

ZADAR AIRPORT INCENTIVE SCHEME

2021 - 2025



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Zadar Airport offers a package of incentives to all qualifying airlines on a transparent and non-discriminatory basis. The incentive scheme has the aim to encourage airlines to operate new routes to/from Zadar Airport, to promote the sustainable development of route network and to increase the volume of passengers. The incentive scheme also has a specific aim to better align airport's strategic development goals and airline scheduling and network planning decisions.

The incentives are not applicable for non-scheduled flights. If the operating airline changes the characteristics of, or stops the initiative during the course of the incentive period, Zadar Airport has the right to stop or revise the incentives according to the new situation.

As of January 1st 2021, Zadar Airport will introduce the incentive schemes described below. Airlines already enrolled in the incentive schemes previously granted will continue benefiting until the expiration of their respective scheme. Airlines already benefiting from a particular scheme cannot switch to one of the new schemes for the same operation.

Zadar Airport reserve the right to change any term or condition of these schemes, withdraw or replace any of the schemes, at any time at its absolute discretion, by way of notification on its website.

1. Passenger volume based incentive scheme

Discount scheme shall be applied as per tables below for each airline, according to the number of total passengers delivered per annum. The route must operate with a minimum of 20 consecutive flights for a minimum of 10 consecutive weeks. Calculation of incentives received will be made at the end of each year.

1) 0 – 5.000 PAX

YEAR 1	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	15%	0%	0%	0%	20%	20%
YEAR 2	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	10%	0%	0%	0%	20%	20%
YEAR 3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	5%	0%	0%	0%	20%	20%

2) 5.001 – 20.000 PAX

YEAR 1	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	30%	0%	0%	0%	20%	20%
YEAR 2	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	20%	0%	0%	0%	20%	20%
YEAR 3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	10%	0%	0%	0%	20%	20%

3) 20.001 – 50.000 PAX

YEAR 1	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	40%	20%	0%	0%	30%	30%
YEAR 2	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	40%	10%	0%	0%	30%	30%
YEAR 3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	40%	0%	0%	0%	30%	30%

4) 50.001 – 80.000 PAX

YEAR 1	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	50%	30%	0%	0%	60%	60%
YEAR 2	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	50%	20%	0%	0%	60%	60%
YEAR 3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	50%	10%	0%	0%	60%	60%

5) 80.001 – 120.000 PAX

YEAR 1	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	50%	40%	0%	0%	60%	60%
YEAR 2	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	50%	30%	0%	0%	60%	60%
YEAR 3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	50%	20%	0%	0%	60%	60%

6) 120.001 – 200.000 PAX

YEAR 1	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	60%	50%	0%	0%	80%	70%
YEAR 2	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	60%	40%	0%	0%	80%	70%
YEAR 3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	60%	30%	0%	0%	80%	70%

7) 200.001 <

YEAR 1-3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	70%	60%	0%	0%	80%	70%

2. New destination incentive

Airline that establishes a new scheduled destination from/to ZAD shall be entitled to discount on passenger service charge for that specific route as per table below. This incentive will be applied only to international departing passengers.

YEAR 1	1,00 EUR per international departing passenger
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A new destination is a destination served by an airline that, at the time of the start-up of the route, has not been served from Zadar Airport for the last twelve (12) months as a regular operation. The new route shall expand the network coverage from Zadar Airport.

The incentive scheme only applies to scheduled commercial flights made available to public ticket purchases. There must be a new direct route which means a route with at least two (2) weekly departures between two destinations where there is not already a route. The route must operate with a minimum of 20 consecutive flights for a minimum of 10 consecutive weeks. If two or more Carriers apply for this incentive, Zadar Airport will approve incentive to the Carrier who starts its operations first. This incentive will be added to the original discount scheme from article 1.

3. New carrier incentive

The following incentive system is applicable to a new carrier that starts operations at Zadar Airport. Minimum of 20 rotations in one calendar year is required to receive following discounts on Landing charge. This incentive can not be added to the original discount scheme from article 1.

YEAR 1	30%
YEAR 2	25%
YEAR 3	20%

4. Incentive for additional frequencies on current routes

An incentive amount based on the table below will be offered to current carriers that are increasing overall capacity to Zadar Airport by introducing additional frequencies on currently operated routes. This incentive will apply only for the carriers who do not use PSO.

YEAR 1	1,00 EUR/ departing passenger
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The airline applying for the new frequency/ies shall add at least two (2) new weekly frequency to any of the existing destinations. The route must operate with a minimum of 20 consecutive flights for a minimum of 10 consecutive weeks.

New frequencies launched by airlines to currently served destinations will be compared as per IATA equivalent seasons (summer vs. summer, winter vs. winter) or equivalent period of the previous year. Incentive amount will be approved to the departing passengers on the mentioned additional flight/s. This incentive will be added to the original discount scheme from article 1.

5. Based aircraft incentive

Zadar Airport will offer 100% discount on parking service for the based aircraft.

This incentive is only valid for carriers which operate scheduled flights from Zadar Airport. The based aircraft shall use ZAD for overnight stay and carrier shall start its morning operations from Zadar Airport. Minimum number of total passengers required to achieve this incentive is 30.000 in one calendar year. This incentive will be added to the original discount scheme from article 1.

6. IATA winter season incentive

Airline that establishes an international route from/to ZAD during IATA winter season shall be entitled to additional discounts to airport charges as follows:

YEAR 1-3	LANDING	PAX	SEC. CH.	PRM. CH.	CITH	CIRH
	100%	80%	0%	0%	100%	100%

In order to receive this incentive, flight period must exceed 3 months. This incentive can not be added to the original discount scheme from article 1.

7. Passenger Load factor incentives (on a yearly basis)

Passenger Load factor	Discount
90,00% - 93,00%	5% on passenger service charge
93,01% - 100,00 %	10% on passenger service charge

The incentive shall be credited after the end of each IATA season. Zadar Airport will inform in December of each year whether the airline has met the conditions of the incentive scheme from article 1. and inform it of the amount (related to the previous IATA season) that will be credited to the airline at that time. This incentive will be approved and calculated on passenger service charge.

8. Long-Haul New Route Support Scheme

For routes operating on a year round or seasonal basis, annual discounts of 75% (year 1), 50% (year 2) and 35% (year 3) on passenger charges and aircraft parking charges over three years. For routes operating on a seasonal basis, seasonal discounts of 70% (year 1), 45% (year 2) and 30% (year 3) on passenger charges and aircraft parking charges over three years.

Long Haul Destinations are all destinations over 4.000 km of non stop flight from Zadar Airport.

9. Cargo flights

The incentive is calculated on the landing and take-off charges and aircraft parking charges.

The following incentive system is applicable to cargo flights:

YEAR 1	50%
YEAR 2	40%
YEAR 3	30%

