



COMMERCIAL POLICY

Opening new routes

Reopening suspended routes

Increase passenger traffic at SIBIU INTERNATIONAL AIRPORT

Opening new seasonal routes



General Conditions

The following incentive schemes are granted on a transparent and non-discriminatory basis to all airlines interested in, on the basis of the eligibility criteria for each individual scheme.

The following incentive schemes cannot be cumulated.

Airlines benefiting from an incentive scheme cannot choose to change it during the period of valability.

Stimulation Scheme

TO OPEN NEW ROUTES

The present scheme aims to stimulate airlines to open new routes to eligible destinations, assessed on the basis of the eligibility criteria.

The incentive scheme for opening new routes from Sibiu International Airport, shall be applied for a period of 24 months from the effective start of the operation: a discount of 50%, respectively 40% to the following rates:

- ✦ Landing charge
- ✦ Passenger charge

Charge	Year 1	Year 2
Landing charge	50%	50%
Passenger charge	40%	40%

After the established period, the charges published in the AIP will be applied in their entirety.

The charges for which the reduction is granted under the present scheme do not include any charges other than those mentioned above, or additional charges that could be introduced by Sibiu International Airport.

STIMULATION SCHEME TO OPEN NEW ROUTES

Eligibility criteria

1. *New Route* means any destination which, at the time of the sale of tickets for the respective route, is located at least 100 km away from the airports – destination related to the already existing regular routes operated from Sibiu International Airport at that time and which has not been operated by the respective airline / holding / concern for the last 12 months. The term of 12 months has as reference the proposed date of commencement of operations. When determining the distance between the new destination and the existing destination, the ARP – Aerodrome Reference Point – airports will be taken into account.

2. The minimum operating frequency is 2 days per week. The maximum operating frequency for which the Stimulation Scheme is applied in order to open new routes is 4 frequencies / week.

3. The proposed *New Route* will diversify the airport's route network and will stimulate passenger traffic volume.

4. The *New Route* will be a direct service, point-to-point.

5. If the airline opens a *New Route* by reducing capacity on other routes operated on SBZ, without bringing an economic advantage to the airport, the *New Route* will not be eligible in the application of this scheme.

6. The reductions provided for the opening of *New Routes* will not be cumulative with any other types of discounts, other incentive schemes or any other discount grid available for the respective route applicable to the airport charges.

7. The airline that will first put the tickets on sale for the new route, will benefit from discounts for opening the new route. The airline will have the obligation to start the operation within a maximum of 6 months from the date of sale of the tickets.

8. With at least 3 working days before ticketing, the airline will notify the airport and will send a request for opening the new route, which will include at least the following estimated data in order to analyze the eligibility for granting the incentive scheme:

- a. the proposed destination;
- b. operating frequency;
- c. aircraft data used to operate the new route (manufacturer, type, maximum take-off weight, number of seats);
- d. estimated load factor;
- e. ground service time – turn around;
- f. proposed operating schedule.

The obligation of the airline is to respect throughout the granting period for opening new routes the destination and the number of frequencies mentioned within the annex, the other specifications, respectively the maximum take-off weight, the aircraft capacity and configuration, the ground service time or the operating schedule, may be modified as necessary, by a written notification sent to the airport.

9. If the airline cancels the operations during the set period of the stimulation scheme in order to open new routes, respectively 24 months from the effective start of the operation on the new destination, the airline can continue to benefit from the incentive scheme in order to open new routes, if the *New Route* is replaced with another *New Route*, qualified according to item 1 above. The period for which the airline will benefit from the incentive scheme to open the *New Route* will be reduced with the period when the scheme has produced effects for the closed route. The airline will start the actual operation on the new destination within 3 months from the date of the last actual flight from Sibiu International Airport to the previously operated destination.

10. The settlement of the amounts related to the incentive scheme in order to open new routes will be done monthly, respectively at the end of the month for each month in progress.

11. The incentive scheme to open new routes from Sibiu International Airport is accessible to all interested airline operators.

12. In the context of the COVID-19 pandemic, during the state of alert/emergency on the Romanian territory, in case of a situation generated by the effects and/or evolution of the COVID-19 pandemic and based on the suspension request submitted by the airline, motivated punctually and objectively, about the impossibility of operation (low degree of booking, etc.), the operation of the *New Route* that benefits from incentive schemes based on the Commercial Policy can be suspended for 3 (three) consecutive months, or in installments. The airline will have the obligation to operate an additional period equal to the one for which the suspension of operations was requested, during which period it will not benefit from the discounts applied under the scheme. This possibility also applies to ongoing contracts by which routes were opened at Sibiu International Airport R.A. based on the Commercial Policy.”

Stimulation Scheme

FOR REOPENING SUSPENDED ROUTES

The present scheme aims to stimulate airlines to reopen suspended routes to eligible destinations, assessed on the basis of the eligibility criteria.

For suspended and reopened routes operated from Sibiu International Airport, shall be applied for a period of 12 months from the effective start of the operation on the reopened route a discount of 50 %, respectively 40 % to the following rates:

- ✦ Landing charge
- ✦ Passenger charge

<i>Charge</i>	<i>Year 1</i>
<i>Landing charge</i>	<i>50%</i>
<i>Passenger charge</i>	<i>40%</i>

After the established period, the charges published in the AIP will be applied in their entirety.

The charges for which the reduction is granted under the present scheme do not include any charges other than those mentioned above, or additional charges that could be introduced by Sibiu International Airport.

STIMULATION SCHEME FOR REOPENING SUSPENDED ROUTES

Eligibility criteria

1. *Suspended Route* means any destination which, at the time of the sale of tickets for the respective route, is located at least 100 km away from the airports – destination related to the already existing regular routes operated from Sibiu International Airport at that time and which has not been operated by the respective airline / holding / concern, but which was operated and ceased with at least 3 months prior to the resumption of operations by another airline.

2. The reopened route will be operated with a minimum of 2 (two) weekly frequencies.

3. The *Suspended Route* will be a direct service, point-to-point.

4. If the airline opens a *Suspended Route* by reducing capacity on other routes operated on SBZ, without bringing an economic advantage to the airport, the Route will not be eligible in the application of this scheme.

5. The reductions provided for the reopening of *Suspended Routes* will not be cumulative with any other types of discounts, other incentive schemes or any other discount grid available for the respective route applicable to the airport charges.

6. The airline that will first put the tickets on sale for the route, will benefit from discounts for reopening the suspended route. The airline will have the obligation to start the operation within a maximum of 6 months from the date of sale of the tickets.

7. With at least 3 working days before ticketing, the airline will notify and will send a request for reopening the suspended route, which will include at least the following estimated data in order to analyze the eligibility for granting the incentive scheme:

- a. the proposed destination;
- b. operating frequency;
- c. aircraft data used to operate the new route

(manufacturer, type, maximum take-off weight, number of seats);

d. estimated load factor;

e. ground service time – turn around;

f. proposed operating schedule.

The obligation of the airline is to respect throughout the granting period for reopening suspended routes the destination and the number of frequencies mentioned within the annex, the other specifications, respectively the maximum take-off weight, the aircraft capacity and configuration, the ground service time or the operating schedule, may be modified as necessary, by a written notification sent to the airport.

8. The settlement of the amounts related to the incentive scheme in order to reopen the suspended routes will be done monthly, respectively at the end of the month for each month in progress.

9. The incentive scheme to reopen suspended routes from Sibiu International Airport is accessible to all interested airline operators.

10. In the context of the COVID-19 pandemic, during the state of alert/emergency on the Romanian territory; in case of a situation generated by the effects and/or evolution of the COVID-19 pandemic and based on the suspension request submitted by the airline, motivated punctually and objectively, about the impossibility of operation (low degree of booking, etc.) the operation of the New Route that benefits from incentive schemes based on the Commercial Policy can be suspended for 3 (three) consecutive months, or in installments. The airline will have the obligation to operate an additional period equal to the one for which the suspension of operations was requested, during which period it will not benefit from the discounts applied under the scheme. This possibility also applies to ongoing contracts by which routes were opened at Sibiu International Airport R.A. based on the Commercial Policy."

Stimulation Scheme

TO INCREASE PASSENGER TRAFFIC

The present scheme aims to stimulate airlines which operate regular flights at Sibiu International Airport to increase passenger traffic volume.

The incentive scheme granted for increasing the passenger traffic volume has a validity of 5 years, and the granting period starts from the date of publication in the AIP.

Airport charges for which this incentive scheme applies:

- ✦ Passenger charge

Discount applicable for permanent routes [summer season and winter season]

75% of the passenger charge, calculated for the additional number of passengers registered throughout the granting period compared to the reporting period

STIMULATION SCHEME TO INCREASE PASSENGER TRAFFIC

Eligibility criteria

1. The route covered by this incentive scheme will be a direct service, non-stop services point-to-point.
2. The incentive scheme applies to the routes served by an airline that during 12 whole calendar months increases the number of seats allocated on the respective route by at least 5% compared to the previous year. At the end of the 12 calendar months (granting period), operated without applying any of the incentive schemes, Sibiu International Airport will evaluate the increase of traffic on the route for the reporting period – 12 calendar months prior to the granting period and will offer a discount of 75% of the passenger charge for the difference of passengers registered in the 12-month period preceding the reporting period.
3. The route covered by this incentive scheme does not benefit from other incentive schemes at Sibiu International Airport.
4. The route was operated as a commercial flight according to the historical data available for the previous year.
5. If the increase of the passenger traffic volume on a route is due to the reduction of capacity on other routes, the present scheme will not apply to the traffic growth on the respective route, respectively the increase of the capacity on a certain route by reducing the capacity on another route will not be eligible.
6. The present incentive scheme does not apply in the first operational year of a route.
7. Discounts will be granted within a maximum period of 3 months after the fulfillment of the 12 months of operation by issuing a discount invoice.
8. The incentive scheme to increase passenger traffic on the routes operated at Sibiu International Airport is accessible to all interested airline operators.

Stimulation Scheme

TO OPEN NEW SEASONAL ROUTES

The present scheme aims to stimulate airlines to open new seasonal routes to/from Sibiu International Airport.

For new seasonal flights, operated from Sibiu International Airport, a reduction of 50%, respectively 40% applies for the landing charge, respectively for the passenger charge, for 2 (two) summer seasons, respectively 2 (two) winter seasons operated consecutively, as follows:

- ✦ Landing charge
- ✦ Passenger charge

<i>Charge</i>	<i>Season 1 [summer / winter]</i>	<i>Season 2 [summer / winter]</i>
<i>Landing charge</i>	50%	50%
<i>Passenger charge</i>	40%	40%

After the established period, the charges published in the AIP will be applied in their entirety.

The charges for which the reduction is granted under the present scheme do not include any charges other than those mentioned above, or additional charges that could be introduced by Sibiu International Airport.

STIMULATION SCHEME TO OPEN NEW SEASONAL ROUTES

Eligibility criteria

1. *The New Seasonal Route* means any destination which, at the time of the request sent by the airline to Sibiu International Airport, has not been operated or has been operated to/from Sibiu International Airport for a maximum of two summer/winter seasons. The 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 that decides to open a New Seasonal Route has the obligation to operate at least 16 flights from Sibiu International Airport during a summer season as defined above and to operate at least 6 (six) flights from Sibiu International Airport during a winter season.

3. The proposed New Seasonal Route will diversify the airport's route network and boost passenger volume.

4. The New Seasonal Route will be direct, point-to-point service.

5. If the airline opens a *New Seasonal Route* by reducing capacity on other routes operated on SBZ, without bringing an economic advantage to the airport, the *New Seasonal Route* will not be eligible in the application of this scheme.

6. The reductions provided for the opening of *New Seasonal Routes* will not be cumulative with any other types of discounts, other incentive schemes or any other discount grid available for the respective route.

7. The first airline that will send the request to open a New Seasonal Route to Sibiu International Airport will benefit from discounts for the opening of new seasonal routes, according to the first-come, first-served principle. The airline will be obliged to start the operations of the flights on the New Seasonal Route as indicated within the request for the opening of New Seasonal Routes. I.e. If an airline requests the opening of the New Seasonal route for the summer season of that year in February, the airline has the obligation to operate the New Seasonal Route with the proposed operating frequencies in the summer season of that year.

8. With at least 3 (three) working days before the start of operations, the airline will send to the airport administrator a request to open the new seasonal route, which will include at least the following estimated data necessary to analyze the eligibility for the incentive scheme:

- a. the proposed destination,
- b. operating frequency,
- c. aircraft data operating the new route flights

(manufacturer, type, maximum take-off weight, number of seats),

d. estimated load factor,

e. ground service time - turn around,

f. proposed operating schedule.

9. The airline must comply with the destination and the number of frequencies mentioned in the request. All the other specifications, respectively the maximum take-off weight, aircraft capacity, configuration, ground service time, or operating schedule throughout the granting of the incentive scheme for opening new seasonal routes, may be modified as necessary by a written notification sent to the airport.

10. If the airline cancels the operations, during the period in which it benefits from the incentive scheme to open New Seasonal Routes, respectively 2 summer/winter seasons operated consecutively, the airline may continue to benefit from the incentive scheme to open new seasonal routes if it replaces the route with a new seasonal route, which will qualify as a new seasonal route according to point 1 above. The period for which the airline will benefit from the incentive scheme for the opening of new seasonal routes will be reduced by the period for which the scheme has taken effect for the closed seasonal route. The airline will start operating effectively on the new seasonal destination at the latest in the following summer/winter season from considering the date of the last flight from Sibiu International Airport to the previously operated seasonal destination.

11. The settlement of the amounts related to the incentive scheme to open new seasonal routes will be done monthly, at the end of the month for each current month.

12. The incentive scheme for the opening of new seasonal routes from Sibiu International Airport is accessible to all interested air operators.

13. In the context of the COVID-19 pandemic, during the state of alert/emergency on the Romanian territory, in case of a situation generated by the effects and/or evolution of the COVID-19 pandemic and based on the suspension request submitted by the airline, motivated punctually and objectively regarding the impossibility of operation (low degree of booking, etc.), the airline will have the possibility to reduce punctually the number of frequencies assumed per season, without reducing the number of flights operated below at least 66% of the flights assumed by contract.



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Looking forward to seeing you!