

Aeroporto Olbia Costa Smeralda

**OLBIA  
AIRPORT  
INCENTIVE  
PROGRAMME**

Olbia Airport Incentive Policy 2023

Rev. Oct 2023



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## 1.1

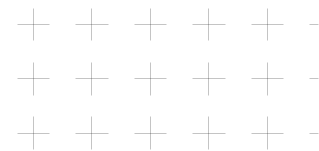
Geasar S.p.A. is the management company of Olbia Airport, whose majority shareholder is a private entity.



## 1.2

The aim of Geasar S.p.A. is to stimulate passenger traffic development at Olbia airport according to the characteristics of the Sardinian market and the airport infrastructures.

# INCENTIVE PROGRAMME



## 2.1

Geasar S.p.A. has conceived a traffic development incentive programme (hereinafter referred to as the Incentive Programme) aimed at:

- **Increase the volume of the passenger's traffic**
- **Expand the network**
- **Reduce the traffic seasonality**





### 3.1

The Incentive Programme is conceived as a rebate on the Airport fees (ad detailed in paragraph 3.2), to be awarded to the airlines wishing to develop their operations in Olbia Airport and comply the terms and the conditions of this programme.

### 3.2

The Airport fees considered for the incentive calculation include the following items:

- i) Passengers Fees**
- ii) Passenger security screening**
- iii) Checked baggage screening**
- iv) PRM (passengers with reduced mobility) fee**

### 3.3

The Airport fees do not, therefore, include the following items (listed here only as possible examples):

- v) Landing and take-off fees**
- vi) Aircraft Parking Fees**
- vii) Regional and municipal supplements**
- viii) Accessory security services or of any other type not contemplated in the preceding paragraph**

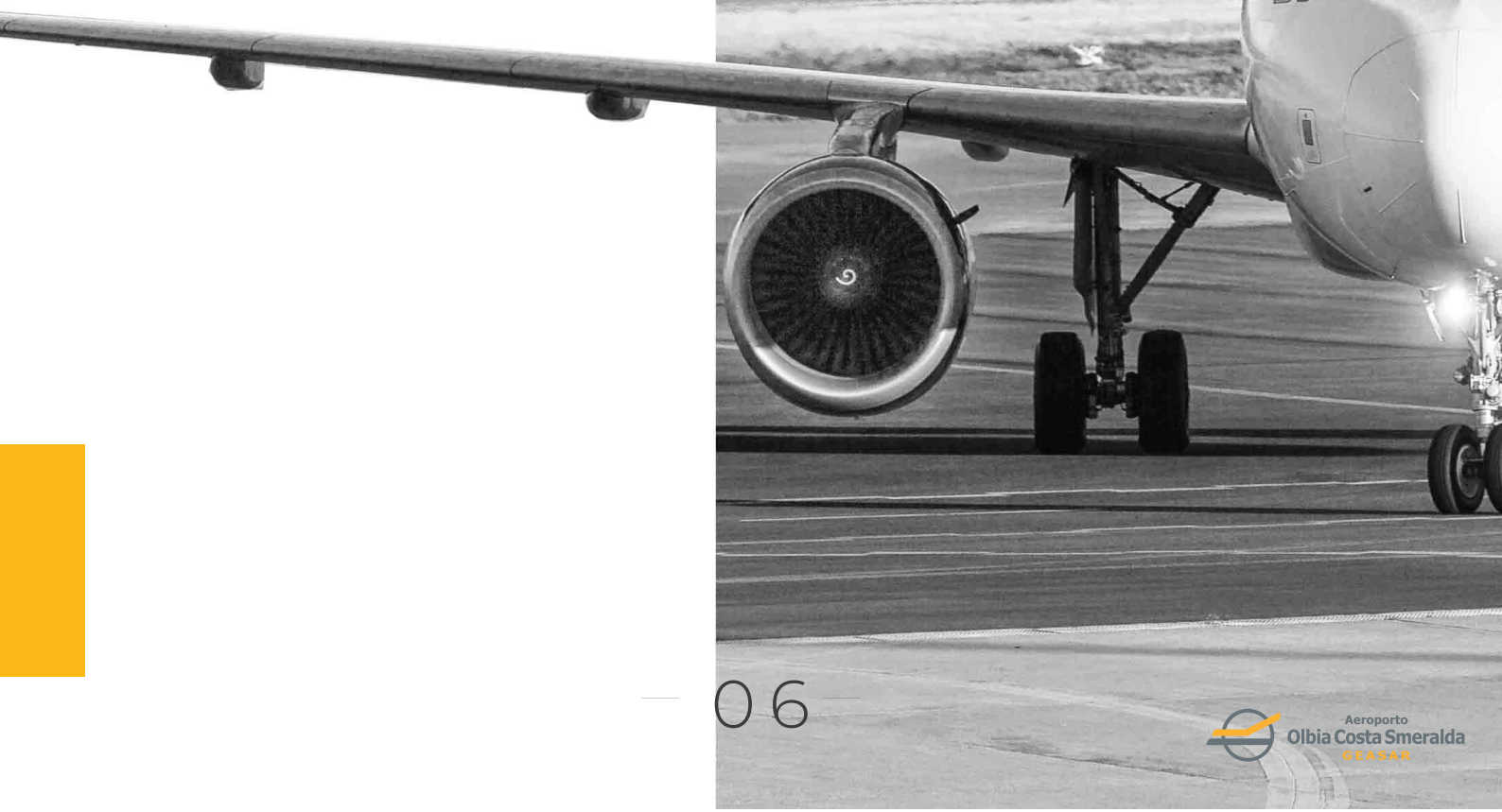


### 3.4

The access to the Incentive Programme is granted in a transparent and non-discriminatory way to all the airlines, wishing to develop their operations in Olbia, fulfilling the conditions of one of the cases of routes development listed in paragraph 4 of this document.

### 3.5

The Incentive Programme is not applicable for the PSO routes Milan LIN and Rome FCO and for the routes, which airports are located at a distance equal to or less than 100 km from these routes.



# CATEGORIES OF INCENTIVES



## 4

### CATEGORIES OF INCENTIVES

- A** INCENTIVE FOR NEW ROUTES
- B** INCENTIVE FOR PASSENGER GROWTH ON EXISTING ROUTES
- C** INCENTIVE FOR YEARLY ROUTES





## A Incentive for New Routes

### 4.1

Airlines starting new services at Olbia Airport to/from one or more new destinations, could be eligible for this category of Incentive, under the following conditions.

#### Qualifying Criteria:

- *The airline commits to operate the route for a minimum period of three years.*
- *The route is scheduled as scheduled flights ("J" category)*
- *The route (determined by IATA Airport Code) has not been served from Olbia in the last 12 months.*

#### Operation requirement:

	1° Year	2° Year	3° Year
Operation	Minimum 12 consecutive weeks of flights	Minimum 16 consecutive weeks of flights	Minimum 20 consecutive weeks of flights
Minimum Frequencies	2 per week or a minimum of 48 movements	2 per week or a minimum of 50 movements	2 per week or a minimum of 56 movements





## A Incentive for New Routes

### Incentive Calculation:

#### 4.1.1

The incentive will be calculated as rebates (as displayed in the Table 1 below) on the Airport fees (as defined in paragraph 3.2) paid by the airline for the departing passengers of the route.

#### 4.1.2

Departing passengers carried in the months of July and August will be not eligible for the incentive.

For the intercontinental flights (lengths of the route >3 hours). The incentive will be granted also in the months of July and August

**Table 1 - New Routes Incentive**

		Rebate on new routes pax		
		1° Year	2° Year	3° Year
NEW ROUTES	Domestic	70%	50%	30%
	International	80%	70%	50%



## 3 Incentive for passenger Growth on existing routes

### 4.2.1

The incentive will be granted for the existing routes that record an increase in the number of total passengers in comparison with the previous year.

#### Qualifying Criteria:

- The airline registers an overall passenger's growth in Olbia in comparison with the same period of the previous year.
- The route is scheduled as scheduled flights ("J" category)

#### Incentive Calculation:

### 4.2.2

The incentive for incremental growth will be calculated as rebate (as displayed in the Table 2 below) on the Airport fees (as defined in paragraph 3.2 ) related to the incremental departing passengers registered by the airline in the route/s in comparison with the number of departing passengers carried in the previous year.

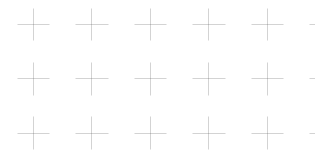
A detailed example of calculation of this category of incentive is enclosed in Annex 1.

### 4.2.3

Departing passengers carried in the months of July and August will be not eligible for the incentive.

**Table 2 - incentive for Incremental**

		Rebate on current aerocharges
<b>INCREMENTAL GROWTH INCENTIVE</b>	Domestic	40%
	International	80%



## 4.3

## C

## Incentive for Yearly Routes

## 4.3.1

Airlines that will extend or start, the operations to/in the IATA Winter Season could benefit of the following incentive programme.

**Qualifying criteria:**

- The route is scheduled as scheduled flights (“J” category)

**Operation requirement**

<b>Operation</b>	Yearly – Operations break not longer than 5 weeks during the winter could be allowed
<b>Minimum Frequencies</b>	2 per week

**Incentive Calculation:**

## 4.3.2

The incentive will be calculated as rebates (as displayed in the Table 3 – Incentive for yearly routes) on the Airport fees (as defined in paragraph 3.2) paid by the airline for the departing passengers carried on the route.

## 4.3.3

Departing passengers carried in the months of June, July, August and September will be not eligible for the incentive.

## 4.3.4

The incentive will be granted for a period of three years. Geasar S.p.A. reserves the right to extend the period of application of this incentive.

**Table 1 - Yearly Routes Incentive**

		<b>Rebate</b>
<b>YEARLY ROUTES INCENTIVE</b>	<b>Domestic</b>	70%
	<b>International</b>	80%

# ACCESS TO THE INCENTIVE PROGRAMME

## 5.1

The Airlines interested in developing the operations at Olbia Airport and wishing to access to the incentive programme, can submit their application by e-mail to Geasar's, Commercial Aviation Department

[aviationmarketing@geasar.it](mailto:aviationmarketing@geasar.it)

## 5.2

Proposal must be sent at least one month before the starting of the IATA Calendar Season related to the year of operations.

## 5.3

The application must specify all possible details concerning:

- Route/s of interest
- Airline's fleet, network, and bases of operation.
- The expected schedule and any other information considered significant by the Airline

## 5.4

Geasar S.p.A. will examine the programs received by selecting the airlines that have submitted the proposals deemed most suitable for achieving the objectives set out in this incentive programme.

## 5.5

In case more than one Airline has applied for the same destination, Geasar S.p.A. reserves the right to conduct parallel negotiations, provided that Geasar S.p.A. will have the right, at its own discretion, to select one or more Airlines for the subscription of Incentive Programme Contracts.

# ACCESS TO THE INCENTIVE POLICY

## 5.6

The selection is referred to the free entrepreneurial initiative of Geasar S.p.A in view of the overall added value generated for the airport.

## 5.7

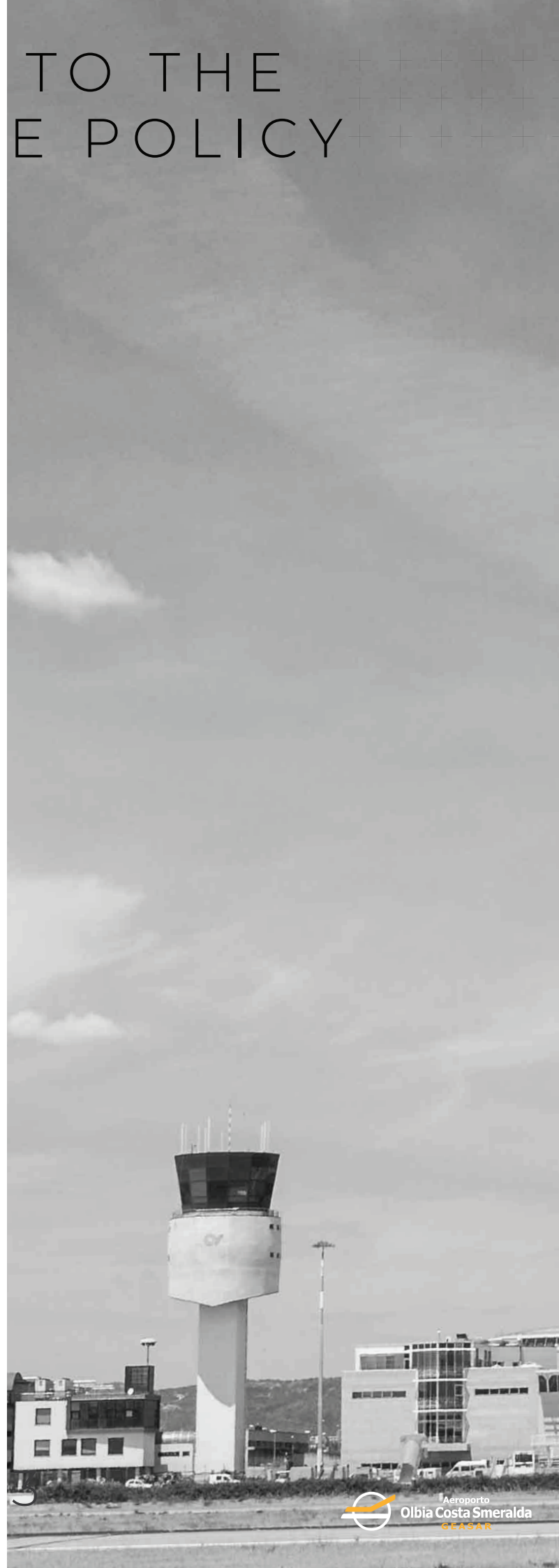
Any agreements concerning Development plans selected by Geasar S.p.A. shall be formalized under dedicated contracts that shall be keep confidential.

## 5.8

The agreements signed between the Airlines and Geasar S.p.A will be valid only if the scheduled flights will be sold at least 60 days before the start of the initiative.

## 5.9

Geasar S.p.A. reserves the right to modify the present Incentive programme at its own discretion and at any time.



## EXAMPLE OF CALCULATION INCREMENTAL GROWTH INCENTIVE

						Year 1	
		A	B	C=B-A		D	E=Z*C*D
Airline ALPHA		Depax Year N	Depax Year N+1	Incremental Depax	Eligibility	Retabe	Incentive
i)+ii)+iii)	Total Airline depax	150.000	155.000	5.000	YES		84.180€
i)	Route 1 Domestic	50.000	55.000	5.000	YES	40%	28.060 €
ii)	Route 2 Domestic	40.000	35.000	-5.000	NO	40%	0 €
ii)	Route 3 International	60.000	65.000	+5.000	NO	80%	56.120 €

Z= Average aerocharges Year N+1 EU Market = 14,03 €

### Year N+1

- The Airline ALPHA showed an overall increase of 5.000 passengers in comparison with previous year. It is therefore **eligible for the Incremental Growth Incentive**
- The airline will receive the incentive only for the route that registers an increase in term of passengers compared to the previous year



Aeroporto  
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