



CLJ AIRPORT

Charges, Associated Conditions and Incentives



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CLJ AIRPORT OPERATING CHARGES & INCENTIVES



A. CLJ AIRPORT CHARGES & ADDITIONAL ASSOCIATED CONDITIONS

(Valid from November 1st , 2024)



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

(Valid from October 7th, 2025)

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 - 1,000
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
37	Over 2,500

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	Over 350,000

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) **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.

II. LIGHTING CHARGE

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

Conditions associated with the lighting 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 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 - 2,500
40	Over 2,500

And

Discounts (%)	Number of total passengers/year
20	100,000 - 150,000
25	150,001 - 300,000
37	Over 300,000

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

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

α - 120%

r - digressive rate of the tonnage, calculated through the following formula: $r = (1 / \sqrt{\text{MTOW}})$
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
47	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 30% discount of the parking charge

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 / EMBARKED 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 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
50	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) **Scheduled flights** operating airline companies and those that have at least 2 aircraft based per night get a 23% discount on 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 applied, will be supplemented with 10% (6 euro/boarded passenger) of the service charge, for each embarked passenger. 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) Airlines that register an additional total traffic of at least 300,000 passengers annually compared to the previous year's passenger traffic, will benefit of 30% discount on the passenger service charge. This discount applies only to the additional traffic achieved from one year to the other, based on the following condition:

$t_{n+1} - t_n$ = at least 300,000 total passengers transported annually, where:

t_n - the total passenger traffic registered for reference year 1

t_{n+1} - the total passenger traffic registered for reference year 2

n = reference year 1, $n+1$ = reference year 2, $n+2$ = reference year 3

The applicability conditions for point f) of the passenger service charge conditions are as follows:

- *This additional associated condition can be applied simultaneously with financial incentives granted to companies that open new destinations. For any airline, this scheme will apply only after the operation of two complete calendar years.*
- *Additional conditions associated with passenger service charge for ADDITIONAL TRAFFIC (ACA_AT) apply only to the passenger service charge, for a maximum of 3 years, whether or not these years are consecutive.*
- *ACA_AT applies cumulatively with other additional conditions applicable to the passenger service charge.*
- *ACA_AT related to the passenger service charge applies starting from reference year 3, following a traffic increase of over 300,000 additional passengers registered in reference year 2, compared to reference year 1.*
- *The discounts related to ACA_AT apply starting from the first calendar month of reference year 3, until the additional passenger threshold recorded in the previous year is reached.*

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 / EMBARKED 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	300,0001 - 350,000
30	350,001 - 400,000
40	400,001 - 500,000
50	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) 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, until 31.12.2028.

d) Airlines that register an additional total traffic of at least 300,000 passengers annually compared to the previous year's passenger traffic, will benefit of 30% discount on the development charge. This discount applies only to the additional traffic achieved from one year to the other, based on the following condition:

$t_{n+1} - t_n$ = at least 300,000 total passengers transported annually, where:

t_n - the total passenger traffic registered for reference year 1

t_{n+1} - the total passenger traffic registered for reference year 2

n = reference year 1, $n+1$ = reference year 2, $n+2$ = reference year 3

The applicability conditions for point d) of the development charge conditions are as follows:

- This additional associated condition can be applied simultaneously with financial incentives granted to companies that open new destinations. For any airline, this scheme will apply only after the operation of two complete calendar years.*
- Additional conditions associated with development charge for ADDITIONAL TRAFFIC (ACA_AT) apply only to the development charge, for a maximum of 3 years, whether or not these years are consecutive.*
- ACA_AT applies cumulatively with other additional conditions applicable to the development charge.*
- ACA_AT related to the development charge applies starting from reference year 3, following a traffic increase of over 300,000 additional passengers registered in reference year 2, compared to reference year 1.*
- The discounts related to ACA_AT apply starting from the first calendar month of reference year 3, until the additional passenger threshold recorded in the previous year is reached.*

VI.2 TRANSIT CHARGE

UNIT RATE: 3.00 EURO / EMBARKED 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 / EMBARKED 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 / EMBARKED 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 OPERATING CHARGES & INCENTIVES



A. CLJ AIRPORT CHARGES & ADDITIONAL ASSOCIATED CONDITIONS

(Valid from November 1st , 2024)



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

(Valid from October 7th, 2025)

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 (Annex 1 - Cluj „Avram Iancu” International Airport city- pair system).
- b. An airline proposing to operate a route eligible for incentives may benefit from these incentives only after a 1-year (12-month) interruption of the regular route or, in the case of a seasonal route operated for a minimum of 4 months or offering a capacity of at least 2,000 seats per season, after a 6-month interruption of that seasonal route.

Note: Compliance with the requirement of a minimum capacity of 2,000 seats per season is determined by multiplying the total number of estimated movements to be operated by the airline during an operating season by the declared aircraft capacity for the route. The seats actually offered for sale by the airline shall be verified both through the information made available regarding the publication of the route on the official website and through equivalent information confirmed in the incentive application form. 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 months period from the date of commencement of flights by the first air operator.

- c. 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.
- d. In order to take advantage of a discount, the flight operator must submit a request (standardized form - Annex 2) containing all relevant information.
- e. 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.
- f. 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%	50%	50%
• Lighting	50%	50%	50%
• Parking	50%	50%	50%
• Passenger services	50%	50%	50%
• Development	50%	50%	50%

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>Alanda / 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 scheduled destinations**

Airline:		Airline (IATA code/s):		
Address:		Authorized representative:		
Destination (ICAO Airport Code):	Frequency (per week):	Total aircraft movements/season: SUMMER: _____ / WINTER: _____		
Start date:				
Year-round service (YES/NO)?				
Aircraft type / MTOW:	Aircraft capacity (total number of seats):	Total capacity (seats offered for sale)/season: SUMMER: _____ / WINTER: _____		
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: 07.10.2025, 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)

INFORMATION STRICTLY CONFIDENTIAL - NOT TO BE DISCLOSED TO ANY THIRD-PARTY
All charges presented in this document do not include VAT.