

Dated 23/11/2022

Attn: To Whom It May Concern,  
Subject: Consultation process regarding the proposed level of airport charges and associated conditions at Sibiu Airport for the period commencing on 1<sup>st</sup> January, 2024

Dear Business Partner,

In accordance with the National and European Regulations on airport charges, *we hereby invite your airline representative to a formal consultation meeting concerning the proposed level of airport charges and associated conditions* for Sibiu Airport services and facilities for the period commencing on 1<sup>st</sup> January, 2024.

The consultation process will take place in a distance form via internet conference tools with prior scheduling between 06.12.2022 – 13.12.2022.

The connection details will be distributed by e-mail in advance. Please send your attendance confirmation, proposed date, and timeframe to the following e-mail address: [secretariat@sibiuairport.ro](mailto:secretariat@sibiuairport.ro). Please also use this email address in the event you have any questions on the consultation document or associated process. Please clearly mark any information that should be treated as confidential in responses to this consultation.

Sibiu Airport is consulting on the level of airport charges for 2024 and beyond with the airline community and plans to announce **its final decision by 31<sup>st</sup> January 2023**.

To ensure utmost transparency, please find attached the consultation document including the proposed level of airport charges and associated conditions.

Appendix

- *Airport charges and associated conditions at Sibiu Airport for the period commencing on 1<sup>st</sup> January, 2024 – Consultation document*

*Marius Ioan GÎRDEA*  
*General Manager*

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AIRPORT CHARGES AND ASSOCIATED CONDITIONS  
FOR THE PERIOD COMMENCING ON 1<sup>ST</sup> JANUARY, 2024  
*Consultation Document*

Dated: NOVEMBER 2022  
Prepared by: Sibiu Airport  
Status: Draft for consultation  
Statement: Sibiu Airport is undertaking an open and transparent consultation process with its airline customers in relation to the airport charges and associated conditions for the period commencing on 1st January, 2024.

TIMEFRAME CONSULTATION PROCESS WITH  
THE AIRLINE COMMUNITY OPERATING AT SIBIU AIRPORT

| Milestone   | Date   period  |
|---|--|
| Submitting to the airline community representatives the consultation document | 23 <sup>rd</sup> November 2022                           |
| Online meetings with the airline community                                    | Between 6 <sup>th</sup> – 13 <sup>th</sup> December 2022 |
| Final decision on airport charges   | 31 <sup>st</sup> January 2023                            |



## CONTEXT

We fully recognize that airlines and airports have significantly suffered financial shortfall during the pandemic. Both need each other to thrive, along with many other actors in the aviation ecosystem. Thus, developing models of airport charges that allow better risk sharing between airports and airlines will be an important consideration from now on.

The actual airport charge structure applicable at Sibiu International Airport was revised more than seven years ago and is now in sharp contrast with the actual airport's overall costs and future development projects.

Moreover, the whole current context of heavy economic, fiscal and social pressure [economic crisis, inflation, the effects of the war on energy, fuel rates etc.] leads to a need to align the structure of airport charges to allow long-term sustainability.

After two years of decreasing activity and since the removal of the travel restrictions, passenger numbers have improved, and Sibiu Airport has seen traffic increase during 2022. However, while we rebuild capacity, service, and operational resilience after the pandemic, resources across the airport ecosystem remain tight, in line with circumstances at other airports worldwide. We work closely with airlines and ground handlers to match supply and demand.

For the time being, Sibiu Airport is in a complete modernization process, which involves expanding the terminal to ensure the necessary facilities for passengers to meet an increase in traffic according to the realistic scenario of the traffic study provided by Sibiu International Airport up to 2,000,000 – 2,500,000 passengers per year by 2030.

The terminal will provide the necessary spaces, facilities, and equipment required in order to create the best customer experience. It will use high-tech technologies for processing passengers and their luggage with main focus on automated systems. It will also provide the spaces, facilities, and equipment necessary for performing the activities specific to the airport administration and those for institutions operating in an international airport under national and European legislation.

In early June 2022, Sibiu Airport undersigned the financing contract for the new terminal with a due date of implementation in December 2023.

The terminal will have a built-up area of 22,400 sqm, with a total processing capacity of 2,500,000 passengers, six security lines, seven self-check-in machines, ten staffed check-in counters, one of which serves the VIP line, seven boarding gates, and other equipment necessary for the domestic and the international flights, public spaces for commercial and utilitarian use.

In order to secure the passenger revenue, the ultimate objective of our airport charges and associated conditions proposal is to attract passengers while maintaining responsible investment and operational facilities, which is the key to maintain the level of service that our airlines and passengers expect. We will do this while maintaining a safe, reliable operation that balances service and reliability.

Sibiu Airport is proposing an update for airport charges as of 2024 to ensure reliability considering this major modernization project.

Our airport charge and associated conditions proposals consultation refers to:

- The introduction of a development fee of 1 EUR per departing passenger applicable for the period of the credit reimbursement by 2035.
- Increased lighting, parking and passenger charges aligned with our focus on sustainability based on boosting passenger traffic volumes.
- Amendments to associated conditions of the landing, lighting, parking, and passenger charge for encouraging passenger traffic volume flows to use the new infrastructure fully.

| PROPOSED AIRPORT CHARGES AND ASSOCIATED CONDITIONS<br>EFFECTIVE 1st JANUARY 2024 |                     |                      |                        |
|--|---------------------|----------------------|------------------------|
| Airport charges  |                     | Actual level<br>2022 | Proposed level<br>2024 |
| Landing  | tone                | 6.30                 | 6.30                   |
| Lighting   | tone per landing    | 1.50                 | 2.50                   |
| Parking  | hour per tone       | 0.05                 | 0.15                   |
| Passenger  | departing passenger | 2.50                 | 8.00                   |
| Security   | departing passenger | 1.00                 | 1.00                   |
| Tranzit   transfer   | passenger           | 1.00                 | 1.00                   |
| Development  | departing passenger | N/A                  | 1.00                   |

### 1. Landing charge **6,30 euro | tone**

Associated conditions applicable to the landing charge:

- Airlines operating scheduled flights, including scheduled charter flights

Depending on the number of movements performed per month, the following landing charge discounts apply, as follows:

| No. Of landings per month | Discounts applicable |
|---------------------------|----------------------|
| 30 - 39                   | 5%                   |
| 40 - 49                   | 10%                  |
| 50 - 59                   | 15%                  |
| 60 - 69                   | 20%                  |
| 70 - 79                   | 25%                  |
| 80 - 89                   | 30%                  |
| 90 - 99                   | 35%                  |
| 100 - 109                 | 40%                  |
| 110 - 119                 | 45%                  |
| ≥ 120                     | 50%                  |

SCHEDULED FLIGHTS means flights operated to and from Sibiu International Airport regularly, according to a predetermined timetable, over a whole year or periods of less than one year, with a recurring

frequency, and tickets for each of these flights are made available to the public for individual purchase directly from the air carrier or through authorized agents.

REGULATED CHARTER FLIGHTS means flights operated to and from Sibiu International Airport with regularity operated, either in the summer or winter season, according to a pre-arranged schedule, during a whole or part of a season over at least three months, with a recurring frequency, and tickets for each of these flights are made available to the public for individual purchase directly from the air carrier or through authorized agents.

b. Airlines operating non-scheduled flights:

The landing charge will be increased by 100 % for airlines operating non-scheduled flights.

NON - SCHEDULES FLIGHTS means flights operated under conditions other than scheduled flights, including those flights operated using a chartered aircraft and operated with some regularity.

2. Lighting charge 2,50 euro | tone per landing

Associated conditions applicable to the lighting charge:

| No. Of landings per month | Discounts applicable |
|---------------------------|----------------------|
| 30 - 59                   | 20%                  |
| ≥ 60                      | 40%                  |

3. Parking charge 0,15 euro | hour per tone

Associated conditions applicable to the parking charge:

a. Airlines operating non-scheduled flights

For airlines operating non-scheduled flights an additional percentage associated to the parking charge will be applied as follows:

| Parking period | Additional |
|----------------|------------|
| > 48 ore       | 50 %       |
| > 168 ore      | 100 %      |

b. Airlines operating scheduled flights and having:

- a based aircraft shall benefit from a discount of 0, (33) % of the parking charge.
- at least two based aircraft shall benefit from a 0, (66) % discount on the parking charge.

4. Passenger service charge 8,00 euro | departing passenger

Additional conditions attached to the passenger service tariff

a. Airlines operating scheduled flights

Depending on the volume of passenger, departing passengers per month, discounts are applied to the passenger service charge as follows:

NOTE - The amount of the passenger service charge for which discounts are applied is 7.50 EURO the difference represents the charge collected for the supervision of the objectives necessary for passenger safety: Civil Aviation Safety Investigation and Analysis Authority - CASA and CAA.

NOTE - Passenger volumes carried on charter flights are not included in the calculation basis for the discount.

| Departing passengers per month | Discounts applicable |
|--------------------------------|----------------------|
| 5.000 – 9.999                  | 30 %                 |
| 10.000 – 14.999                | 45%                  |
| 15.000 – 19.999                | 60%                  |
| 20.000 – 24.999                | 75%                  |
| over 25.000                    | 90%                  |

SCHEDULED FLIGHTS means flights operated to and from Sibiu International Airport regularly, according to a predetermined timetable, over a whole year or periods of less than one year, with a recurring frequency, and tickets for each of these flights are made available to the public for individual purchase directly from the air carrier or through authorized agents.

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b. Airlines operating non-scheduled flights

For airlines operating non-scheduled flights an additional percentage associated to the passenger charge will be applied as follows:

| Departing passengers | Additional |
|----------------------|------------|
| ≤ 29                 | 100 %      |
| 30 – 59              | 75%        |
| ≥ 60                 | 50%        |

5. Security charge 1,00 euro | departing passenger

6. Transit | Transfer charge 1,00 euro | departing passenger

TRANSIT The fee is charged for each transit passenger disembarking from the aircraft.

TRANSFER The fee is charged for each passenger boarding at the airport, and transferring at that airport.

7. Development charge 1,00 euro | departing passenger

The development charge will be applicable from 01.01.2024, and it will be applicable for the period of the credit reimbursement for the modernization project.

SIBIU AIRPORT FORECAST TRAFFIC 2022 - 2030

|            | 2022    | 2023    | 2024    | 2025    | 2026    | 2027    | 2028    | 2029    | 2030    |
|------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| PASSENGERS | 268.979 | 296.865 | 429.976 | 445.595 | 487.318 | 487.956 | 574.196 | 588.667 | 606.905 |
| MOVEMENTS  | 7.278   | 7.912   | 9.770   | 9.814   | 10.148  | 10.030  | 11.042  | 11.052  | 11.130  |