

# Tariff incentives scheme for Moroccan Airports

Available from the October 1<sup>st</sup>, 2015  
to September 30<sup>th</sup>, 2018



المكتب الوطني للمطارات  
Office National Des Aéroports

# The Moroccan Airports Classification

## Moroccan airports Map



## Classification

<b>Airports of Casablanca and Rabat area (3)</b>	<b>Casablanca</b> Morocco's main airport.	
	<b>Rabat</b> Morocco capital's airport.	
	<b>Benslimane</b> Second airport of the Casablanca region.	
<b>International airports (16)</b>		<b>Consolidated</b> <b>Marrakesh</b> Morocco's main tourist Airport
		<b>Agadir</b> Morocco's second tourist Airport
		<b>Fez, Nador, Oujda, Tangier</b> Airports with great potential of international traffic
		<b>Emergents</b> <b>Al Hoceima, Beni Mellal, Dakhla, Errachidia, Essaouira, Guelmim, Laâyoune, Ouarzazate, Tan-Tan, Tétouan</b> Emergent airports
<b>National airports (6)</b>	<b>Bouarfa, Ifrane, Taroudant, Taza, Tit Mellil, Zagora</b>	

# Airports Tariffs Incentives Policy

## ■ Incentive goals and Eligibility requirements

### Incentive goals

- **Stimulate the international air traffic to support achieving «Vision 2020» goals :**
  - Promote new international routes creation.
  - Increase international flight frequencies on existing routes.  
Retain airlines operating in Morocco and stimulate their growth.
  - Facilitate the entry of new airlines in Morocco.
  - Facilitate the access of new airline companies to Morocco, particularly on the destinations with tourist vocation.
  - Encourage new air bases creation within the Moroccan airports excluding Casablanca and Rabat airports.
- **Strengthen the position of Mohammed V Airport as a regional hub and a reference airport.**
- **Support the development of domestic air services.**

### Eligibility requirements

- Incentives are offered to airlines fulfilling requirements.
- Only large accounts incentive and volumetric per airport incentive are not cumulative,
- In terms of this incentives scheme, the year consists on two seasons : Summer season (April to September) and Winter season (October-March).
- This incentives scheme will be operational from the October 1st, 2015 to September 30th, 2018.



# Synthesis of the airports tariff incentives

## ■ Tariff airport Incentives

- Large accounts incentives
- Volumetric per airport incentive
- New routes incentives
- New frequencies or additional frequencies incentives
- New charter routes incentives
- HUB incentives
- New air base incentives Creation
- Domestic incentives



# Incentives of « Large accounts »

<b>Measure :</b>	<b>Large accounts</b>														
<b>Objectives :</b>	Stimulate the growth of the passengers' traffic across the Moroccan airports' network and reward the loyalty of airlines														
<b>Discounts</b>	<b>Conditions</b>														
<ul style="list-style-type: none"> <li>The discount depends on the total number of international passengers carried (arrivals and departures) by an airline in all Moroccan airports during a season.</li> </ul> <table border="1"> <thead> <tr> <th>Passengers</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>0 – 100.000</td> <td>0%</td> </tr> <tr> <td>100.001 – 250.000</td> <td>6%</td> </tr> <tr> <td>250.001 – 500.000</td> <td>12%</td> </tr> <tr> <td>500.001 – 1.000.000</td> <td>18%</td> </tr> <tr> <td>1.000.001 – 2.000.000</td> <td>36%</td> </tr> <tr> <td>≥ 2.000.001</td> <td>42%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges of:             <ul style="list-style-type: none"> <li>Passenger,</li> <li>Landing,</li> <li>Parking,</li> <li>Lighting,</li> <li>Boarding Bridges,</li> <li>Terminal charge (Approach).</li> </ul> </li> </ul>	Passengers	Discount	0 – 100.000	0%	100.001 – 250.000	6%	250.001 – 500.000	12%	500.001 – 1.000.000	18%	1.000.001 – 2.000.000	36%	≥ 2.000.001	42%	<ul style="list-style-type: none"> <li>The discounts are applicable to the total of carried international passengers and operated movements related to an airline's international connections from or to all the Moroccan airports, except the airport of Rabat. However, Rabat airport's passengers are countable through the airline's total traffic,</li> <li>The discount is applicable to the total number of passengers carried during a season.</li> <li>"Large accounts" incentive is not cumulative with "volumetric per airport" incentives.</li> <li>The airlines that receive incentives "Large accounts" can also benefit from incentives related to "new routes" or "new frequencies / additional frequencies."</li> </ul>
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1.000.001 – 2.000.000	36%														
≥ 2.000.001	42%														

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# Incentives « Volumetric per airport »

<b>Measure :</b>	<b>Volumetric per airport – Airports of Marrakesh and Agadir</b>																												
<b>Objective :</b>	Stimulate the traffic growth between Marrakesh or Agadir airports and Europe and reward the loyalty of airlines																												
<b>Discounts</b>	<b>Conditions</b>																												
<ul style="list-style-type: none"> <li>The discount is applied depending on the average number of weekly international movements (arrivals and departures) at each airport during a season.</li> </ul>	<ul style="list-style-type: none"> <li>Discounts are applicable to the total of carried international passengers and operated movements, related to an airline's international connections from or to the European market by or to The airports of Marrakesh and Agadir,</li> </ul>																												
<table border="1"> <thead> <tr> <th>Movements per week</th> <th>Discount Marrakesh</th> <th>Discount Agadir</th> </tr> </thead> <tbody> <tr> <td>0 – 9</td> <td>0%</td> <td>0%</td> </tr> <tr> <td>10 – 13</td> <td>0%</td> <td>5%</td> </tr> <tr> <td>14 – 17</td> <td>0%</td> <td>10%</td> </tr> <tr> <td>18 – 21</td> <td>0%</td> <td>15%</td> </tr> <tr> <td>22 – 25</td> <td>5%</td> <td>20%</td> </tr> <tr> <td>26 – 29</td> <td>7%</td> <td>25%</td> </tr> <tr> <td>30 – 49</td> <td>9%</td> <td>30%</td> </tr> <tr> <td>≥ 50</td> <td>12%</td> <td>35%</td> </tr> </tbody> </table>	Movements per week	Discount Marrakesh	Discount Agadir	0 – 9	0%	0%	10 – 13	0%	5%	14 – 17	0%	10%	18 – 21	0%	15%	22 – 25	5%	20%	26 – 29	7%	25%	30 – 49	9%	30%	≥ 50	12%	35%	<ul style="list-style-type: none"> <li>The discount is applicable to the average number of weekly international movements made during a season for every airport. The Average weekly movements are calculated by taking the quotient of the season's total movements by the season's number of weeks (26).</li> <li>"Large accounts" incentive is not cumulative with "volumetric per airport" incentives.</li> <li>Airlines receiving incentives "Volumetric per airport " can also benefit from incentives related to "new routes" or "new frequencies / additional frequencies."</li> </ul>	
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# Incentive « Volumetric per airport »

<b>Measure :</b>	<b>Volumetric per airport – Other airports</b>																					
<b>Objective :</b>	Stimulate the traffic growth between Moroccan airports and Europe and reward the loyalty of airlines																					
<b>Discounts</b>	<b>Conditions</b>																					
<ul style="list-style-type: none"> <li>The discount is applied depending for the average number of weekly international movements (arrivals and departures) at each airport during a season.</li> </ul> <table border="1"> <thead> <tr> <th>Movements per week</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>2</td> <td>2%</td> </tr> <tr> <td>3 – 5</td> <td>8%</td> </tr> <tr> <td>6 – 9</td> <td>16%</td> </tr> <tr> <td>10 – 13</td> <td>24%</td> </tr> <tr> <td>14 – 17</td> <td>33%</td> </tr> <tr> <td>18 – 21</td> <td>44%</td> </tr> <tr> <td>22 – 25</td> <td>57%</td> </tr> <tr> <td>26 – 29</td> <td>72%</td> </tr> <tr> <td>≥ 30</td> <td>79%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges : <ul style="list-style-type: none"> <li>• Passenger,</li> <li>• Parking,</li> <li>• Landing</li> <li>• Lighting.</li> </ul> </li> </ul>	Movements per week	Discount	2	2%	3 – 5	8%	6 – 9	16%	10 – 13	24%	14 – 17	33%	18 – 21	44%	22 – 25	57%	26 – 29	72%	≥ 30	79%	<ul style="list-style-type: none"> <li>Discounts are applicable to the total of carried international passengers and operated movements, related to an airline's international connections from or to the European market with the following airports: <ul style="list-style-type: none"> <li>• Al Hoceima,</li> <li>• Beni Mellal,</li> <li>• Dakhla,</li> <li>• Essaouira,</li> <li>• Errachidia,</li> <li>• Fez,</li> <li>• Guelmim,</li> <li>• Laâyoune,</li> <li>• Nador,</li> <li>• Ouarzazate,</li> <li>• Oujda,</li> <li>• Tan-Tan,</li> <li>• Tangier</li> <li>• Tétouan.</li> </ul> </li> <li>The discount is applicable to the average number of weekly international movements made during a season for every airport. The Average weekly movements are calculated by taking the quotient of the season's total movements by the season's number of weeks (26).</li> <li>"Large accounts" incentive is not cumulative with " volumetric per airport" incentives.</li> <li>Airlines receiving incentives "Volumetric per airport " can also benefit from incentives related to "new routes" or "new frequencies / additional frequencies."</li> </ul>	
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≥ 30	79%																					



# Incentives « new routes »

<b>Measure :</b>	<b>New routes - Airport of Casablanca</b>									
<b>Objective :</b>	Stimulate the creation of new routes between Casablanca airport with Africa, Maghreb, Middle East, America and Asia									
<b>Discounts</b>	<b>Conditions</b>									
<ul style="list-style-type: none"> <li>Discounts concern the new route's creation following seasons.</li> </ul> <table border="1"> <thead> <tr> <th>Season</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>1<sup>st</sup> season</td> <td>60%</td> </tr> <tr> <td>2<sup>nd</sup> season</td> <td>55%</td> </tr> <tr> <td>3<sup>rd</sup> season</td> <td>50%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges :                             <ul style="list-style-type: none"> <li>• Passenger,</li> <li>• Landing,</li> <li>• Terminal charge (Approach).</li> </ul> </li> </ul>	Season	Discount	1 <sup>st</sup> season	60%	2 <sup>nd</sup> season	55%	3 <sup>rd</sup> season	50%	<ul style="list-style-type: none"> <li>The Discount is applied to new international routes from or to Africa, Maghreb, Middle East, America and Asia to the airport of Casablanca.</li> <li>A route is considered "new" if it has not been operated by any regular flights during the previous consecutive two seasons. Moreover, the concerned foreign airport should not be in an airport system already served by the same Moroccan airport.</li> <li>In order to obtain this incentive, the route must be operated for at least two seasons, with a minimum of 19 frequencies in winter and 28 frequencies in summer .</li> <li>In order to receive this incentive, the total number of movements of the company in the Moroccan airport concerned, must be equal to or superior to the previous two consecutive seasons' number of movements.</li> <li>If another airline decides to operate this new route during or within the 12 months following the launch of the new route , it will also be allowable to receive the same discount with the same conditions, during the period in which the incentive is valid for the first airline that started the road. This measure is not applicable if the two airlines belong to the same group.</li> <li>Airlines with "large accounts" incentives can also apply for incentives related to "new routes". Nevertheless, flights concerned by the incentive "new routes" are not eligible to "Large accounts" incentives.</li> </ul>	
Season	Discount									
1 <sup>st</sup> season	60%									
2 <sup>nd</sup> season	55%									
3 <sup>rd</sup> season	50%									

# Incentives «new routes»

<b>Measure :</b>	<b>New routes – Airports of Marrakesh and Agadir</b>								
<b>Objective :</b>	Stimulate the creation of new routes between Marrakesh and Agadir airports with Europe, Middle East, America and Asia.								
<b>Discounts</b>	<b>Conditions</b>								
<ul style="list-style-type: none"> <li>Discounts concern the new route's creation following seasons.</li> </ul> <table border="1" data-bbox="112 493 364 754"> <thead> <tr> <th>Season</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>1<sup>st</sup> season</td> <td>80%</td> </tr> <tr> <td>2<sup>nd</sup> season</td> <td>75%</td> </tr> <tr> <td>3<sup>rd</sup> season</td> <td>70%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges:                             <ul style="list-style-type: none"> <li>• <b>Passenger,</b></li> <li>• <b>Landing</b></li> <li>• <b>Terminal charge (Approach).</b></li> </ul> </li> </ul>	Season	Discount	1 <sup>st</sup> season	80%	2 <sup>nd</sup> season	75%	3 <sup>rd</sup> season	70%	<ul style="list-style-type: none"> <li>The discount is applied to new international routes from or to Europe, Middle East, America and Asia to the airports of Marrakesh and Agadir .</li> <li>A route is considered new if it has not been operated by any regular flights during the previous consecutives two seasons. Moreover, the concerned foreign airport should not be in an airport system already served by the same Moroccan airport.</li> <li>In order to obtain this incentive, the route must be operated for at least two seasons, with a minimum of 19 frequencies in winter and 28 frequencies in summer .</li> <li>In order to receive this incentive, the total number of movements of the company in the Moroccan airport concerned, must be equal to or superior to the previous two consecutive seasons' number of movements.</li> <li>If another airline decides to operate this new route during or within the 12 months following the launch of the new route , it will also be allowable to receive the same discount with the same conditions, during the period in which the incentive is valid for the first airline that started the road. This measure is not applicable if the two airlines belong to the same group.</li> <li>Airlines with "large accounts" or "Volumetric per airport" incentives can also apply for incentives related to "new routes". Nevertheless, flights concerned by the incentive "new routes" are not eligible to "Large accounts" and "Volumetric per airport" incentives.</li> </ul>
Season	Discount								
1 <sup>st</sup> season	80%								
2 <sup>nd</sup> season	75%								
3 <sup>rd</sup> season	70%								



# Incentives « new routes »

<b>Measure :</b>	<b>New routes – Airports of Fez, Nador, Oujda and Tangier</b>									
<b>Objective :</b>	<b>Stimulate the creation of new routes with Fez, Nador, Oujda and Tangier airports.</b>									
<b>Discounts</b>	<b>Conditions</b>									
<ul style="list-style-type: none"> <li>Discounts concern the new route's creation following seasons.</li> </ul> <table border="1"> <thead> <tr> <th>Season</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>1<sup>st</sup> season</td> <td>90%</td> </tr> <tr> <td>2<sup>nd</sup> season</td> <td>85%</td> </tr> <tr> <td>3<sup>rd</sup> season</td> <td>80%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges:             <ul style="list-style-type: none"> <li>• <b>Passenger,</b></li> <li>• <b>Landing</b></li> <li>• <b>Terminal charge (Approach).</b></li> </ul> </li> </ul>	Season	Discount	1 <sup>st</sup> season	90%	2 <sup>nd</sup> season	85%	3 <sup>rd</sup> season	80%	<ul style="list-style-type: none"> <li>The discount is applied to new international routes to or from Fez, Nador, Oujda and Tangier airports.</li> <li>A route is considered new if it has not been operated by any regular flights during the previous consecutives two seasons. Moreover, the concerned foreign airport should not be in an airport system already served by the same Moroccan airport.</li> <li>In order to obtain this incentive, the route must be operated for at least two seasons, with a minimum of 19 frequencies in winter and 28 frequencies in summer .</li> <li>In order to receive this incentive, the total number of movements of the company in the Moroccan airport concerned, must be equal to or superior to the previous two consecutive seasons' number of movements.</li> <li>If another airline decides to operate this new route in during or within the 12 months following the launch of the new route , it will also be allowable to receive the same discount with the same conditions, during the period in which the incentive is valid for the first airline that started the road. This measure is not applicable if the two airlines belong to the same group.</li> <li>Airlines with "large accounts" or "Volumetric per airport" incentives can also apply for incentives related to "new routes". Nevertheless, flights concerned by the incentive "new routes" are not eligible to "Large accounts" and "Volumetric per airport" incentives.</li> </ul>	
Season	Discount									
1 <sup>st</sup> season	90%									
2 <sup>nd</sup> season	85%									
3 <sup>rd</sup> season	80%									

# Incentives « new routes »

<b>Measure :</b>	<b>New routes – other airports</b>								
<b>Objective :</b>	<b>Stimulate the creation of new international routes in emergent airports of Morocco.</b>								
<b>Discounts</b>	<b>Conditions</b>								
<ul style="list-style-type: none"> <li>Discounts concern the new route's creation following seasons.</li> </ul> <table border="1"> <thead> <tr> <th>Season</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>1<sup>st</sup> season</td> <td>100%</td> </tr> <tr> <td>2<sup>nd</sup> season</td> <td>95%</td> </tr> <tr> <td>3<sup>rd</sup> season</td> <td>90%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges:                             <ul style="list-style-type: none"> <li>Passenger,</li> <li>Landing</li> <li>Terminal charge (Approach).</li> </ul> </li> </ul>	Season	Discount	1 <sup>st</sup> season	100%	2 <sup>nd</sup> season	95%	3 <sup>rd</sup> season	90%	<ul style="list-style-type: none"> <li>The discount is applied to new international routes from and to airports of:                             <ul style="list-style-type: none"> <li>Al Hoceima,</li> <li>Beni Mellal,</li> <li>Dakhla,</li> <li>Essaouira,</li> <li>Errachidia,</li> <li>Guelmim,</li> <li>Laâyoune,</li> <li>Ouarzazate,</li> <li>Tan-Tan,</li> <li>Tétouan.</li> </ul> </li> <li>A route is considered new if it has not been operated by any regular flights during the previous consecutive two seasons. Moreover, the concerned foreign airport should not be in an airport system already served by the same Moroccan airport.</li> <li>In order to obtain this incentive, the route must be operated for at least two seasons, with a minimum of 19 frequencies in winter and 28 frequencies in summer .</li> <li>In order to receive this incentive, the total number of movements of the company in the Moroccan airport concerned, must be equal to or superior to the previous two consecutive seasons' number of movements.</li> <li>If another airline decides to operate this new route in during or within the 12 months following the launch of the new route , it will also be allowable to receive the same discount with the same conditions, during the period in which the incentive is valid for the first airline that started the road. This measure is not applicable if the two airlines belong to the same group.</li> <li>Airlines with "large accounts" or "Volumetric per airport" incentives can also apply for incentives related to "new routes". Nevertheless, flights concerned by the incentive "new routes" are not eligible to "Large accounts" and "Volumetric per airport" incentives.</li> </ul>
Season	Discount								
1 <sup>st</sup> season	100%								
2 <sup>nd</sup> season	95%								
3 <sup>rd</sup> season	90%								





# Incentives « Additional frequencies » or « New frequencies »

<b>Measure :</b>	<b>New frequencies or Additional frequencies – Casablanca airport</b>		
<b>Objective :</b>	<b>Stimulate the creation of new or additional frequencies between Casablanca airport and Middle East, America and Asia.</b>		
<b>Discounts</b>	<b>Conditions</b>		
<ul style="list-style-type: none"> <li>The discount is applied on new or increased frequencies –comparing to the previous similar season.</li> </ul> <div style="border: 1px solid black; padding: 5px; margin: 10px 0; text-align: center;"> <table border="1"> <tr> <td><b>Discount</b></td> </tr> <tr> <td><b>60%</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>Discounts are applied to charges : <ul style="list-style-type: none"> <li><b>Landing</b></li> <li><b>Terminal charge (Approach).</b></li> </ul> </li> </ul>	<b>Discount</b>	<b>60%</b>	<ul style="list-style-type: none"> <li>The discount is applied to international new frequencies or Additional frequencies from or to Middle East, America and Asia to the airport Casablanca.</li> <li>This measure is applicable to the increased number of frequencies comparing to the previous similar season.</li> <li>In order to obtain this incentive, the new frequency or additional frequency must be operated with a minimum of 19 frequencies in the winter and 28 frequencies in the summer .</li> <li>In order to receive this incentive, the airline total number of movements at the concerned Moroccan airport, must be equal to or superior than the number of movements on the previous similar season.</li> <li>Airlines with "large accounts" incentives can also apply for incentives related to "New frequencies or Additional frequencies" . For the new frequency or additional frequency flights, the airline will be allowed to benefit from the 60% discount on the landing charges and terminal charge, other airport's charges will benefit from "large accounts" discounts.</li> </ul>
<b>Discount</b>			
<b>60%</b>			

# Incentives « Additional frequencies » or « New frequencies »

<b>Measure :</b>	<b>New frequencies or Additional frequencies – Marrakesh and Agadir airports</b>
<b>Objective :</b>	<b>Stimulate the creation of new or additional frequencies between Marrakesh and Agadir airports and Europe, Middle East, America and Asia.</b>
<b>Discounts</b>	<b>Conditions</b>
<ul style="list-style-type: none"> <li>The discount is applied on new or increased frequencies comparing to the previous similar season.</li> </ul> <div style="border: 1px solid black; padding: 5px; margin: 10px 0;"> <p style="text-align: center; background-color: #800000; color: white; padding: 2px;"><b>Discount</b></p> <p style="text-align: center; padding: 2px;"><b>70%</b></p> </div> <ul style="list-style-type: none"> <li>Discounts are applied to charges :             <ul style="list-style-type: none"> <li><b>Landing</b></li> <li><b>Terminal charge (Approach).</b></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>The discount is applied to international new frequencies or Additional frequencies from or to Europe, Middle East, America and Asia to the airports of Marrakesh and Agadir.</li> <li>This measure is applicable to the increased number of frequencies comparing to the previous similar season.</li> <li>In order to obtain this incentive, the new frequency or additional frequency must be operated with a minimum of 19 frequencies in the winter and 28 frequencies in the summer .</li> <li>In order to receive this incentive, the airline total number of movements at the concerned Moroccan airport, must be equal to or superior than the number of movements of on the previous similar season.</li> <li>Airlines with "large accounts" or "volumetric per airport" incentives can also apply for incentives related to "New frequencies or Additional frequencies" . For the new frequency or additional frequency flights, the airline will be allowed to benefit from the 70% discount on the landing charge and terminal charge, other airport's charges will benefit from "large accounts" or "volumetric per airport" discounts.</li> </ul>



# Incentives « Additional frequencies » or « New frequencies »

<b>Measure :</b>	<b>New frequencies or Additional frequencies – Fez, Nador, Oujda and Tangier airports</b>
<b>Objective :</b>	<b>Stimulate the creation of new or additional frequencies between Fez, Nador, Oujda and Tangier airports with Europe.</b>
<b>Discounts</b>	<b>Conditions</b>
<ul style="list-style-type: none"> <li>The discount is applied on new or increased frequencies -comparing to the previous similar season.</li> </ul> <div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"> <p style="text-align: center; background-color: #800000; color: white; padding: 2px;"><b>Discount</b></p> <p style="text-align: center; padding: 2px;"><b>80%</b></p> </div> <ul style="list-style-type: none"> <li>Discounts are applied to charges :             <ul style="list-style-type: none"> <li><b>Landing</b></li> <li><b>Terminal charge (Approach).</b></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>The discount is applied to new or additional international frequencies to or from Fez, Nador, Oujda and Tangier airports comparing to the previous similar season.</li> <li>This measure is applicable to the increased number of frequencies comparing to the previous similar season.</li> <li>In order to obtain this incentive, the new frequency or additional frequency must be operated with a minimum of 19 frequencies in the winter and 28 frequencies in the summer .</li> <li>In order to receive this incentive, the airline total number of movements at the concerned Moroccan airport, must be equal to or superior than the number of movements of on the previous similar season.</li> <li>Airlines with "large accounts" or "volumetric per airport" incentives can also apply for incentives related to "New frequencies or Additional frequencies" . For the new frequency or additional frequency flights, the airline will be allowed to benefit from the 80% discount on the landing charge and terminal charge, other airport's charges will benefit from "large accounts" or "volumetric per airport" discounts.</li> </ul>



# Incentives « Additional frequencies » or « New frequencies »

<b>Measure :</b>	<b>New frequencies or Additional frequencies – other airports</b>		
<b>Objective :</b>	<b>Stimulate the creation of new or additional frequencies between other emergent airports with Europe.</b>		
<b>Discounts</b>	<b>Conditions</b>		
<ul style="list-style-type: none"> <li>The discount is applied on new or increased frequencies comparing to the previous similar season.</li> </ul> <table border="1" data-bbox="152 628 331 732"> <tr> <td><b>Discount</b></td> </tr> <tr> <td><b>100%</b></td> </tr> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges :             <ul style="list-style-type: none"> <li><b>Landing</b></li> <li><b>Terminal charge (Approach).</b></li> </ul> </li> </ul>	<b>Discount</b>	<b>100%</b>	<ul style="list-style-type: none"> <li>The discount is applied to new or additional international frequencies comparing to the previous similar season to or from the following airports :             <ul style="list-style-type: none"> <li><b>Al Hoceima,</b></li> <li><b>Beni Mellal,</b></li> <li><b>Dakhla,</b></li> <li><b>Essaouira,</b></li> <li><b>Errachidia,</b></li> <li><b>Guelmim,</b></li> <li><b>Laâyoune,</b></li> <li><b>Ouarzazate,</b></li> <li><b>Tan-Tan et</b></li> <li><b>Tétouan.</b></li> </ul> </li> <li>This measure is applicable to the increased number of frequencies comparing to the previous similar season.</li> <li>In order to obtain this incentive, the new frequency or additional frequency must be operated with a minimum of 19 frequencies in the winter and 28 frequencies in the summer .</li> <li>In order to receive this incentive, the airline total number of movements at the concerned Moroccan airport, must be equal to or superior than the number of movements on the previous similar season.</li> <li>Airlines with “large accounts” or “volumetric per airport” incentives can also apply for incentives related to “New frequencies or Additional frequencies” . For the new frequency or additional frequency flights, the airline will be allowed to benefit from the 100% discount on the landing charge and terminal charge, other airport’s charges will benefit from “large accounts “or “volumetric per airport” discounts.</li> </ul>
<b>Discount</b>			
<b>100%</b>			



الحسيمة الش

## Incentives « new charter routes »

<b>Measure :</b>	<b>New charter routes</b>		
<b>Objective :</b>	<b>Stimulate the creation of new charter routes.</b>		
<b>Discounts</b>	<b>Conditions</b>		
<ul style="list-style-type: none"><li>• The discount is applicable during a season.</li></ul> <table border="1"><tr><td><b>Discount</b></td></tr><tr><td><b>70%</b></td></tr></table> <ul style="list-style-type: none"><li>• Discounts are applied to charges :<ul style="list-style-type: none"><li>• <b>Landing;</b></li><li>• <b>Terminal charge (Approach);</b></li><li>• <b>Passenger.</b></li></ul></li></ul>	<b>Discount</b>	<b>70%</b>	<ul style="list-style-type: none"><li>• The route should not be operated by any regular route during the current season.</li><li>• In order to benefit from this incentive, the route must be operated with a minimum of 19 movements in the winter season or 28 movements in the summer season.</li><li>• All the Moroccan airports are concerned by this incentive except the airports of the Casablanca and Rabat.</li></ul>
<b>Discount</b>			
<b>70%</b>			

# Incentives « Hub »

<b>Measure :</b>	<b>Hub Incentives</b>											
<b>Objective :</b>	Stimulate traffic in correspondence to the airport Casablanca											
<b>Discounts</b>	<b>Conditions</b>											
<ul style="list-style-type: none"> <li>The discount is applicable to passengers in correspondence depending on the type of connection.</li> </ul> <table border="1"> <thead> <tr> <th>Type of connections</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>Domestic-Domestic</td> <td>100%</td> </tr> <tr> <td>International-Domestic</td> <td>100%</td> </tr> <tr> <td>Domestic-International</td> <td>70%</td> </tr> <tr> <td>International-International</td> <td>70%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Discounts are applied for the <b>Passenger's</b> charge,</li> </ul>	Type of connections	Discount	Domestic-Domestic	100%	International-Domestic	100%	Domestic-International	70%	International-International	70%	<ul style="list-style-type: none"> <li>This incentive is applicable only at the airport of Casablanca.</li> <li>The Hub incentives concerns the multiple connecting passengers stopping in Casablanca before going to another national or international destination.</li> <li>This reduction can be combined with incentives "Large accounts".</li> </ul>	
Type of connections	Discount											
Domestic-Domestic	100%											
International-Domestic	100%											
Domestic-International	70%											
International-International	70%											



# Incentives « New Air base Creation »

<b>Mesure :</b>	<b>New air base Incentive creation</b>
<b>Objectif :</b>	<b>Stimulate new air bases creation of at the Moroccan airports.</b>
<b>Remises</b>	<b>Conditions</b>
<ul style="list-style-type: none"><li>• The reduction is applicable during two consecutive seasons (one year) after the new air base opening date at the Moroccan airport.</li></ul> <div data-bbox="600 614 765 696" style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"><p style="text-align: center; background-color: #4b0082; color: white; padding: 2px;"><b>Discount</b></p><p style="text-align: center; padding: 2px;"><b>100%</b></p></div> <ul style="list-style-type: none"><li>• Discounts are applied to the based aircrafts parking charge.</li></ul>	<ul style="list-style-type: none"><li>• All the Moroccan airports are concerned except the airports of Casablanca and Rabat.</li><li>• The incentive is applied to airline companies which create a new base in a Moroccan airport.</li><li>• New Air Base creation means that the concerned airline's aircrafts operate mainly from a Moroccan airport with a daily night stop at this airport.</li><li>• To benefit from this incentive, an agreement must be signed between the airline company and the ONDA clarifying the based planes' flights projected program.</li><li>• To benefit from this incentive, the basic operation of the airline company must be maintained during at least one year.</li><li>• The airline company will receive credit notes corresponding to this measure for planes based by the end of their first year of operation.</li></ul>

# Incentives « Domestic »

<b>Measure :</b>	<b>Domestic incentive</b>			
<b>Objective :</b>	Stimulate the domestic traffic			
<b>Discounts</b>	<b>Conditions</b>			
<ul style="list-style-type: none"> <li>The discount is applied to all domestic flights in Morocco.</li> </ul> <table border="1" data-bbox="182 662 395 783"> <tr> <td><b>Discount</b></td> </tr> <tr> <td><b>100%</b></td> </tr> </table> <ul style="list-style-type: none"> <li>Discounts are applied to charges :             <ul style="list-style-type: none"> <li>• Landing;</li> <li>• Parking;</li> <li>• Lighting;</li> <li>• Passangers;</li> <li>• Boarding Bridges;</li> <li>• And Terminal charge (Approach);</li> </ul> </li> </ul>	<b>Discount</b>	<b>100%</b>	<ul style="list-style-type: none"> <li>This measure is applicable to all companies operating purely domestic flights.</li> </ul>	
<b>Discount</b>				
<b>100%</b>				



## Additional Measure

- In order to stimulate traffic and maintain the continuity of the creation of new international routes in the following emerging airports : Al Hoceima, Beni Mellal, Dakhla, Essaouira, Errachidia, Guelmim, Laayoune, Ouarzazate, Tan-Tan and Tetouan, the incentive "New routes : other airports" is extended for two additional seasons with the same conditions of eligibility.

Discount is applied following the table below :

Season	Discount
4th season	85%
5th season	80%

- Discounts are applied to charges :  
Passenger,  
Landing,  
Terminal charge (Approach).

This measure is valid until September 30, 2018.



## Annex

### Definitions

**New Route :** A route is considered new

- When it was not operated by regular flights over the previous two seasons.
- When the international airport linked to Morocco should not belong to an already served airport system.

**New frequency :** A frequency is considered new

When an airline starts that frequency on an exiting route.

**Additional frequency :** A frequency is considered as an additional frequency.

- When an airline increases their frequencies comparing to with the previous similar season.

**Movement :** a take-off (Departure) or landing (Arrival) realized by an aircraft in an airport of the ONDA's network.

**Frequency :** cycle of movements of arrival and departure realized by an aircraft. A frequency corresponds consequently to two movements: the movement of departure (to go) and the movement of the arrival (return).

**Moroccan Airports Authority**

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