

Tirana International Airport Incentive Policy

1. General provisions

This incentive policy aims to stimulate the sustainable growth of air traffic in Tirana International Airport (TIA), the efficient use of infrastructure, the improvement of connectivity for Albania and the development of long term relationships with partner airlines.

Through a simplified process TIA encourages airlines to start up their business, introduce new routes and further grow their operations by taking advantage of reduced operational costs.

This policy is effective as of 1st of January 2026 and outlines the rules and criterias for the eligibility of the different incentive categories.

2. Incentive discount types

For Airline partners currently operating or planning to operate in Tirana International Airport, the following incentives types are available:

- A New route incentive
- B Switching from seasonal to year-round operations
- C Traffic growth
- D New airline partner
- E Volume Based Discount

2.1 General Terms and Conditions (GTaC)

To benefit any of the incentives specified in paragraph 2, the following terms and conditions need to be met in full:

- 2.1.1 The airline partner has signed the Standard Ground Handling Agreement, the Annexes A and B
- 2.1.2 The airline partner has shown a correct payment behavior throughout the contractual relationship
- 2.1.3 Incentives A, B, C, D, are granted first if applicable hereunder.
- 2.1.4 After the expiry of eligibility period, the regular charges will be applied.
- 2.1.5 If an airline benefits from incentive E, no other incentive type shall be granted for the period.
- 2.1.6 Long Haul is considered a route of duration of more than 5 hours.

- 2.1.7. The incentives shall be calculated and granted at the end of each eligibility period.
- 2.1.8. Partner airlines do not need to apply or complete any specific documentation for being granted the incentive. To simplify the process for partner airlines, Tirana International Airport calculates and grants the incentive in line with the terms and conditions outlined in this policy.
- 2.1.9. Marketing budget is subject to a separate contract based on the plan submitted by the airline partner.
- 2.1.10. The routes specified in Annex A are considered of high importance for TIA. As such they are eligible for a higher incentive rates provided the same GTaC and specific conditions are fulfilled.

A. New Route Incentive for Scheduled Traffic

TIA in order to support any Airline operating a new route as commercial flight is offering the following supportive scheme:

Type	Seasonal for the duration*		Year around					
	Landing & Takeoff Lighting Parking	Ground Handling	Landing & Takeoff Lighting Parking	Ground Handling	Landing & Takeoff Lighting Parking	Ground Handling	Landing & Takeoff Lighting Parking	Ground Handling
Intercontinental/Longhaul	100%	20%	100%	30%	75%	20%	50%	10%
Short/Medium Haul	100%		100%	10%	50%			
Routes in Focus	100%	10%	100%	20%	75%			
Strategic Routes	100%	10%	100%	30%	75%	10%		
Charter	50%		100%					

The following conditions apply in addition to GTaC specified in pgh 2.1:

- A1. For the specific route there have been no scheduled flights operated to/ from TIA during the previous 12 months.
- A2. The new route shall not have been operated by the Airline presenting its Development Plan for at least 24 months preceding the start-up of the program;
- A3. New seasonal to be considered a new route operated at least 3 months during any IATA season with an average frequency of 1 weekly.
- A4. The New year-round route should be operated on a scheduled basis on an average of at least one weekly frequency throughout a period of 48 non consecutive weeks.
- A5. For seasonal routes of longhaul with less than 2 frequencies/week, the incentive can be converted in marketing budget, enhancing the awareness of the route.
- A6. For seasonal routes of short/medium haul with less than 22 frequencies in total, the incentive can be converted in marketing budget for better route awareness.
- A7. For year-round routes eligible to more than 1 year support, the 1st and 2nd year incentive will be granted upon confirmation of the next year schedule. Should the airline stop the operations of the route in the consecutive year, the incentive will be

calculated and granted under the category of seasonal, referring to most recent IATA season of operations.

B. Switching from Seasonal to year-round

Tirana International Airport is always looking to support partners who decide to add capacity year-round. The following table indicates support for those airline partners switching operations on a route from seasonal to year-round. This incentive is valid for 2 consecutive years.

Type	October-April	
	Landing & Takeoff Lighting Parking	Ground Handling
Intercontinental/Longhaul	100%	30%
Routes in Focus-underserved	100%	20%
Short/Medium Haul	100%	10%

The following conditions apply in addition to GTaC specified in pgh 2.1:

- B1. The Route should be operated on a scheduled basis on an average of at least one weekly frequency throughout a period of 48 non consecutive weeks.
- B2. No other incentive has been granted on the route.
- B3. The 1st year incentive will be granted upon confirmation of the next year schedule. Should the airline discontinue year-round operations of the route in the consecutive year, the incentive will be calculated and granted under the Traffic Growth category, outlined in paragraph C of this policy.

C. Traffic growth

For all airline partners who increase capacity at the airport at any given IATA season on one or multiple destinations, Tirana International Airport will support with the following for all additional frequencies:

Type	1 destination		Multiple destinations	
	Landing & Takeoff Lighting Parking	Ground Handling	Landing & Takeoff Lighting Parking	Ground Handling
New Route	100%		100%	10%
Existing Route	75%		100%	
Charter	50%		50%	

The following conditions apply in addition to GTaC specified in pgh 2.1:

- C1. Minimum number of additional frequencies during one IATA season is 15 and for year-round is 40.
- C2. No other incentive is granted on the route for the specific airline.
- C3. Total number of departing passengers compared to previous year/IATA Season must be incremental.
- C4. For calculation purposes, there will be a comparison for all flights during an IATA Season/year-round with the previous year. The incentive will be granted only on the additional frequencies taking into account the last flights performed.

D. New Airline Partner

TIA is continuously looking to extend its partnership with new airlines. Any airline willing to start operations throughout the year/IATA Season is offered the following supportive scheme for the first months of operations:

Type	Eligibility	Existing Destination	
		Landing & Takeoff	Ground Handling
Seasonal	3 months	100%	
Seasonal -Route in Focus	3 months	100%	10%
Year-Round	6 months	100%	10%

The following conditions apply in addition to GTaC specified in pgh 2.1:

- D1. Airlines eligible for this New Airline Entrant Incentive must be airlines, who for the previous 36 months have carried out no commercial operations
- D2. The new airline partner should operate a minimum of one weekly frequency in average and no less than 2 months in any IATA season.
- D3. For the year-round eligibility, the partner airline should operate an average of at least one weekly frequency throughout a period of 48 non consecutive weeks.

E. Volume Based Discount

Tirana International Airport, in order to accelerate the passenger growth and to support any airline partner that brings volume of passengers across one or multiple routes, offers the Volume Based Discount incentive. The airlines have to reach a minimum threshold of 110,001 departing passengers for the first year and should report an increase of the overall passenger numbers on annual basis.

The below table indicates the amount of discount from normal passenger charges for departing passengers exceeding the minimum threshold of each tier.

Minimum Departing PAX	Tier Maximum	Reduced Departing Pax Charge (EUR)
110,001	150,000	1.3
150,001	190,000	2.2
190,001	230,000	2.9
230,001	270,000	3.4
270,001	310,000	3.9
310,001	350,000	4.3
350,001	390,000	4.7
390,001	430,000	5.0
430,001	470,000	5.4
470,001	510,000	5.7

The following conditions apply in addition to GTaC specified in pgh 2.1:

- E1. For the purpose of calculation, the infant passengers are counted, but no incentive is granted for departing infant passengers.
- E2. For the purposes of calculation, this incentive will be calculated yearly January – December.
- E3. The incentive cannot be granted for more than 3 consecutive years for the same tier.
- E4. The incentive tiers are incremental. For the purpose of calculation the difference between tier maximum and minimum will be multiplied with the respective incentive/dpax charge.

3. Marketing Support

Tirana International Airport, aiming at increasing awareness and support sales for the new route will allocate also marketing budget for the partner airline. The marketing budget depends on route frequencies, budget availability and is subject to discussion between the parties.

4. Payment of the Incentives

Any financial obligation arising towards the airline, as a result of these incentives, will be settled by way of a credit note at the end of the eligibility period, unless specified differently in this Policy.

5. Final provisions

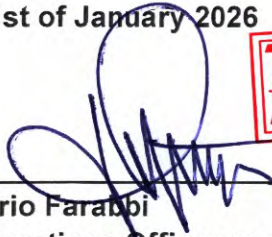
This Policy and any eventual payment deriving from its application is an entirely voluntary and discretionary contribution on the part of Tirana International Airport.

It is understood and agreed that the payment of the incentives may be withheld, increased, decreased, discontinued or cancelled altogether, individually or collectively with 60 days prior notice.

Furthermore, the payment of the incentive is contingent upon the airlines conducting flights on the time such payment is scheduled to be done and all the conditions stated in this policy are met in full.

Landing, Parking, Lighting and Ground Handling charges refer to the published ones publicly available in Tirana International Airport's website.

Tirana, 1st of January 2026



Piervittorio Farabbi
Chief Operations Officer and Administrator



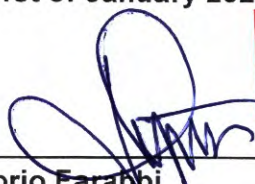
Marsida Pallko
Administrator

ANNEX A

List of destinations in focus and strategic routes

UNDERSERVED	
In focus	Strategic
CDG	MAD
AMS	MUC
CPH	LIS
BRU	RUH
ESB	AMM
UNSERVED	
In focus	Strategic
GYD	RAK
JED	CAI
BEI	EVN
MCT	KUT
TAS	NQZ

Tirana, 1st of January 2026



Piervittorio Farabbi
Chief Operations Officer and Administrator




Marsida Pallko
Administrator