



# Addendum to Commercial Policy for the Development of Network

## *PROGRAM FOR INCENTIVES*

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For the development of traffic of Bari, Brindisi, Foggia, Taranto airports  
through the start-up of new air routes

Project “ON CLOUD NINE” funded within  
INTERREG IPA CBC ITALY-ALBANIA-MONTENEGRO  
PROGRAMME 2014-2020

Aeroporti di Puglia S.p.A., pursuant to the Italian Ministry of Infrastructure and Transportation guidelines issued on October 2, 2014, and to “Operating Regulations” issued on December 23, 2014, by ENAC-Italian Civil Aviation Authority, with regard to transparency, fair competition and non-discriminating policies, within its mandate to foster enterprise initiatives, aims at promoting direct (point-to-point) domestic, international and inter-continental flights which, based on documented financial evaluations, may increase the development of its airports’ business and improve Puglia Region’s transport connections.

This development can be achieved through new direct intercontinental routes, connections to major European hubs, a greater number of short and medium-haul European and Mediterranean destinations, and through the reduction of the strong seasonal character of Apulian airports.

This document aims at making public, transparently and safeguarding equal opportunities for concerned carriers, the incentives Program that Aeroporti di Puglia S.p.A. intends to activate in view of the project “ON CLOUD NINE” funded by the INTERREG IPA CBC Italy-Albania-Montenegro 2014-2020 Programme.

## **Project targets**

Through the project, Aeroporti di Puglia S.p.A., within the countries of the INTERREG IPA CBC Italy-Albania-Montenegro, aims to achieve the following objectives:

- Increase in point-to-point connections, or the number of routes served;
- New point-to-point “Strategic” European and Mediterranean routes, of greatest interest for the airports of Bari, Brindisi, Foggia, Taranto, based on their own assessments of potential traffic demand.

## **Incentives**

Aeroporti di Puglia S.p.A., within its mandate of opening to free entrepreneurial initiative its incentives policy by selecting professional beneficiaries, has the right to identify carriers and distribute premiums, as well as additional incentives, related to the total number of passengers (new or additional) relevant to the routes subject to this agreement, according to the following conditions.

The maximum amount available is € 459,000.00 (excluding VAT if applicable).

At the following link the eligible areas in Albania, Montenegro and Italy: <https://www.italy-albania-montenegro.eu/programme/the-programme-in-a-nutshell>.

The period in which the incentives will be granted is from June 2019 to April 2022.

Upon signing the incentives agreements, the incentive amount will be granted taking into consideration the following:

- the number of routes established in the agreement and proposed in the comprehensive Development Program submitted by the carrier to Aeroporti di Puglia S.p.A. (hereafter “Development Program”);
- market’s penetration, that is the number of served routes by the new airport(s) to be connected, and identified by the carrier in the Development Program, thus proving its entrepreneurial capabilities on the specific market;
- the seasonal character of proposed routes in the Development Program;
- the type of aircraft that the carrier intends to use to carry out the Development Program.

## **Program Participation Requirements**

Aeroporti di Puglia S.p.A. will assign the program to Air Carriers possessing the necessary technical-organizational and financial-economical requirements, in order to duly carry out assigned activities. Interested operators must possess the requirements listed below, which must be fulfilled at the time of the offer:

- a. Air Service license and authorization issued by pertaining EU Member state, pursuant to EU Regulation n. 2407/92, as published in the European Union Official Journal on August 24, 1992, and updated by EU Regulation n. 1008/2008;
- b. Air Operator Certificate (AOC), or other similar certificate stating the authorization to operate as air carrier and issued by carrier’s Country of origin authorities.

In case the air carrier is not based in the European Union, appropriate requirements will be further evaluated.

The proposal may also be received from economic operators in the aeronautical and tourism sectors associated with a carrier that meets the abovementioned requirements.

## **Application Instructions**

Interested air carriers must submit their expression of interest, including a written proposal with a description of air routes. In order to comply with fair competition policies, please be advised that proposals related to the same routes will be compared and evaluated in order to assess the best offer. The proposal must be submitted together with a business plan proving the effective profitability of the air routes for both parties. As regards not yet operated “point-to-point” domestic and international routes, and/or new flights through already operating ones, which may produce improved connections and increased passengers volumes to and from Apulian airports, there shall be the application of general and economical requirements as mandated by the European Commission Communication “Guidelines on State Aids to Airports and Airlines” (2014/C 99/03), published in the European Union Official Journal, issue C99/3, April 4, 2014, as well as the Guidelines of the Ministry of Infrastructure and Transport of 16.08.2016.

The expression of interest must be submitted by electronic and certified email to Aeroporti di Puglia S.p.A. to this address: [ufficioprotocollo@pec.aeroportidipuglia.it](mailto:ufficioprotocollo@pec.aeroportidipuglia.it)

In case of application from abroad, the economic operator without a certified e- mail system, may send its application via Fax to the following number: 0039 080 5800225, to the attention of: "Ufficio Protocollo di AdP." and to this address : [adpsvilupponetwork@aeroportidipuglia.it](mailto:adpsvilupponetwork@aeroportidipuglia.it)

Interested companies, by submitting their expression of interest, hereby agree to processing of personal data according to Italian Legislative Decree D. Lgs. 196/2003 for the duration of the scrutiny operations. It is hereby stated that Air Carriers, by simply submitting their expression of interest, may not lay claims, nor call for any right or preference regarding the attainment of incentives. Aeroporti di Puglia S.p.A. retains the right to assign incentives, with reference to routes for which no offer has been submitted, to air carriers who have expressed their interest also in other air routes, which may be in the interest of this Company.