



TARIFF INCENTIVES 2009



المكتب الوطني للمطارات
Office National Des Aéroports



TARIFF INCENTIVES 2009

ONDA's tariff policy, while adhering to the principle of nondiscrimination towards airline companies, has aimed since 2005 at supporting :

- The creation of new international air routes (regular and charter flights)
- The increase of flight frequencies to Morocco
- The development of Casablanca Mohammed V Airport as a regional hub
- The encouragement of domestic routes development

Thus, in 2009, and in addition to the measures already taken in 2007, the new tariff incentives, with respect to airline companies, foresees new air traffic development encouragement measures, in particular night and domestic charter flights traffic.

These Tariff incentives are not cumulative



Charter Traffic





Charter Traffic

POINT-TO-POINT ROUTES

- 50% on passenger fees.
- 50% on approach fees.
- 50% on landing fees.

Applicability conditions :

- The measure is valid until the end of 2012.
- The line should not be served by any regular routes during the concerned season.
- The carrying out of at least 19 services during winter season and 28 during summer season. A credit note will then be issued to companies meeting this condition.
- All Moroccan airports are concerned except Casablanca Mohammed V.

INCREASES IN THE NUMBER OF PASSENGERS

- 50% on passenger fees.

Applicability conditions :

- The measure is valid until the end of 2012.
- Transport of at least 1500 additional passengers during winter season and an additional 2300 during summer season. A credit note will then be issued to companies meeting this condition.
- This measure applies to increases of carried passengers compared to the previous year.
- All Moroccan airports are concerned except Casablanca Mohammed V.



Regular traffic



Regular traffic

DEVELOPMENT OF THE PROXIMITY TRAFFIC

To develop the traffic originating from destinations nearby Morocco (Canary Islands, south of France, south of Spain and Portugal, etc.). This incentive is applicable to the flights operated by aircrafts with tonnage lower than 50 tons on all point-to-point routes to Morocco.

50% on landing fees for the aircrafts of less than 50 tons

Applicability Conditions :

- Valid measures until the end of 2012.
- All airports are concerned including Casablanca Mohammed V, Marrakech Menara and Agadir Al Massira.
- Regular commercial flights
- Minimal frequency : 2 frequencies per week

NEW ROUTES CREATION AND INCREASE IN FREQUENCIES.

1- Creation of routes and frequencies from Europe to Rabat-Salé airport :

Additional frequencies : -100% passenger fees

New routes :
-100% passenger fees
-100% Approach fees
-100% landing fees



Applicability Conditions :

- Valid measures until the end of 2012.
- Frequency/route exploitation during at least two consecutive seasons. Airline companies having operated a minimum of 19 frequencies during winter season and 28 during summer season will then be granted a credit note.

2- Creation of routes and frequencies connecting Mohammed V airport to various countries of Africa and Middle-East :

Additional frequencies: -50% passenger fees

New routes :
-50% passenger fees
-50% Approach fees
-50% landing fees

Applicability Conditions :

- Valid measures until the end of 2012
- Exploitation of the frequency/route for at least two consecutive seasons. Airline companies having operated a minimum of 19 frequencies during winter season and 28 during summer season will be granted a credit note.



3- Applicable to all Moroccan airports including Marrakech Menara and Agadir Al Massira on point-to-point routes by distinguishing additional frequencies and new routes :

Additional frequencies :	-50% passenger fees
New routes :	-50% passenger fees -50% Approach fees -50% landing fees

Applicability Conditions :

- Valid measures until the end of 2012
- All Moroccan airports are concerned except Casablanca Mohammed V.
- Frequency/route exploitation during at least two consecutive seasons. Airline companies having operated a minimum of 19 frequencies during winter season and 28 during summer season will be granted a credit note.



Large Accounts and Volumetric Incentive Policy





Large Accounts and Volumetric Incentive Policy

LARGE ACCOUNTS POLICY (global area network)

Mvts per year	Discount (%)
25.000	5
40.000	10
50.000	15
75.000	17,5
100.000	20

Applicability Conditions :

- Measures valid until the end of 2012
- Concerned Airports: All Moroccan airports.
- Concerned fees : «Landing», «Parking», «Runway Lights», «Boarding Bridges» and «Approach».

VOLUMTRIC INCENTIVE

This incentive aims at encouraging airline companies to increase flights volumes at each airport.

Mvts per week	Discount (%)
2	2
3-5	6
6-9	12
10-13	18
14-17	25
18-21	33
22-25	43
26-29	55
≥ 30	60

Applicability Conditions :

- Measures valid during five years and until the end of 2012
- Concerned Airports: All airports except Mohammed V, Marrakech and Agadir.
- The rates «large accounts» and «volumetric incentives» are not cumulative.
- Concerned fees: Passenger, Landing, Runway lights and Safety.



Night Traffic Regular and Charter Flights



Night traffic

Applicable to commercial traffic on point-to-point routes operating between midnight and 6 a.m. (local time).

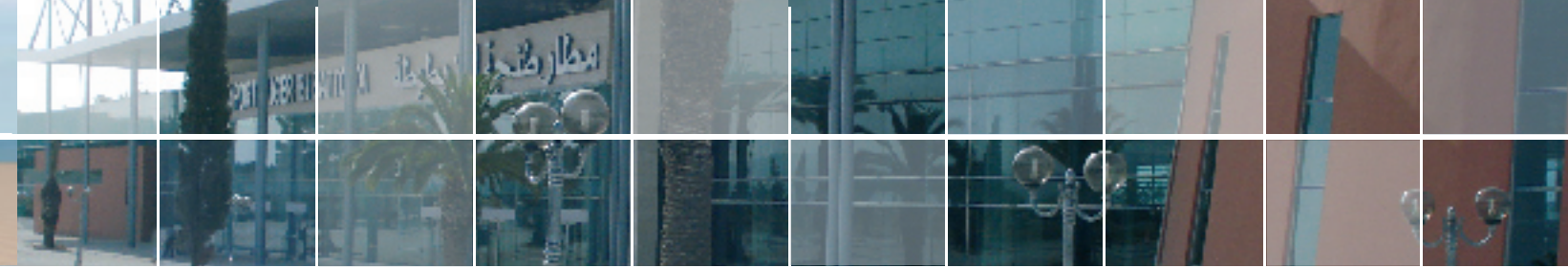
- 100% on the runway lights fee.
- 100% on the parking fee.
- 50% on the approach fee.
- 50% on the landing fee.

Applicability Conditions :

- Valid measures until the end of 2012.
- All Moroccan airports are concerned except Casablanca Mohammed V.
- The hours taken into account are the scheduled timetables
- For any departure or arrival before or beyond these hours, the ongoing normal fees become applicable.



Hub Traffic at Casablanca Mohammed V airport



Hub Traffic

These measures are applicable to connecting passengers and are based on the principle of non-double taxing passengers. Discount rates applied to the ongoing tariffs at Casablanca Mohammed V airport are defined in the following table :

Domestic – International Passengers	Moroccan Spots	Casa Hub	Foreign Spots
Passenger fee	- 100%	- 50%	-
Safety fee	0%	- 100%	-
Domestic – Domestic Passengers	Moroccan Spots	Casa Hub	Moroccan Spots
Passenger fee	- 100%	- 100%	-
Safety fee	0%	- 100%	-
International – Domestic Passengers	Foreign Spots	Casa Hub	Moroccan Spots
Passenger fee	-	- 50%	-
Safety fee	-	0%	-
International – International Passengers	Foreign Spots	Casa Hub	Foreign Spots
Passenger fee	-	- 50%	-
Safety fee	-	0%	-



Domestic traffic



Domestic traffic

DOMESTIC POINT TO POINT AIRLINES DEVELOPMENT

To contribute to the domestic traffic development, ONDA foresees, starting in 2009, the complete exoneration of the purely domestic commercial traffic not including passengers using domestic flights the need of continuation on international flights.

Exemptions relate to :

- 100% on passenger fees
- 100% on landing fees.
- 100% on approach fees.
- 100% on parking fees.
- 100% on runway lights fees.
- 100% on boarding bridges fees (2 hours).

Applicability Conditions :

- Valid measures until the end of 2012.
- All Moroccan airports are concerned except Casablanca Mohammed V airport, but including Benslimane airport.



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