

Lugano Airport

L'Aeroporto della Svizzera italiana



ROUTE DEVELOPMENT INCENTIVE SCHEMES

Valid from autumn 2018

CONTEMPORARY MOBILITY: COMFORT, EXCELLENCE AND SPEED

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1. INTRODUCTION TO THE INCENTIVE SCHEMES

Lugano Airport SA is committed to encouraging airlines to operate new routes to/from Lugano Airport and to promote the continued development of the existing route network with a fair, transparent and non-discriminatory policy.

2. GENERAL TERMS AND CONDITIONS

- All incentives, except “new seasonal flight”, are available only if the airline operates the eligible flight on a continuous year around basis. The year around basis is described by operating a flight with weekly frequencies throughout a year (however ad hoc cancellations may occur due to external factors like weather & industrial action).
- The discounts will not be available for non scheduled flights.
- In order to take advantage of a discount, the flight operator must submit a request containing all relevant information at the end of each year of operation.
- Incentives will be credited by Lugano Airport SA, according to the percentage in the agreement letter and applied to the relevant revenue values.
- The allowance for any incentive scheme will be credited for each period of the operation during the subsequent period. The allowance will be credited against the invoices issued by the airport in the following month of eligibility.
- The discount is applied as a percentage reduction on relevant charges; details of these charges are set out in the document entitled “Tariff Regulation” available at www.luganoairport.ch or can be requested at commercial.mrkt@luganoairport.ch
- If, during the course of the incentive period, the operating airline changes the characteristics of or stops the initiative, Lugano Airport SA maintains the right to stop or revise the incentives according to the new situation.
- The incentive agreement is only in force when payment terms of standard invoices are respected and thus when no overdue exists. If the airline has arrears of payment, Lugano Airport SA will defer the issuance of the credit note until the outstanding debt is liquidated.
- Terms of payment for the invoices are 30 days.
- The incentive schemes cannot be combined; in case of eligibility for more than one scheme on the same route, then the scheme with the higher value will be applied.

3. ROUTE SUPPORT SCHEMES

3.1 INCENTIVE FOR NEW DESTINATIONS

CHARGES	Year 1	Year 2	Year 3
Landing charge	50%	40%	20%
Handling charge	50%	40%	20%
Parking charge	50%	40%	20%

Terms & Conditions:

“New destination” is an airport or airport system where no flights were operating to by any carrier from Lugano during the schedule period preceding the start date.

The new flight shall operate for at least one year with a minimum of three weekly frequencies (for 365 days from the first day of the flight).

An airline reinstalling a service to a destination which qualifies for this incentive is only eligible after 1 years of discontinuation of the given service (route).

In case of “codeshare” operation, if the “codeshare” partners operate their own planes, the allowance shall be provided to the partner having started the operation earlier, with its own planes. In the event that a “codeshare” flight is operated by only one company, but in the meantime – prior to the expiry of the allowance – another partner also launches flights to the same destination, that party shall not be entitled to receive that allowance.

3.2 INCENTIVE FOR NEW SEASONAL FLIGHTS

CHARGES	Year 1	Year 2	Year 3
Landing charge	30%	20%	10%
Handling charge	30%	20%	10%
Parking charge	30%	20%	10%

Terms & Conditions:

Seasonal flights are all flights that are operated in one schedule period, defined as at least 4 months per schedule.

New seasonal destination is a city where no flights were operating to or from Lugano by any carrier during the same schedule periods preceding the start date. If there is more than 1 airport in a city the airport will only qualify if it is not part of the given city’s airport network.

3.3 INCENTIVE FOR HOME BASED AIRCRAFTS

CHARGES	Year 1	Year 2	Year 3
Landing charge	50%	40%	20%
Handling charge	50%	40%	20%
Parking charge	100%	100%	100%

Terms & Conditions:

“Home based” is an airline basing at least one aircraft at Lugano Airport. An eligible airline must be operating all year round at Lugano Airport.