



CLJ AIRPORT

Charges, Associated Conditions and Incentives



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CLJ AIRPORT CHARGES, ASSOCIATED CONDITIONS AND INCENTIVES



A. CLJ AIRPORT CHARGES & ADDITIONAL ASSOCIATED CONDITIONS



B. INCENTIVES / DISCOUNTS APPLICABLE FOR THE OPERATION OF NEW SCHEDULED DESTINATIONS FROM CLJ AIRPORT



C. DISCOUNTS FOR THE INCREASE OF FREQUENCIES

A. CLJ Airport charges & additional associated conditions

I. LANDING CHARGE

UNIT RATE: 6.00 EURO / ton

Conditions associated with the landing charge

- a) The charge is calculated based on the maximum certificated take-off weight of the aircraft.
- b) The weight fractions of less than 500 kg are negligible and those of more than 500 kg are considered as one ton; the aircraft with the maximum take-off weight of less than 500 kg will be charged as for one ton.
- c) This charge is levied for one landing and one take-off and gives the right to:
 - use the airport equipment and facilities, except the lighting.
 - use the terminal surfaces and facilities, except those charged separately.
 - aircraft parking, but not for more than two hours after landing.

Additional conditions associated with the landing charge

- a) Scheduled flights operating airline companies

Discounts (%)	Number of movements/year
4	800 - 1000
8	1.001 - 1.500
12	1.501 - 1.700
16	1.701 - 1.900
20	1.901 - 2.100
24	2.101 - 2.300
28	2.301 - 2.500
32	2.501 - 2.700
36	2.701 - 2.900
40	2.901 - 3.100
44	3.101 - 3.300
48	3.301 - 3.400
50	Over 3.400

And

Discounts (%)	Number of total passengers/year
20	100.000 - 150.000
25	150.001 - 250.000
30	250.001 - 300.000
35	300.001 - 350.000
40	350.001 - 400.000
45	400.001 - 450.000
50	Over 450.000

All charges presented in this document do not include VAT.

Scheduled flights: flights to and from the Airport, operated with regularity, following a pre-established timetable, year-round or for periods shorter than 1 year, which are repeated with an obvious systematic frequency, and the tickets on these flights are available for public individual purchase, directly from the air carrier and/or from its authorized agents.

b) **Cargo flights** operating airline companies:

Supplements	Number of movements/year
100%	under 400
35%	over 400

c) **Non-scheduled flights** operating airline companies - the landing charge will be supplemented with 100%. Non-scheduled flights: flights operated under other conditions than scheduled flights, including those pursuant to a charter contract and on a regular basis.

d) For airlines operating only **seasonal scheduled flights** during a calendar year, the landing charge will be supplemented by 25%. Regular seasonal flights - point-to-point flights, which are operated only at a certain time of the year, not all year round.

e) Existing airlines that decide to increase the frequencies on the routes they currently operate from Cluj International Airport, beyond 7 frequencies/week, will benefit from the following discounts on the landing charge:

Number of frequencies / week	Summer season discount*	Winter season discount**	Application period
8-10 frequencies/week	5%	10%	24 months
11-12 frequencies/week	10%	15%	
13 - 14 frequencies/week	15%	20%	
15 - 21 frequencies/week	20%	25%	

More details on the conditions of applicability and eligibility by accessing: <https://www.airportcluj.ro/aviatie/dezvoltare-rute>

*Summer season = the whole months of the year, April - October,

**Winter season = the whole months of the 1st year, November - December, respectively the consecutive months of the 2nd year, January - March.

This additional condition associated with the landing charge comes into force from 01.04.2024.

All charges presented in this document do not include VAT.

II. LIGHTING CHARGE

UNIT RATE: 2,55 EURO / ton / landing / take off

Conditions associated with the lighting charge

- The charge is calculated based on the maximum certificated take-off weight of the aircraft.
- The weight fractions of less than 500 kg are negligible and those of more than 500 kg are considered as one ton; the aircraft with the maximum take-off weight of less than 500 kg will be charged as for one ton.
- This charge is levied for each landing and each take-off performed by means of using the lighting system and/or the lighting devices of the airport.

Additional conditions associated with the lighting charge

a) Scheduled flights operating airline companies

Discounts (%)	Number of movements/year
10	1.500 - 1.800
20	1.801 - 2.100
30	2.101 - 2.400
40	2.401 - 2.700
50	2.701 - 3.000
60	over 3.000

And

Discounts (%)	Number of total passengers/year
20	100.000 - 150.000
25	150.001 - 300.000
30	300.001 - 400.000
35	400.001 - 500.000
40	Over 450.000

Scheduled flights: flights to and from the Airport, operated with regularity, following a pre-established timetable, year-round or for periods shorter than 1 year, which are repeated with an obvious systematic frequency, and the tickets on these flights are available for public individual purchase, directly from the air carrier and/or from its authorized agents.

b) For the **cargo flights** and the non-scheduled flights operating airline companies, there will be given a supplementary condition regarding the airplane tonnage, as stated below:

b1) For airplanes between 2 and 30 tones, the lighting charge applied will be supplemented as follows:

$L = \{\alpha \times \text{Charge} + [r \times (30 - \text{MTOW})]\} \times \text{MTOW}$, where

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Charge - 2,55 EURO / tone / landing/ take off

α - 120%

r - digressive rate of the tonnage, calculated through the following formula: $r = (1 / \sqrt{MTOW})$

30 - average MTOW constant

b2) For airplanes with a tonnage higher than 30 tons, the lighting charge will be supplemented with 20%.

c) For airlines operating only **seasonal scheduled flights** during a calendar year, the lighting charge will be supplemented by 20%. Regular seasonal flights - point-to-point flights, which are operated only at a certain time of the year, not all year round.

Non-scheduled flights: flights operated under other conditions than scheduled flights, including those pursuant to a charter contract and on a regular basis.

III. PARKING CHARGE

UNIT RATE: 0.2 EURO / ton / hour

Conditions associated with the parking charge

a) The charge is calculated considering the maximum certificated take-off weight of the aircraft and the parking interval.

b) The weight fractions of less than 500 kg are negligible and those of more than 500 kg are considered as one ton; the aircraft with the maximum take-off weight of less than 500 kg will be charged as for one ton.

c) This charge is levied for each parking hour or fraction of hour, except the first 3 hours after landing. The fraction of hour is established at 15 minutes.

Additional conditions associated with the parking charge

a) Scheduled flights operating airline companies

Discounts (%)	No. of movements/year
10	500 - 1.000
20	1.001 - 2.000
30	2.001 - 3.000
40	Over 3.000

Scheduled flights: flights to and from the Airport, operated with regularity, following a pre-established timetable, year-round or for periods shorter than 1 year, which are repeated with an obvious systematic frequency, and the tickets on these flights are available for public individual purchase, directly from the air carrier and/or from its authorized agents.

b) **Scheduled flights** operating airline companies and those that have at least 2 aircrafts based per night, get a 60% discount of the parking charge

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c) For the **cargo flights** and the non-scheduled flights operating airline companies, there will be given a supplementary condition regarding the airplane tonnage, as stated below:

c1) For airplanes between 2 and 30 tones, the parking charge applied will be supplemented as follows:

$P_k = \{ \text{Charge} \times h + [r \times (30 - \text{MTOW})] \} \times \text{MTOW}$, where

Charge - 0,2 EURO / tone / hour

h -parking hours, after those 3 excepted from charges hours

r - Degressive rate of the tonnage, calculated through the following formula $r = (1 / \sqrt{\text{MTOW}})$

30 -average MTOW constant

c2) For airplanes with a tonnage higher than 30 tons, the parking charge will be supplemented with 100%.

d) New airlines which operate scheduled flights to/from the airport, get a discount of 100% for the first 12 months of operation. By new airline is understood an airline which has never operated scheduled flights from Cluj Avram Iancu International Airport, or at least not in the 5 years prior to the proposed start date of the flights.

e) For airlines operating only seasonal scheduled flights during a calendar year, the parking charge will be supplemented by 25%. Regular seasonal flights - point-to-point flights, which are operated only at a certain time of the year, not all year round.

Non-scheduled flights: flights operated under other conditions than scheduled flights, including those pursuant to a charter contract and on a regular basis.

IV. PASSENGERS' SERVICE CHARGE

UNIT RATE: 6 EURO / boarded passenger

Conditions associated with the passengers' service charge

a) This charge is levied for each passenger embarking on board of aircraft at the airport, the departure point being in that airport.

b) This charge is not applied to the transfer and transit passengers and to the children under the age of two.

Additional conditions associated with the passengers' service charge

a) Scheduled flights operating airline companies

Discounts (%)	Number of total passengers /year
10	100.000 - 150.000
15	150.001 - 250.000
25	250.001 - 300.000
35	300.001 - 400.000
45	400.001 - 450.000
55	over 450.000

All charges presented in this document do not include VAT.

Scheduled flights: flights to and from the Airport, operated with regularity, following a pre-established timetable, year-round or for periods shorter than 1 year, which are repeated with an obvious systematic frequency, and the tickets on these flights are available for public individual purchase, directly from the air carrier and/or from its authorized agents.

b) **Scheduled flights** operating airline companies and those that have at least 2 aircraft based per night get a 45% discount of the passenger's service charge.

c) **Non-scheduled flights** operating airline companies - the passengers service charge will be supplemented with 100%. Non-scheduled flights: flights operated under other conditions than scheduled flights, including those pursuant to a charter contract and on a regular basis.

d) The remaining level of the passengers' service charge after all the above-mentioned additional conditions were being applied, will be supplemented with 10% of the unit rate of the embarked passengers' service charge. This percentage will be separately identified on the invoice and represents the charge for the surveillance of maintaining the necessary objectives for passenger's safety.

e) For airlines operating only seasonal scheduled flights during a calendar year, the passengers service charge will be supplemented by 25%. Regular seasonal flights - point-to-point flights, which are operated only at a certain time of the year, not all year round.

f) Existing airlines that decide to increase the frequencies on the routes they currently operate from Cluj International Airport, beyond 7 frequencies/week, will benefit from the following discounts on the passengers' service charge:

Number of frequencies / week	Summer season discount*	Winter season discount**	Application period
8-10 frequencies/week	5%	10%	24 months
11-12 frequencies/week	10%	15%	
13 - 14 frequencies/week	15%	20%	
15 - 21 frequencies/week	20%	25%	

More details on the conditions of applicability and eligibility by accessing: <https://www.airportcluj.ro/aviatie/dezvoltare-rute/>

**Summer season = the whole months of the year, April - October,*

***Winter season = the whole months of the 1st year, November - December, respectively the consecutive months of the 2nd year, January - March.*

This additional condition associated with the passengers' service charge comes into force from 01.04.2024.

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V. SECURITY CHARGE

UNIT RATE: 6 EURO / EMBARKED PASSENGER

Conditions associated with the security charge

- a) The airport security charge is levied from the aircraft operators which perform commercial flights, for each passenger embarking on board of aircraft at the civil airports within the Romanian territory.
- b) This charge is not applied to the transfer and transit passengers and to children under the age of two.

VI. OTHER CHARGES

VI. 1 AIRPORT DEVELOPMENT CHARGE

UNIT RATE: 5 EURO / PASSENGER

Conditions associated with the development charge

- a) This charge is levied for each passenger embarking on board of aircraft at the airport, the departure point being in that airport.
- b) This charge is not applied to the transfer and transit passengers and to children under the age of two.

Additional conditions associated with the airport development charge:

a) Number of passengers

Discounts (%)	Number of total passengers/year
10	250.001 - 300.000
20	300.001 - 350.000
30	350.001 - 400.000
40	400.001 - 450.000
50	450.001 - 500.000
60	over 500.000

- b) Scheduled flights operating airline companies and those that have at least 2 aircraft based per night get a 20% discount on the development charge.
- c) Each incremental departing passenger over 400.000 departing passengers carried by an airline company in a calendar year get a 20% discount of the development charge in addition to the discount specified in point a) and b) above.
- d) The development charge is used in order to finance the investment objectives to be achieved on Cluj Avram Iancu International Airport R.A, according to its development strategy.

All charges presented in this document do not include VAT.

VI.2 TRANSIT CHARGE

UNIT RATE: 3.00 EURO / passenger

Conditions associated with the transit charge:

- a) The charge is levied for each passenger in transit disembarking the aircraft.
- b) The charge does not apply to children under the age of two.

VI.3 TRANSFER CHARGE

UNIT RATE: 3.00 EURO / passenger

Conditions associated with the transfer charge:

- a) The charge is levied for each passenger embarking on board of aircraft at an airport, who is in transfer at that airport.
- b) The charge does not apply to children under the age of two.

VI.4 CHARGE FOR PERSONS WITH REDUCED MOBILITY (in accordance with requirements of CE Regulation no. 1107 / 05 JUL 2006)

UNIT RATE: 0.20 EURO / passenger

NOTES

1. Charge application is carried out in compliance with national and Community legislation, and also by respecting the settled conditions approved through notifications by the Competition Council and European Commission.
2. Current charges do not include VAT.

CLJ AIRPORT CHARGES, ASSOCIATED CONDITIONS AND INCENTIVES



A. CLJ AIRPORT CHARGES & ADDITIONAL ASSOCIATED CONDITIONS



B. INCENTIVES / DISCOUNTS APPLICABLE FOR THE OPERATION OF NEW SCHEDULED DESTINATIONS FROM CLJ AIRPORT



C. DISCOUNTS FOR THE INCREASE OF FREQUENCIES

B. Incentives / discounts applicable for the operation of new scheduled destinations from Cluj Avram Iancu International Airport

New destinations // Terms & conditions

Terms and conditions under which a new destination proposed by an air operator qualifies for incentives / discounts:

- a) **New destination** refers to: (i) a new air connection established by an airline with a city which is not directly air connected with the airport or (ii) a new air connection established by an airline to connect the airport with an unserved destination from the Cluj „Avram Iancu” International Airport “city-pair” system.
- b) An airline reinstalling a service to a destination which qualifies for this incentive is only eligible after 1 year (12 months) of discontinuation of the given scheduled service (route).
- c) In case of incentive requests received from two airlines, for the same new destination, they may simultaneously benefit from incentives/reductions on airport charges if the second airline announces and starts this route within a 6-month period from the date of commencement of flights by the first air operator.
- d) The rebates on airport charges are applicable to new scheduled destinations that are operated on a yearly basis (be them year-round or seasonal). The seasonal non-scheduled flights are thus excluded from the incentives / discounts on airport charges for new destinations.
- e) In order to take advantage of a discount, the flight operator must submit a request (standardized form) containing all relevant information.
- f) Cluj „Avram Iancu” International Airport is entitled to offset the sum of the discounts on the airport charges for a given month against the overdue debts (more than 90 days) of the given airline towards Cluj „Avram Iancu” International Airport.
- g) As from the third anniversary of the new destination, the airline will pay the full airport charges for that route.

The grid of incentives / reductions applicable degressively in time, for 3 years period, in case of operating a new destination is:

Airport Charge	Year 1	Year 2	Year 3
• Landing	50%	40%	30%
• Lighting	50%	40%	30%
• Parking	50%	40%	30%
• Passenger services	50%	40%	30%
• Development	50%	40%	30%

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Cluj International Airport's city-pair system is described below:

Country	City	Airports
Belgium	Brussels	<i>Brussels International / Charleroi</i>
Germany	Dusseldorf	<i>Dusseldorf International / Weeze</i>
	Frankfurt	<i>Hahn / Main</i>
France	Paris	<i>Beauvais-Tille Airport / Charles de Gaulle / Orly</i>
Italy	Milan	<i>Bergamo-Orio Al Serio / Linate / Malpensa</i>
	Rome	<i>Ciampino / Fiumicino</i>
Poland	Warsaw	<i>Chopin / Modlin</i>
Russian Federation	Moscow	<i>Domodedovo / Sheremetyevo / Vnukovo</i>
Spain	Barcelona	<i>El Prat / Costa Brava (Girona) / Reus</i>
Sweden	Stockholm	<i>Arlanda / Skavsta / Vasteras</i>
Turkey	Istanbul	<i>Sabiha Gokcen International Airport / New Istanbul Airport</i>
UK	London	<i>Heathrow / Gatwick / Luton / Stansted / Southend</i>

APPLICATION FORM**Incentives/discounts for new destinations**

Airline:		Airline (IATA code/s):		
Address:		Authorized representative:		
Destination (ICAO Airport Code):		Frequency (per week):		
Start date:				
Year-round service (YES/NO)?				
Aircraft type / MTOW:		Aircraft capacity (seat configuration):		
Scheduled Timings* (UTC):				
Day of week	STD (Dest.)	STA (CLJ)	STD (CLJ)	STA (Dest.)
Monday				
Tuesday				
Wednesday				
Thursday				
Friday				
Saturday				
Sunday				

(*schedule may be attached on separate sheet)

The undersigned Airline hereby applies for incentives/discounts from Cluj” Avram Iancu” International Airport based on the Incentives program valid from: 24.11.2020, to support the planned increase of services to new destinations.

The undersigned airline hereby acknowledges and agrees that Cluj” Avram Iancu” International Airport’s current Incentives program and any kind of legal relationship related to this program shall be governed by Romanian law, as it agrees to provide any information to help substantiate an ex-ante Airport Business Plan in relation to this request for incentives / discounts for new destinations.

The undersigned airline hereby acknowledges and agrees that it is obliged to hold in confidence any such information they become aware of during or in connection with Cluj” Avram Iancu” International Airport’s current development program, which has not been made public and the communication of which may be detrimental to or threaten the business interest of Cluj International Airport. Further, the airline is responsible for ensuring that, their staff and other agents should understand this confidentiality obligation and comply with it even if they are no longer employed or no longer have a relationship with the airline.

On behalf of the airline,

_____ (Date, authorised signature)

_____ (Name and Title)

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CLJ AIRPORT CHARGES, ASSOCIATED CONDITIONS AND INCENTIVES



A. CLJ AIRPORT CHARGES & ADDITIONAL ASSOCIATED CONDITIONS



B. INCENTIVES / DISCOUNTS APPLICABLE FOR THE OPERATION OF NEW SCHEDULED DESTINATIONS FROM CLJ AIRPORT



C. DISCOUNTS FOR THE INCREASE OF FREQUENCIES

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Support measures for airlines that decide to increase the number of frequencies on flights operated from Cluj International Airport

Introduction

Cluj International Airport is continuously striving to enhance its services and improve the overall airport experience for all partner airlines and their valued passengers. We recognize the importance of fostering strong relationships with CLJ operating airlines, that is why we constantly aim to ensure mutual growth between partners and success in the aviation industry.

Eligibility criteria for airlines deciding to increase frequencies on routes operated from CLJ

- the airline that falls under the additional associated conditions with the landing charge and the passenger service charge for increasing frequencies on existing routes, that offer flights to other airports must not have payment delays of more than 90 days to the airport;
- the airline must have previously concluded operating and SGHA contracts with the airport, at the time of requesting the discounts related to the associated conditions for airport charges;
- the airline must increase the number of frequencies for a particular route/destination beyond 7 frequencies per week (*e.g. increasing the number of flight frequencies/destination from 7 frequencies/week to 9 frequencies/week, or an increase from to 14 freq./week to 21 freq./week based on the proposed discount scheme*).
- the airline must maintain the increased number of frequencies for a whole calendar month and register a total number of passengers higher by at least 10% compared to the same month of the previous year, while the flights/destination are to be scheduled on at least 5 different days of the week.
- invoicing will be done (*in correlation with the applicable additional associated conditions*) for the previous month of the respective year, in which the company provides proof of an increase in the number of frequencies and the total number of passengers by at least 10%;
- the airport reserves the right to periodically check the eligibility of the airline and may revoke the application of the additional associated conditions, if the airline does not operate the required number of frequencies or violates other conditions of eligibility of the additional conditions associated with the landing charge and the passenger service charge, in relation to the increase in frequencies on existing routes;

Applicability of additional conditions associated with landing charge and passenger service charge for existing airlines that decide to increase frequencies on routes operated from CLJ

- the associated additional conditions will be granted for a limited time (24 months), in the form of a monthly discount on the airport services invoice, for an airline that increases its flight frequency on a scheduled route from Cluj Avram Iancu International Airport, during the period in which the airline will actually supplement operating frequencies.
- the period of application of the new associated additional conditions is 24 months, starting with the date of the increase in the number of flight frequencies on a scheduled route.
- the new associated additional conditions will apply to all flights performed by an airline on the route/destination for which it meets the eligibility conditions presented at Point 1 and will be cumulated with the associated additional conditions regarding passenger volumes and movements, or the number of based aircraft.
- for airlines that operate several flights from Cluj International Airport, the new additional conditions associated with the increase of flight frequencies, will only apply to flights related to the route/routes that meet the eligibility criteria presented in Point 1.
- a company that simultaneously qualifies for the application of several additional associated conditions, will be able to benefit from a maximum discount level of 100%.
- additional associated conditions apply to the landing charge and passenger service charge as follows:

Charge	Number of frequencies / week	Summer season discount	Winter season discount	Application period
Landing charge	8-10 frequencies/week	5%	10%	24 months
	11-12 frequencies/week	10%	15%	
	13 - 14 frequencies/week	15%	20%	
	15 - 21 frequencies/week	20%	25%	
Passenger services	8-10 frequencies/week	5%	10%	24 months
	11-12 frequencies/week	10%	15%	
	13 - 14 frequencies/week	15%	20%	
	15 - 21 frequencies/week	20%	25%	

NOTE:

- The additional conditions associated with landing charge and passenger services charge will apply depending on the flight frequencies for each season of the year, starting with the summer season of 2024.
- Summer season = full months from April – October,
- Winter season = full months from the 1st year, November - December, respectively the consecutive full months of the 2nd year, January - March.
- The applicability of the additional conditions associated with the landing charge and the passenger service charge will start from April 1, 2024.

APPLICATION FORM INCREASE OF FREQUENCIES

1. Destination operated from CLJ

IATA code _____ ICAO code _____

2. Range of increasing frequencies

8 - 10 frequencies

11 - 12 frequencies

13 - 14 frequencies

15 - 21 frequencies

3. Current frequencies
and operating days

Mo x frequencies

Tu x frequencies

We x frequencies

Th x frequencies

Fr x frequencies

Sa x frequencies

Su x frequencies

Total:
frequencies/week

4. Increased frequencies
and operating days proposal

Mo x frequencies

Tu x frequencies

We x frequencies

Th x frequencies

Fr x frequencies

Sa x frequencies

Su x frequencies

Total:
frequencies/week

5. Increasing frequencies start date
and IATA Season

SS WS Start Date

6. Details about the airline

Company name _____

Identification code ICAO _____ IATA _____

Address/Business Office

7. Operation Agreement with CLJ no. _____ from _____

8. SGHA Agreement with CLJ no. _____ from _____

9. Airline contact person

Name _____ Surname _____

Function _____ E-mail _____

Phone _____

Signature of airline representative

Date
