



MARSEILLE-PROVENCE AIRPORT INCENTIVE MEASURES APPLICABLE AS OF 1 NOVEMBER 2011

In order to optimise its existing facilities, Marseille-Provence Airport (MPA) wishes to encourage airlines already operating out of MPA, as well as new-comer airlines, to open new destinations and/or to increase their traffic levels and/or to park their aircraft in its parking facilities overnight.

The measures described hereunder are available to all airlines. They will be applied under reserve of meeting the conditions defined below.

1 – Free overnight parking

- **Principle**

Under reserve of meeting all of the conditions listed below, airlines are granted free parking between 10pm and 6am (local time) for aircraft that are parked for at least six consecutive hours within this time window.

- **Conditions**

This measure applies to passenger transport activities only.

To qualify, an aircraft must make at least 5 weekly frequencies throughout at least one IATA season.

By extension, this measure also applies to different aircraft used by the airline for an activity that satisfies the above conditions.

In all cases, a request specifically detailing the frequencies that have been scheduled must have been officially submitted by the carrier to the airport in advance.

If the above conditions are not met, the carrier will lose the benefits of the measure and will be invoiced for exonerated amounts.

2 – Incentive to create new routes

▪ Principle

If an air transport company creates a route that satisfies all of the conditions listed below and submits a request in advance, fees pertaining to the route in question will benefit from a sliding-scale reduction that is limited in time. For passenger routes, the sliding-scale reduction will apply to landing, runway lighting, parking and passenger fees. For cargo flights, the sliding-scale reduction will apply to landing, runway lighting and parking fees.

The reductions will be applied over a limited period of two years as follows:

	1 st year	2 nd year
Landing	60%	45%
Runway lighting	60%	45%
Parking	60%	45%
Passenger	40%	20%

▪ Conditions

To benefit from these reductions, the "new route" must satisfy all of the following conditions:

- The new route must operate at least once a week for a minimum of four consecutive months.
- The new route must be to an airport into which no flights operate on a regular basis when the route is created.
- The new route must be to an airport that is located at least 50km from any other airport into which flights already operate, or to an airport with a catchment area that is substantially different from that of an airport into which flights already operate (driving time between the 2 airports in question must be longer than 45 minutes).
- The new route must not have been operated during the previous eighteen months by the airline itself, one of its subsidiaries, or an airline belonging to the same group or with links such as a commercial agreement (notably a franchise, code sharing to the destination in question, etc).
- If the route is suspended for a season, the sliding-scale process will resume when the route is started up again - as if the route had not been suspended. I.e. The suspension period is included within the period of reduced fees.
- More generally, the period of reduced fees starts on the first day of operation of the new route. The sliding scale is applied on the anniversaries of the start-up date.

Throughout the period during which an air transport company benefits from the above reductions for operating a given destination, if one or more other companies were to decide to operate a flight to that same destination, it or they would benefit from the same measures within the limits of the time frame determined for the first company.

If a multi-sector route were to be opened, either linking Marseille-Provence Airport to a destination not sold out of Marseille (e.g.: Marseille-Lyon-New York) or to a destination already available out of Marseille (e.g.: Marseille-Réunion-Maurice), the reduction would be reduced by half.

If the above conditions are not met during the first two years of operation, the carrier will lose the benefits of the measure and will be invoiced for exonerated amounts.



3 – Incentive to increase traffic on existing routes

▪ Principle

Adjustments to fees for increasing traffic on an existing route apply for a maximum period of five years.

Such fee adjustments pertain to traffic increases achieved in year N by a scheduled airline that was already a client of Marseille-Provence Airport in year N-1.

Under reserve of satisfying the conditions listed below, the airline will be awarded credit of €1.5 per extra departing passenger checking in during year N (compared to year N-1).

- ⇒ Basis for calculating traffic growth: number of departing passengers carried by the airline to all of its destinations.
- ⇒ Triggers: number of aircraft movements + increase in number of departing passengers.

The amount generated by this incentive will be calculated for the entire year and then allocated to the airline in the month that follows the end of the annual period.

Annual periods for awarding this incentive will commence at the beginning of an IATA season, i.e. on 1 April or on 1 November each year.

The amount per twelve-month period is calculated as follows: local departing traffic in year N, minus local departing traffic in year N-1, multiplied by the coefficient €1.5.

▪ Conditions

To benefit from this price adjustment, the scheduled airline must satisfy all of the following conditions:

- Increase passenger traffic in year N compared to year N-1.
- Increase by 10% the number of its aircraft movements in year N compared to year N-1.
- To counter the impact of exceptional circumstances, traffic growth of at least 5% is required between year N-2 and year N.
- In the event of the merger or acquisition of airlines, the increase in traffic is obviously calculated on the basis of the total traffic carried by the airlines in question. The same applies in the event of one airline's routes being taken over by another airline within the same group.

N.B.

Charter flights are excluded from this measure, as is traffic that benefits from reduced fees in the name of a newly opened route. Therefore, traffic to new destinations departing from MPA that an airline may put in place will be deducted before the amount of the price adjustment is calculated.