



## TRAFFIC POLICY 2015 -2016

Rel. 3/18/2015



Trapani -Birgi Airport "Vincenzo Florio"

## TRAFFIC POLICY 2015-2016

### OBJECTIVES

The following outlined system is designed to encourage, transparently and in order to ensure equal opportunities to the interested carriers, development and consolidation of passengers traffic at Trapani-Birgi Airport and at the same time it ensures the best possible use of airport infrastructure, and of mobility increase and regional connectivity.

Particular attention is given to the incentive programs for deseasonalization activities.

### FEATURES OF TRAFFIC POLICY

- non-discriminatory
- respectful of the Principles of clarification and undue negative effects on competition and free trade between member States
- oriented to the Traffic increase and regional mobility
- respectful of the principle of Private investor in a market economy
- optimal for flight operations affecting hourly time slots and/or off-peak season traffic.

### DURATION

The proposed inducement system is valid for IATA season Summer 2015 and Winter 2015/16.

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### APPLICATION PARAMETERS

The parameter used to quantify the inducements consists of a fixed amount of contribution for departing passenger (DEPAX), multiplied by the number of passengers taken as valid and meeting the required standard. The inducement is given EX POST, that is it is given at the end of a predetermined period and indicated in the contract after having all approval conditions verified.

### VALIDITY

The inducement program will be applied only with a regular contract signed by both parties before starting operation. This policy will be applied only referring to new contracts as from IATA summer season 2015 and not earlier than 15 days from the date of publication of it. The existing agreement keep the validity until their natural expiry.

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### REFERENCE REGULATIONS

Pointer to State aid for airports and airlines. CE Communication of April 4, 2014, No 2014/c 99/03.

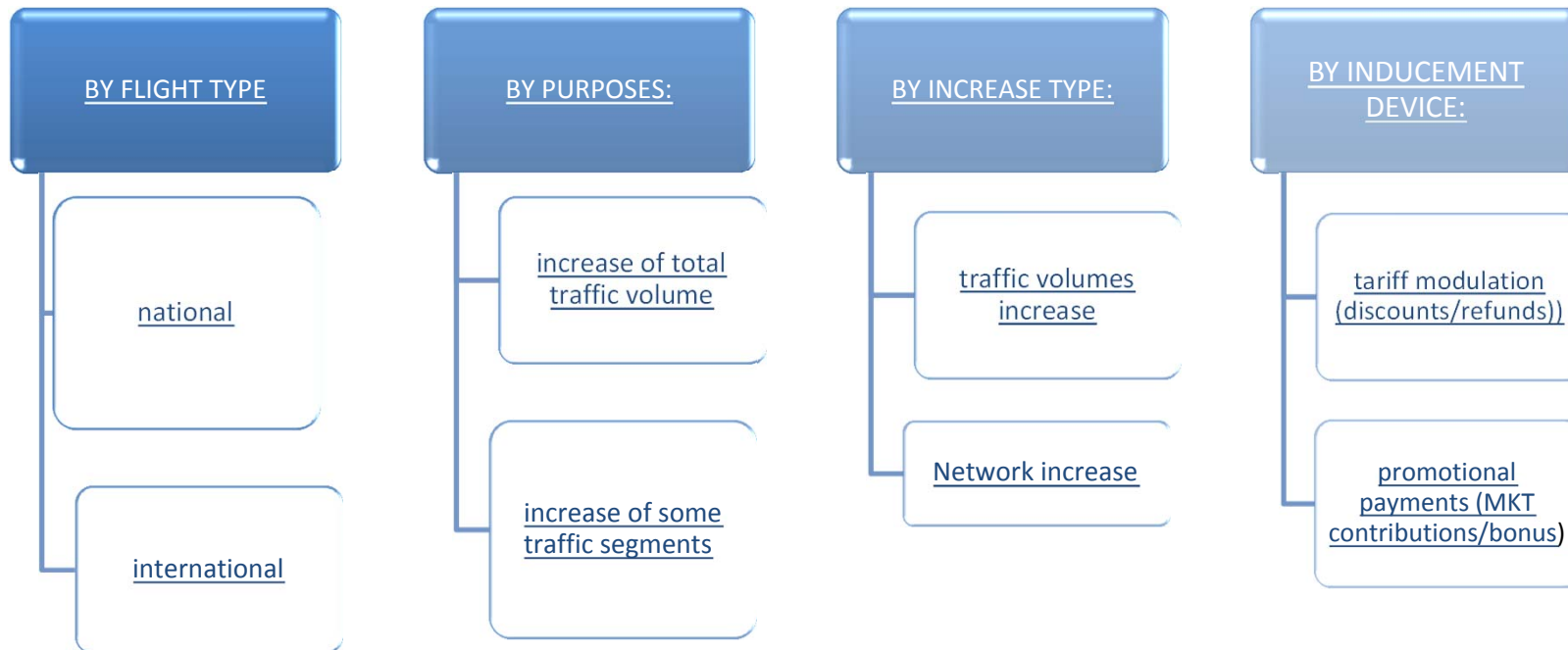
Article 13, paragraphs 14 and 15, of D.L. 23 December 2013, No. 145.

Guidelines regarding inducements for the start-up and development of air routes by carriers, under Article 13, paragraphs 14 and 15, of D.L. 23 December 2013, No. 145, as amended by the conversion law February 21, 2014, No. 9, approved by the MIT October 2, 2014.

Operational information for airport operators for the grant of contribution/financial support in favour of airlines to launch new routes and monitoring procedures. Enac, November 2014.

# TRAFFIC POLICY 2015-2016

## INDUCEMENTS AMBIT- implemental guidelines D.L. No. 145/13



## TRAFFIC POLICY 2015-2016

### APPLICATION CASES

1) LAUNCH OF NEW ROUTES

2) INCREASE OF EXISTING ROUTES

3) START-UP OF SEASONAL CHARTER

## 1. LAUNCH OF NEW ROUTES

**1) LAUNCH OF NEW ROUTES:** airline connections not already existing in Trapani-Birgi Airport

- start –up of new airline connections that involve at least 1 weekly rotation (1/7)

- The carrier takes an inducement for each departing passenger (depax) for a maximum period of three years and over routes not already served by Trapani-Birgi Airport.
- The inducement amount can vary, depending on whether the flight is operated at peak and off-peak hours, that is, in winter or summer.
- A start-up contribution mkt, lump sum, can be given, in the event of an especially strategic destination for the airport
- The carrier is obliged to ensure at least 80% of scheduled flights and placed at the base of contribution and, anyway, to keep the route at least for a period equal to that during which it received start-up aid.

### **Subjects admitted to inducement**

- The beneficiaries are carriers that meet the technical and economic conditions set by European legislation, not covered in the black-list issued by the European Commission, that don't have payable accounts or disputes opened against the management company, that respect the anti-mafia legislation, that are in a state of regular contributions and tax.
- The beneficiaries must pay a insurance or banking surety, with the first request of payment, on behalf of the management company, that will be released within the next three months to the end of the route exercise and anyway not before the verification of the regular performance of the service.
- The contribution for single route can concern inducement mechanisms in the form of bonuses, tariff modulation of ground handling services and / or promotional payments, relative to the total of new departing passengers (depax) transported on the allowed routes and estimated in the free business initiative, up to the total value of contribution not exceeding 50% of airport charges and for a maximum period of three years.

## 2. INCREASE EXISTING ROUTES 1/2

### 2) INCREASE EXISTING ROUTES : only for airline connections already existing in Trapani-Birgi Airport.

- Incremental traffic is the positive difference between the number of departing passengers transported by a carrier at Trapani Airport , in the same period of time, in two different years.

- The carrier takes an inducement for each departing passenger (depax) for one year ( two IATA season).
- The inducement amount can vary, depending on whether the flight is operated at peak and off-peak hours, that is during the period from November to March on existing routes already operating by carriers .
- A start-up contribution mkt, lump sum, can be given, in the event of an especially strategic destination for the airport, that is for the area in question.
- The carrier is obliged to ensure at least 80% of scheduled flights, to honour the agreement and to meet the contractual deadlines.

#### Subjects admitted to inducement

- The beneficiaries are the carriers that meet the technical and economic conditions set by European legislation, not covered in the black-list issued by the European Commission, that do not have payable accounts or disputes opened against the management company, that respect the anti-mafia legislation, that are in a state of regular contributions and tax.
- The beneficiaries must pay a insurance or banking surety, with the first request of payment, on behalf of the management company, that will be released within the next three months to the end of the route exercise and anyway not before the verification of the regular performance of the service.
- The contribution for single route can concern inducement mechanisms in the form of bonuses, tariff modulation of ground handling services and / or promotional payments, relative to the total of new departing passengers (depax) transported on the allowed routes and estimated in the free business initiative, up to the total value of contribution not exceeding 50% of airport charges and for a maximum period of three years.



## 2. INCREASE EXISTING ROUTES 2/2

### Possible application of the policy to increase routes

1) The carrier already operating at the airport presents a scheduled flights, that adds at least a weekly rotation of routes already served by the same carrier in the same previous IATA season.

2) A new carrier programs the start –up at least of a weekly rotation on an already served airline at Trapani Airport from another carrier in the same IATA season. The program of scheduled must be confirmed at least for two consecutive IATA season.

## 3. SEASONAL CHARTER

### **3) SEASONAL CHARTER: launch of new routes in Trapani-Birgi Airport**

- Launch of new seasonal routes that support the incoming and tourist traffic, with at least 1 weekly rotation.

- The carrier takes an inducement for each departing passenger ( depax ) for one IATA season.
- The inducement amount can vary, depending on whether the flight is operated at peak and off-peak hours, that is during the period from November to March.
- The privileged routes to receive an inducement are: Prague - Budapest - Bucharest - Berlin - Vienna - Geneva - Zurich – Tampere.
- A start-up contribution mkt, lump sum, can be given, in the event of an especially strategic destination for the airport.
- The carrier is obliged to ensure at least 80% of scheduled flights, to honour the agreement and to meet the contractual deadlines.

#### **Subjects admitted to inducement**

- The beneficiaries are the carriers that meet the technical and economic conditions set by European legislation, not covered in the black-list issued by the European Commission, that do not have payable accounts or disputes opened against the management company, that respect the anti-mafia legislation, that are in a state of regular contributions and tax.
- The beneficiaries must pay an insurance or banking surety, with the first request of payment, on behalf of the management company, that will be released within the next three months to the end of the route exercise and anyway not before the verification of the regular performance of the service.
- The contribution for single route can concern inducement mechanisms in the form of bonuses, tariff modulation of ground handling services and /or promotional payments, relative to the total of new departing passengers (depax) transported on the allowed routes and estimated in the free business initiative, up to the total value of contribution not exceeding 50% of airport charges and for a maximum period of three years.

## ADMISSION TO THE INDUCEMENT PROGRAM

- To be admitted to the inducement program the carriers must transmit their declaration of intent to the email address [aviation@airgest.it](mailto:aviation@airgest.it), where they have to indicate the new routes to start-up and/or existing routes to increase.

They must indicate for each one:

- Start-up date;
- Operativeness period;
- Programmed frequency;
- Aircraft type.

- Within thirty days after receiving the declaration of intent, Airgest will examine the contents and eventually will select the carriers that presented the programs more appropriate to achieve the objective of common interest, entrusted to this incentive program.

- The airline, that is admitted to the inducement program, must submit a business plan ex ante providing profitability prospects for the route receiving the incentive without public financing after 3 years, that is it must undertake irrevocably to operate this route for a period equal to that for which it received the incentive.

- Excepting the Airgest obligation to fulfill the requirements of the Guidelines approved by the Ministry of Infrastructure and Transport on October 2, 2014, the concluded incentive agreement with carriers, that provide the inducement delivery under the conditions described, will be reserved.

- Inducement measures can't be combined for the exercise of the same route.

## ADMISSION TO THE INDUCEMENT PROGRAM

- If several carriers are interested in the same route, the carrier that will take advantage of incentives will be chosen using the following evaluation criteria:
  - the number of routes proposed in the declaration of intent;
  - the market introduction demonstrating the commercial capacity of the carrier;
  - the seasonal routes proposed in the Development Program;
  - the aircrafts type that the carrier proposes to use.
- The stipulation of agreement with carriers, that will take advantage of inducements, in any case will be subordinate to the requirements verification already set in paragraphs **“Subjects admitted to inducement”**;
- **Possible changes to this policy will be published by Airgest in accordance with the requirements of the Guidelines approved by the Ministry of Infrastructure and Transport on October 2, 2014.**