

5.7. LIMITED GROUND HANDLING SERVICE INCENTIVE

The purpose of this New incentive product is to stimulate new air services to be offered from/to Prishtina International Airport "Adem Jashari" (PIA) via reduction of the cargo handling services.

The product will be part of current incentive program and will be applicable to airlines who fulfill the following conditions and criteria;

- a)** An airline, who aims to benefit from this product must have continuous growth on number of performed flights and/or passenger traffic carried in the last 3 years' period in the aviation industry.
- b)** To benefit from this product, the flights of an airline shall be performed by offering transport only for passengers and their personal Baggage. To avoid any misunderstanding, "Personal Baggage" means no mail, no cargo, no other goods than passenger baggage is carried. Airline must continue to have operation via carrying only passenger baggage.
- c)** Airline aiming to be eligible for this product must enter in contractual agreement with Limak Kosovo International Airport, and in request of Limak is obliged to provide bank guarantee letter for the total amount of the discount they would be eligible by this program.
- d)** An airline who wants to use this incentive scheme, must not have any financial or contractual issue with LKIA in the past.
- e)** An airline who wants to benefit through this program, must agree that there will be no cabin cleaning services, no cargo loading/offloading, no ULD loading/offloading, no mail loading/offloading, no COMAIL carrying and none of the any other services related with cargo.
- f)** An airline shall add minimum one (1) new route or two (2) additional frequencies on any of already served destinations by the airline per each IATA season consecutively to be eligible for support by this incentive product.
- g)** Every new route (s) of airline, which was not served at PRN in the last 4 (four) IATA seasons, will be qualified as a new route for Prishtina International Airport "Adem Jashari".
- h)** Additional frequency-ies are considered all new flights which are offered only to the destinations which have 6 or less than 6 turnarounds in a week, with reference based on operations by the other air carriers during previous equivalent IATA Season.
- i)** New route (s) or additional frequencies must be performed minimum 2 times weekly.

- j) To be eligible for this product the existing operating airlines shall continue to perform all air services operated before this incentive product and keep growing phases as per projections of this product. Any downgrade on air services will result on losing the eligibility to be part of incentive scheme.
- k) In case of development at once of more than one New route or more than two additional frequencies the discount applied through this product will be distributed over consecutive IATA seasons in proportion with developed new routes or additional frequencies and with reference to minimum fulfilled criteria per IATA season. To avoid doubts, air carrier may start to fly more than 1 new route and/or 2 additional frequencies immediately. In that case, every new route – twice a week and/or every additional frequency-ies – twice a week will create an IATA season being eligible to use benefits of this incentive scheme.
- l) In case of low performance of new routes or additional frequencies, an airline would have an opportunity to replace these flights with the any other new route or additional frequencies with the same number of turnarounds in a week. The change of request must be officially written to the LKIA by an airline at least 60 days before change will take place.
- m) The program of “Limited Ground Handling Service Incentive” may continue as long as an airline has fulfilled the terms of scheme and with reference the validity of current incentive program of Pristina International Airport.
- n) For this Program, flights must be operated by aircraft with a Maximum Take-off Weight more than 50.000 kg (fifty thousand kilograms).
- o) The route has to be operated non-stop, i.e. no transfers via other airports. Route with a technical stop, where no revenue passengers leave or embark the flight, is considered as a non-stop route.
- p) An airline shall fulfil the **90%** of frequency requirements for a new route and additional frequencies. Any cancellation will be subject to proof of reason which must be submit by an airline to LKIA. Whenever an airline stops any of the flights or reduces the number of flights in their operation, this incentive scheme will be stopped immediately
- q) An airline who shall have the benefit of this scheme will not be able to use “Off Peak Time Support” incentive. All other incentive products of LKIA Incentive Program 2016-2018 except product “Off Peak Time Support” will be valid within their specific terms and can be used and combined with “Limited Ground Handling Service Incentive”.

Incentive Scheme for LIMITED GROUND HANDLING SERVICE INCENTIVE

DISCOUNT ON GH Package: 50%