



Aeroporto Internazionale di Lamezia Terme

T R A F F I C P O L I C Y





Incentive system at Lamezia Terme Airport

In order to encourage traffic development and to increase traffic volumes over the years, SACAL incentives **scheduled airlines** to choose Lamezia Terme Airport offering airlines a contribution based on their commitment.

The incentive system hereafter exposed is conceived to be a guideline for such development, to regulate it according to **TRANSPARENT, FAIR, NON-DISCRIMINATORY PRINCIPLES**, and to **PRIVATE INVESTORS' REQUIREMENTS**, making the best possible use of the Airport infrastructures.

Terms

The incentive consists of a pre-fixed amount per Departing Passenger.

The incentive amount is:

- EX POST- it is granted at the end of each IATA SEASON;
- Assessed once verified that all requirements and obligations has been fulfilled;

Validity

This Policy will apply to new contracts starting from IATA SUMMER 2017 and is available to all scheduled flights operating at Lamezia Terme Airport.

The incentive will be applied only on the basis of a contract signed by both parties before the beginning of the operations.



1. NEW SCHEDULE DESTINATIONS

2. SEASONAL NEW INTERNATIONAL DESTINATIONS

3. EXISTING SCHEDULED DESTINATIONS

4. TRAFFIC VOLUMES





1. NEW SCHEDULE DESTINATIONS

Is a new and sustainable NATIONAL or INTERNATIONAL route which is not already operated by another airline from Lamezia Terme Airport by a direct scheduled flight. This incentive is available to all carriers operating to/from Lamezia Terme Airport

Range of Application

- ✓ The minimum frequency requirement is three weekly rotations for domestic routes, two weekly rotation for international routes and at least one weekly rotation for long-haul routes, all year round
- ✓ The New Route is one that increases the network coverage and traffic at Lamezia Terme Airport. This means that the route must give access to a market not adequately served directly, is expected to increase the overall number of passengers using the airport and is a route that has a commercial benefit to Lamezia Terme Airport
- ✓ Flights have to be mainly operated to strategically relevant destinations. Destinations and frequencies should be agreed upon with the Airport

A Business plan must be shared in advance with the carrier based on:

- ✓ duration of the agreement
- ✓ economic sustainability
- ✓ achieving of the Airport break-even before the end of the agreement



Scheme

The Carrier is granted incentives:

- ✓ for departing passenger
- ✓ for the first 3 years;

Terms of application

- ✓ No less than 80% programmed flights should be operated
- ✓ The operation should be confirmed for the following IATA season
- ✓ Punctual and regular payments



2. SEASONAL NEW INTERNATIONAL DESTINATIONS

By Seasonal Scheduled flights we mean the ones that are not connected to SUF, aiming at promoting tourism for fun, faith and culture as well as ethnic traffic

Carrier is granted incentives for the start-up of new seasonal international connections, operated by scheduled flights, having at least 1 weekly rotation

Countries of Interest:

Egypt Greece

Morocco Portugal Denmark Turkey Spain Czech Republic

Israel

Scheme

- ✓ for departing passenger
- ✓ for the first IATA SEASON

Terms of application

- ✓ No less than 16 flights should be operated in the IATA SEASON
- ✓ Punctual and regular payments



3. EXISTING SCHEDULED DESTINATIONS

In case of already-existing destinations at SUF, two cases are taken into account

Improving due to a new entrant

A new Carrier starts operating to an already-existing destination, scheduling at least 3 weekly rotations (3/7), that was interrupted and is proposed again by a new Carrier

Improving due to the extension of the operations

Carrier already operating at SUF increases its schedule from a seasonal to a yearly operation by at least 1 weekly rotation (+1/7)

Scheme

The Carrier is granted incentives:

- ✓ for departing passenger (DEPAX);
- ✓ for one year (Two IATA seasons);



Terms of application

- ✓ Increased offer should be granted for the whole IATA season
- ✓ No less than 80% programmed flights should be operated
- ✓ The operation should be confirmed for the following IATA season

- ✓ Punctual and regular payments

In the event that the number of frequencies or the overall capacity of a respective carrier on a particular route change, SACAL reserves the right to cancel the incremental frequency incentive



5. TRAFFIC VOLUMES

By high Traffic Volumes we refer to the case of relevant volumes in terms of passengers and flights granted by a carrier in a short lapse of time or the positioning of 1 or more Aircrafts (BASE), aiming at the best possible use of SUF Airport

A Business plan must be shared in advance with the carrier based on:

- ✓ 3 years of activity
- ✓ economic sustainability and decreasing incentive
- ✓ achieving of the Airport break-even before the end of the 3 year period



Scheme

The Carrier is granted incentives:

- ✓ for departing passenger
- ✓ for the first 3 years (the incentive will decrease after each year)



Terms of application

- ✓ Annual passenger traffic more than 200.000 departing passengers (alternatively at least 30 weekly flights)
- ✓ Aircraft capacity should be at least 120 seats
- ✓ Passenger traffic should be mainly international
- ✓ Destinations and frequencies should be agreed upon with the airport
- ✓ Punctual and regular payments