

# TARIFF INCENTIVES SCHEME FOR MOROCCAN AIRPORTS

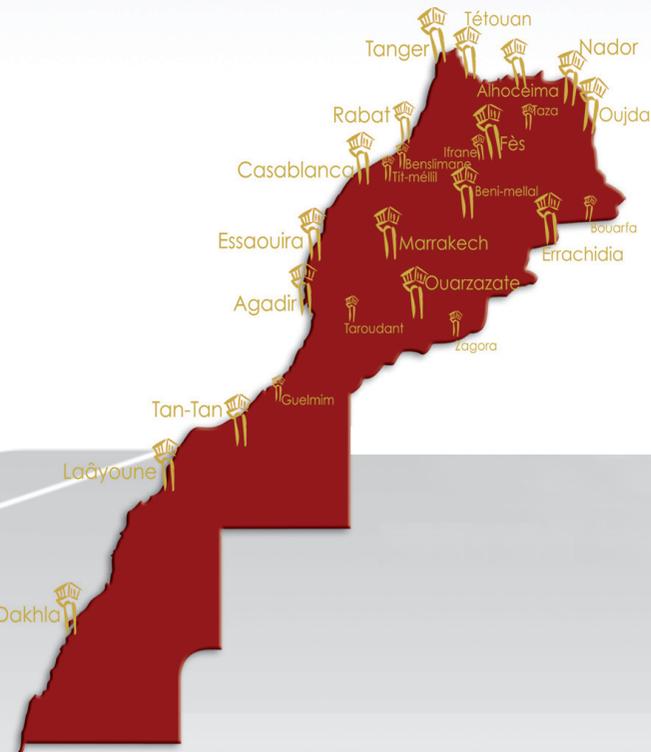
Available from the October 1st, 2018  
to September 30th, 2021



المكتب الوطني للمطارات  
Office National Des Aéroports

# Airports Tariffs Incentives Policy

## Moroccan airports Map



## Incentive goals and Eligibility requirements

### Incentive goals :

- Stimulate the international air traffic,
- Promote new international routes creation,
- Retain airlines operating in Morocco and stimulate their growth,
- 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,

### Eligibility requirements :

- Incentives are offered to airlines fulfilling requirements,
- To benefit from the incentives, invoices and related payments must be in the name of the airline,
- 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, 2018 to September 30th, 2021.

# Synthesis of the airports tariff incentives

## ■ Tariff airport Incentives

- Large accounts incentives.
- New routes incentives.
- HUB incentives.
- New air base incentive.



# Incentives of « Large accounts »

**Measure :** Large accounts

**Objectives:** Stimulate the growth of the passengers' traffic across the Moroccan airports' network and reward the loyalty of airlines

## Discounts

- The discount depends on the total number of international passengers carried (arrivals and departures) by an airline in all Moroccan airports during a season.

Passengers	Discount
< 80.000	0%
80.000 - 100.000	3%
100.001 - 250.000	6%
250.001 - 500.000	12%
500.001 - 750.000	18%
750.001 - 1.000.000	24%
1.000.001 - 1.500.000	30%
1.500.001 - 2.000.000	36%
≥ 2.000.001	42%

- Discounts are applied to charges of :
  - Passenger,
  - Landing,
  - Parking,
  - Lighting,
  - Boarding Bridges,
  - Terminal charge (Approach).

## Conditions

- 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,
- The discount is applicable to the total number of passengers carried during a season.
- The airlines that receive incentives "Large accounts" can also benefit from incentives related to "new routes".

# 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" style="margin: 10px auto;"> <thead> <tr> <th style="background-color: #004a87; color: white;">Season</th> <th style="background-color: #004a87; color: white;">Discount</th> </tr> </thead> <tbody> <tr> <td style="background-color: #c6e0b4;">1st season</td> <td style="background-color: #c6e0b4;">60%</td> </tr> <tr> <td style="background-color: #c6e0b4;">2nd season</td> <td style="background-color: #c6e0b4;">55%</td> </tr> <tr> <td style="background-color: #c6e0b4;">3rd season</td> <td style="background-color: #c6e0b4;">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	1st season	60%	2nd season	55%	3rd 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 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 the period which the first company benefits from the measure, 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 route. This measure is applicable from 1<sup>st</sup> October 2018 and 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> <li>The route that has benefited from the incentive "new routes" "of the old system continues to benefit under this system within the period of validity of the measure, the discount will correspond to the number of the season reached.</li> <li>This measure concerns new "point-to-point" routes. If the route connects several national airports, only the connection with the first airport is taken into account to determine if it's a new route.</li> </ul>
Season	Discount								
1st season	60%								
2nd season	55%								
3rd 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"> <thead> <tr> <th>Season</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>1st season</td> <td>80%</td> </tr> <tr> <td>2nd season</td> <td>75%</td> </tr> <tr> <td>3rd season</td> <td>70%</td> </tr> <tr> <td>4th season</td> <td>65%</td> </tr> <tr> <td>5th season</td> <td>60%</td> </tr> <tr> <td>6th season</td> <td>55%</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	1st season	80%	2nd season	75%	3rd season	70%	4th season	65%	5th season	60%	6th season	55%	<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 the period which the first company benefits from the measure, 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 route. This measure is applicable from 1<sup>st</sup> October 2018 and 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> <li>The route that has benefited from the incentive" new routes "of the old system continues to benefit under this system within the period of validity of the measure, the discount will correspond to the number of the season reached.</li> <li>This measure concerns new "point-to-point" routes. If the route connects several national airports, only the connection with the first airport is taken into account to determine if it's a new route.</li> </ul>	
Season	Discount															
1st season	80%															
2nd season	75%															
3rd season	70%															
4th season	65%															
5th season	60%															
6th season	55%															

# 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" style="margin: 10px auto;"> <thead> <tr> <th style="background-color: #008000; color: white;">Season</th> <th style="background-color: #008000; color: white;">Discount</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0f0e0;">1st season</td> <td style="background-color: #e0f0e0;">90%</td> </tr> <tr> <td style="background-color: #e0f0e0;">2nd season</td> <td style="background-color: #e0f0e0;">85%</td> </tr> <tr> <td style="background-color: #e0f0e0;">3rd season</td> <td style="background-color: #e0f0e0;">80%</td> </tr> <tr> <td style="background-color: #e0f0e0;">4th season</td> <td style="background-color: #e0f0e0;">75%</td> </tr> <tr> <td style="background-color: #e0f0e0;">5th season</td> <td style="background-color: #e0f0e0;">70%</td> </tr> <tr> <td style="background-color: #e0f0e0;">6th season</td> <td style="background-color: #e0f0e0;">65%</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	1st season	90%	2nd season	85%	3rd season	80%	4th season	75%	5th season	70%	6th season	65%	<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 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 the period which the first company benefits from the measure, 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 route. This measure is applicable from 1<sup>st</sup> October 2018 and 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> <li>The route that has benefited from the incentive" new routes "of the old system continues to benefit under this system within the period of validity of the measure, the discount will correspond to the number of the season reached.</li> <li>This measure concerns new "point-to-point" routes. If the route connects several national airports, only the connection with the first airport is taken into account to determine if it's a new route.</li> </ul>
Season	Discount														
1st season	90%														
2nd season	85%														
3rd season	80%														
4th season	75%														
5th season	70%														
6th season	65%														

مطار الرباط

# Incentives « new routes »

**Measure :** New routes – other airports

**Objective :** Stimulate the creation of new international routes in emergent airports of Morocco.

## Discounts

- Discounts concern the new route's creation following seasons.

Season	Discount
1st season	100%
2nd season	95%
3rd season	90%
4th season	85%
5th season	80%
6th season	75%
7th season	70%
8th season	65%

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

## Conditions

- The discount is applied to new international routes from and to airports of:

- Al Hoceima,
- Beni Mellal,
- Dakha,
- Essaouira,
- Errachidia,
- Guelmim,
- Laâyoune,
- Ouarzazate,
- Zagora,
- Bouarfa,
- Tan-Tan,
- Tétouan.

- 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.
- 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 .
- 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.
- If another airline decides to operate this new route during the period which the first company benefits from the measure, 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 route. This measure is applicable from 1<sup>st</sup> October 2018 and not applicable if the two airlines belong to the same group.
- 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.
- The route that has benefited from the incentive "new routes" of the old system continues to benefit under this system within the period of validity of the measure, the discount will correspond to the number of the season reached.
- This measure concerns new "point-to-point" routes. If the route connects several national airports, only the connection with the first airport is taken into account to determine if it's a new route.

# 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>Discount</td></tr><tr><td>70%</td></tr></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>	Discount	70%	<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>
Discount			
70%			



# Incentives « Hub »

**Measure :**

**Hub Incentives**

**Objective :**

Stimulate traffic in correspondence to the airport Casablanca

**Discounts**

**Conditions**

- The discount is applicable to passengers in correspondence depending on the type of connection.

Type of connections	Discount
Domestic-Domestic	100%
International-Domestic	100%
Domestic-International	70%
International-International	70%

- Discounts are applied for the **Passenger's** charge,

- This incentive is applicable only at the airport of Casablanca.

- The Hub incentives concerns the multiple connecting passengers stopping in Casablanca before going to another national or international destination.

- This reduction can be combined with incentives "Large accounts".

- Passenger statistics in correspondence shall be the subject of a declaration duly signed by an official of the airline.

# Incentives « New Air base Creation »

<b>Mesure :</b>	<b>New air base Incentive</b>			
<b>Objectif :</b>	<b>Stimulate the creation of new air bases 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 style="text-align: center; border: 1px solid black; margin: 10px 0;"> <table border="1"> <tr> <td><b>Discount</b></td> </tr> <tr> <td><b>100%</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>Discounts are applied to parking charge for the based aircrafts.</li> </ul>	<b>Discount</b>	<b>100%</b>	<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 airlines for each introduction of new aircraft based in a concerned 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>	
<b>Discount</b>				
<b>100%</b>				





# 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.

**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

**Address :** Office National Des Aéroports – Nouaceur – MOROCCO

**Phone :** +212 522 53 96 59 / **Fax :** +212 522 53 95 94

**Mail :** r.bah@onda.ma

**Web site :** www.onda.ma



المكتب الوطني للمطارات  
Office National Des Aéroports