

Lugano Airport

L'Aeroporto della Svizzera italiana



ROUTE RATES & DEVELOPMENT INCENTIVE SCHEMES

Valid from summer 2020

CONTEMPORARY MOBILITY: COMFORT, EXCELLENCE AND SPEED

1 HANDLING RATES

The operator of an aircraft of the scheduled or charter traffic is due to pay a charge for the services issued by the Airport for every rotation (one arrival and one departure or vice versa).

Movements for instruction, technical reasons or empty flights are exempted from this charge.

Carriers interested in operating scheduled or charter flights from/to LUG should contact Lugano Airport SA to confirm the terms and conditions of the SGHA. Lugano Airport also operates by an incentive policy on airport charges for specific destinations.

For any further information please contact: commercial@luganoairport.ch

Flat rate charge in Swiss Francs for one rotation: arrival and departure

Below is a list (not exhaustive) of the handling charges applied by type of aircraft. For further information on aircrafts not present on the list please contact: commercial@luganoairport.ch

Class	MTOM (tons)	Official fare
1	0 to 3	0.-
2	3 to 4	220.-
3	4 to 6	380.-
4	6 to 10	460.-
5	10 to 16	590.-
6	16 to 24	890.-
7	24 to 35	990.-
8	35 to 40	1200.-
9	40 to 45	1420.-
10	45 to 50	1680.-

The ground handling contains the following main services:

- marshalling of aircraft to and from the parking position
- loading, unloading and transport of baggage
- transport of passengers by motor vehicle (on demand)
- general cleaning of passenger cabin of the aircraft
- stand-by of fire fighting services
- accompanying and assistance of passengers
- check-in operations

2 INTRODUCTION TO THE INCENTIVE SCHEMES

Lugano Airport 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.

3 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 by 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, 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.
- If, during the course of the incentive period, the operating airline changes the characteristics of or stops the initiative, Lugano Airport 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 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.

4 ROUTE SUPPORT SCHEMES

4.1 INCENTIVE FOR NEW DESTINATIONS

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

Terms and Conditions:

“New destination” is an airport or airport system included in Annex 5 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 2 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.

4.2 INCENTIVE FOR NEW SEASONAL FLIGHTS

CHARGES	Year 1	Year 2	Year 3
Landing Charges	25 %	20 %	10 %
Handling Charges	25 %	20 %	10 %
Parking Charges	25 %	20 %	10 %

Terms and Conditions:

Seasonal flights are all flights that are operated in one schedule period, defined as at least 5 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.

5 INCENTIVE FOR HOME BASED AIRCRAFTS

CHARGES	Year 1	Year 2	Year 3
Landing Charges	40 %	30 %	20 %
Handling Charges	40 %	30 %	20 %
Parking Charges	100 %	100 %	100 %

Terms and 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.