

FRAPORT TAV ANTALYA AIRPORT
MARKETING SUPPORT PROGRAM - LONG-HAUL

1. Objective of the Program

Fraport TAV Antalya Airport Management has decided to support its partners that would help the airport to mutually achieve lucrative operations and transform Antalya Airport into a regional hub by operating long-haul flights. The main goal is to serve direct flights to/from unserved destinations.

It is believed that the program offered would be a vital importance in the success of long-haul operations and the rewarding mechanism is highly generous to support the applicants with the maximum outcome which will participate the program.

2. Program Outline

The program offers a retrospective rebate of the Passenger Service Charge* for approved long-haul routes. The rebate will be awarded to eligible Airlines/Outbound Tour Operators (unless partnering Incoming Agency does not claim the corresponding marketing support) based on the following scheme:

Year	Rebate per Departing International Passenger**
1	10 EUR for the first 12 months
2	5 EUR for the subsequent 12 months

Non-commercial passengers (passengers not subject to passenger service charge) like crew and infants are excluded.

The long-haul flights has to be operated from a country which is not served before the date 01.09.2018. First five routes to be operated from the unserved country will be rewarded with the long-haul support. The route has to be terminated at an airport which is greater than 2,500 nautical miles from Antalya Airport.

The requirement for the minimum number of long-haul flights is 10 departures in a year. The rebate will be effective if and only the carrier operates minimum 10 long-haul departures in 365 days (the starting date of Year 1 of the program will be the date of the first departure). The marketing support program will continue for Year 2 only when the carrier operates minimum 10 long-haul departures in the second year as well.

In the event that the minimum requirement for the number of flights has not been met in Year 1 and/or Year 2 of the program, the applicant will not qualify for any rebates for the respective years.

The rebate could be qualified either by solely an airline or solely by an outbound tour operator/incoming agency or by a group of participants consisting of a certain number of partners who carry out the operation together.

** Passenger Service Charge for Antalya Airport is under the sole control of DHMI and published in scope of PPP projects put out to tender by again DHMI.*

*** (18%) VAT included.*

At the end of each year of the program, qualified applicants will be informing the number of seats (for international flights departing from Antalya Airport) sold by each partnering organization of the long-haul operation. The total rebate will represent the total number of international seats sold in a program year. Each partner will be qualified for a rebate proportional to the number of seats sold by themselves. The total number of seats sold (which means the total number of departing international passengers) has to be confirmed by Antalya Airport data. If the presented numbers differ from Antalya Airport data and do not represent the actual numbers, none of the partners will be qualified for any rebates.

The maximum total rebate amount of the whole program (including both Year 1 and Year 2) is 500,000 EUR. If the applicant qualifies for the total maximum rebate in Year 1, the applicant will be exempt from any rebates for Year 2 for the respective route.

3. Terms

- i) The program is designed to support fresh long-haul operations for a period of two years. Antalya Airport has the right to run the marketing support program for the upcoming years and remains the sole authority to change the terms and the content of the program.
- ii) Antalya Airport reserves the right to change the maximum amount of rebate to be paid to a single applicant. Additionally, Antalya Airport will be able to cap the total amount of overall marketing support to be paid to all eligible applicants.

4. Eligibility

- i) The program will apply to applicants which operate with aircrafts with a minimum seat capacity of 40 passenger seats.
- ii) The program will apply to applicants which submit to the program latest one month before the first departure of the eligible long-haul flights through the submission link that will be published online in the website of Fraport TAV Antalya Airport.
- iii) If two or more applicants apply to the program for the exact same routes but for operations of different carriers, the rebate will be qualified only by the first applicant that has been submitted through the submission link that will be published online in the website of Fraport TAV Antalya Airport for the subject long-haul flights.
- iv) The program will apply or continue to apply only as long as:
 - a. the qualifying criteria for the program are met,
 - b. the applicant is fully compliant with Antalya Airport charges, including the Terms and Conditions,
 - c. invoices for all airport charges and any other fees or costs incurred by Antalya Airport in respect of any services provided by Antalya Airport to the applicant are duly paid (including adhering to credit terms in respect of all Antalya Airport invoices, unless Antalya Airport, in its absolute discretion, shall otherwise determine),
 - d. any amounts determined as due to Antalya Airport as part of the outcome of any legal process are paid; and
 - e. all other contractual agreements in existence between an applicant and Antalya Airport are adhered to in full and all applicable license agreements and other commercial arrangements are completed, signed off and are being adhered to in full.

Where an applicant is found to be in breach of the above requirements, Antalya Airport reserves the right to proportionately reduce the level of rebate or cancel the rebate otherwise due under the program.

5. Application Procedure

- i) In order to apply for the marketing program, applicants must fill in the Application Form published in the official website of Antalya Airport. Once complete, the applicant must submit the form through the webpage.
- ii) An applicant whose submission has been accepted under the terms and conditions of the program will receive an electronic Approval Letter for the Long-Haul Marketing Program from the Director, Head of Commercial and Marketing of Fraport TAV Antalya Airport. No applicant is considered approved for support under the program until it has received the Approval Letter.

6. Financial Conditions

- i) Applicants will be invoiced at standard airport charge levels as published in the official website of Antalya Airport.
- ii) Payments to Antalya Airport shall be made in full without deductions. Without the express written consent of Antalya Airport, the applicant shall not be entitled to make any off-set against or deduction from the charges invoiced, in respect of any claim that an applicant may have against Antalya Airport or otherwise. In such an event, the respective marketing support will not be possible.
- iii) The method and the timing of payment of the confirmed marketing support will be at the discretion of Antalya Airport. The confirmed amount of marketing support shall only be payable to the applicant in the event of a zero overdue debt.
- iv) The rebate process will take place in 30 days after each year of the program. Applicants must apply for the deserved rebates in this period. Any application after 30 days of each program year will be rejected and will not be qualified for any payment.
- v) Long-haul marketing program support will be made to the Carrier that Antalya Airport invoices for the operation. In the event of codeshare agreements, Antalya Airport will rebate the party that receives the invoices and is not responsible for any subsequent re-distribution of the rebate or resolving in any way any dispute that may arise in this regard.
- vi) Marketing support cannot be netted by the applicant against amounts owed to Antalya Airport.
- vii) For the avoidance of doubt the rebate do not include the any charge such as aircraft parking charge, air bridge use charge, or any other charges except the Passenger Service Charge.

7. General Conditions

- i) Antalya Airport will complete periodic reviews of the program and reserves the right to withdraw the program or amend the terms and conditions document at any time in respect of any qualifying individual applicant.
- ii) If Antalya Airport makes any revision, it shall publish the revised program on its website. Applicants should refer on a regular basis to the Antalya Airport website to be aware of any changes made to the Scheme.

8. Contact Details

If you have any queries regarding the program or any of the terms and conditions, please contact:
egemen.ates@antalya-airport.aero