



# BELGRADE AIRPORT

**BELGRADE AIRPORT d.o.o. Beograd**

**Broj:** GD-2289/2024

**Datum:**

**Beograd**

31-10-2024

Based on Article 133, Paragraph 6 of the Air Traffic Law ("Official Gazette of RS", No. 73/2010, 57/2011, 93/2012, 45/2015, 66/2015 - second law, 83/2018 and 9/ 2020), Article 7, Paragraphs 3 and 4 of the Rulebook on Airport Fees ("Official Gazette of RS", No. 71/2013, 48/2016 and 96/2017) and Article 16 of the Decision on the Establishment of a Business Company No. GD — 514/2024 from 04.03.2024. — refined text, director of the company BELGRADE AIRPORT d.o.o. Belgrade, 11180 Belgrade-Surčin, ul. Aerodrom Beograd No. 47, Republic of Serbia (hereinafter referred to as: Company) issues 31.10.2024, the following:

## DECISION

### **on changes to the airport fee calculation system – the adoption of a new / amended incentive plan for increasing the volume of traffic at Nikola Tesla Airport in Belgrade**

1. The Incentive Plan for increasing the volume of traffic at Nikola Tesla Airport in Belgrade is approved, attached to this decision (hereinafter: Incentive Plan).
2. This decision enters into force and applies from January 1, 2025, when the implementation of the Stimulation Plan from Article 1 of this decision will begin.
3. On the date of entry into force and the start of implementation of this decision, the implementation of the Incentive Plan for increasing the traffic volume of BELGRADE AIRPORT d.o.o. d.o.o. Belgrade 08 no. GD – 3215/2023 from 31.10.2023 (applied from 01.01.2024).
4. Publish this decision on the bulletin board and the Company's website 31.10.2024.
5. The OU Commercial Business and Marketing is responsible for the implementation of this decision.

## Explanation

**BELGRADE AIRPORT d.o.o. Beograd** with its activities, strives to effectively adapt to new trends and through its own development stimulates faster recovery and development of the aviation market.

The aim of BELGRADE AIRPORT d.o.o. Belgrade is to, through the new (amended) Incentive Plan, create conditions for the accelerated recovery of air traffic, continue the development of the regional hub concept, facilitate connections with new markets, both short/medium-haul and intercontinental traffic.



# BELGRADE AIRPORT

In accordance with Article 7, paragraph 3 and 4 of the Rulebook on Airport Charges of the Republic of Serbia ("Official Gazette of the RS", no. 71/2013, 48/2016, 96/2017), hereinafter: Rulebook, and in connection with Article 133 of the Air Traffic Law of the Republic of Serbia ("Official Gazette of the RS", no. 73/2010, 57/2011, 93/2012, 45/2015, 66/2015. - other Law, 83/2018 and 9/2020), BELGRADE AIRPORT d.o.o. Belgrade held consultations with airport users regarding changes to the airport fee calculation system.

About the planned changes to the airport fee calculation system of BELGRADE AIRPORT d.o.o. Belgrade, on August 30, 2024. sent a notice to all users of the airport (carriers) by letter No. GD-1786/2024 dated 30.08.2024.

The consultation process began at the meeting of the Airlines Operator Council on October 18, 2024, with the presentation of the Proposal for a new (amended) incentive plan and the submission of the Proposal for a new (amended) incentive plan to airport users, with an explanation of the basic changes and benefits (BELGRADE AIRPORT d.o.o. Belgrade letter number GD-1786/2024 dated 30.08.2024).

At the meeting of the Council of Air Carriers on October 18, 2024, the Airlines Operator Council agreed to the proposal of BELGRADE AIRPORT d.o.o. Belgrade that the consultation period in connection with the changes to the airport fee calculation system, contained in the proposal of the new (amended) Incentive Plan, be adjusted and last until October 31, 2024, i.e. that the new (amended) Incentive Plan enters into force from January 1, 2025 (Minutes from the meeting of the Airlines Operator Council from October 18, 2024, attached).

The process of consultation with airport users regarding the Proposal for a new (amended) incentive plan was completed at the meeting of the Airlines Operator Council on October 18, 2024, with the conclusion of the Airlines Operator Council that there were no objections to the submitted Proposal for a new (amended) incentive plan (Minutes from the meeting of the Council of Air Carriers from October 18, 2024, attached).

Taking into consideration all the above, it was decided as in the enacting clause.

Attachment: Incentive Plan

BELGRADE AIRPORT d.o.o. Beograd



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- OU Finance
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## INCENTIVE PLAN FOR INCREASE OF TRAFFIC VOLUME NIKOLA TESLA AIRPORT IN BELGRADE

### *Purpose*

In order to increase traffic at the international Nikola Tesla Airport in Belgrade (hereinafter referred to as: *Airport*) *BELGRADE AIRPORT d.o.o.* Beograd (hereinafter referred to as: BA) adopts the incentive plan to increase the volume of traffic through granting of discounts on airport charges of the applicable Price List of Airport Services and Price List of charges for passenger service (hereinafter referred to as: (hereinafter: the Incentive Plan).

**The Incentive Plan applies only to airlines that operate scheduled air traffic to/from the Airport.**

**This Incentive Plan is subject to amendments.**

**Terms used herein shall have the following meanings:**

**"Airport charge"** is a fee paid, in favour of the Airport Operator, by Airport Users for the use of facilities, assets, devices and services, exclusively provided by the Airport Operator.

**"Based aircraft"** is an aircraft that stays at the Airport most of the year and usually begins its first flight of the day from the Airport.

**"Direct departing passengers"** are the passengers whose traveling starts from the Airport and who paid the appropriate charge for passenger service, excluding transfer passengers.

**"Long-haul traffic"** means flights over 4,000 kilometres.

**"Qualification"** for the incentives means that the Airport User whose Application has been approved and who has concluded a contract with BA, has fulfilled all general and special conditions of the Incentive Plan that are necessary for the incentive to be approved and accounted, in accordance with the Incentive Plan.

**"Airport User"** means a legal person or entrepreneur who is responsible for the transportation of passengers and/or baggage and/or mail and/or goods by air from or to the Airport.

**"Short-haul and medium-haul traffic"** means flights shorter than 4,000 kilometres.

"**Flight in an off-peak period**" means a flight on a regular route in the period from June 1 to September 30, whose landing and take-off times are in one of the off-peak periods listed in the table below, namely:

<b>Off-peak period (local time)</b>	<i>From:</i>	04:00	08:20	18:20
	<i>Until</i>	05:40	11:00	22:00

"**New scheduled route**" means the scheduled international route where in the period of twelve months before the date of the first flight there was no scheduled public air transport. A new scheduled route is also considered a scheduled route which another Airport User submitted a Application for Incentives 1.A or 1.B for, within a period of 12 months prior to the date of the first scheduled flight, and has not qualified.

"**New Airport User**" means the Airport User that, in the period of 36 months before the date of commencement of the first scheduled flight at the Airport, has not performed scheduled public air transport at the Airport. A New User will not be considered an Airport User who submitted a Application for incentives and who has the same majority owner as an Airport User who performed scheduled public air traffic at the Airport within a period of 36 months from the Effective date specified in the Airport User's Application, and which cannot be earlier than the date of receipt of the Application by BA.

"**The accounting period**" is the period with defined duration in the special conditions of the Incentive Plan, which an incentive is approved for and which the flights that are the basis for the calculation of incentive are performed in.

"**Date of the commencement of the first accounting period**" - means the date that is counted as the commencement of the implementation of the contract on the implementation of the Incentive Plan, which in any case cannot be earlier than the date of receipt of the Application by BA, as defined in the part of the General Terms of this Incentive Plan ("The date of the commencement of the contract on the implementation of the Incentive Plan / the date of the commencement of the first calculation period").

"**Scheduled air transport**" means a series of flights with the following characteristics:

- 1) on each flight, seats or capacity for transport of goods and/or mail are available to the public for individual purchase, either directly from the air carrier or its authorized representative;
- 2) the transport is carried out between two or more airports:
  - (1) according to a published flight schedule, or
  - (2) flights which are so regular or frequent that they are recognized as systematic series of flights.

“**Transit passengers**” are the passengers who continue their air travel while not changing the flight number

“**Transfer passengers**” are the passengers who continue their air travel while changing the flight number

“**Underserved route**” means the route which the Airport User has fewer frequencies than 4 per week on.

### ***Basic provisions***

The Incentive Plan is intended for the Airport Users that increase the volume of their traffic at the Airport, start public air transport on a new regular route, increase the number of flights or have aircraft based at the Airport.

Discounts on airport charges relating to the following services: landing and stay of parked aircraft are calculated based on the maximum weight of the aircraft on take-off (MTOW).

The discount on the amount of the airport charge for Passenger service is calculated based on the number of direct and/or transfer departing passengers who pay the appropriate fee.

For Transit passengers, Infants and DHC, no discount is calculated on the basis of the Incentive Plan.

All amounts in the Incentive Plan are shown VAT including.

### ***General terms***

1. The incentive is only available for regular public air transportation and air transportation out of regular flight schedule (hereinafter: charter air transportation) that fulfils conditions of item 6 of the General terms of this Incentive Plan.

2. The Airport User wishing to qualify for a discount of the Incentive Plan shall submit a written Application for implementation of the Incentive Plan (hereinafter: Application).

3. Only the Airport User whose Application has been approved by BA, shall conclude the contract on implementation of the Incentive Plan with BA, and thus is entitled, in the accounting period, to qualify for the incentives.

4. In order to qualify for the application of discounts of the Incentive Plan, the Airport User has to meet the

general terms and special conditions provided in the Incentive Plan.

5. In the case of "code share" flights, only the Airport User that is registered as an operating carrier, based on the registered flight number, has the right to submit Application for the implementation of the Incentive Plan.

6. The Incentive Plan shall apply in case when the share of the total number of direct departing passengers in the charter air transport of a certain Airport User is less than or equal to 15% of the total number of direct departing passengers of such Airport User. In case when the share of the total number of direct departing passengers in the charter air transport of a certain Airport User is greater than 15% of the total number of direct departing passengers of such Airport User, the number of direct departing passengers in charter air transport that exceeds 15% will not be included in the number of direct departing passengers used for defining the category for the incentive for total number of direct departing passengers (3.A), nor will the incentives prescribed in the Incentive Plan be granted. The flights that have transported the departing passengers in charter air transport exceeding 15% share in the total number of direct departing passengers will not be subject to the discounts prescribed by the Incentive Plan.

7. For Airport Users that have qualified to apply the incentive for the total number of direct departing passengers, the calculation of the incentive for the introduction of a new scheduled route or the incentive to traffic increase on the underserved scheduled flight routes shall be done after expiry of the accounting period for the incentive for the total number of direct departing passengers, in such manner that the calculation of the subject incentives is performed after deducting the amount of approved and calculated incentives for the total number of direct departing passengers in that accounting period.

8. In case that, at the end of the accounting period for the incentive for the total number of direct departing passengers, it is determined that there is a discrepancy between the amount paid and the actual traffic volume in the accounting period (projected number of direct departing passengers is different from the actual number), the adjustment will be made based on the change of category. In accordance with such adjustment, the calculation of the incentive for the introduction of a new scheduled route or the incentive for increasing the traffic on an underserved scheduled route through the credit/debit note will be made.

9. If the Airport User does not submit a duly completed Application for a certain type of incentive within a period defined for each incentive in accordance with the General Terms, BA will not approve the Application and conclude a contract on application of the incentive plan, and the Airport User will not be entitled to qualify for the implementation of the incentive.

10. The Incentive Plan defines a calculation limit in the amount of €13.36 in the same calculation period, for incentives related to the Passenger Service Charge. The incentive related to the Passenger Service Charge will not be paid beyond the stated amount of €13.36. In case that, in accordance with this Plan, an Airport User fulfils on one flight the condition for the implementation of incentives based on two different incentives that can be combined, the total incentive approved for the Passenger Service Charge for all incentives cannot exceed the calculation limit of €13.36. 1B Incentive) (Incentive for the introduction of new scheduled routes for long-haul traffic. Incentive no. 5 (Incentive for development of strategic routes), as well as an additional incentive for the flights in an off-peak period within 1A), 1B), 2A) and 2B incentives, are not subject to the above limitation. The total amount of incentives on behalf of all approved incentives for passenger service cannot be higher than the amount of the Passenger Service Charge.

11. Method and conditions for calculation of incentive:

a) For incentives 3 (Incentive for total number of departing passengers), 4 (Incentive for airport users having based aircraft at the airport) and 5B (Incentive for increase of direct passengers on regional routes), the incentive is approved and calculated during invoicing charges for airport services, after issuing an invoice for airport services through the issuance of a credit note, provided that all general and special conditions defined by the Incentive Plan have been met by the Airport User and all due financial liabilities have been settled based on any valid contract concluded with BELGRADE AIRPORT. BELGRADE AIRPORT will issue credit notes on a weekly basis, every Tuesday, according to settled invoices by the end of the previous week. BELGRADE AIRPORT will make payment to the Airport User on the basis of the issued credit notes on the next working day to the bank account. In the event that the day for issuing credit notes, i.e. the day for payment on the basis of issued credit notes falls on a day prescribed by the regulations of the Republic of Serbia as a non-working day, the issuance of credit notes, i.e. payment will be made on the first following business day.

b) For incentives 1 (Incentive for introduction of new scheduled routes), 2 (Incentive for traffic increase on underserved scheduled routes) and 5A (Incentive for development of the routes of special interest for BELGRADE AIRPORT), the calculation of the discount by way of the incentive and the issuance of a credit notes by way of the approved and calculated incentive is performed after the end of the accounting period, provided that all general and special conditions defined by the Incentive Plan have been met by the Airport User and all due financial liabilities have been settled based on any valid contract concluded with BELGRADE AIRPORT.

### ***Application and incentive approval process***

The Airport User shall submit an Application according to the model given in the **Appendix 1** of this Incentive Plan (model of Application for implementation of the Incentive Plan). By signing the Application the Airport User confirms: A) that they are fully and accurately informed about the content of the general and special conditions of the Incentive Plan and that they fully agree with it, B) that they agree that BA is entitled to unilaterally put out of force or amend and supplement the

Incentive Plan at any time after the filing the application and in the course of the contract on implementation of the Incentive Plan, in accordance with changes of the business policy of BA and market circumstances.

General and Special Conditions of this Incentive Plan are considered an integral part of the contract

on implementation of the Incentive Plan.

### ***The date of commencement of application of the Incentive Plan / the commencement date of the first accounting period:***

**BA approves the Application of the Airport User and concludes (a) contract(s) on the implementation of the Incentive Plan with Airport User according to the draft contract which is an integral part of this Incentive Plan, Appendix 2, with the commencement date as specified in the Application (field No. 15 - Effective date), which in any case cannot be earlier than the date of receipt of the Application by the BA. The date of commencement of**

**application of the Incentive Plan, as defined herein shall be deemed the commencement date of the first accounting period.**

A Contract on the implementation of the Incentive Plan is concluded for each type of incentive separately. After the expiry of each accounting period for which the incentive is approved, BA determines whether the Airport User has qualified for the implementation of the incentive and makes the final decision about it.

At the request of BA, the Airport user shall provide data showing the fulfilment of the conditions for implementation of the incentive the Airport User has submitted the application for.

### ***Expiry of Incentive Plan and contract on implementation of the Incentive Plan***

BA reserves the right to suspend the contracted incentive, at any time during the term of the contract on implementation of the Incentive Plan, in accordance with changing business policy of BA and circumstances in the market, especially in the following cases:

- In case that the Airport User who the Incentive Plan is applied to, fails settling financial liabilities arising from all valid contracts with BA under the contracted conditions and terms;
- In case that the Airport User in the period which incentive is approved for does not fulfil all the conditions set forth in the Incentive Plan and contract on the implementation of the Incentive Plan.
- In case of force majeure (as defined in the model Contract on the implementation of the Incentive Plan, which is an integral part hereof).

The decision of BA on the suspension of incentive is final.

### **Amendment to/Adoption of a new incentive plan**

BA has the right to unilaterally amend or supplement the Incentive Plan or adopt the new incentive plan at any time during the term of the contract on implementation of the Incentive Plan, in accordance with change of business policy of BA and circumstances in the market.

In case BA intends to amend and supplement this Incentive Plan or adopt a new incentive plan (hereinafter: amended incentive plan), BA shall timely notify the Airport Users in advance, in accordance with the applicable regulations of Republic of Serbia.

Upon the adoption of the amended/new incentive plan, the conditions of the amended/new incentive plan shall apply to all the submitted Applications and/or all contracts on application of the incentive plan concluded with the Airport users in accordance with this Incentive Plan, starting from the commencement date of application of the amended/new incentive plan until the expiry of the validity period of the contract on implementation of the Incentive Plan, upon previous notification to the Airport Users on the commencement date of application of the amended/new incentive plan. No annex will be concluded to this end. In this case, the Airport user does not submit a new Application. In case that the amended/new incentive plan has reduced or increased the total number of accounting periods compared to the contracted number for a specific incentive, the



terms and number of accounting periods in accordance with the amended/new incentive plan will be applied to the contract on application of the incentive plan, starting from the commencement date of application of the amended/new incentive plan, and the parties, in accordance with the said amendment, by concluding the annex to the contract to ascertain the amendment of the period for which the contract on application of the incentive plan was concluded.

The Airport Users that submitted their Applications before the commencement date of application hereof, in accordance with the previous Incentive Plan (the Incentive Plan for increase of traffic volume Nikola Tesla Airport in Belgrade no GD 3215/2023 dated 31/10/2023– shall conclude the contract on application of the incentive plan, in accordance with this Incentive Plan. In the above case, the Airport user does not submit a new Application. The contract on the implementation of the incentive plan will define the duration of the accounting period, in accordance with this Incentive Plan, and the commencement date of the accounting period will be the date of the Commencement date of implementation, which is specified in the submitted Application of the Airport User (which in any case cannot be earlier than the date of receipt of the Application by the BA). In any case, the total duration of the accounting period may not be longer than defined in this Incentive Plan. Incentive calculation for the period from the Effective date from the Airport User's Application (which in any case cannot be earlier than the date of receipt of the Application by BA) which was submitted according to the previous Incentive Plan (Incentive Plan for increase of traffic volume at Nikola Tesla Belgrade Airport no. GD 3215/2023 dated 31/10/2023), until the start date of this Incentive Plan, will be performed according to the conditions defined by the previous Incentive Plan.

**INCENTIVE PLAN**

**1. INCENTIVE FOR INTRODUCTION OF NEW SCHEDULED ROUTES:**

**A) SHORT-HAUL AND MEDIUM-HAUL TRAFFIC**

Approved incentive is calculated as follows:

Type of charge	Incentive for short-haul and medium-haul traffic		
	the First year	the Second year	the Third year
Passenger Service Charge for direct departing passengers (€)	7	4	2
Passenger Service Charge for transfer departing passengers (€)	0.5	0.5	0.5
Landing	100%	50%	0%
For a new Airport User 1€ per direct departing passenger			
For a year-round-route additional 2€ per direct departing passenger during IATA winter season of the accounting period			
For flights in the off-peak period, an additional €3 per direct departing passenger in the period from June 1 to September 30.			

**B) LONG-HAUL TRAFFIC**

Approved incentive is calculated as follows:

Type of charge	Incentive for long-haul traffic		
	the First year	the Second year	the Third year
Passenger Service Charge for direct departing passengers (€)	9	7	5
Passenger Service Charge for transfer departing passengers (€)	0.5	0.5	0.5
Landing	100%	70%	0%
For a new Airport User 1€ per direct departing passenger			
For a year-round-route additional 2€ per direct departing passenger during IATA winter season of the accounting period			
For flights in the off-peak period, an additional €3 per direct departing passenger in the period from June 1 to September 30.			

**Special conditions:**

**Valid for 1A) Short-haul and medium-haul traffic and 1B) Long-haul traffic**

- An Airport User can obtain incentive for the introduction of new scheduled route, if in the 12 months before the start of direct regular service there were no direct scheduled flights on a given route or airport system operated by the Airport User - applicant, or any other Airport Users.

- The application for approval of incentive for opening new scheduled route shall be submitted not later than 3 (three) months from the commencement of flights on a new scheduled route. The date of commencement of application of the Incentive Plan, as defined in the General Terms hereof shall be deemed the commencement date of the first accounting period

- Scheduled traffic on a new regular route must be performed for at least 4 (four) months (at least a flight per week), in continuity, for each accounting period, from the date of the first flight, in accordance with flight timetable in each accounting period, for the conditions for the implementation of the Incentive Plan for the new route to be met.

- If an Airport User fails to qualify for approval and calculation of 1A and/or 1B incentives in the first accounting period of implementation of the Incentive Plan, the Airport User's Application and the contract on application of the incentive plan, automatically cease to be valid with the expiry of the first accounting period and such Airport User is not entitled to qualify for the same incentive(s) in the second year. If an Airport User fails to qualify for calculation of 1A and/or 1B incentives in the second accounting period of implementation of the Incentive Plan, the Airport User's Application and the contract on application of the incentive plan automatically cease to be valid with the expiry of the second accounting period and such Airport User is not entitled to qualify for these incentives in the third year.

-The Incentive 1 (incentive for introduction of new scheduled routes) cannot be compounded with the Incentive 2 (incentive for increase on underserved scheduled routes).

- All airport users starting scheduled air traffic on the new regular route within time distance of no more than 4 (four) months are entitled to incentive for the introduction of the new scheduled route.

-Accounting period for the Incentive 1 (incentive for introduction of new scheduled routes) is the period of 12 months from the date set for the start of application of the contract on the implementation of the Incentive Plan, and which cannot be earlier than the date of receipt of the Application by the BA.

- By way of calculated incentive for a new scheduled route, a credit note will be issued, following the end of each 12-month accounting period, up to the expiry of the total period which the incentive is approved for.

- If the Airport User, in addition to the incentive for introduction of new scheduled routes, also fulfils the condition for the Incentive No. 3 (Incentive for total number of departing passengers), the final calculation of the incentive for the introduction of new scheduled routes is performed after expiry of the accounting period for the incentive no. 3 (Incentive for total number of departing passengers).

- The calculation of incentives for the introduction of new scheduled routes is performed after reducing the approved and calculated incentives for total number of direct departing passengers for a specific accounting period.

- **Incentive for introduction of a new Airport user** – this incentive may be exercised only by a New Airport User, provided that the following conditions have been met cumulatively: 1) 36 months before the start of scheduled traffic operated by a New Airport User there were no scheduled flights at the Airport operated by the New Airport User - Applicant , 2) the New Airport User has met the general and special conditions for calculating incentives for the New Airport User in accordance with this Plan and 3) the New Airport User has introduced a new scheduled route and met the conditions for calculating the incentive for the introduction of a new scheduled route in accordance with this Plan.

- **Incentive for a year-round-route** - this incentive may be exercised by an Airport User, provided that the following conditions have been met cumulatively: 1) the Airport User has introduced a new scheduled route and met the conditions for calculating the incentive for the introduction of a new scheduled route in accordance with this Plan, and 2) on a new scheduled route there is public transportation operated continuously (at least one flight per week) for 12 months from the date of commencement of application of the contract on implementation of the Incentive Plan.

- **Incentive for the flights in an off-peak period** - this incentive may be exercised by an Airport User, provided that the following conditions have been met cumulatively: 1) the Airport User has introduced new scheduled routes and fulfilled the requirements for calculating the incentive for the introduction of new scheduled routes in accordance with this Plan, and 2) the landing and take-off times for flights on the new scheduled routes are in the period from June 1 - September 30, in any of the listed off-peak periods:

<b>Off-peak period (local time)</b>	<i>From:</i>	04:00	08:20	18:20
	<i>Until</i>	05:40	11:00	22:00

The incentive for flights in the off-peak period is valid only for Applications submitted after January 1, 2025.

## 2. INCENTIVE FOR TRAFFIC INCREASE ON UNDERSERVED SCHEDULED ROUTES

Approved incentive will be calculated as follows:

Type of charge	Incentive for traffic increase on underserved scheduled routes	
	the First year	the Second year
Passenger Service Charge for direct departing passengers (€)	2.5	1.5
Landing	50%	30%
For a year-round-route additional 2€ per direct departing passenger during IATA winter season of the accounting period		
For flights in the off-peak period, an additional €1 per direct departing passenger in the period from June 1 to September 30.		

### Special conditions:

**They are valid for 2A) frequency increase and 2B) capacity increase**

The incentive for traffic increase on underserved scheduled routes is available to Airport Users that already perform the scheduled international air transport, thereby introducing additional frequencies or capacity on existing scheduled routes or those that start scheduled service on routes where there are already Airport Users carrying out scheduled air transport.

Incentive for increasing traffic on underserved scheduled routes can be realized in the event that the Airport User has fewer than 4 frequencies per week on that route (on average for the comparative twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan).

The application for approval of incentive for traffic increase on underserved scheduled routes shall be submitted not later than 3 months from the commencement of scheduled flights on underserved scheduled routes. The date of commencement of application of the Incentive Plan, as defined in the General Terms hereof shall be deemed the commencement date of the first accounting period.

If an Airport User fails to qualify for approval and calculation of 2A and/or 2B incentives in the first accounting period of implementation of the Incentive Plan, the Airport User's Application and the contract on application of the incentive plan, automatically cease to be valid with the expiry of the first accounting period and such Airport User is not entitled to qualify for the same incentive(s) in the second year.

**- Incentive for a year-round-route -** this incentive may be exercised by an Airport User, provided that the following conditions have been met cumulatively: 1) the Airport user has increased frequencies or capacity in line with the defined conditions, and 2) on the route with increased

frequencies or capacity the Airport user operates public transportation continuously (at least one flight per week) for 12 months from the date of commencement of application of the contract on implementation of the Incentive Plan. The Incentive for a year-round-route (Passenger Service Charge) is achieved proportionally to the share of the Airport User in an increase of the total number of direct departing passengers of all Users on a relevant route in the relevant accounting period.

- **Incentive for the flights in an off-peak period** - this incentive may be exercised by an Airport User, provided that the following conditions have been met cumulatively: 1) the Airport User has increased the number of frequencies or capacity in accordance with the defined conditions, and 2) the landing and take-off time for flights with the increased frequency is in the period from June 1 - September 30, in one of the listed off-peak periods:

Off-peak period (local time)	From:	04:00	08:20	18:20
	Until	05:40	11:00	22:00

The incentive for flights in the off-peak period is valid only for Applications submitted after January 1, 2025.

- Accounting period is the period of 12 months from the date set for the start of application of the contract on the implementation of the Incentive Plan, and which cannot be earlier than the date of receipt of the Application by the BA.

- Calculation of the discount for the incentive for traffic increase on underserved scheduled routes will be made upon expiry of the accounting period in relation to the date set for the start of application of the contract on the implementation of the Incentive Plan.

- By way of calculated incentive for traffic increase on underserved routes, a credit note will be issued, following the end of each 12-month accounting period, up to the end of the total period which the incentive is approved for.

- Incentive for increase of frequencies 2A) and Incentive for increase of capacity 2B) cannot be compounded.

Stimulation 2. (Incentive for introduction of new scheduled routes) cannot be combined with the Incentive 1 (Incentive for introduction of new scheduled routes).

- The date of commencement of application of the Incentive Plan, as defined in the General Terms hereof shall be deemed the commencement date of the first accounting period.

**2A) INCREASE OF FREQUENCIES**

- If the Airport User carries out transportation to several destinations, in order to achieve Incentive for increase of frequencies, the total number of flights of such Airport User on all destinations from/to BA must be increased at least by the number of flights that are subject to incentive compared to the previous twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan.

- Incentive for increase of frequencies (Landing charges) may be achieved only if the number of newly introduced flights equals to or is greater than 26 additional flights in a 12-month period (departures included only) compared to the previous twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan..

Incentive for increase of frequencies (Passenger Service Charge) may be achieved only if the Airport User fulfils the following conditions cumulatively for each accounting period: 1) the number of newly introduced flights equals to or is greater than 26 additional flights in a 12-month period (departures included only) compared to the previous twelve-month accounting period preceding the date of commencement of incentive implementation and 2) the total number of direct departing passengers on the route defined in the Request is greater that the total number of direct departing passengers on such route in the 12-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan The Incentive for increase of frequencies (Passenger Service Charge) is achieved proportionally to the share of the Airport User in an increase of the total number of direct departing passengers of all Users on a relevant route in the relevant accounting period.

## **2B) INCREASE OF CAPACITY**

If the Airport User carries out transportation to several destinations, the sum of MTOW must be increased at least by the increase of capacity that is subject to stimulation compared to the previous twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan

The Incentive for increase of capacity (Landing fee) may be achieved only if the increase in the sum of MTOW in take-off is greater by at least 5% compared to the previous twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan. The Incentive for increase of capacity (Landing fee) ) is achieved in proportion to the increase in the sum of MTOW in take-off on the specified route in the given accounting period.

Incentive for increase of capacity (Passenger Service Charge) may be achieved if the Airport User fulfils the following conditions cumulatively for each accounting period 1) that the increase in the sum of MTOW in take-off is greater by at least 5% compared to the previous twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan and 2) the total number of direct departing passengers on the route defined in the Request is greater than the total number of direct departing passengers on such route in the 12-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan. The Incentive for increase of frequencies (Passenger Service Charge) is achieved proportionally to the share of the Airport User in an increase of the total number of direct departing passengers of all Users on a relevant route in the relevant accounting period.

### 3. INCENTIVE FOR TOTAL NUMBER OF DEPARTING PASSENGERS

#### A) Total number of direct departing passengers

Approved incentive will be calculated as follows:

Incentive for total number of direct departing passengers										
Number of direct departing passengers	50,000	100,000	200,000	300,000	500,000	700,000	900,000	1,100,000	1,300,000	1,500,000
	99,999	199,999	299,999	499,999	699,999	899,999	1,099,999	1,299,999	1,499,999	
Landing over 25t	€ 0.63	€ 1.50	€ 1.97	€ 3.46	€ 5.19	€ 6.06	€ 6.49	€ 6.92	€ 7.14	€ 7.57
Landing up to 25t	€ 0.47	€ 1.12	€ 1.46	€ 2.56	€ 3.85	€ 4.49	€ 4.81	€ 5.13	€ 5.29	€ 5.60
Passenger service charge	€ -	€ 0.65	€ 1.50	€ 2.50	€ 4.50	€ 6.50	€ 8.00	€ 8.00	€ 8.50	€ 8.50

The discount on Airport charges related to aircraft landing services is calculated based on the maximum take-off weight (MTOW) per each ton.

The discount on the amount of the airport charge for Passenger service is calculated based on the number of direct departing passengers who pay the appropriate fee.

#### Special conditions:

The Incentive for the total number of direct passengers may be achieved only if the increase in the total number of passengers in the accounting period, calendar year, is greater compared to the previous accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan.

In case that the total number of direct departing passengers in the accounting period, calendar year, is equal to or less than the previous accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan, the incentive for the total number of direct departing passengers will be calculated to the Airport User according to the category one level lower than the achieved one.

- For the purpose of granting incentive for the total number of direct departing passengers, an incentive category (total number of direct departing passengers) for an Airport user will be determined on the basis of the announced and the aligned traffic volume for the calendar year, submitted by the Airport user upon application submission.

- The incentive is approved and calculated upon invoicing airport charges, provided that all the general and special conditions defined hereby have been met.

- For applications for approval of incentive submitted to BA no later than the beginning of the calendar year which the Application refers to, the accounting period is the calendar year which the Application refers to.



- For applications for approval of incentive submitted to BA after the beginning of the calendar year, the accounting period is from the date of receipt of the Application by the BA up to expiry of the calendar year (December 31) which the Application refers to.
- In case of discrepancy in incentive categorisation for an accounting year (total number of direct departing passengers) between an announced traffic volume, submitted by an Airport user upon request submission, and BA estimation, BA will make a final decision on categorisation. At the end of accounting period, BA performs final categorisation in accordance with the actual traffic volume in such accounting period.
- In case that an Airport User fails to achieve the planned traffic volume within the accounting one calendar year period, it shall return to BA the approved and calculated discount in the amount up to the lower incentive category it has qualified for. In such case, BA will debit the Airport User with a debit note up to the incentive amount the Airport User has qualified for, at the end of accounting period.
- In case that an Airport User achieves traffic volume higher than the planned one and qualifies for a higher incentive category, at the end of accounting period, BA will approve the additional discount up to such category.

**B) total number of transfer departing passengers**

Approved incentive will be calculated as follows:

<b>Incentive for total number of transfer departing passengers</b>							
Number of transfer departing passengers	50,000	100,000	200,000	300,000	400,000	600,000	800,000
	99,999	199,999	299,999	399,999	599,999	799,999	
Passenger service charge for transfer passengers	€ 0.25	€ 0.59	€ 1.13	€ 1.63	€ 2.18	€ 2.51	€ 2.94

The discount on Airport charges related to aircraft landing services is calculated based on the maximum take-off weight (MTOW) per each ton.

The discount on the amount of the airport charge for Passenger service is calculated based on the number of transfer departing passengers who pay the appropriate fee.

**Special conditions:**

The Incentive for the total number of transfer passengers may be achieved only if the increase in the total number of passengers in the accounting period, calendar year, is greater compared to the previous accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan.

In case that the total number of transfer departing passengers in the accounting period, calendar year, is equal to or less than the previous accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan, the incentive for the total number of transfer departing passengers will be calculated to the Airport User according to the category one level lower than the achieved one.

- For the purpose of granting incentive for the total number of transfer departing passengers, an incentive category (total number of transfer departing passengers) for an Airport user will be determined on the basis of the announced and the aligned traffic volume, submitted by the Airport user upon application submission.

- The incentive is approved and calculated upon invoicing airport charges, provided that all the general and special conditions defined hereby have been met.

Accounting period:

- For applications for approval of incentive submitted to BA no later than the beginning of the calendar year which the Application refers to, the accounting period is the calendar year which the Application refers to,

- For applications for approval of incentive submitted to BA after the beginning of the calendar year, the accounting period is from the date of receipt of the Application by the BA up to expiry of the calendar year (December 31) which the Application refers to.

- In case of discrepancy in incentive categorisation for an accounting year (total number of transfer departing passengers) between an announced traffic volume, submitted by an Airport user upon Application submission, and BA estimation, BA will make a final decision on categorisation. At the end of accounting period, BA performs final categorisation in accordance with the actual traffic volume in such accounting period.

- In case that an Airport User fails to achieve the planned traffic volume within the accounting Year month period, it shall return to BA the approved and calculated discount in the amount up to the lower incentive category it has qualified for. In such case, BA will debit the Airport User with a debit note up to the incentive amount the Airport User has qualified for, at the end of accounting period.

- In case that an Airport User achieves traffic volume higher than the planned one and qualifies for a higher incentive category, at the end of accounting period, BA will approve the additional discount up to such category.

#### **4. INCENTIVE FOR AIRPORT USERS HAVING BASED AIRCRAFT AT THE AIRPORT**

Approved incentive will be calculated as follows:

**Exemption from payment of the parking fee for Airport Users whose aircraft is based at the Airport.**

**Special conditions:**

The incentive for airport users having based aircraft at the Airport is available to all Airport users whose aircraft stays at the Airport most of the year and usually begins its first flight of the day from the Airport.

- The application for approval of incentives for the Airport Users having based aircraft at the Airport is submitted on an annual basis.
- Accounting period is the period of 12 months from the date set for the start of application of the contract on the implementation of the Incentive Plan, and which cannot be earlier than the date of receipt of the Application by the BA.
- Incentive for the Airport Users that have based aircraft at the Airport may be combined with other incentives of this Incentive Plan.
- The incentive is approved and calculated upon invoicing airport charges, provided that all the general and special conditions defined hereby have been met.

In case that an Airport User fails to meet the general and special conditions for this type of incentive in accordance with the Incentive Plan within the accounting 12-month period, it shall return to BA the approved and calculated discount. In such case, BA will debit the Airport User with a debit note up to the incentive amount the Airport User has qualified for, at the end of accounting period.

#### **5. INCENTIVE FOR DEVELOPMENT OF STRATEGIC ROUTES**

Approved incentive will be calculated as follows:

An additional €2 will be paid for each departing direct passenger.

##### **5A) INCENTIVE FOR DEVELOPMENT OF THE ROUTES OF SPECIAL INTEREST FOR BELGRADE AIRPORT**

**Special conditions:**

Scheduled routes of special interest for BELGRADE AIRPORT include:

- All cities at the distance from 2500km to 4000km from Nikola Tesla Airport;
- Great Britain, except for those airports which scheduled traffic was performed with in 2024;
- Ireland,

- Morocco,
- Libya,
- Algeria.

All Airport Users who are commencing scheduled air transportation on a scheduled route of special interest for BELGRADE AIRPORT are entitled to incentives for the development of routes of special interest to BELGRADE AIRPORT.

Regular traffic on scheduled routes of special interest for BELGRADE AIRPORT must be performed for at least four (4) months (at least a flight per week), in continuity, from the date of the first flight, in accordance with flight timetable, for the conditions for implementation of an incentive for development of the routes of special interest for BELGRADE AIRPORT to be met.

- Accounting period is the period of 12 months from the date set for the start of application of the contract on the implementation of the Incentive Plan, and which cannot be earlier than the date of receipt of the Application by the BA.

- By way of calculated incentives for development of the routes of special interest for BELGRADE AIRPORT, a credit note will be issued after the end of the accounting period.

## **5B) INCENTIVE FOR INCREASE OF DIRECT PASSENGERS ON REGIONAL ROUTES**

### **Special conditions:**

Incentive for increase of number of direct passengers on regional routes may be achieved only if the Airport User fulfils the following conditions cumulatively for each accounting period:

- Only for the flights in the radius of 500 kilometres.
- Only if in the twelve-month accounting period preceding the commencement date of application of the Contract on implementation of the Incentive Plan, the number of direct departing passengers is less than 60%
- On routes with only one airline,
- On routes with more than 7 frequencies per week during the winter season and less than 21 frequencies per week during the summer season.

- The incentive is approved and calculated upon invoicing airport charges, provided that all the general and special conditions defined hereby have been met.

- Accounting period is the period of 12 months from the date set for the start of application of the contract on the implementation of the Incentive Plan, and which cannot be earlier than the date of receipt of the Application by the BA.

### **Transitional and final provisions**

This Incentive Plan was published on 31/10/2024 at the website of **BELGRADE AIRPORT d.o.o.** shall be effective and applicable as of 01/01/2025. In case of a discrepancy between the Serbian and English versions of the Incentive Plan, the Serbian language version will prevail.

With the effective date of this Incentive Plan, the Incentive Plan for increasing the volume of traffic at Nikola Tesla Airport Belgrade no. GD - 3215/2023 of October 31, 2023, in accordance with the conditions defined in this Incentive Plan, shall cease to have effect.

**INCENTIVE PLAN APPLICATION FORM**

*Модел Захтева за примену Плана стимулација*

1.	<b>Name of Airline</b> <i>Назив авио превозиоца</i>	
2.	<b>Destination</b> <i>Дестинација</i>	
3.	<b>*Flight Number</b> <i>Број лета</i>	
4.	<b>Scheduled Arrival Time (Local)</b> <i>Време слетања (Локално)</i>	
5.	<b>Scheduled Departure Time (Local)</b> <i>Време полетања (Локално)</i>	
6.	<b>Destination distance</b> <i>Удаљеност дестинације</i>	
7.	<b>Days of Operation</b> <i>Дани саобраћаја</i>	
8.	<b>Start Date of Operations</b> <i>Датум отпочињања операција</i>	
9.	<b>End Date of Operations</b> <i>Датум завршетка операције</i>	
10.	<b>Type of Aircraft</b> <i>Тип ваздухоплова</i>	
11.	<b>Seat Capacity</b> <i>Капацитет седишта</i>	
12.	<b>Aircraft MTOW</b> <i>MTOW ваздухоплова</i>	
13.	<b>Type of Incentive Plan Applied For</b> <i>Изабрана врста стимулације за коју се аплицира</i>	
14.	<b>Date of Application</b> <i>Датум подношења захтева</i>	
15.	<b>Effective date</b> <i>Датум почетка примене</i>	
16.	<b>Year-round route</b> <i>Целугодишња рута</i>	Yes / No
17.	<b>New airport user</b> <i>Нови корисник аеродрома</i>	Yes/ No
18.	<b>Off-peak flight</b> <i>Лет у ван вршном периоду</i>	Yes/ No
	<input type="checkbox"/> 04:00-05:40	<input type="checkbox"/> 08:20-11:00
		<input type="checkbox"/> 18:20-22:00
19.	<b>Contact Person</b> <i>Контакт особа</i>	
20.	<b>Sign of authorized person</b> <i>Потпис овлашћеног лица</i>	

**Note: By signing the Application Airport User confirms: A) that he is fully and accurately informed about the content of the general and special conditions of the Incentive Plan and that he fully agrees with it, B) that he agrees that BA is entitled to unilaterally terminate or amend the Incentive Plan at any time after the filing of the application and in the course of the contract for the implementation of the Incentive Plan, in accordance with changes of the business policy of BA and market circumstances**

*Напомена: Потписивањем Захтева Корисник аеродрома потврђује: А) да је у потпуности и тачно информисан о садржини општих и посебних услова из Плана стимулације и да је са истим у потпуности сагласан, Б) да је сагласан да БА има право да једнострано стави ван снаге или измени и допуни План стимулације у било ком тренутку након подношења захтева као и у току важења уговора за примену Плана стимулације, у складу са променом пословне политике БА и прилика на тржишту.*

*\* Flight number is an optional field, all other fields must be filled in by an Airport User.*

## APPENDIX 2

### Draft contract on the implementation of the Incentive Plan