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SARAJEVO AIRPORT INCENTIVE PROGRAMME

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Effective from December 13, 2022.

PC Sarajevo International Airport LLC

36 Kurt Schork Street

71000 Sarajevo

Bosnia and Herzegovina

SITA code: SJJAPXH

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1. NEW SCHEDULED ROUTE

A new route implies a destination towards which there were no scheduled flight operations from the Airport Sarajevo by the air carriers regularly on that particular destination in a period of twelve (12) months before the date of the first flight.

The air carrier which applies for the incentive programme based on the new scheduled route must ensure that the route proposed operates regularly at least two times per week in a period of three (3) months without a suspension during the summer season, i.e. at least one flight operation per week during the winter season.

The incentive to introduce the new scheduled route may not be combined with the incentive for the increase of flight frequencies.

If the air carrier within the incentive validity period cancels the flights scheduled in advance for a period longer than 6 (six) months, the same forfeits a right to the below mentioned incentives as of the moment the new route is suspended. If after the suspension of the flight operations, and in a period not longer than 6 (six) months as of the moment of the suspension, the same resumes the flight operations, the air carrier is entitled to use the incentive previously approved, provided that it submits a request for continuation of using previously approved discount.

In order to be eligible to the below mentioned incentive, the air carrier needs to send a request in writing for the incentive approval.

Type of charges		New scheduled route incentive ¹	
		Short-haul and medium-haul traffic	Long-haul traffic (over 6 hours flights)
I year	Landing and Take-off	100%	100%
	Passenger Service	20%	25%
II year	Landing and Take-off	75%	75%
	Passenger Service	15%	20%
III year	Landing and Take-off	50%	50%
	Passenger Service	10%	15%

Note: A refund in the amount of 2% on the monthly basis shall be approved for long-haul traffic, on the basis of the amount paid for aviation fuel refuelled at the Airport Sarajevo, and in accordance with the official records of the company that carries out aviation fuel supply.

2. NEW SCHEDULED CHARTER ROUTE

A new scheduled charter route implies a destination towards which there were neither scheduled flight routes nor charter flight routes from the Airport Sarajevo by the air carrier in question during the previous twelve (12) months before the first flight.

The air carrier which applies for the incentive programme based on the scheduled charter route must ensure that the route proposed operates as a charter at least once per week in a period of three (3) months without a suspension.

The incentive to introduce the new scheduled charter route may not be combined with the incentive for the increase of flight frequencies.

If the air carrier within the incentive validity period cancels the flights scheduled in advance, the same forfeits a right to the below mentioned incentives, from the moment the new charter route is suspended. If after the suspension of the flight operations, and in a period not longer than 6 (six) months as of the moment of the suspension, the same resumes the scheduled charter flight operations, the air carrier is entitled to use already approved incentive, provided that it submits a request for continuation of using previously approved discount.

¹ For the winter flight schedule, the air carriers that apply for the incentive based on the new scheduled route are eligible for additional 5% discount on the passenger service charge.



In order to be entitled to the above mentioned incentive, the air carrier needs to send a request in writing for the incentive approval.

Type of charges		Incentive for new scheduled charter route ²	
		Short-haul and medium-haul traffic	Long-haul traffic (over 6 hours flights)
I year	Landing and Take-off	50%	75%
	Passenger Service	15%	20%
II year	Landing and Take-off	25%	70%
	Passenger Service	10%	15%
III year	Landing and Take-off	10%	25%
	Passenger Service	5%	10%

Note: A refund in the amount of 2% on the monthly basis shall be approved for long-haul traffic, on the basis of the amount paid for aviation fuel refuelled at the Airport Sarajevo, and in accordance with the official records of the company that carries out aviation fuel supply.

3. NEW AIRLINE COMPANY AT THE AIRPORT SARAJEVO

New airline company implies an air carrier which introduces flight operations at the Airport Sarajevo for the first time, on a regular basis.

3A. NEW AIRLINE COMPANY AND NEW SCHEDULED ROUTE

New airline company implies an air carrier which introduces the flight operations at the Airport Sarajevo for the first time, on a regular basis and which introduces the route that does not operate at the moment.

The air carrier that applies for the incentive programme based on this model must ensure that the route(s) proposed operate(s) at least two times per week, i.e. once a week for long-haul traffic within a period of three (3) months without a suspension, on a regular basis, noting that the discounts are approved and calculated only on the basis of the number of the new routes, as defined in the table below.

The incentives defined according to this model cannot be combined with any other model. In order to be entitled to the incentive in question, the air carrier needs to send a request in writing for the incentive approval as well as information in writing for every new route it introduces, with the exact dates the flight operations start operating for every destination. The incentive shall be calculated as of the moment the flight operations are introduced in relation to the number of the routes introduced, and according to the table below. If the air carrier, whilst using the afore mentioned incentive (accounting period of 12 months as of the first flight), submits a request for introducing new additional routes or if it decides to suspend the flights on a particular route, the discount approved shall be modified in a way that as of the moment of introducing/suspending the flight operations on a particular route, there is going to be an increase/reduction of the discounts approved for the services of landing and take-off, the handling services and the passenger service charge, whilst the accounting period remains unchanged (12 months as of the date of the first flight).

If the air carrier within the incentive validity period cancels the flights scheduled in advance for a period longer than 6 (six) months, the same forfeits a right to the below mentioned incentives, as of the moment the new route is suspended. If after the suspension of the flight operations, and in a period not longer than 6 (six) months as of the moment of the suspension, the same resumes the scheduled flight operations, the air carrier is entitled to use already approved incentive, provided that it submits a request for continuation of using previously approved discount.

² For the winter flight schedule, the air carriers which apply for the incentive based on the new scheduled charter route are eligible for additional 5% discount on the passenger service charge.



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Type of charges		Incentive for new airline company and new scheduled route(s) ³ for the first year	
		Short-haul and medium-haul traffic	Long-haul traffic (over 6 hours flights)
I year one new route	Landing and Take-off	100%	100%
	Handling	40%	45%
	Passenger Service	30%	35%
I year 2-3 new routes	Landing and Take-off	100%	100%
	Handling	45%	50%
	Passenger Service	35%	40%
I year 4 and more routes	Landing and Take-off	100%	100%
	Handling	50%	55%
	Passenger Service	40%	45%

Type of charges		Incentive for new airline company and new scheduled route(s) ⁴ for the second year	
		Short-haul and medium-haul traffic	Long-haul traffic (over 6 hours flights)
II year one new route	Landing and Take-off	75%	75%
	Handling	30%	35%
	Passenger Service	25%	30%
II year 2-3 new routes	Landing and Take-off	75%	75%
	Handling	35%	40%
	Passenger Service	30%	35%
III year 4 and more routes	Landing and Take-off	75%	75%
	Handling	45%	50%
	Passenger Service	35%	40%

Note: A refund in the amount of 2% on the monthly basis shall be approved for long-haul traffic, on the basis of the amount paid for aviation fuel refuelled at the Airport Sarajevo, and in accordance with the official records of the company that carries out aviation fuel supply.

3B. NEW AIRLINE COMPANY AND EXISTING SCHEDULED/CHARTER ROUTE(S)

New airline company implies an air carrier which introduces the flight operations at the Airport Sarajevo for the first time, on a scheduled/charter basis and which introduces the flight operations as the scheduled/charter routes and on which some other air carrier already operates.

The air carrier that applies for the incentive programme based on this model must ensure that the route(s) proposed operate(s) at least two times per week as the scheduled route(s), i.e. once a week as the charter route and for long-haul

³ For the winter flight schedule, the air carriers which apply for the incentive based on the frequency increase of air operations are eligible for additional 5% on the passenger service charge.

⁴ For the winter flight schedule, the air carriers which apply for the incentive based on the frequency increase of air operations are eligible for additional 5% on the passenger service charge.



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traffic within a period of three (3) months without a suspension, as the scheduled/charter route, noting that the discounts are approved and calculated only on the basis of the number of the new routes, as defined in the table below.

The incentives defined according to this model cannot be combined with any other model.

If the air carrier within the incentive validity period cancels all the flights scheduled in advance for a period longer than 6 (six) months, the same forfeits a right to the below mentioned incentives, as of the moment the new route(s) is/are suspended. If after the suspension of the flight operations, and in a period not longer than 6 (six) months as of the moment of the suspension, the same resumes the flight operations, the air carrier is entitled to use the incentive previously approved, provided that it submits a request for continuation of using previously approved discounts.

In order to be entitled to the incentive in question, the air carrier needs to send a request in writing for the incentive approval as well as information in writing for every route it introduces, with the exact dates the flight operations start operating for every destination. The incentive shall be calculated as of the moment the flight operations are introduced in relation to the number of the routes introduced, and according to the table below. If the air carrier, whilst using the afore mentioned incentive (accounting period of 12 months as of the first flight), submits a request for introducing a route or it decides to suspend the flights on a particular route, the discount approved shall be modified in a way that as of the moment of introducing/suspending the flight operations on a particular route, there is going to be an increase/reduction of the discounts approved for landing and take-off services, whilst the accounting period remains unchanged (12 months as of the date of the first flight).

Type of charges		Incentive for new airline company and existing scheduled/charter route(s) for the first year	
		Short-haul and medium-haul traffic	Long-haul traffic (over 6 hours flights)
I year one additional/existing route	Landing and Take-off	30%	50%
I year 2-3 additional/existing routes	Landing and Take-off	40%	55%
I year 4 and more additional/existing routes	Landing and Take-off	50%	60%

Type of charges		Incentive for new airline company and existing scheduled/charter route(s) for the second year	
		Short-haul and medium-haul traffic	Long-haul traffic (over 6 hours flights)
II year one additional/existing route	Landing and Take-off	20%	40%
II year 2-3 additional/existing routes	Landing and Take-off	30%	45%
II year 4 and more additional/existing routes	Landing and Take-off	40%	50%

Note: A refund in the amount of 2% on the monthly basis shall be approved for long-haul traffic, on the basis of the amount paid for aviation fuel refuelled at the Airport Sarajevo, and in accordance with the official records of the company that carries out aviation fuel supply.



4. INCREASE OF FLIGHT FREQUENCIES

A separate discount shall be approved to the air carrier that introduces additional scheduled flights for the route it already operates. In order to be entitled to the above mentioned incentive, the air carrier needs to send a request in writing for the approval of the incentive. In case that the scheduled air carrier in the first year does not perform the number of air operations as planned, it shall forfeit the right to the incentives for the second year.

The incentive for the increase of air operations frequencies may not be combined with the incentives from the items 1 and 2 and 3.

A right to the incentive regarding the frequency increase of air operations can be exercised only if the number of additional flights operated is equal or larger than 40 additional flights in a period of twelve (12) months (only departures) in comparison with the reference period of twelve months preceding the date of the incentive implementation which was defined in the request form for the incentive scheme approval submitted by the air carrier concerned. The discounts specified shall be calculated for all additional flight operations and shall be approved at the end of the accounting period, with the issuance of the credit note and after it is established that the air carrier that applied for the incentive based on the frequency of air operations met the necessary requirement (40 additional flight operations minimum in comparison with the previous twelve months period). If the airline operates more routes, the incentive defined shall be calculated for each route separately.

Type of charges		Incentive for frequency increase of air operations ⁵
I year	Landing and Take-off	50%
	Passenger Service	10%
II year	Landing and Take-off	25%
	Passenger Service	5%

5. NUMBER OF TRANSPORTED PASSENGERS PER YEAR

An incentive based on the number of transported passengers shall be approved to the air carriers on the basis of statistical data for the previous year, with an option of adding the passenger figures.⁶ for groups/affiliated companies provided that the air carrier that is part of the group/affiliated company does not use the discounts based on the Model 1⁷ ⁸.The air carrier which introduces the flight routes for the first time at the Airport Sarajevo shall be eligible for the above mentioned incentive after the end of the calendar year. The incentive shall be effective from January 1 to December 31, and the air carriers are required to submit a request in December for the discount specified in order to be entitled to the same for the next year.

In order to be entitled to the above mentioned incentive, the air carriers are required to send a request in writing for the incentive approval in December of the current year, and not later than December 29, pursuant to the table below.

⁵ For the winter flight schedule, the air carriers which apply for the incentive based on the frequency increase of air operations are eligible for additional 5% on the passenger service charge.

⁶ The passenger figures of the companies that are part of a group/affiliated company, and with respect to passenger traffic accomplished in a previous year.

⁷ The passengers of the air carrier that uses the discounts based on Model 1 are not being added within the group that applied for Model 5.

⁸ The incentive on the basis of transported passengers for the current year shall be approved to the air carriers based on statistical data accomplished in a previous year.



Number of passengers (arriving and departing)	Number of transported passengers per year							
	≤ 10.000	10.001-25.000	25.001-50.000	50.001-65.000	65.001-80.000	80.001-100.000	100.001-150.000	> 150.001
Landing and Take-off	0	15%	20%	20%	25%	30%	30%	35%
Passenger Handling	0	5%	5%	10%	10%	20%	20%	25%
Passenger Service	0	0	0	0	0	1,0 EUR	1,5 EUR	1,5 EUR

6. INCENTIVE FOR RESUMPTION OF AIR OPERATIONS

The air carrier which applies for the incentives based on a resumption of flights at the Airport Sarajevo is entitled to the same on these grounds only once, provided that the same did not operate any flights to/from Sarajevo in the year for which the incentive is approved.

Also, the air carrier which applies for these incentives based on the resumption of air operations may not be the air carrier that has scheduled flight routes or scheduled charter flight routes to/from Sarajevo at the moment this document is issued.

If the air carrier cancels the scheduled flight routes within the incentive validity period, the same forfeits the right to the below mentioned incentives, from the moment of the suspension of the air operations.

In order to be entitled to the above mentioned incentive, the air carrier needs to send information in writing on the resumption of the flight operations, as well as a request in writing for the incentive approval.

Type of charges	Incentive for resumption of air operations
Landing and Take-off	20%
Passenger Handling	10%

The incentive validity period for the resumption of air operations shall last twelve months the most, with a requirement that the flights must operate regularly, at least two times per week, within a period of three (3) months from the first flight.

7. INCENTIVE FOR AIR CARRIERS WITH A BASE AT SARAJEVO AIRPORT

A.) INCENTIVE FOR LANDING, TAKE-OFF AND PASSENGER HANDLING SERVICES

Type of charges	Incentive for carrier based aircraft
Landing and Take-off	70%
Lighting	50%
Passenger Handling	55%



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B.) DISCOUNT ON PASSENGER SERVICE CHARGE

Number of transported departing passengers per year	Incentive for number of transported departing passengers									
	≤49.999	50.000-99.999	100.000-149.999	150.000-199.999	200.000-249.999	250.000-299.999	300.000-349.999	350.000-399.999	400.000-449.999	>450.000
Passenger Service	0,00 EUR	2,00 EUR	4,00 EUR	6,0 EUR	6,5 EUR	7,0 EUR	7,5 EUR	8,00 EUR	8,5 EUR	9,00 EUR

C.) NEW ROUTE INCENTIVE

Type of charges		New route incentive
I year	Landing and Take-off	30%
	Passenger Handling	15%
	Passenger Service	1,5 EUR
II year	Landing and Take-off	20%
	Passenger Handling	10%
	Passenger Service	1,00 EUR
III year	Landing and Take-off	10%
	Passenger Handling	10%
	Passenger Service	0,5 EUR

D.) INCENTIVE FOR ADDITIONAL/EXISTING ROUTE

Type of charges		Incentive for additional/existing route
I year	Landing and Take-off	20%
II year	Landing and Take-off	15%
III year	Landing and Take-off	10%

A route is considered as an additional/existing route if the scheduled/charter flight operations from/to the Airport Sarajevo have already been established by some other air carriers and the ones that the based carrier did not have in its route network within the previous twelve (12) months from the date of the first flight. The date of this incentive implementation is going to be considered the date when the air carrier established the flight operations on the route in question and the exact date needs to be specified in the official request submitted for use of the incentive in relation to the item D).

If the air carrier suspends the new route or the additional/existing route, the same forfeits a right to the below mentioned discounts, if it does not introduce it again within a period of 6 (six) months.

If after the suspension of the flight operations, and in a period not longer than 6 (six) months as of the moment of the suspension, the same resumes the flight operations, the air carrier is entitled to use already approved incentive, provided that it submits a request for continuation of using previously approved discounts.



The air carrier which has a base at the Airport Sarajevo is not entitled to the incentives numbered 1, 2, 3, 4, 5 and 6.

The use of GPU per day, per one aircraft, in duration of 45 minutes for standard ground handling process and 90 minutes during the night stop, is included in the price of handling for the air carriers which are based air carriers at the Airport Sarajevo. After the expiry of this time period, the GPU is charged in accordance with the item 10.1. of the Pricelist.

The incentives in relation to the passenger service for the based air carriers at the Airport Sarajevo shall be approved based on information in writing previously submitted by the air carriers on their expected numbers of departing passengers. Also taking into consideration that the discount is approved in advance, after a period of one year from the moment of the contract conclusion, the Airport shall review the accomplished quantitative indicators (the total number of departing passengers) for the air carriers which were approved with the discount pursuant to the item B) and if necessary, the modifications shall be made immediately (i.e. invoicing the price difference, if the air carrier does not accomplish the air traffic volume as planned).

The based air carriers at the Airport Sarajevo shall not be charged with the aircraft parking service.

Note: A refund in the amount of 2% on the monthly basis shall be approved to the based carrier, on the basis of the amount paid for aviation fuel refuelled at the Airport Sarajevo, and in accordance with the official records of the company that carries out aviation fuel supply.

8. MARKETING ACTIVITIES

The Airport Sarajevo provides the incentives in a form of money transfer to the air carriers that introduce the flight operations for the first time to Sarajevo, to the air carriers that introduce new routes, to the air carriers that have a base at the Airport Sarajevo, as well as to the air carriers which carry out promotional activities for the purpose of promoting the flights from/to Sarajevo, with promotional air fares, according to criteria defined below:

Description	Maximum amount of the incentive per year (EUR) ⁹
Marketing support to the air carriers that carry out promotional activities for the purpose of promoting the flights to/from Sarajevo, with promotional air fares during the period of the marketing campaign (promotional campaign in duration of one month minimum)	10.000,00
Marketing support to the scheduled air carriers that introduce new routes	20.000,00
Marketing support to the air carriers that have a base and that introduce new routes	30.000,00

The funds on the basis of the marketing campaign are approved in accordance with the budget planned in the Business Plan of the Airport Sarajevo with an option of not allocating the above mentioned funds, for situations when the planned budget is exceeded.

With the aim of promoting the new routes, the Airport Sarajevo shall additionally by means of its own channels of communication ensure advertising on the official web page to the new air carriers, to the air carriers that introduce new routes from the Airport Sarajevo, to the airlines that have a base at the Airport Sarajevo, as well as to the air carriers that carry out promotional activities for the purpose of promoting flights from/to Sarajevo with promotional air fares by posting available banners free of charge.

Also, for the purpose of promoting the routes and the air operations, placing of the marketing content on the advertising positions inside/outside of the terminal building (in accordance with the capacities available) is going to be ensured to the above mentioned categories of the air carriers in duration of 15 days maximum, free of charge.

GENERAL TERMS

The Airport Sarajevo retains the right to modify and amend the Incentive Programme issued or to adopt a new Programme at any moment during the validity period of the Incentive Programme issued, pursuant to the change of the Airport Sarajevo's business policy and the market opportunities.

⁹ The amounts defined in the tables are approved to the air carrier when the relevant documentation is delivered: the contract with a marketing agency in relation to the promotion of the new route, the invoice for the marketing activities for the promotion of the route or some other evidence regarding the marketing activities carried out.



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In case when the Airport Sarajevo modifies and adopts the new Incentive Programme, it shall promptly inform the air carriers on the same by means of sending the notice in writing.

When the modified Incentive Programme is adopted, the requirements specified in the modified Incentive Programme shall apply to all previously submitted requests and the incentive users and from the date when the modified Incentive Programme started to apply until the expiry of the same.

The calculation of the discount pursuant to this Incentive Programme shall be done separately for each air carrier.

The incentives defined under 1, 2, 3, 6 and 7 shall be calculated on the basis of the contract, and after the expiry of the period of 12 (twelve) months in relation to the date when the above mentioned incentives started to apply, an evaluation shall be carried out in terms of meeting the requirements for the eligibility for the incentives in relation to the criteria defined for each model separately. If necessary, the Company shall make corrections immediately (invoicing the price difference, if the air carrier does not fulfil the volume of air traffic as planned and if it does not fulfil criteria which are defined for each model specifically).

The exception to the above mentioned is the incentive under the item 4 which shall not be calculated in advance, but after the period of twelve (12) months in relation to the date when the incentive concerned started to apply.

PC Sarajevo International Airport LLC Sarajevo retains the right to reject the air carrier that submits a request for the incentives or to suspend the same from the Incentive Programme, under the following conditions:

- if the air carrier is in a process of absorption, merger or sale (after evaluation of newly arisen formal and legal conditions, the right to extend the rights of using the incentives to the air carrier that is absorbed, merged or sold is retained;
- if the air carrier does not promptly settle liabilities due against *Sarajevo International Airport*.

One air carrier may apply only for one incentive model. The exception to the above mentioned is a possibility of combining the incentives defined by model 5 with the incentives 1, 2, or 4, where the air carrier which uses the incentives defined under the model 5 may combine the same with one of the above mentioned incentives and provided that the same does not exercise the right to the incentives based on the passenger service, being defined by the model 5 and that it does not use the incentives based on the model 1 for the first year. Thus, if the air carrier uses the incentives based on the passenger service defined under the model 5, the same may not use the incentives defined by the models 1 or 2 or 4 at the same time. Also, it is not possible that the air carrier uses the incentives defined under the items 1, 2 and 4 at the same time.

PC Sarajevo International Airport LLC Sarajevo retains the right to approve the incentives based on one model to the air carriers that apply for two models of the incentives in accordance with the requirements set, and based on the criteria specified and the opinion of the competent department.

The Incentive Programme of PC Sarajevo International Airport LLC Sarajevo shall enter into force and shall apply as of December 13, 2022.

PC Sarajevo International Airport LLC Sarajevo

Ref. No.: 03-1-02-2-5306-15/22

Managing Director
Alan Bajić



PROGRAM POTICAJA AERODROMA SARAJEVO

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VAŽI OD 13.12.2022.

J.P. MEĐUNARODNI AERODROM "SARAJEVO" D.O.O.

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PROGRAM POTICAJA AERODROMA SARAJEVO

Strana:
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Nova destinacija podrazumijeva destinaciju prema kojoj sa sarajevskog Aerodroma nije bilo redovnih letova od strane avioprijevoznika na toj destinaciji na redovnoj bazi tokom zadnjih dvanaest (12) mjeseci prije datuma obavljanja prvog leta.

Avioprijevoznik koji se prijavljuje za program poticaja po osnovu nove redovne destinacije, mora osigurati da se predložena ruta odvija najmanje dvaput sedmično i to kroz period od tri (3) mjeseca bez prekida, na redovnoj bazi u ljetnoj sezoni, odnosno najmanje jedan let sedmično u zimskoj sezoni.

Poticaj za uvođenje nove redovne destinacije ne može se kombinovati s poticajem za povećanje broja aviooperacija.

Ukoliko avioprijevoznik u periodu važenja poticaja odustane od planiranih letova na period duži od 6 (šest) mjeseci, isti od momenta ukidanja nove destinacije gubi pravo na niže navedene poticaje, ukoliko nakon prekida letova, a u periodu ne dužem od 6 (šest) mjeseci od momenta prekida, ponovo uspostavi letove, avioprijevoznik ima pravo da nastavi koristiti već odobreni poticaj, uz obavezu da ponovno pošalje zahtjev za nastavak korištenja prethodno odobrenog popusta.

Kako bi ostvario pravo na navedeni poticaj, avioprijevoznik treba uputiti pismeni zahtjev za odobrenje poticaja.

Vrsta naknade		Poticaj za novu redovnu destinaciju ¹	
		Kratkolinijski i srednjelinijski saobraćaj	Dugolinijski saobraćaj (letovi u trajanju preko 6 sati)
I godina	Slijetanje i polijetanje	100%	100%
	Putnički servis	20%	25%
II godina	Slijetanje i polijetanje	75%	75%
	Putnički servis	15%	20%
III godina	Slijetanje i polijetanje	50%	50%
	Putnički servis	10%	15%

Napomena: Za dugolinijski saobraćaj će se na mjesečnom nivou odobriti povrat sredstava u iznosu od 2% po osnovu plaćenog iznosa avio goriva natočenog na Aerodromu Sarajevo, a prema zvaničnoj evidenciji kompanije koja vrši snabdijevanje zrakoplova gorivom.

2. NOVA REDOVNA CHARTER DESTINACIJA

Nova redovna charter destinacija podrazumijeva destinaciju prema kojoj sa sarajevskog Aerodroma nije bilo redovnih letova, kao ni charter letova od strane avioprijevoznika tokom zadnjih dvanaest (12) mjeseci prije datuma obavljanja prvog leta.

Avioprijevoznik koji se prijavljuje za program poticaja po osnovu nove redovne charter destinacije, mora osigurati da se predložena ruta odvija najmanje jednom sedmično kroz period od –tri (3) mjeseca bez prekida, na charter bazi.

Poticaj za uvođenje nove redovne charter destinacije ne može se kombinovati s poticajem za povećanje broja aviooperacija.

¹ Za zimski red letenja, avioprijevoznici koji se prijavljuju za poticaj po osnovu nove redovne destinacije ostvaruju dodatnih 5% popusta na putnički servis

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Ukoliko avioprijevoznik u periodu važenja poticaja odustane od planiranih letova isti gubi pravo na niže navedene poticaje, a od momenta ukidanja nove charter destinacije. Ukoliko nakon prekida letova, a u periodu ne dužem od 6 (šest) mjeseci od momenta prekida, ponovo uspostavi redovne charter letove, avioprijevoznik ima pravo da nastavi koristiti već odobreni poticaj, uz obavezu da ponovno pošalje zahtjev za nastavak korištenja prethodno odobrenog popusta.

Kako bi ostvario pravo na navedeni poticaj, avioprijevoznik treba uputiti pismeni zahtjev za odobrenje poticaja.

Vrsta naknade		Poticaj za novu redovnu charter destinaciju ²	
		Kratkolinijnski i srednjelinijnski saobraćaj	Dugolinijnski saobraćaj (letovi u trajanju preko 6 sati)
I godina	Slijetanje i polijetanje	50%	75%
	Putnički servis	15%	20%
II godina	Slijetanje i polijetanje	25%	50%
	Putnički servis	10%	15%
III godina	Slijetanje i polijetanje	10%	25%
	Putnički servis	5%	10%

Napomena: Za dugolinijnski saobraćaj će se na mjesečnom nivou odobriti povrat sredstava u iznosu od 2% po osnovu plaćenog iznosa avio goriva natočenog na Aerodromu Sarajevo, a prema zvaničnoj evidenciji kompanije koja vrši snabdijevanje zrakoplova gorivom.

3. NOVA KOMPANIJA NA AERODROMU SARAJEVO

Nova kompanija podrazumijeva avioprijevoznika koji po prvi put uspostavlja letove na Aerodromu Sarajevo, na redovnoj osnovi.

3A. NOVA KOMPANIJA I NOVA REDOVNA DESTINACIJA

Nova kompanija podrazumijeva avioprijevoznika koji po prvi put uspostavlja letove na Aerodromu Sarajevo, na redovnoj osnovi, i koji otvara rutu koja trenutno ne egzistira.

Avioprijevoznik koji se prijavljuje za program poticaja po osnovu ovog modela mora osigurati da se predložena ruta/rute odvija najmanje dvaput sedmično, odnosno jednom sedmično za dugolinijnski saobraćaj, i to kroz period od tri (3) mjeseca bez prekida, na redovnoj bazi, uz napomenu da se popusti odobravaju i obračunavaju samo na osnovu broja novih ruta, definisano u tabeli u nastavku.

Poticaji definisani ovim modelom ne mogu se kombinovati sa niti jednim drugim modelom. Kako bi ostvario pravo na navedeni poticaj, avioprijevoznik treba uputiti pismeni zahtjev za odobrenje poticaja i pismenu informaciju za svaku novu destinaciju koju uvodi, sa tačnim datumima uspostave letova za svaku destinaciju. Popust se počinje obračunavati od trenutka uspostave letova u odnosu na broj uvedenih destinacija, a prema niže navedenoj tabeli. Ukoliko avioprijevoznik u toku korištenja navedenog poticaja (obračunski period 12 mjeseci počev od datuma uspostave prvog leta) dostavi zahtjev za uvođenje nove dodatne destinacije ili odluči obustaviti letove na određenoj destinaciji, odobreni popust će se korigovati na način da će od momenta uvođenja/obustavljanja letova na određenoj destinaciji doći do povećanja/smanjenja odobrenih popusta na usluge slijetanja i polijetanja, prihvata i otpreme i putničkog servisa, dok obračunski period ostaje nepromijenjen (12 mjeseci od datuma uspostave prvog leta).

² Za zimski red letenja, avioprijevoznici koji se prijavljuju za poticaj po osnovu nove redovne charter destinacije ostvaruju dodatnih 5% popusta na putnički servis



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Ukoliko avioprijevoznik u periodu važenja poticaja odustane od planiranih letova na period duži od 6 (šest) mjeseci, isti gubi pravo na dole navedene poticaje, a od momenta ukidanja nove destinacije. Ukoliko nakon prekida letova, a u periodu ne dužem od 6 (šest) mjeseci od momenta prekida, ponovo uspostavi redovne letove, avioprijevoznik ima pravo da nastavi koristiti već odobreni poticaj, uz obavezu da ponovno pošalje zahtjev za nastavak korištenja prethodno odobrenog popusta.

Vrsta naknade		Poticaj za novu kompaniju i novu redovnu destinaciju/e ³ za prvu godinu	
		Kratkolinijski i srednjelinijski saobraćaj	Dugolinijski saobraćaj (letovi u trajanju preko 6 sati)
I godina jedna nova destinacija	Slijetanje i polijetanje	100%	100%
	Prihvat i otprema	40%	45%
	Putnički servis	30%	35%
I godina 2-3 nove destinacije	Slijetanje i polijetanje	100%	100%
	Prihvat i otprema	45%	50%
	Putnički servis	35%	40%
I godina 4 i više novih destinacija	Slijetanje i polijetanje	100%	100%
	Prihvat i otprema	50%	55%
	Putnički servis	40%	45%

Vrsta naknade		Poticaj za novu kompaniju i novu redovnu destinaciju/e ⁴ za drugu godinu	
		Kratkolinijski i srednjelinijski saobraćaj	Dugolinijski saobraćaj (letovi u trajanju preko 6 sati)
II godina jedna nova destinacija	Slijetanje i polijetanje	75%	75%
	Prihvat i otprema	30%	35%
	Putnički servis	25%	30%
II godina 2-3 nove destinacije	Slijetanje i polijetanje	75%	75%
	Prihvat i otprema	35%	40%
	Putnički servis	30%	35%
II godina i 4 i više novih destinacija	Slijetanje i polijetanje	75%	75%
	Prihvat i otprema	45%	50%
	Putnički servis	35%	40%

Napomena: Za dugolinijski saobraćaj će se na mjesečnom nivou odobriti povrat sredstava u iznosu od 2% po osnovu plaćenog iznosa avio goriva natočenog na Aerodromu Sarajevo, a prema zvaničnoj evidenciji kompanije koja vrši snabdijevanje zrakoplova gorivom.

³ Za zimski red letenja, avioprijevoznici koji se prijavljuju za poticaj po osnovu nove redovne destinacije ostvaruju dodatnih 5% popusta na putnički servis

⁴ Za zimski red letenja, avioprijevoznici koji se prijavljuju za poticaj po osnovu nove redovne destinacije ostvaruju dodatnih 5% popusta na putnički servis



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Nova kompanija podrazumijeva avioprijevoznika koji po prvi put uspostavlja letove na Aerodromu Sarajevo, na redovnoj/charter osnovi, i koji uvodi letove na redovnoj/charter osnovi a na kojima već operira drugi avioprijevoznik.

Avioprijevoznik koji se prijavljuje za program poticaja po osnovu ovog modela, mora osigurati da se predložena ruta/rute odvija najmanje dvaput sedmično na redovnoj, odnosno jednom sedmično na charter osnovi i za dugolinijski saobraćaj i to kroz period od tri (3) mjeseca bez prekida, na redovnoj/charter osnovi, uz napomenu da se popusti odobravaju i obračunavaju samo na osnovu broja ruta, definisano u tabeli u nastavku.

Poticaji definisani ovim modelom ne mogu se kombinovati sa niti jednim drugim modelom.

Ukoliko avioprijevoznik u periodu važenja poticaja odustane od svih planiranih letova na period duži od 6 (šest) mjeseci, isti od momenta ukidanja destinacije/a gubi pravo na dole navedene poticaje. Ukoliko nakon prekida letova, a u periodu ne dužem od 6 (šest) mjeseci od momenta prekida, ponovo uspostavi letove, avioprijevoznik ima pravo da nastavi koristiti već odobreni poticaj, uz obavezu da ponovno pošalje zahtjev za nastavak korištenja prethodno odobrenih popusta.

Kako bi ostvario pravo na navedeni poticaj, avioprijevoznik treba uputiti pismeni zahtjev za odobrenje poticaja i pismenu informaciju za svaku destinaciju koju uvodi, sa tačnim datumima uspostave letova za svaku destinaciju. Popust se počinje obračunavati od trenutka uspostave letova u odnosu na broj uvedenih destinacija, a prema niže navedenoj tabeli. Ukoliko avioprijevoznik u toku korištenja navedenog poticaja (obračunski period 12 mjeseci počev od datuma uspostave prvog leta) dostavi zahtjev za uvođenje destinacije ili odluči obustaviti letove na određenoj destinaciji, odobreni popust će se korigovati na način da će od momenta uvođenja/obustavljanja letova na određenoj destinaciji doći do povećanja/smanjenja odobrenih popusta na usluge slijetanja i polijetanja, dok obračunski period ostaje nepromijenjen (12 mjeseci od datuma uspostave prvog leta).

Vrsta naknade		Poticaj za novu kompaniju i postojeću redovnu/charter destinaciju(e) za prvu godinu	
		Kratkolinijski i srednjelinijski saobraćaj	Dugolinijski saobraćaj (letovi u trajanju preko 6 sati)
I godina jedna dodatna postojeća destinacija	Slijetanje i polijetanje	30%	50%
I godina 2-3 dodatne postojeće destinacije	Slijetanje i polijetanje	40%	55%
I godina 4 i više dodatnih postojećih destinacija	Slijetanje i polijetanje	50%	60%



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Vrsta naknade		Poticaj za novu kompaniju i postojeću redovnu/charter destinaciju(e) za drugu godinu	
		Kratkolinijski i srednjelinjski saobraćaj	Dugolinijski saobraćaj (letovi u trajanju preko 6 sati)
II godina jedna dodatna postojeća destinacija	Slijetanje i polijetanje	20%	40%
II godina 2-3 dodatne postojeće destinacije	Slijetanje i polijetanje	30%	45%
II godina i 4 i više dodatnih postojećih destinacija	Slijetanje i polijetanje	40%	50%

Napomena: Za dugolinijski saobraćaj će se na mjesečnom nivou odobriti povrat sredstava u iznosu od 2% po osnovu plaćenog iznosa avio goriva natočenog na Aerodromu Sarajevo, a prema zvaničnoj evidenciji kompanije koja vrši snabdijevanje zrakoplova gorivom.

4. POVEĆANJE BROJA AVIOOPERACIJA

Poseban poticaj će se primjenjivati za dodatne redovne letove koje uvodi avioprijevoznik u saobraćaj, na destinaciji koja već egzistira. Kako bi ostvario pravo na navedeni poticaj, avioprijevoznik treba uputiti pismeni zahtjev za odobrenje poticaja. U slučaju da redovni avioprijevoznik u prvoj godini ne realizira planirani broj aviooperacija isti gubi pravo na poticaje za drugu godinu.

Poticaj za povećanje broja aviooperacija ne može se kombinovati s poticajima iz tačaka 1, 2. i 3.

Pravo na poticaj za povećanje broja aviooperacija može se ostvariti samo ukoliko je broj ostvarenih dodatnih letova jednak ili veći od 40 letova u periodu od dvanaest (12) mjeseci (računaju se samo odlasci), a u odnosu na uporedni dvanaestomjesečni obračunski period, koji prethodi datumu početka primjene poticaja definisanog u zahtjevu za odobrenje poticaja dostavljenom od strane avioprijevoznika. Navedeni popusti se obračunavaju na sve dodatne letove i odobravaju na kraju obračunskog perioda, izdavanjem credit note, a nakon utvrđivanja da je avioprijevoznik koji se prijavio za poticaje po osnovu povećanja broja aviooperacija i ispunio potreban uslov (minimalno 40 dodatnih letova u odnosu na prethodni dvanaestomjesečni period). Ukoliko kompanija operira na više destinacija navedeni poticaj se obračunava na svaku destinaciju pojedinačno.



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Vrsta naknade		Poticaј za povećanje broja aviooperacija ⁵
I godina	Slijetanje i polijetanje	50%
	Putnički servis	10%
II godina	Slijetanje i polijetanje	25%
	Putnički servis	5%

5. BROJ PREVEZENIH PUTNIKA NA GODIŠNJEM NIVOU

Poticaј na bazi broja prevezenih putnika će se odobravati avioprijevoznicima na bazi statističkih podataka za prethodnu godinu, uz mogućnost zbrajanja putnika⁶ za grupacije/povezana društva, pod uslovom da avioprijevoznik koji je dio grupacije/povezanog društva već ne koristi popuste po osnovu Modela 1⁷ ⁸. Avioprijevoznik koji prvi put uspostavlja letove na sarajevskom Aerodromu ostvaruje pravo na navedeni poticaј nakon što se završi kalendarska godina. Poticaј važi od 01.01. do 31.12. s tim da su kompanije dužne da u decembru mjesecu podnesu zahtjev za navedeni poticaј kako bi ostvarile pravo na isti za iduću godinu.

Kako bi ostvarili pravo na navedeni poticaј, avioprijevoznici su dužni uputiti pismeni zahtjev u decembru mjesecu tekuće godine, a najkasnije do 29.12., za odobrenje poticaja, a shodno niže navedenoј tabeli.

Broј putnika (odlazeći i dolazeći)	Poticaј za broj prevezenih putnika							
	≤ 10.000	10.001-25.000	25.001-50.000	50.001-65.000	65.001-80.000	80.001-100.000	100.001-150.000	> 150.001
Slijetanje i polijetanje	0	15%	20%	20%	25%	30%	30%	35%
Prihvat i otprema putnika	0	5%	5%	10%	10%	20%	20%	25%
Putnički servis	0	0	0	0	0	1,0 EUR	1,5 EUR	1,5 EUR

⁵ Za zimski red letenja, avioprijevoznici koji se prijavljuju za poticaј po osnovu povećanja broja aviooperacija ostvaruju dodatnih 5% popusta na putnički servis

⁶ Zbrajaju se putnici kompanija koje su u grupaciji, a u odnosu na putnički promet ostvaren u prethodnoj godini. Pod grupacijom se podrazumijevaju složena društva koja se sastoje od majke kompanije koja direktno/indirektno ima vlasnički udio u povezanom društvu/društvima – kćerki/kćerkama aviokompanijama, odnosno koja se sastoje od zavisnih društava – aviokompanija unutar istog holdinga.

⁷ Putnici avioprijevoznika koji koristi popuste po osnovu Modela 1, se ne zbrajaju unutar grupacije koja se prijavila za Model 5.

⁸ Poticaј na bazi broja prevezenih putnika za tekuću godinu će se odobravati avioprijevoznicima na bazi statističkih podataka, ostvarenih u prethodnoj godini.



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Avioprijevoznik koji se prijavljuje za poticaje po osnovu ponovnog uspostavljanja aviooperacija na aerodromu Sarajevo, može ostvariti pravo po ovom osnovu samo jedanput, uz uslov da u godini u kojoj mu se odobrava popust po ovom osnovu nije imao letove u/iz Sarajeva.

Također, avioprijevoznik koji se prijavljuje na poticaje po osnovu ponovnog uspostavljanja aviooperacija ne može biti avioprijevoznik koji je u momentu objavljivanja ovog dokumenta imao redovne ili redovne charter letove u/iz Sarajeva.

Ukoliko avioprijevoznik u periodu važenja poticaja odustane od planiranih letova isti gubi pravo na niže navedene poticaje, a od momenta obustavljanja aviooperacija.

Kako bi ostvario pravo na navedeni poticaj, avioprijevoznik treba uputiti pismenu informaciju o ponovnom uspostavljanju letova, kao i pismeni zahtjev za odobrenje poticaja.

Vrsta naknade	Poticaj za ponovno uspostavljanje aviooperacija
Slijetanje i polijetanje	20%
Prihvat i otprema putnika	10%

Period važenja poticaja za ponovno uspostavljanje aviooperacija trajat će najviše dvanaest mjeseci, uz uslov da se letovi moraju odvijati najmanje dva puta sedmično na redovnoj osnovi, u periodu od tri (3) mjeseca od datuma obavljanja prvog leta.

7. POTICAJ ZA AVIOPRIJEVOZNIKE KOJI IMAJU BAZU NA AERODROMU SARAJEVO**A.) POTICAJ NA USLUGE SLIJETANJA I POLIJETANJA, PRIHVATA I OTPREME PUTNIKA**

Vrsta naknade	Poticaj za bazirane zrakoplove
Slijetanje i polijetanje	70%
Osvjetljenje	50%
Prihvat i otprema putnika	55%

B.) POPUST NA USLUGU PUTNIČKOG SERVISA

Broj prevezenih odlazećih putnika na godišnjem nivou	Poticaj za broj prevezenih odlazećih putnika									
	≤49.999	50.000 - 99.999	100.000-149.999	150.000-199.999	200.000-249.999	250.000-299.999	300.000-349.999	350.000-399.999	400.000-449.999	>450.000
Putnički servis	0,00 EUR	2,00 EUR	4,00 EUR	6,0 EUR	6,5 EUR	7,0 EUR	7,5 EUR	8,00 EUR	8,5 EUR	9,00 EUR



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C.) POTICAJ NA NOVU DESTINACIJU

Vrsta naknade		Poticaj za novu destinaciju
I godina	Slijetanje i polijetanje	30%
	Prihvat i otprema putnika	15%
	Putnički servis	1,5 EUR
II godina	Slijetanje i polijetanje	20%
	Prihvat i otprema putnika	10%
	Putnički servis	1,00 EUR
III godina	Slijetanje i polijetanje	10%
	Prihvat i otprema putnika	10%
	Putnički servis	0,5 EUR

D.) POTICAJ ZA DODATNU POSTOJEĆU DESTINACIJU

Vrsta naknade		Poticaj za dodatnu postojeću destinaciju
I godina	Slijetanje i polijetanje	20%
II godina	Slijetanje i polijetanje	15%
III godina	Slijetanje i polijetanje	10%

Pod dodatnom postojećom destinacijom se smatra destinacija za/ka kojoj sa Aerodroma Sarajevo već postoje letovi od strane određenih avioprijevoznika na redovnoj/charter osnovi, ali koju bazni prijevoznik nije imao u svojoj mreži destinacija u prethodnih dvanaest (12) mjeseci od datuma obavljanja prvog leta. Datum primjene ovog poticaja će se smatrati datum kada je avioprijevoznik uspostavio letove na navedenoj destinaciji a tačan datum treba biti naveden na zvaničnom zahtjevu za korištenje poticaja po osnovu tačke D).

Ako prijevoznik ukine novu destinaciju ili dodatnu postojeću destinaciju isti gubi pravo na popuste ako je ponovo ne uspostavi u periodu do 6 (šest) mjeseci ukoliko nakon prekida letova, a u periodu ne dužem od 6 (šest) mjeseci od momenta prekida, ponovo uspostavi letove, avioprijevoznik ima pravo da nastavi koristiti već odobreni poticaj, uz obavezu da ponovno pošalje zahtjev za nastavak korištenja prethodno odobrenih popusta.

Avioprijevoznik koji ima bazu na Aerodromu Sarajevo nema pravo na korištenje poticaja pod tačkama 1, 2, 3, 4, 5 i 6.

Za avioprijevoznike koji imaju uspostavljenu bazu na Aerodromu Sarajevo, korištenje GPU-a u trajanju od 45 minuta, za standardni proces prihvata i otpreme i 90 minuta za vrijeme noćenja, po danu po jednom avionu, je uključeno u cijenu handlinga. Nakon isteka ovog vremenskog intervala GPU se obračunava u skladu sa tačkom 10.1. Cjenovnika.

Poticaji na uslugu putničkog servisa za avioprijevoznike koje imaju bazu na Aerodromu Sarajevo odobravaju se uz prethodnu pismenu informaciju od strane avioprijevoznika o planiranom broju odlazećih putnika. Također, s obzirom da se radi o akontativnom popustu, nakon završetka perioda od godinu dana od momenta zaključenja ugovora, Društvo će izvršiti kontrolu ostvarenih kvantitativnih pokazatelja (ukupan broj odlazećih putnika) za avioprijevoznike kojima je obračunat popust po osnovu tačke B), te će se ukoliko bude potrebno odmah uraditi korekcije (fakturisanje razlike u cijeni ukoliko avioprijevoznik ne ostvari planirani volumen prometa).

Avioprijevoznicima koji imaju bazu na Aerodromu Sarajevo neće se obračunavati usluga parkinga zrakoplova.



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Napomena: Za baznog avioprijevoznika će se na mjesečnom nivou odobriti povrat sredstava u iznosu od 2% po osnovu plaćenog iznosa avio goriva natočenog na Aerodromu Sarajevo, a prema zvaničnoj evidenciji kompanije koja vrši snabdijevanje zrakoplova gorivom.

8. MARKETINŠKE AKTIVNOSTI

Avioprijevoznicima koji po prvi put uspostavljaju letove za Sarajevo, avioprijevoznicima koji uvode nove rute, avioprijevoznicima koji imaju bazu na Aerodromu Sarajevo, kao i avioprijevoznicima koji vrše promotivne aktivnosti u svrhu promocije letova u/iz Sarajeva, sa promotivnim cijenama aviokarata, Aerodrom Sarajevo omogućava korištenje poticaja u vidu novčanog transfera prema kriterijima definisanim u tabeli ispod:

Opis	Maksimalni iznos poticaja na godišnjem nivou (EUR) ⁹
Marketinška podrška za avioprijevoznike koji vrše promotivne aktivnosti u svrhu promocije letova u/iz Sarajeva, sa promotivnim cijenama aviokarata za vrijeme trajanja marketinške kampanje (promotivna kampanja u trajanju od minimalno mjesec dana)	10.000,00
Marketinška podrška za redovne avioprijevoznike koji uvode nove rute	20.000,00
Marketinška podrška za avioprijevoznike koji imaju bazu i uvode nove rute	30.000,00

Sredstva po osnovu marketinške kampanje se odobravaju u skladu sa planiranim budžetom u Planu poslovanja.

Aerodrom Sarajevo će pristigle zahtjeve razmotriti te zadržava pravo da iste odobri/odbije, a u skladu sa odobrenim budžetom i strateškim ciljevima.

Aerodrom Sarajevo će dodatno putem vlastitih kanala komunikacije omogućiti novim avioprijevoznicima, avioprijevoznicima koji uvode nove rute sa Aerodroma Sarajevo, kompanijama koje imaju bazu na Aerodromu Sarajevo, kao i avioprijevoznicima koji vrše promotivne aktivnosti u svrhu promocije letova u/iz Sarajeva sa promotivnim cijenama aviokarata, reklamiranje na zvaničnoj web stranici postavljanjem dostupnih banera, s ciljem promocije novih ruta, bez naknade.

Također, u svrhu promocije ruta i aviooperacija navedenim kategorijama avioprijevoznika će se omogućiti postavljanje marketinškog sadržaja na reklamnim pozicijama unutar/izvan terminalne zgrade (u skladu sa dostupnim kapacitetima) u trajanju do maksimalno 15 dana, bez naknade.

OPŠTI USLOVI

Aerodrom Sarajevo zadržava pravo da promijeni i dopuni objavljeni Program poticaja ili donese novi Program, u bilo kojem trenutku u toku važenja objavljenog Programa poticaja, u skladu s promjenom poslovne politike aerodroma Sarajevo i prilika na tržištu.

U slučaju kada aerodrom Sarajevo vrši izmjene i donese novi Program poticaja, o tome će blagovremeno obavijestiti avioprijevoznike putem slanja pisane obavijesti..

⁹ Avioprijevozniku se odobravaju iznosi definisani u tabelama nakon dostavljanja relevantne dokumentacije: ugovora sa marketinškom kućom vezano za promociju nove rute, fakture za marketinške aktivnosti za promociju rute ili drugog jasnog dokaza o provedenim marketinškim aktivnostima.



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Po usvajanju izmijenjenog Programa poticaja, na sve već podnijete zahtjeve i korisnike poticaja, primjenjivat će se uslovi iz izmijenjenog Programa poticaja i to od datuma početka primjene izmijenjenog Programa poticaja do isteka perioda važenja istog.

Obračun popusta u skladu s ovim Programom poticaja vršit će se pojedinačno za svakog avioprijevoznika.

Poticaji pod tačkama 1, 2, 3, 6 i 7 će se obračunavati u odnosu na ugovor, te će se nakon isteka perioda od dvanaest (12) mjeseci u odnosu na datum kada se počelo sa primjenom navedenih poticaja, izvršiti kontrola u smislu ispunjavanja uslova za ostvarivanje poticaja u odnosu na definisane kriterije za svaki model pojedinačno.. Ukoliko bude potrebno Društvo će odmah uraditi korekcije (fakturisanje razlike u cijeni ukoliko avioprijevoznik ne ostvari planirani volumen prometa i ne ispuni kriterije koji su predviđeni za svaki model posebno).

Izuzetak od naprijed navedenog je poticaj pod brojem 4, koji se neće obračunavati akontativno već nakon isteka perioda od dvanaest (12) mjeseci u odnosu na datum kada se počelo s primjenom navedenog poticaja.

J.P. Međunarodni aerodrom „SARAJEVO“ d.o.o. Sarajevo, zadržava pravo da avioprijevoznika koji podnese zahtjev za ostvarivanje prava na poticaje odbije ili suspenduje iz Programa poticaja, ako se dogode sljedeće okolnosti:

- kada se avioprijevoznik nađe u poziciji da bude preuzet, spojen ili prodan (nakon preispitivanja novonastalih formalno-pravnih uslova, zadržava se pravo produženja prava korištenja poticaja avioprijevozniku koji je preuzet, spojen ili prodan);
- ukoliko avioprijevoznik blagovremeno ne izmiruje sve dospjele obaveze prema Međunarodnom aerodromu Sarajevo.

Jedan avioprijevoznik može se odjednom kvalificirati samo za jedan model poticaja. Izuzetak od naprijed navedenog je mogućnost kombiniranja poticaja definisanih modelom 5 s poticajima 1 ili 2 ili 4, gdje avioprijevoznik koji koristi poticaje definisane modelom 5 može isti kombinirati s jednim od gore navedenih poticaja i to pod uslovom da isti ne ostvaruje pravo na poticaje po osnovu putničkog servisa, a koji je definisan modelom 5 i da ne koristi poticaje po osnovu modela 1 za prvu godinu. Dakle, ukoliko prijevoznik koristi poticaj po osnovu putničkog servisa definiran modelom 5, isti ne može istovremeno koristiti i poticaje definisane u modelu 1 ili 2 ili 4. Također, nije moguće da avioprijevoznik istovremeno koristi poticaje definisane tačkama 1 i 2 i 4.

J.P. Međunarodni aerodrom „SARAJEVO“ d.o.o., zadržava pravo da avioprijevoznicima koji se prijave istovremeno za dva modela poticaja u skladu s propisanim uslovima, odobri samo poticaje po jednom modelu, a na osnovu propisanih kriterija i mišljenja stručne službe.

Program poticaja J.P. Međunarodni aerodrom „SARAJEVO“ d.o.o. stupa na snagu i primjenjivat će se od 13.12.2022. godine.

J.P. Međunarodni aerodrom "Sarajevo" d.o.o. Sarajevo

Br: 03-1-02-2-5306-15/22

Direktor
Alan Bajić