

**„AVIA INVEST” LLC**

**The Airlines Attraction Policy**

The Airlines Attraction Policy aims to increase the Chisinau Airport's competitiveness by extending the number of flights and destinations served, offering both to the already operating airlines in the Chisinau Airport and to the new ones, a fair, transparent and non-discriminatory Policy. The Airlines Attraction Policy is aimed at all the commercial passenger airlines that operate or intend to begin operations at Chisinau Airport and that fulfill all the requirements and criteria described in the Policy.

The final decision concerning the application of this Policy regulations for the airlines, as well as their interpretation, is the exclusive competence of the Airport. The Airport reserves the right, at any moment, to refuse, suspend or change the discounts offered. The suspension of granting the discounts is automatically made, without any preliminary notice, when the outstanding invoices are not paid in time, and the current debt of the airline to the Airport exceeds the monthly average turnover of the relevant airline for the two previous months.

## **1 Stimulation of the route network development**

**1.1 New Route** – Commercial flight to a city, to which has not been performed regular flights for at least the last twelve months.

**1.2** Carrier shall operate the new route at least once a week during IATA Season from the date of its opening.

**1.3** Discount will be offered automatically.

**1.4** Carrier gets the discount as follows:

<b>Period</b>	<b>Discount on Landing/Take off Fee</b>	<b>Discount on Modernization Fee</b>
<b>1-12 months</b>	<b>25%</b>	<b>100%</b>

## **2 Discount for the first flight on new destination**

The airline which performed its passenger flight operated for the first time on a new destination according to the schedule, shall be granted a 90% discount on Landing/Take off Fee.

## **3 Stimulation of the transit passenger carriage increase**

The airline which increased, during the calendar year, its transit passenger flow, compared to the data registered previous year, shall be granted the 20% discount on the Passenger Service Fee. This discount spills over to each transit passenger, carried by the airline in excess of the total number of the transit passengers of the relevant airline transported the previous year.

### **Terms:**

**3.1** The airline performed regular flights with a frequency of at least one flight per week from the Chisinau Airport during previous calendar year.

**3.2** The discount on the Transit Passenger Service Fee starts to be granted to the airline for each transit passenger, carried by the airline in excess of the total number or transit passengers transported by it in the previous year.

**3.3** The discount will be accounted automatically without the need for the airline to submit any applications.

## **4 Marketing Support**

The airlines operating regular flights at Chisinau Airport can take advantage of the following benefits:

**4.1** Airline's logo and local representatives' contact information posted on [www.airport.md](http://www.airport.md);

**4.2** Placement of advertising banners on the site [www.airport.md](http://www.airport.md);

**4.3** Placement of the airline's articles in the news section of the web-site [www.airport.md](http://www.airport.md) introducing flights on new destinations or additional frequencies;

4.4 Necessary support during running by the airline of such important events like – anniversary of the airline, reaching a significant level of the passenger traffic etc.

#### **5. Discount offered to the Additional Flight Personnel (PAD)**

Additional Flight Personnel (PAD) – means the flight personnel of the airline who don't fly as crew members, traveling as non-commercial passengers, Additional Flight Personnel (PAD) in the amount not exceeding 3% from the total number of the passengers carried by the airline in the reporting month, are totally exempted from the Aviation Security Charge and they will be imposed the Passenger Service Fee in the amount of EUR 1.25 per PAD and Airport Modernization Fee in the amount of EUR. 9 per PAD at departure.

In order to take advantage of the provisions specified, the airline must provide information on the number of PAD in the Load Sheet for each flight.

#### **6. Final provisions**

6.1 In circumstances where the airline can receive several discounts at the same time for the same fee, it will be granted the biggest effective discount for the mentioned fee, as provided by the Policy.

6.2 From the moment of entering into force of the 4th edition of The Airlines Attraction Policy the previous editions shall be cancelled.