 Memanbetsu Airport: 2.4 Total: 80
Total		94	350

Selection Criteria (Screening Committee Member)

【First Screening】 ⇒ Overall Part

【Second Screening】 ⇒ Overall Part + Individual Part

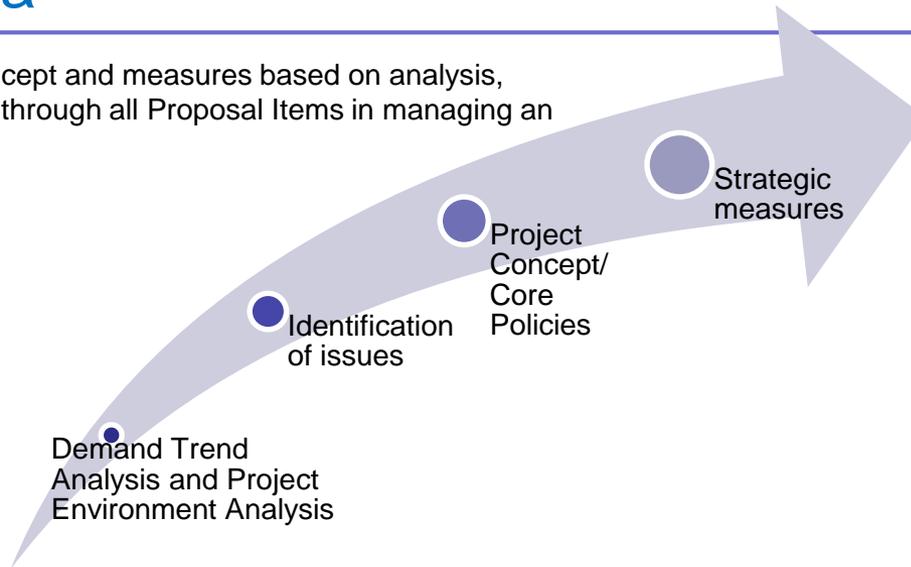
Name of Screening Committee Member (titles omitted)	Overall Part
Hirota YAMAUCHI (Chairperson)	○
Yoshiharu ISHII	○
Tetsuyuki KAGAYA	○
Kazusei KATO	○
Noriko YAGASAKI	○
Yasuo YAMAGATA	○
Director, Planning Division, Aviation Network Department, Civil Aviation Bureau, MLIT	○
Vice Governor, Hokkaido Prefecture	○
Chairperson, Hokkaido Airport Association	○
Director, Planning Division, Aviation Network Department, Civil Aviation Bureau, MLIT, Vice Governor, Hokkaido Prefecture, Deputy Mayor, Asahikawa City and Deputy Mayor, Obihiro City	○ (※)

Name of Screening Committee Member (titles omitted)	Individual Part						
	New Chitose Airport	Wakkanai Airport	Kushiro Airport	Hakodate Airport	Asahikawa Airport	Obihiro Airport	Memanbet su Airport
Hirota YAMAUCHI (Chairperson)	○	○	○	○	○	○	○
Yoshiharu ISHII	○	○	○	○	○	○	○
Tetsuyuki KAGAYA	○	○	○	○	○	○	○
Kazusei KATO	○	○	○	○	○	○	○
Noriko YAGASAKI	○	○	○	○	○	○	○
Yasuo YAMAGATA	○	○	○	○	○	○	○
Director, Planning Division, Aviation Network Department, Civil Aviation Bureau, MLIT	○	○	○	○	○	○	○
Vice Governor, Hokkaido Prefecture	○	○	○	○	○	○	○
Chairperson, Hokkaido Airport Association	-	-	-	-	-	-	-
Director, Planning Division, Aviation Network Department, Civil Aviation Bureau, MLIT, Vice Governor, Hokkaido Prefecture, Deputy Mayor, Asahikawa City and Deputy Mayor, Obihiro City	-	-	-	-	-	-	-
Deputy Mayor, Chitose City	○	-	-	-	-	-	-
Deputy Mayor, Wakkanai City	-	○	-	-	-	-	-
Deputy Mayor, Kushiro City	-	-	○	-	-	-	-
Deputy Mayor, Hakodate City	-	-	-	○	-	-	-
Deputy Mayor, Asahikawa City	-	-	-	-	○	-	-
Toshio MATSUKURA	-	-	-	-	○	-	-
Deputy Mayor, Obihiro City	-	-	-	-	-	○	-
Masahito KAJIWARA	-	-	-	-	-	○	-
Ozora Town Mayor	-	-	-	-	-	-	○
Akihiro NAKAHARA	-	-	-	-	-	-	○

(※) The score shall be calculated by aggregating the scores of four Committee members and dividing the resulting sum by four.

Selection Criteria

- ✓ Coherent proposal with concept and measures based on analysis, identified issues consistent through all Proposal Items in managing an integrated airport business



- ✓ Individual airport Proposals based on the overarching concept and overall strategy for the 7 bundled airports

✘ The Screening Committee members for the Individual Part of the 2nd Screening shall screen the proposals after looking through A1 and A2 of the Overall part



● Points mentioned

- ✓ Proposals shall be grounded on analysis and identified issues and consistent through all Proposal Items in managing an integrated airport business
- ✓ Individual airport Proposals shall not be evaluated on its own, but in tandem with the overarching project concept and overall strategy for the 7 bundled airports
- ✓ The 1st screening has been lightened to reduce the burden of the Applicants. 1st screening proposals to be focused on core concepts in the managing of a bundle of airports and how to run them as an integrated business (i.e. integrating the land side & air side businesses)
- ✓ Consideration has been given to build a project structure which would allow for timely investments based on the actual growth trajectory of each airport. While measures guaranteed to be undertaken and listed in the “Appendix: List Guaranteed Measures” shall be scored higher, measures which are not listed (and the strategies, policies upon which they’re based) will be taken into account and evaluated.
- ✓ The allocation of points in evaluating the Considerations (subsidies in the case of the 3 municipal airports) is based on airport size (2015FY passenger traffic) and the proposed amounts shall be based on the business plans for the 7 airports.

3. Next steps

①. Upcoming Schedule

1. Q&A of Application Guidelines

The submission period below is meant to be a rough guide for the questions and responses in the Q&A. It is possible to submit new questions in between the periods if required for subsequently disclosed information uploaded on to the VDR between the 1st and 2nd deadline.

- ✓ 1st period 30 May, 2018 to 31 May, 2018
- ✓ 2nd period 9 July, 2018 to 10 July, 2018
- ✓ Final answer from the Administrators will be released on 27 July, 2018

2. First Screening

Submission of First Screening Documents due 16th August,2018. Around a week later, Applicants will be asked to provide an summary explanation using the First Screening document. (Applicant don't have to prepare separate presentation material)

3. Second Screening

Schedule (tentative)	Actions
Around Sep,2018 ~ Around April,2019	Holding of Competitive Dialogue
Around May,2019	Receipt of the Second Screening Documents

- ✓ Tentative Schedule of the Competitive Dialogue will release through the VDR as part of the first disclosure documents.
- ✓ We have aimed to arrange an effective schedule to reduce the burden of applicants. The MLIT, Asahikawa City, Obihiro City and Hokkaido Prefecture jointly hold the competitive dialogue together and shall contemplate common questions as a group.

②. About the Visual Data Room (VDR)

1. How to use of VDR (classified into 12 categories)

- ✓ Applicants may access the folder of “procedure of public offering” after applying for the Entry form of ID
- ✓ Applicants may access the folder of disclosure documents after applying for Commitment form of confidentiality obligation
- ✓ Please see the next page for details of the 12 categories.



②. Contents of 12 categories in VDR

The top page of the VDR consists of the following 12 categories

No	Project	Name	Contents of folder		Folder No		Prefix code of file
			Division	Item	Large category	Middle category	
1	HK7-Procedure	procedure of the bidding	-	<ul style="list-style-type: none"> Question Form Statement of Interest, Application form to borrow and access to the Confidential Materials Form and Directions 	-	-	-
2	HK7-Common	disclosure documents in common 7AP	-	<ul style="list-style-type: none"> Bidding documents Disclosure documents (4 Airports or 7 Airports common) 	0~9	1~12	COM
3	HK7-CTS1	Runway etc in New Chitose AP	Runway etc	Required Standard etc	0	-	CTS
				Related Material	1	-	
				Reference Material=RM (Assets)	2	-	
				RM (Information Package)	3	-	
				RM (Security and Disaster)	4	-	
				RM (Operation)	5	-	
				RM (Environment and Relationship with local communities)	6	-	
			Local government	7	-		
Parking	Airport Environment Improvement Foundation	8	-				
4	HK7-CTS2	CAT	Building	New Chitose Airport Terminal Building Co.,Ltd.(successor company)	9	1~12	CAT
5	HK7-CTS3	HKK Group	Airport related business	Split company	9	1~12	HKK0
				HKK1	9	1~12	HKK1
				HKK2	9	1~12	HKK2
				HKK3	9	1~12	HKK3
				HKK4	9	1~12	HKK4
				HKK5	9	1~12	HKK5
				HKK6	9	1~12	HKK6
				HKK7	9	1~12	HKK7
HKK8	9	1~12	HKK8				
6	HK7-CTS4	Other	Parking	Chitose Tourist Association	1	-	CTS1
			Building	Sapporo International Air Cargo Terminal Co.,Ltd.	2	1~12	CTS2
			Fuelling	Chitose Airport Fuelling Facilities Co.,Ltd.	3	1~12	CTS3
7	HK7-WKJ	Wakkanai AP	Runway etc	Wakkanai Airport Office	0~7	-	WKJ
			Parking	Wakkanai Airport Office	8	-	
			Building	Wakkanai Airport Building Co.,Ltd.	9	1~12	
...							
12	HK7-MMB	Memanbetsu AP	Runway etc	Hokkaido Prefecture	0~7	-	MMB
			Parking	Memanbetsu IDI Association	8	1~12	
			Building	Memanbetsu Airport Building Co.,Ltd.	9	1~12	

②. VDR (Disclosure of the Building Facility Operator)

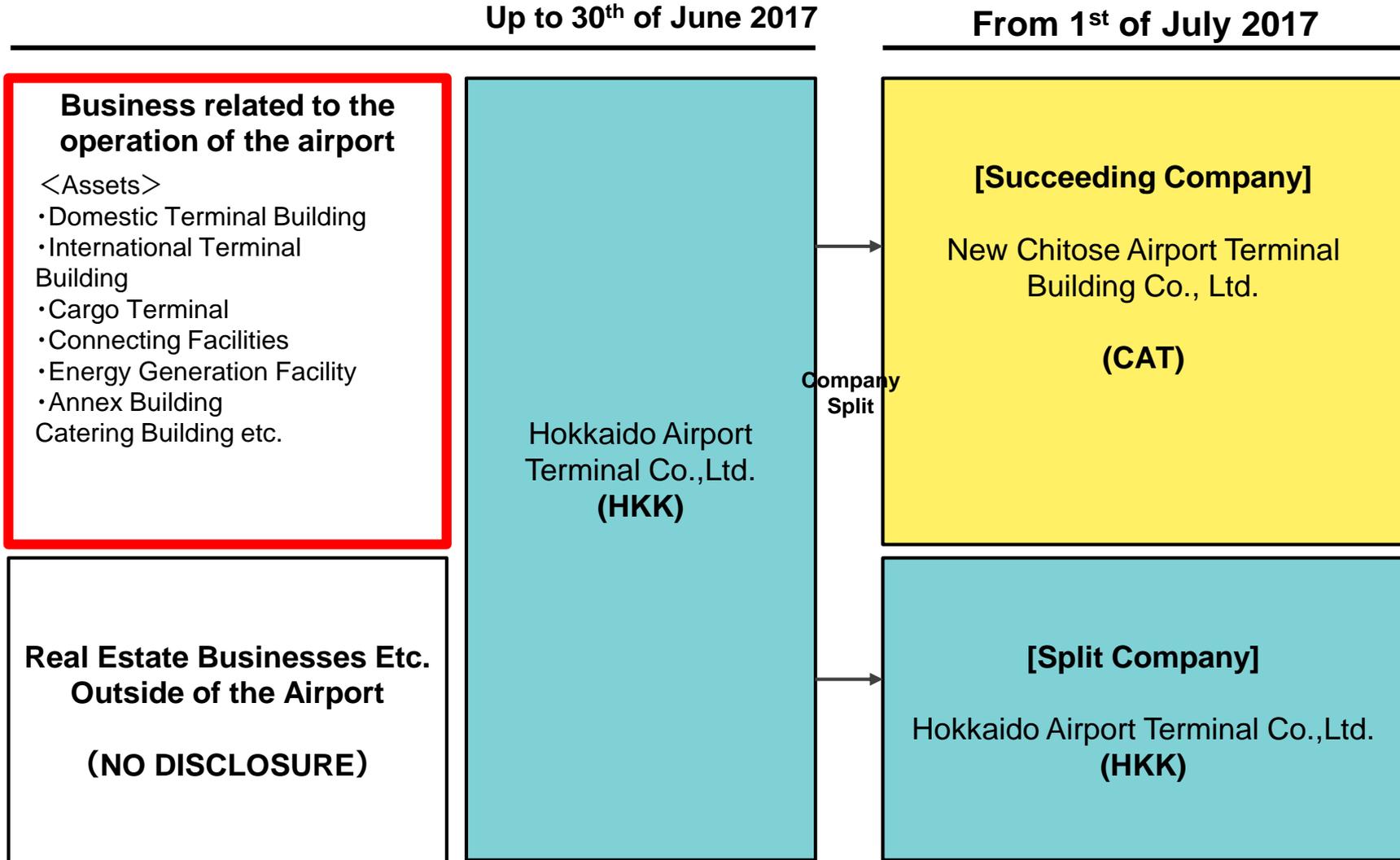
To ensure a fair and transparent process, The State discloses relevant information on the airport related businesses of the Split Company Group (HKK), in addition to information on the Building Facility Operator (New Chitose Airport Terminal Building Co.,Ltd.).

■ Disclosure of the Split Company (HKK) and Split company GP

❌ Transferred to the Split Company Sep, 2017		To be Disclosed (information relevant to the airport operation)	NO DISCLOSURE (Information irrelevant to the airport operation)
Sales of Goods	HKK1	Sales of Goods (3 souvenir shops)	Sales of Goods outside the airport Manufacturing
	Split company	Duty free Sales (3 shops) ❌	—
	HKK2	Sales of Goods (Delicatessen etc 3 shops)	Manufacturing Fishery
Advertising, Hotel, Spa(Onsen) etc	HKK3	PR/Advertising, Advertising Agency Shop interior design / supervision Movie theater, Theme park (Doraemon, Hello Kitty Amusement Facility) Sale of Goods (3 shops)	PR/Advertising, Advertising Agency (outside the airport) Publishing Travel Agency Real-estate rental
	HKK4	Hotel operator (Airport Hotel) Spa (Shin Chitose Onsen)	Hotel (outside the airport)
	HKK5	Plant decorating Sales of Goods (1 Hokkaido souvenir shop)	Factory-business
Airport Services	HKK6	Ground handling Information desk	Travel related Temporary staffing
	HKK7	Building Maintenance Office Maintenance and Utility Works Power, Heat Supplier Leasing Cleaning, Waste Disposal	Real-estate Life/Damage insurance Money lending Leasing (outside the airport) Operating facility Maintenance
	HKK8	Restaurant(5 shops)	Sales of Goods (outside the airport) Restaurant (outside the airport)

②. VDR (Disclosure of Building Facility Operator)

✓ Pursuant to the Participation Requirements of the Building Facility Operator, Hokkaido Airport Terminal Co.,Ltd. has on the 1st of July 2017 spun off the operations of the New Chitose Airport terminal building to New Chitose Airport Terminal Building Co., Ltd. by way of a “Company Split”



③. Miscellaneous

1. Requirements for the Applying Company or the Representative Company
 - ✓ At a point in time from 2008, the requirements of ①, ② and ③ shall be fulfilled. (Clarified wording to read “In or after 2008”)
2. The Applying Company will be allowed to utilize its advisor as an intermediary of the application procedure in the second screening.
3. Required documents of a foreign corporation,
 - ✓ Signature certificate is allowed as substitute for 印鑑証明書 *Inkan syoumeisyo*
 - ✓ Company profile and Articles of Incorporation in English are allowed. (If in any language other than English, it is necessary to attach translation in Japanese or English).
4. Translator may attend procedures such as Competitive Dialogue (contract negotiations) and presentations.