

October 17<sup>th</sup>, 2018

ANA HOLDINGS INC.  
Sojitz Corporation.  
JTB Corp.

## ANA Business Jet and JTB Form Business Alliance to Develop Business Jet Demand in Japan

ANA Business Jet Co., Ltd. (Head Office: Minato-ku, Tokyo; Representative Director: Jun Katagiri; “ANA Business Jet”) and JTB Corp. (Head Office: Shinagawa-ku, Tokyo; Representative Director: Hiroyuki Takahashi; “JTB”) have formed a business alliance to develop new demand for business jets in the Japan market. Together, they will use JTB’s sales network to offer ANA Business Jet’s chartering service to companies and individuals in Japan, marketing it as “a new way to travel.”

While the Japan market has seen demand for efficient overseas travel options rising among companies, the country is also seeing growth in demand for services which can arrange business jets for private travel on demand. Providing estimates and arranging business jet charters in Japan remains a hassle, however, and this has significantly limited the scale of the market when compared to Europe, the U.S. or other markets overseas.

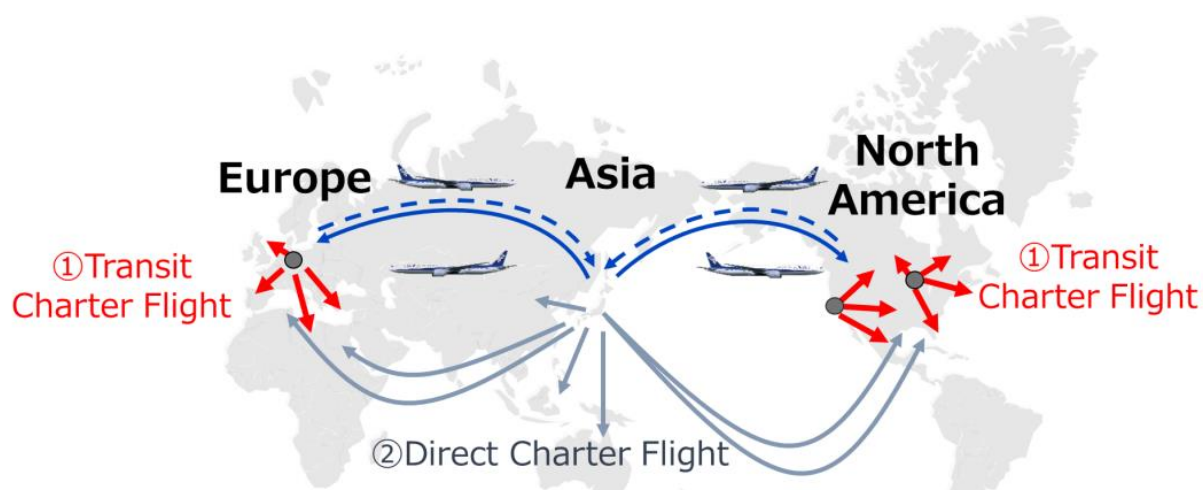
As part of this business alliance, JTB will offer business jets as another solution to customers when arranging overseas travel for companies. Additionally, JTB will offer business jets for use in luxury vacation packages under their Royal Road Ginza brand\*.

Meanwhile, ANA Business Jet will arrange (1) connecting flights which transfer passengers from international passenger jets to business jets and (2) direct charters from Japan to the customer’s overseas destination, with ANA Business Jet selecting the optimum airline and aircraft to match each customer’s needs.

Additionally, ANA Business Jet has forged a tie-up with a business jet flight management company certified for safety and quality, and they will begin arranging chartered flights in both North America and Europe (via Frankfurt) from December.

In this way, both companies will aim to create a new market for business jets in Japan.

\*Royal Road Ginza is a JTB store which exclusively provides luxury vacation packages. At Royal Road Ginza, concierges specializing in order-made, domestic, and overseas trips listen intently to each customer's requests, to provide the optimal vacation package.



### Related Information:

[ANA Business Jet Co., Ltd. – Company Overview]

Representative Director	Jun Katagiri, CEO
Established	July 2 <sup>nd</sup> , 2018
Head Office	18-6, Nishi-Shimbashi 1-chome, Minato-ku, Tokyo Cross Office Uchisaiwaicho
Total Capitalization	JPY 200 million (Ownership: ANA Holdings – 51%, Sojitz – 49%)
Main Business	Charting business jets for connecting flights from regular ANA international flights; Chartering direct flights for business jets, from Japan to overseas destinations

[For questions regarding this press release, contact:]

<For questions from the media entities regarding this release>

ANA HOLDINGS Corporate Communications

TEL: 03-6735-1111

Sojitz Public Relations Dept.

TEL: 03-6871-3404

JTB Public Relations Dept.

TEL: 03-5796-5833

<For questions from media entities regarding business jets and services>

ANA Business Jet

TEL: 03-3503-8110 / [info@anabi.co.jp](mailto:info@anabi.co.jp)

For individual customers: JTB Royal Road Desk

TEL: 03-6731-7670 (10:00 - 18:00/Closed New Year's holiday, holidays, and observed holidays)

For corporations: JTB Corporate Business Dept, Business Promotion Div.

TEL: 03-5796-5762 (09:30 - 17:30/Closed Sat, Sun, and holidays)