



AirAsia Japan



Kazuyuki Iwakata
Chairman, AirAsia Japan

As of December 2012

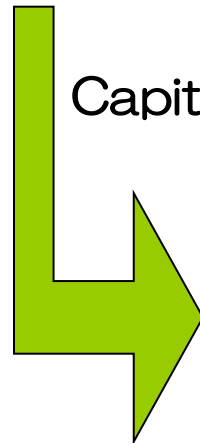


Capital contribution ratio : 51%
(Voting right: 67%)

Capital contribution ratio : 49%
(Voting right: 33%)



shareholders
agreement



Capital (included capital reserve)
2.5 billions yen





■ Establishment : 31st August 2011

■ Main Hub Airport : Narita International Airport

■ Second Hub Airport: Chubu Centrair International Airport (from March 2013)

■ History :

Dec, 2011 Open the preparatory office at Kodu-no-Mori, Narita

Feb, 2012 AOC approval

May, 2012 Open for sale of 3 domestic route

(Narita-Sapporo, Fukuoka, Okinawa)

Jun, 2012 1st aircraft delivery (JA01AJ)

Jul, 2012 2nd aircraft delivery (JA02AJ)

Aug, 2012 Inaugural flight , Narita-Sapporo, Fukuoka and Okinawa

Oct, 2012 3rd aircraft delivery (JA03AJ)

Inauguration of International route, Narita-Seoul (Korea)

Nov, 2012 Inaugural flight, Narita-Busan(Korea)

Dec, 2012 Move to new office in Narita international Airport

■ Aircraft : A320 (Airbus), 180 seats

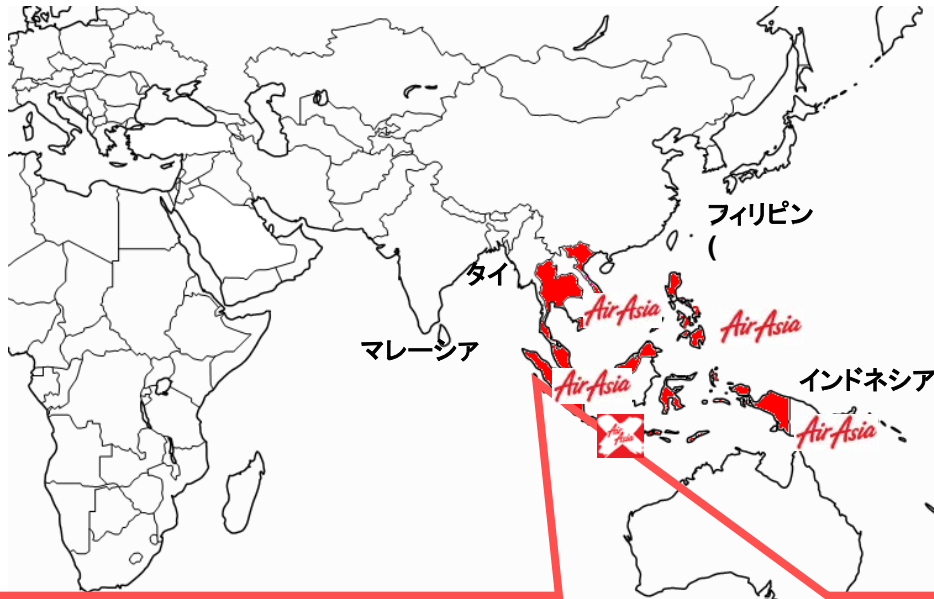


■ Destination :
Narita=Sapporo, Fukuoka, Okinawa
Narita =Seoul (Incheon), Busan





AirAsia Group



AirAsia Malaysia 2011)

Revenue (yen)	113billios
EBIT (yen)	29.3 billions
OPM	25.87%
Number of Passengers	18 millions
Load Factor	80%

【 AirAsia Berhad, 】

- Group CEO : Tony Fernandes
(the former Asia director , Warner Music)
- Number of Aircrafts (A320) : 116
- Destinations : Approx. 150
- “World’s Best Low Cost Airline” for the fourth consecutive year

AirAsia’ s Vision

Now everyone can fly.



No.1 LCC in the world & Huge network



FAST COMPANY
The world's most innovative companies **FAST 50**



**WORLD'S BEST
LOW-COST AIRLINE**
2009 • 2010 • 2011

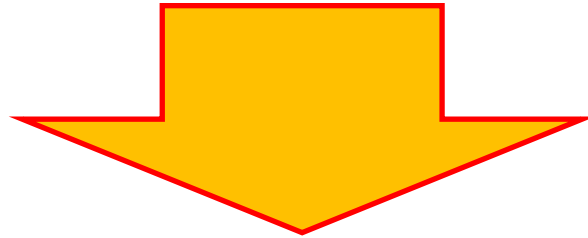




AirAsia Brand & business model

+

ANA Know-how in Japan



Create new demands in Japan
market

Fare (Domestic)

Sapporo
(Shin Chitose)

¥4,580~18,880

Fukuoka

¥5,180~19,580

Okinawa
(Naha)

¥6,680~23,080



Fare (International)

Seoul
(Incheon)

¥ 6,340~27,040

Busan

¥ 6,340~25,240



Fee

unit: yen

	Web	Call center	Airport
Booking service fee	N/A	1,000	1,000
Conventional Check in counter fee	N/A	N/A	N/A
Processing fee	150	150	150
Flight change	3,990	3,990	3,990
Infant	1,500	1,500	1,500
Reserved seat	300~1200	300~1200	300~1200
Baggage	799~	799~	1,600~



AirAsia

Low cost and High-quality service

Safe
&
Secure

Low Cost

High-quality
Service

Flight attendants make your flight
“Fan” with “Passionate”
& “Friendly” service!





AirAsia
JAPAN

Thank you