

Kutaisi International Airport (Incentives)



PASSENGER GROWTH INCENTIVE PACKAGE (Based on annual departing international passengers)			
N	Number of annual departed PAX per route		All inclusive fee per passenger (except On Request services not listed in Note*)
1	From 5000	to 7000	\$20.00
2	From 7001	to 10000	\$16.00
3	From 10001	to 13999	\$12.00
4	From 14000	to 19000	\$10.00
5	From 19001	to 27000	\$8.00
6	From 27001	and more	\$5.00

GENERAL CONDITIONS

- No restrictions on frequency. Package is valid per airline, per operational year, from the date of first flight
- Payment method: Deposit, cash back or bank guarantee applies
- Incentive package is applicable for all airport services, including those On Request services that are listed as a Note*
- Note*: list of On Request services, included in Passenger Growth Incentive package
 - Ø From “Cabin cleaning for aircraft weighting < 14 tons”, trash bags removal services only;
 - Ø From “Cabin cleaning for aircraft weighting >= 14 tons” trash bags removal services only;
 - Ø G P U;
 - Ø Aircraft towing (for aircrafts with maximum take of weight under 104 tons);
 - Ø Push-back (A/C MTOW up to 104 tons).



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DESTINATION INCENTIVE PACKAGE (for routes announced)			
Package	I-st operational year	II-nd operational year	III-rd operational year
	Base fee	Increase 15%	Increase 15%
ALFA	\$ 13	\$ 15	\$ 17
BRAVO	\$ 10	\$ 12	\$ 13
CHARLIE	\$ 8	\$ 9	\$ 10
DELTA	\$ 6	\$ 7	\$ 8

➤ GENERAL CONDITIONS

- Destination Incentive applies to all direct scheduled or chartered flights to cities listed in annex A.
- An airline should operate at least 2 weekly frequencies to assigned destination and year around operation. A new destination is per definition a city, which has not been served from Kutaisi Airport for at least 12 months by a direct flight by any airline.
- Destination Incentive is valid for a period of 3 years and all inclusive fee per passenger will increase after each operational year by 15%.
- Note*: list of On Request services, included in Destination Incentive package
 - Ø From “Cabin cleaning for aircraft weighting < 14 tons”, trash bags removal services only;
 - Ø From “Cabin cleaning for aircraft weighting >= 14 tons” trash bags removal services only;
 - Ø G P U;
 - Ø Aircraft towing (for aircrafts with maximum take of weight under 104 tons);
 - Ø Push-back (A/C MTOW up to 104 tons).



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BASED AIRLINES INCENTIVE PACKAGE (for Airlines Based at Kutaisi International Airport)

The fee is calculated based on annual total number of carried passengers (arrival-departure):	All inclusive fee per departing passenger, including listed in note* On-Request services. Valid for flights operated by aircraft with 190 or less passenger seat	All inclusive fee per departing passenger, including listed in note* on-request services. Valid for flights operated by aircraft with 191 or more passenger seat capacity.			
		Average number of passengers per flight, carried by aircraft with 191 or more passenger seat capacity, calculated within one year after enactment of the incentive:			
		Under 155 pax per flight	between 155 - 165 pax per flight	Between 165 - 175 pax per flight	Over 175 pax per flight
Up to 150 000	\$5.00	\$5.00	\$4.80	\$4.60	\$4.50
150 001 – 200 000	\$4.50	\$4.50	\$4.32	\$4.14	\$4.05
200 001 – 250 000	\$3.50	\$3.50	\$3.36	\$3.22	\$3.15
250 001 and more	\$3.00	\$3.00	\$2.88	\$2.76	\$2.70

GENERAL CONDITIONS

- Based is considered an airline, starting and ending flight operation at Kutaisi International Airport.
- The annual total number of passengers carried (departing-arriving) will be calculated according to all carried international passengers of an airline, to/from Kutaisi International airport, regardless if they were carried by based aircraft or any other aircraft operated by this airline from/to Kutaisi International Airport.
- Calculation of the fees payable by the airline for the services provided, is based on the number of departing passengers from Kutaisi International Airport, both for the aircrafts based at Kutaisi International Airport or another airport.
- Incentive package is applicable for all airport services, including those On Request services, that are listed in package III as a Note*
- Note*: list of On Request services, included in Based Airlines Incentive package:

Ø From “Cabin cleaning for aircraft weighting < 14 tons”, trash bags removal services only; Ø From “Cabin cleaning for aircraft weighting >= 14 tons” trash bags removal services only; Ø G P U; Ø Aircraft towing (for aircrafts with maximum take of weight under 104 tons); Ø Push-back (A/C MTOW up to 104 tons); Ø Air condition unit (Heater & Cooler): USD 50 - per 30 Minutes; Ø Air starter (A/C MTOW up to 153 tons): USD 150 - per application; Ø De-icing liquid - (% 100 mix): USD 4.5 - per liter; Ø Lavatory truck: USD 50 per service; Ø Potable water truck: USD 50 per service; Removal of air sickness: USD 20 per service

