



***SUBJECT: Open Call for Contract Business Cooperation
Agreement 2019***

With this open business call, we suggest business cooperation with all aviation companies and tour operators who have a cooperative interest, with whom we will negotiate for all our future business relationships.

This document defines the terms and conditions of use and the models of the Mostar Airport incentive program, to be applied from the beginning of the summer flight schedule for 2019, if the Mostar Airport does not send a different notification to users and business clients.

- General terms and conditions -

- The relevant incentives are transparent and accessible to all aviation companies that operate or plan to operate from the Mostar Airport and meet certain conditions.

- Mostar Airport offers a number of incentives in the form of discounts to encourage airlines and tour operators to develop their services in international traffic at this airport as well as to stimulate greater choice and greater benefits for all airline companies by transporting passengers and goods, encouraging development.

- Proposed incentives keep track that such rebates do not distort competition between airline companies at the airport and are offered for a limited period of time on a non-discriminatory basis.

- An airline company applying for the use of an incentive program model must apply for inclusion in the Mostar Airports incentive program for each airline at least 15 days before the date of establishment of the relevant airline / frequency.

1. If an airline does not meet the terms of the payment of the account or fails to comply with the terms and conditions of the incentive program, the Mostar Airport reserves the right to deprive the airline of any incentive.

- When an airline agrees to be included in the Incentive Program, the airline can not transfer the acquired rights resulting from the Incentive Program to a third party without written consent and approval from the Mostar Airport.

- The Company reserves the right not to apply any of the approved incentives in the event of bankruptcy, mergers or sales of the aviation company concerned, as well as in the case of its takeover by another company, which results in a reduction in total seat capacity compared to the previous IATA planning period . In such a case, the Company is not required by the airline concerned, its bankruptcy administrator, agent or agent to compensate for any loss or damage nor to grant any claim for refusal or rejection as compensation for the payment of fees.

- The amount of incentives is expressed as a percentage of the landing fee, which the Company charges according to the valid tariff regulations for actual flights.

The airline company applying for the Mostar Airports incentive program must send a written request for inclusion in the Mostar Airports incentive program, addressed to the Mostar Airport:

Operations and Safety Manager: Marko Đuzel

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E-mail: marko.djuzel@mostar-airport.ba

Manager of Commercial Division : Nedeljko Ćorić,

Mob: +387 63 148 640

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Director: Marin Raspudić,

Phone: +387 36 352 770

E-mail: mostar-airport@tel.net.ba

- All requests for inclusion in the Mostar Airport Embarkation Program, Mostar Airport will try to resolve it as soon as possible in writing, 10 days upon receipt of the request.

- Each approved participant of the Incentive Program must sign the SGHA contract, and the tour operator shall enter into a special business cooperation agreement.

- Incentives for new air lines - regular traffic –

Why?

- to attract international traffic
- to attract new airline companies / additional capacity
- to attract new tour operators
- to improve the network of served destinations

Areas of transport suitable for the application of incentives:

- Destinations that were once the basis of the operations of the Mostar Airport (Ireland, Italy, Poland, Scandinavia, Turkey)
 - Destinations with which Mostar Airport has so far not been connected

- Model incentive I –

Amount of discounts on aircraft handling and landing services

Year	Lending fee
1	60%
2	50%
3	40%

Travel tax

Year	Lending fee
1	5 euros
2	7 euros
3	8 euros

For the new European destinations a 3-year incentive program is foreseen.

Conditions:

- The terms SGHA and SLA contracts with the Company serve as the basis.
- An incentive is given for really made flights (not shared, code share flights).
- In the event that more than one airline submits a request for this incentive model for the same destination, an airline company's application may be approved to prove that it has submitted a request to the first Company for the introduction of a new regular airline.
- If for the last 12 months, there was no regular traffic on that line from Mostar Airport.
- Traffic on this line should be planned (European destinations) with at least two rotations per week during two consecutive IATA planned seasons. For airliners on international routes to remote destinations, at least one flight per week should be planned during a particular IATA planning season.
- Total seat capacity used by aviation companies for flights from Mostar Airport, compared with the corresponding period of the previous year, must show a net increase in the total capacity of available seats of the aviation company concerned for flights from the Mostar Airport.

- Incentives for new air lines – charter flights –

- Model incentive II –

Amount of discounts on aircraft handling and landing services

Year	Lending fee
1	50%
2	45%
3	40%

Travel tax

Year	Lending fee
1	8 euros
2	9 euros
3	10 euros

- Difference in the cost of travel tax is calculated for the Tour Operator -

In case it turns out that the line in the first year is less profitable, discount can be increased by 10 percent.

Conditions:

- The terms SGHA and SLA contracts with the Company serve as the basis.
- An incentive is given for really made flights (not shared, code share flights).
- In the event that more than one airline submits a request for this incentive model for the same destination, an airline company's application may be approved to prove that it has submitted a request to the first Company for the introduction of a new regular airline.
- If for the last 12 months, there was no regular traffic on that line from Mostar Airport.
- Traffic on this line should be planned (European destinations) with at least two rotations per week during two consecutive IATA planned seasons. For airliners on international routes to remote destinations, at least one flight per week should be planned during a particular IATA planning season.
- Total seat capacity used by aviation companies for flights from Mostar Airport, compared with the corresponding period of the previous year, must show a net increase in the total capacity of available seats of the aviation company concerned for flights from the Mostar Airport.

Valid for aviation companies that intend to introduce the next charter program:

- Winter flight: at least 12 flights per destination or
- Summer flight schedule: at least 18 flights per destination
- The company can introduce either a winter or summer flight or year round

. - Encourage flights flying in winter

Considering that the Airport of Mostar has a small number of flights in winter, the director or the head of the transport sector can approve the above-mentioned incentive to approve additional discounts of up to 20 percent on handling and landing services and up to 5 euros for passenger tax.

VARIOUS

The final decision to approve the request for inclusion in the Mostar Airport incentive program submitted before the introduction of a new IATA planning period is made by the Chief Operating Officer of Zračne Mostar or the Traffic Sector Manager.

The Company reserves the right to refuse a request for any of the incentives model of the Mostar Airport if the announced volume of traffic of the aviation company concerned leads to the creation of bottlenecks or in any other way adversely affects previously concluded SLA contracts.

The Company reserves the right to amend, supplement, cancel or withdraw any of the incentives offered in the Mostar Airport Incentive Program at any time after giving notice in that regard.

The Company shall, upon each significant audit of the existing fees or the Incentive Program, submit a notice of at least six (six) months in advance.

The Company will support consultations and invite you to submit remarks on newly-made benefits or incentive program models within the given deadline.

ATTACHMENTS

Annex I.

Program of incentives for the Mostar Airports		
Operator name:		
Address for account submission:		
Bank account no:		
Name of the airline:		
Destination - ICAO airport code:		
Frequency of traffic (per week)		
All year round or seasonal		

Incentive program for:		
Aircraft type		
Aircraft capacity		
Start date		
Day of Traffic	STA in OMO local time	STD fom OMO local time
Monday		
Tuesday		
Wednesday		
Thursday		
Friday		
Saturday		
Sunday		
Contact person (name and surname)		

E-mail address:	
Telephone number:	

Fax number:	
Mobile number:	
Date of submission of request:	

*** All changes should be notified to the Mostar Airport**

- This "Open Call" for Contract Business Cooperation Agreement remains open until - 01. of March 2019 -

Mostar Airport Director : Marin Raspudić

