
III.8. INCITATIVES MEASURES

Bastia-Poretta airport has implemented a more incisive tariff policy that aims at enhancing annual and seasonal air flux and at developing the existing traffic.

This decision has been made to promote its clients' air mobility and to facilitate the access to the destination for a greater number of French and foreign visitors during the tourist season and all year round.

Any airline that wishes to create new regular or seasonal flights will be encouraged. They will benefit from modulation of airport charges inherent to the launching of its activities.

These measures are transparent and described in the detailed report that is annually presented within the framework of the Coordination committee meeting which brought together the COCOECO members representing airline companies.

These incentives are not discriminatory, they are completely transparent and are limited in time.

CREATION OF A NEW ROUTE

The creation of any new route from or to Bastia airport that meets the criteria mentioned below can benefit from these new incentives.

However, a new destination shall be subject to prior agreement between the airline and the airport.

Indeed, Bastia airport is obliged to have the finances under the control of its management structure thus making it necessary to verify that the creation of a new route has a beneficial impact on the platform.

In case of disagreement, the airline shall bring the elements of its own analysis, its report on potential outputs, elements proving that the new flight will not be competitive or detrimental to existing routes in the catchment area. If agreement is not reached after an analysis, the airline will be able to implement the flight but it will not benefit from the incentives proposed by the airport.

I.1.a Eligibility

The creation of any new route from or to Bastia airport that meets the criteria mentioned below could benefit from modulations of airport charges, subject to a prior verification by the airport that the flight will achieve a reasonable profit margin. If this requirement is not met the measures cannot be enacted.

A new route is considered under the following conditions:

- It is a 'regular' or 'charter' flight ;
- It is operated by an airline carrying passengers that has paid the invoice in full and within the deadline, in accordance with the general Terms and Conditions of Sales;
- The catchment area of the airport has not been occupied by any regular or charter flight from Bastia in the last 6 months;
- The program requires at least the following:

- **Domestic flights** : minimum 20 rotations or 2 000 seats (round trip) (1 000 seats one way) for the summer IATA season, minimum 15 rotations or 1 500 seats (round trip) (750 seats one way) for the winter IATA season.
- **International and European flights:** minimum 15 rotations or 1 500 seats (round trip) (750 seats one way) for the summer IATA season, minimum 10 rotations or 1 000 seats (round trip) (500 seats one way) for the winter IATA season.
Companies having decided to operate a regular or charter flight without a commercial stop will have the same reductions that other airlines benefit from for the same destination at the given moment. A destination that has benefitted from a subsidy within an OSP will not be eligible for the incentives.

I.1.b. IMPLEMENTATION MODALITY

The implementation of modulations of charges is carried out separately for the summer and winter IATA seasons, the incentives applied to IATA in the summer are also applicable to the same flights in the winter, subject to compliance with eligibility criteria.

IATA Season	Modulation of landing fees	Modulation of passenger fees
Summer 1 OR Winter 1	75%	60%
Summer 2 OR Winter 2	50%	40%
Summer 3 OR Winter 3	25%	20%

Season 1 : summer or winter IATA season following the creation of the route

Season 2 : the season following season 1

Season 3 : the season following season 2

For each of the aeronautic winter or summer seasons, the standard tariff in effect shall be applied for all fees at the end of the 3rd season.

The agreed modulation charges shall be paid in the form of an invoice discount starting from the first month of the operational route; invoices are carried out on a monthly basis.

These modulation charges are applicable to all flights, even if they were not planned in the initial program. In the event of non-compliance with the eligibility criteria at the end of an IATA season, the airline shall reimburse the amount of the modulation charges received to the airport.