



COMMERCIAL POLICY

SIBIU INTERNATIONAL AIRPORT

Opening new routes

Reopening suspended routes

Increase of passenger traffic on regulated routes

Opening seasonal routes

2023



GENERAL CONDITIONS

Incentive schemes are available to all qualifying airlines on a fair, transparent and non-discriminatory basis, subject to the terms and conditions of each scheme.

These incentive schemes cannot be cumulated.

During the validity period of each incentive scheme for which the application is submitted, airlines benefiting from an incentive scheme cannot opt for its change.

After the period of granting the discounts associated with each incentive scheme, the rates published in the AIP will be applied in their entirety. The rates for which a discount is granted under this scheme do not include rates other than those mentioned above, or additional rates that could be introduced by Sibiu International Airport.

1 INCENTIVE SCHEME FOR OPENING NEW ROUTES

The purpose of this scheme is to stimulate airlines to open new routes to eligible destinations evaluated based on the following eligibility criteria.

DISCOUNT GRID

CHARGE	YEAR I	YEAR II	YEAR III
LANDING CHARGE	75%	50%	25%
PASSENGER CHARGE	75%	50%	25%

SIBIU INTERNATIONAL AIRPORT CHARGES

AIRPORT CHARGES	CHARGE [EUR] according AIP	CHARGE [EUR] % discount		
		YEAR 1	YEAR 2	YEAR 3
LANDING	6,30	1,58	3,15	4,72
LIGHTING	1,50	1,50	1,50	1,50
PARKING	0,05	0,05	0,05	0,05
PASSENGER	2,50	0,63	1,25	1,87
SECURITY	1,00	0,25	0,50	0,75

The level of airport charges at Sibiu International Airport is published in AIP Romania.

INCENTIVE SCHEME FOR OPENING NEW ROUTES

ELIGIBILITY CRITERIA

1. The New Route will be a regular service that will ensure point-to-point connections.
2. By New Route is meant any destination located at least 100 km away from the destination airports related to the regular and already existing services operated from Sibiu International Airport and which have not been operated by an airline in the last 6 months. The 6-month term refers to the proposed date of start of flight operations. When determining the distance between the new destination and the already existing destination, the ARP - Aerodrome Reference Point - of the airports will be considered.
3. The airline company will have the obligation to start operating within a maximum of 6 months from the date of application for the incentives offered under this scheme.
4. In the case of applications for this scheme received from two airlines, for the same new route, they can simultaneously benefit from this scheme only under the conditions that the second airline announces and starts operating flights within 3 months from the date of start of flights by the first airline.
5. The operating frequency will be a minimum of 2 [two] flights per week.
6. If the airline company opts to open the new route with three or more frequencies per week, it is eligible at the time of application to opt for the incentives of this scheme for a shorter period, namely 2 [two] years.
7. If, during the period of this scheme, the airline company considers that the discounts approved according to the AIP are much more advantageous, it may opt for their application in compliance with the assumed operating period, i.e. starting from the third year. In this sense, it will send a written notification to the e-mail address secretariat@sibiuairport.ro.
8. If a company opens a New Route by reducing capacity on other routes operated at Sibiu International Airport without bringing an economic advantage to the airport, the New Route will not be eligible for the application of this scheme. The capacity reduction is distributed as follows:

a. For newly opened routes whose start dates are in the summer season, the reporting is done on the number of frequencies operated in the summer season of the previous year;

b. For newly opened routes whose start dates are in the winter season, the reporting is done on the number of frequencies operated in the winter season of the previous year;

9. At least 3 working days before the tickets go on sale, the airline company will send the application form to the airport administrator at secretariat@sibiuairport.ro, which will contain all the relevant information.

10. The airline's obligation is to respect the destination and the number of frequencies mentioned in the application form, the other specifications, namely the maximum take-off weight, aircraft capacity and configuration, ground service time or operating schedule can be modified according to needs by a written notification sent to the airport.

11. If the airline cancels operations during the assumed application period, the airline can still benefit from the new route incentive scheme if it replaces the route with a new route, which will qualify as new route as per point 1 above. The period for which the airline will benefit from the new route incentive scheme will be reduced by the period in which the scheme has had effects for the closed route. The airline will start actual operation on the new destination no later than 3 months from the date of the last effective flight from Sibiu International Airport to the previously operated destination.

12. The discounts provided in this scheme cannot be combined with any other types of discounts, other incentive schemes or any other existing discount grid for the respective route.

13. Discounts will only be granted for the number of frequencies for which the airline has applied and which have been mentioned in the application form.

14. Settlement of the amounts related to the incentive scheme for opening new routes will be done monthly.

15. Sibiu International Airport has the right to offset the amount of discounts granted under this scheme for a given month against the airline's overdue debts [a period greater than 90 days] owed to Sibiu International Airport.

2 INCENTIVE SCHEME FOR REOPENING SUSPENDED ROUTES

The purpose of this scheme is to stimulate airlines to reopen some suspended routes to eligible destinations, evaluated based on the eligibility criteria.

DISCOUNT GRID

CHARGE	YEAR I
LANDING CHARGE	50%
PASSENGER CHARGE	50%

SIBIU INTERNATIONAL AIRPORT CHARGES

AIRPORT CHARGES	CHARGE [EUR] according AIP	CHARGE [EUR] % discount
LANDING	6,30	3,15
LIGHTING	1,50	1,50
PARKING	0,05	0,05
PASSENGER	2,50	1,25
SECURITY	1,00	0,50

The level of airport charges at Sibiu International Airport is published in AIP Romania.

INCENTIVE SCHEME FOR REOPENING SUSPENDED ROUTES

ELIGIBILITY CRITERIA

1. The suspended route will be a regular service that will ensure point-to-point connections.
2. By Suspended Route is meant any destination located at least 100 km away from the destination airports related to the already existing regular routes operated from Sibiu International Airport at the time that was operated and suspended no more than 6 months prior to the resumption of operations.
3. The operating frequency will be a minimum of 2 [two] flights per week.
4. If the airline company, other than the one that decided to suspend the route, applies for the granting of incentives related to this scheme by reducing capacity on other routes operated at Sibiu International Airport, without bringing an economic advantage to the airport, the suspended route will not be eligible in the application of this scheme.
5. The discounts provided for the opening of suspended Routes cannot be combined with any other types of discounts, other incentive schemes or any other existing discount grid.
6. The airline company will have the obligation to start operating within a maximum of 3 months from the date of application of this scheme.
7. At least 3 working days before the tickets go on sale, the airline will send the application form to the Sibiu International Airport at secretariat@sibiuairport.ro, which will contain all the relevant information.
8. The airline's obligation is to respect the destination and the number of frequencies mentioned in the application form, the other specifications, namely the maximum take-off weight, aircraft capacity and configuration, ground service time or operating schedule can be modified according to needs by a written notification sent to the airport.

9. The discounts provided in this scheme cannot be combined with any types of discounts, other incentive schemes or any other existing discount grid for the respective route.

10. Discounts will only be granted for the number of frequencies for which the airline has applied and which have been mentioned in the application form.

11. The settlement of the amounts related to the incentive scheme in order to open new routes will be done monthly.

12. Sibiu International Airport has the right to offset the amount of discounts granted under this scheme for a given month against the airline's overdue debts [a period greater than 90 days] owed to Sibiu International Airport.

3 INCENTIVE SCHEME

FOR THE INCREASE OF PASSENGER TRAFFIC

ON REGULATED ROUTES OPERATED FROM SIBIU INTERNATIONAL AIRPORT

The purpose of this scheme is to stimulate airlines that operate regular routes at Sibiu International Airport to increase the volume of passengers, evaluated based on the eligibility criteria.

DISCOUNT GRID

CHARGE	DISCOUNT
PASSENGER CHARGE	75%

calculated to the additional number of passengers onboard registered in the grant period compared to the reporting period

SIBIU INTERNATIONAL AIRPORT CHARGES

AIRPORT CHARGES	CHARGE [EUR] according AIP	CHARGE [EUR] % discount
LANDING	6,30	6,30
LIGHTING	1,50	1,50
PARKING	0,05	0,05
PASSENGER	2,50	0,63
SECURITY	1,00	0,50

The level of airport charges at Sibiu International Airport is published in AIP Romania.

INCENTIVE SCHEME FOR THE INCREASE OF PASSENGER TRAFFIC ON REGULATED ROUTES OPERATED FROM SIBIU INTERNATIONAL AIRPORT

ELIGIBILITY CRITERIA

1. The route covered by this scheme will be a regular service that will ensure point-to-point connections.
2. This incentive scheme applies to routes served by an airline that, during 12 full calendar months, increases the number of seats allocated on that route by at least 5% compared to the previous year. At the end of the 12 calendar months [granting period] operated without the application of any of the incentive schemes, except reductions associated with the landing rate from the AIP, Sibiu International Airport will evaluate the increase in traffic on the route related to the reporting period - 12 calendar months prior to the period of grant and will grant the discount provided in this scheme for the difference in passengers carried during the 12-month period preceding the grant period.
3. The airline will send the application form to the Sibiu International Airport at secretariat@sibiuairport.ro, at least 3 working days before the start date of the grant period for which the benefits provided for in this incentive scheme are requested. The application form will indicate the grant period of 12 calendar months for which it is applied under this scheme; the grant period cannot be requested retroactively.
4. The route covered by this scheme does not benefit from other incentive schemes at Sibiu International Airport based on this Commercial Policy, but will benefit from the discounts provided in the AIP on the landing/take-off rates.
5. The route was operated as a regular service according to the previous year's history.
6. If the increase in traffic volume on a route is due to the reduction of capacity on other routes, this scheme will not apply to the increase in traffic on that route, i.e. the increase in capacity on a certain route by reducing capacity on other route will not be eligible.

7. The airline company applying for incentives under this scheme must not have payment delays of more than 90 days to the airport.
8. The airline company must have previously concluded an airport services contract with Sibiu International Airport.
9. This scheme does not apply in the first year of operation of a route.
10. Discounts will be granted within a maximum of 3 months after the completion of the 12 months of operation by issuing a discount invoice.
11. Sibiu International Airport reserves the right to periodically check the eligibility of the airline company and may revoke the application of this scheme, if the airline company does not operate the required number of frequencies or violates other associated eligibility conditions.
12. The incentive scheme to increase passenger traffic on regular routes operated from Sibiu International Airport is valid for 5 years.

Note: The application form for this scheme will be submitted annually for eligibility verification.

4 INCENTIVE SCHEME FOR OPENING SEASONAL ROUTES

The purpose of this scheme is to stimulate airlines to open seasonal routes to/from Sibiu International Airport evaluated based on the following eligibility criteria.

DISCOUNT GRID

CHARGE	SUMMER / WINTER SEASON
LANDING CHARGE	50%
PASSENGER CHARGE	50%

SIBIU INTERNATIONAL AIRPORT CHARGES

AIRPORT CHARGES	CHARGE [EUR] according AIP	CHARGE [EUR] % discount SUMMER / WINTER SEASON
LANDING	6,30	3,15
LIGHTING	1,50	1,50
PARKING	0,05	0,05
PASSENGER	2,50	1,25
SECURITY	1,00	0,50

The level of airport charges at Sibiu International Airport is published in AIP Romania.

INCENTIVE SCHEME FOR OPENING SEASONAL ROUTES

ELIGIBILITY CRITERIA

1. Seasonal route means any destination that the airline intends to operate in the summer or winter season and which has not been operated in the previous summer/winter season. Season means:

a. Summer season = starts on the last Sunday of March of the current year until the last Saturday of October of the same year;

b. Winter season = starts on the last Sunday of October until the last Saturday of March of the following year.

2. The airline company that decides to open a seasonal route has the obligation to operate at least 16 flights from Sibiu International Airport during a summer season, and at least 6 flights from Sibiu International Airport during a winter season.

3. The seasonal route will be a regular service that will ensure point-to-point connections.

4. If the airline company opens a Seasonal Route by reducing capacity on other routes operated at Sibiu International Airport, without bringing an economic advantage to the airport, the Seasonal Route will not be eligible for the application of this scheme.

5. The discounts provided for the opening of Seasonal Routes cannot be combined with any other types of discounts, other incentive schemes or any other existing discount grid for the respective route.

6. In the case of applications for this scheme received from two airlines, for the same Seasonal Route, they can simultaneously benefit from this scheme.

7. The airline will be required to start operating flights on the Seasonal Route from the season mentioned in the application form. Example: if an airline requests in February the opening of a seasonal route for the summer season of the respective year, it has the obligation to operate the seasonal route on the destination and with the operating frequencies proposed in the summer season of the respective year.

8. At least 3 working days before the tickets go on sale, the airline will send the application form to the Sibiu International Airport at secretariat@sibiuairport.ro which will contain all the relevant information.

9. The airline's obligation is to respect the destination and the number of frequencies mentioned in the application form, the other specifications, namely the maximum take-off weight, aircraft capacity and configuration, ground service time or operating schedule can be modified according to needs by a written notification sent to the airport.

10. The discounts provided in this scheme cannot be combined with other types of discounts, other incentive schemes or any other existing discount grid for the respective route.

11. Settlement of the amounts related to the incentive scheme for the opening of seasonal routes will be done monthly.

12. If the airline cancels operations during the established period of the incentive scheme for the opening of seasonal routes, i.e. 2 summer / winter seasons operated consecutively, the airline may still benefit from the incentive scheme for the opening of seasonal routes if it replaces the route with a new seasonal route, which will qualify as a seasonal route according to point 1 above. The period for which the airline company will benefit from the incentive scheme in order to open seasonal routes will be reduced by the period in which the scheme produced effects for the closed seasonal route. The airline will start actual operation on the new seasonal destination no later than the next summer / winter season from the date of the last actual flight from Sibiu International Airport to the previously operated seasonal destination.

13. Sibiu International Airport has the right to offset the amount of discounts granted under this scheme for a given month against the airline's overdue debts [a period greater than 90 days] owed to Sibiu International Airport.



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