

LIMAK KOSOVO INTERNATIONAL AIPIORT

PRISHTINA INTERNATIONAL AIRPORT “ADEM JASHARI”

INCENTIVE PROGRAM 2016-2018

(27 Mar 2016 - 24 Mar 2018)

100% DISCOUNT ON LANDING FEE

FREE AIRCRAFT PARKING

PROGRESIVE FINANCIAL SUPPORT FOR DEPARTING PASSENGERS

FINANCIAL SUPPORT UP TO 30,000 EUR FOR MARKETING ACTIVITIES

TECHNICAL SUPPORT AREA FREE OF CHARGE

DISCOUNT ON GROUND HANDLING PACKAGE FOR NEW FLIGHTS SCHEDULED ON AIRPORT OFF-PEAK HOURS

NEW ROUTE DEVELOPMENT

100% LANDING FEE OFF & MARKETING SUPPORT

Conditions:

- Commercial direct air connection to an airport, which has not been served in last 12 months;
- The route has to be operated non-stop, i.e. no transfers via other airports;
- Airlines must fulfil the 90% of frequency requirements for a new destination, at least two (2) rotations per week;
- The flights must be performed for at least 2 consecutive IATA season or year round services;

Aircraft	MTOW-Maximum Take off Weight	Landing Fee
	(tones)	
Airbus 320	77	405.79 €
Landing Charges in EUR per ton: 5.27 €		

Two weekly frequencies year round operated by Airbus 320, 77 tones				
52 WEEKS = 104 TURNAROUNDS				
Landing Fee: 5.27 Euro per ton (77 x 5.27 x 104)				
Airlines Initiatives	Incentive products	Financial Support 1st Year	Financial Support 2nd Year	
New Route Development	100% off Landing Fee	42,202 €	42,202 €	
	Marketing Support	30,000 €	30,000 €	
Support for New Route operated		72,202 €	72,202 €	
Total Support for New Route Development		144,404 €		

NEW ROUTE DEVELOPMENT

100% LANDING FEE OFF, MARKETING SUPPORT & 20% DISCOUNT ON GH PACKAGE

Conditions:

- Commercial direct air connection to an airport, which has not been served in last 12 months;
- The route has to be operated non-stop, i.e. no transfers via other airports;
- Airlines must fulfil the 90% of frequency requirements for a new destination, at least two (2) rotations per week;
- The flights must be performed for at least 2 consecutive IATA season or year round services;
- All flight must be operated on off peak times published by airport;

Aircraft	MTOW	Landing Fee	20% DISCOUNT on Ground Handling
	(tones)		
Airbus 320	77	405.79 €	-279.00 €
Landing Charges in EUR per ton: 5.27 €			
Ground Handling Package in EUR: 1,395 €			

Two weekly frequencies year round operated by Airbus 320 on off peak times			
52 WEEKS = 104 TURNAROUNDS			
Landing Fee: 5.27 Euro per ton (77 x 5.27 x 104)			
Schedule planned Off Peak Time 20% Discount on GH Package (104 X 279)			
Airlines Initiatives	Incentive products	Financial Support 1st Year	Financial Support 2nd Year
New Route Development	100% off Landing Fee	42,202 €	42,202 €
	Marketing Support	30,000 €	30,000 €
	20% Discount on GH	29,016 €	29,016 €
Support for New Route operated		101,218 €	101,218 €
Total Support for New Route Development		202,436 €	

NEW FREQUENCY/IES INCENTIVE

100% LANDING FEE OFF & MARKETING SUPPORT

Conditions:

- The airline applying for the New Frequency/ies Incentive has to add at least 1 (one) new weekly frequency to any of the existing destinations or a new destination compared to the previous equivalent IATA season or year round services;
- If the carrier reduces the frequencies to a particular destination in previous year will not be entitled to gain support from the incentive if in next year frequencies will resume;
- The route has to be operated non-stop and an airline must operate 90% of flights planned as additional frequency/ies;
- The flights shall be performed for at least 2 consecutive IATA seasons or year round services;

Aircraft	MTOW-Maximum Take off Weight	Landing Fee
	(tones)	
Airbus 321	89	469 €
Landing Charges in EUR per ton: 5.27 €		

Scenario for Three (3) NEW Frequencies operated by Airbus 321, 89 tones		
52 WEEKS x 3 frequencies = 156 TURNAROUNDS		
Landing Fee: 5.27 Euro per ton		
Airline Initiatives	Incentive products	Financial Support 1 st Year
New Frequency/ies	100% off Landing Fee	73,169 €
	Marketing Support	30,000 €
Support for THREE New Frequencies		103,169 €

NEW FREQUENCY/IES INCENTIVE

100% LANDING FEE OFF, MARKETING SUPPORT & 20% DISCOUNT ON GH PACKAGE

Conditions:

- The airline applying for the New Frequency/ies Incentive has to add at least 1 (one) new weekly frequency to any of the existing destinations or a new destination compared to the previous equivalent IATA season or year round services;
- If the carrier reduces the frequencies to a particular destination in previous year will not be entitled to gain support from the incentive if in next year frequencies will resume;
- The route has to be operated non-stop and an airline must operate 90% of flights planned as additional frequency/ies;
- The flights shall be performed for at least 2 consecutive IATA seasons or year round services;
- All flight must be operated on off peak times published by airport;

Aircraft	MTOW	Landing Fee	20% DISCOUNT on Ground Handling
	(tones)		
Boeing 738	79	416 €	-279.00 €
Landing Charges in EUR per ton: 5.27 €			
Ground Handling Package in EUR: 1,395 €			

Scenario for Two (2) NEW Frequencies operated by Boeing 737-800, on off peak times		
52 WEEKS = 104 TURNAROUNDS		
Landing Fee: 5.27 Euro per ton (79 x 5.27 x 104)		
Schedule planned Off Peak Time 20% Discount on GH Package (104 X 279)		
Airline Initiatives	Incentive products	Financial Support on 1 st Year
New Frequency/ies	100% off Landing Fee	43,298 €
	Marketing Support	30,000 €
	20% Discount on GH Package	29,016 €
Total Support for Two New Frequencies		102,314 €

HIGH TRAFFIC VOLUME

PROGRESIVE FINANCIAL SUPPORT FOR DEPARTING PASSENGERS

Conditions:

- The airline applying for the High Traffic Volume Incentive has to have at least 25.000 Departure Passenger at PIA for the calendar year 2016 or on the year 2017;
- Airlines will be eligible for this product only if they have increase in number of departing passengers compared to previous year;

For the Departing Passenger Interval	Financial Support
0 - 25.000 PAX	€ 0,00
25.001 - 50.000 PAX	€ 0,50
50.001 - 75.000 PAX	€ 1.00
75.001 - 100.000 PAX	€ 1.50
100.001 - 200.000 PAX	€ 2,00
200.001 - 300.000 PAX	€ 3,00
300.001 - 500.000 PAX	€ 5,00

Example below provides calculations if an airline is having 350.000 departing passenger, it would benefit a High Traffic Volume Incentive amounting **825.000 EUR**.

12,500 EUR for the interval 25.001-50.000 PAX (25,000 x 0.5 EUR);

25.000 EUR for the interval 50.001-75.000 PAX (25,000 x 1 EUR);

37.500 EUR for the interval 75.001-100.000 PAX (25,000 x 1.5 EUR);

200.000 EUR for the interval 100.001-200.000 PAX (100,000 x 2 EUR);

300.000 EUR for the interval 200.001-300.000 PAX (100,000 x 3 EUR) and

250.000 EUR for the 50.000 PAX from 300.001-500.000 PAX Interval (50,000 x 5 EUR)

HIGH TRAFFIC VOLUME

SCENARIO OF PROGRESIVE FINANCIAL SUPPORT FOR DEPARTING PASSENGERS

Condition:

- An airline applying for the High Traffic Volume Incentive, having at least 25.000 Departure Passenger at PIA for the calendar year 2016 or on the year 2017 and increasing the number of departure passengers compared to previous year.

Scenario:

- Example below clarifies the financial benefits for a scenario when an airline meets the criteria from previous year and in the current year is having increase of traffic and the number of departed passengers is 86,000:

For the Departing Passenger Interval	Financial Support
0 - 25.000 PAX	€ 0,00
25.001 - 50.000 PAX	€ 0,50
50.001 - 75.000 PAX	€ 1.00
75.001 - 100.000 PAX	€ 1.50

Example below provides calculations if an airline is having 86.000 departing passenger, it would benefit a High Traffic Volume Incentive amounting **54.000 EUR**.

12,500 EUR for the interval 25.001-50.000 PAX (25,000 x 0.5 EUR);

25.000 EUR for the interval 50.001-75.000 PAX (25,000 x 1 EUR);

16.500 EUR for the 11.000 PAX from 75.001-100.000 PAX Interval (11,000 x 1.5 EUR)

FIXED BASE OPERATIONS

FREE AIRCRAFT PARKING & TECHNICAL SUPPORT AREA FREE OF CHARGE

Conditions:

- This incentive is valid only for carriers which operate scheduled flights from/to Pristina International Airport “Adem Jashari”;
- The carrier must use PRN as a base airport for at least one of the Carrier’s aircraft among same type. The carrier shall apply and take an approval of LKIA as a Fixed Base Operator and submit to Airworthiness document of related aircraft;
- The Carrier shall use PRN for overnight stay of the aircraft and has to start its morning operations from Pristina International Airport;
- The carrier must have at least 500 turnarounds per year from PRN with the based aircraft;

Scenario for Fixed Base operations, Airbus 319, 68 tones		
Aircraft Parking 1.80 Euro		
Airline Initiatives	Incentive products	Financial Support by LKIA
Fixed Base Operations	Aircraft Parking Free (Overnights) (1.8 x 68 x 365)	44,676 €
	Technical Support Area	10,000 €
Total Support for Fixed Base Operations		54,676 €

OFF-PEAK TIME OPERATIONS

20 % DISCOUNT ON GROUND HANDLING PACKAGE

Conditions:

- To be qualified for the Off-Peak Time Support, requirement for "The New Route Development Incentive" and "The Additional Frequency Incentive" has to be satisfied;
- All the flights which will be a subject to this incentive shall be approved before the related IATA season by the Schedule Facilitator of Limak Kosovo International Airport JSC;
- Approval of applications for this product is subject to airport capacity, the priority will be applied as per submitted applications by airlines;
- The flights of carrier who wants to have benefit of this Incentive must be operated between the time interval shown below (Times are in UTC):

For IATA Winter Season;

D1, D2 and D4: ALL DAY

D3, D5 and D7 after 19:00 to 23:59

For IATA Summer Season;

D1: Between 08:00 to 23:59

D2: ALL DAY

D3: Between 14:30 to 17:00

D4: Between 08:00 to 23:59

D5: Between 11:00 to 15:30

D7: Between 14:00 to 23:59

Aircraft Type	MTOW-Maximum Take off Weight	Ground Handling Charges	20% DISCOUNT on Ground Handling Charges	Discounted Ground Handling Charges
	(tones)			
Airbus 320	77	1,395 €	- 279 €	1,116 €
Boeing 737	68	1,181 €	- 236 €	945 €

COMBINED INCENTIVE PRODUCTS

MIX OF
INCENTIVE
PRODUCTS

CALCULATION FOR OPERATIONS BY A 320

Possibility:

- Airlines for any of their initiatives can combine the Incentive Products and gain more support by airport, if they fulfil the criteria established for each product.

Scenario - New Route Development operated by Fixed BASED Aircraft Two weekly frequencies operated year round by Airbus 320 (77 tons), on off-peak times			
52 WEEKS = 104 TURNAROUNDS			
Landing Fee: 5.27 Euro per ton (5,27 x 77 x 104)			
Ground Handling Charges per A320, 77 tones are = 1,395 Euro			
Discount on Ground Handling Charges 20% (279 EUR) per each turnaround (279 x 104)			
Aircraft Parking Price = 1.80 Euro per ton for 24h (1.80 x 77 x 365)			
Technical Support Area 20 sqm			
Airlines Initiatives	Incentive products	Financial Support 1st Year	Financial Support 2nd Year
New Route Development	100% off Landing Fee	42,202 €	42,202 €
	Marketing Support	30,000 €	30,000 €
Schedule planned Off Peak Time	20% Discount on GH Package	29,016 €	29,016 €
Overnight Stay at PRN	Aircraft Parking Free	50,589 €	50,589 €
Technical Support	Technical Support 20 sqm Area	10,000 €	10,000 €
Incentive Support:		161,807 €	161,807 €
Total Support for New Route Development		323,614 €	

COMBINED INCENTIVE PRODUCTS - DETAILS FOR FIXED BASED A319

Support for Development of Two New Routes and Six New Frequencies by fixed based A319 operated on off-peak times

52 WEEKS = 208 ROTATIONS - (Landing Fee: 5.27 Euro per ton (5,27 x 64 x 208) AND SIX NEW FREQ 52 WEEKS = 312 ROTATIONS

GH Charges per A319, 64 tones are = 1,181 Euro, Discount on Ground Handling Charges 20% (236.2 EUR) per each rotation

Aircraft Parking Price = 1.80 Euro per ton for 24h (1.80 x 64 x 365) and Technical Support Area 20 sqm

Airlines Initiatives	Incentive products	Financial Support 1st Year	Financial Support 2nd Year	Total
Two (2) New Routes	100% off Landing Fee	70,154 €	70,154 €	140,308 €
	Marketing Support	60,000 €	60,000 €	120,000 €
Schedule planned Off-Peak Time	20% Discount on GH Package	49,128 €	49,128 €	98,256 €
New Routes Incentive Support:		179,282 €	179,282 €	358,564 €
SIX (6) New Frequencies	100% off Landing Fee	105,231 €		105,231 €
	Marketing Support	30,000 €		30,000 €
Schedule planned Off-Peak Time	20% Discount on GH Package	73,694 €		73,694 €
Support for SIX New Frequencies		<u>208,925 €</u>		208,925 €
Additional Support for operation by Fixed Based Aircraft - year round services by Airbus 319 (64 tons)				
Overnight Stay at PRN	Aircraft Parking Free	42,048 €	42,048 €	84,096 €
Technical Support	20 sqm Area	10,000 €	10,000 €	20,000 €
Additional Incentive Support:		52,048 €	52,048 €	104,096 €
Total Support by Limak Kosovo Int'l Airport:				<u>671,585 €</u>

* NOTE: BASED ON AIRLINE PERFORMANCE, ADDITIONAL SUPPORT IS OFFERED THROUGH HIGH TRAFFIC VOLUME INCENTIVE

COMBINED INCENTIVE PRODUCTS - DETAILS FOR FIXED BASED A320

Support for Development of Two New Routes and Six New Frequencies by fixed based A320 operated on off-peak times

52 WEEKS = 208 ROTATIONS - (Landing Fee: 5.27 Euro per ton (5,27 x 77 x 208) AND SIX NEW FREQ 52 WEEKS = 312 ROTATIONS

GH Charges per A320, 77 tones are = 1,395 Euro, Discount on Ground Handling Charges 20% (279 EUR) per each rotation

Aircraft Parking Price = 1.80 Euro per ton for 24h (1.80 x 77 x 365) and Technical Support Area 20 sqm

Airlines Initiatives	Incentive products	Financial Support 1st Year	Financial Support 2nd Year	Total
Two (2) New Routes	100% off Landing Fee	84,404 €	84,404 €	168,808 €
	Marketing Support	60,000 €	60,000 €	120,000 €
Schedule planned Off-Peak Time	20% Discount on GH Package	58,032 €	58,032 €	116,064 €
New Routes Incentive Support:		202,436 €	202,436 €	404,872 €
SIX (6) New Frequencies	100% off Landing Fee	126,606 €		126,606 €
	Marketing Support	30,000 €		30,000 €
Schedule planned Off-Peak Time	20% Discount on GH Package	87,048 €		87,048 €
Support for SIX New Frequencies		<u>243,654 €</u>		243,654 €
Additional Support for operation by Fixed Based Aircraft - year round services by Airbus 320 (77 tons)				
Overnight Stay at PRN	Aircraft Parking Free	50,589 €	50,589 €	101,178 €
Technical Support	20 sqm Area	10,000 €	10,000 €	20,000 €
Additional Incentive Support:		60,589 €	60,589 €	121,178 €
Total Support by Limak Kosovo Int'l Airport:				<u>769,704 €</u>

* NOTE: BASED ON AIRLINE PERFORMANCE, ADDITIONAL SUPPORT IS OFFERED THROUGH HIGH TRAFFIC VOLUME INCENTIVE