

ADR POLICY FOR AIR TRAFFIC DEVELOPMENT AT ROME FIUMICINO AIRPORT

OBJECTIVE

Aeroporti di Roma (ADR), in the context of its business relating to the management and development of the Roman Airport System, aims at sustaining the traffic growth at Rome Fiumicino Airport by introducing a transparent, fair and non-discriminatory incentives scheme.

ADR thus intends to support the launch of new airline connections in order to favour constant, long-term sustainable airport connectivity development for the benefit of its extensive catchment area.

TARGETS

The incentives scheme, funded exclusively with corporate funds allocated internally, is aimed at significant initiatives for the purpose of developing incremental traffic in Rome Fiumicino Airport, in line with the economic sustainability, profitability principles and with the corporate strategy.

The following scopes are defined:

- A. Launch of new routes to Long-Haul unserved destinations¹;
- B. Increase of frequencies to served Long-Haul destinations, due to:
 - 1. The entrance of a new airline on that destination;
 - 2. The increase of weekly frequencies by the airline already operating flights to that destination.
- C. Launch of new routes to Short/Medium-Haul unserved destinations².

A destination³ is considered unserved when not connected with scheduled flights to the Roman Airport System during the IATA season preceding the one that includes the starting date of route⁴.

The incentives scheme does not apply in the cases in which, at the time of request:

- 1. The new route has been operated during the previous 12 months by the same airline requesting to access ADR incentives schemes (only related to A and C scopes);
- 2. The new route, or the frequencies increase, is the result of a restructuring of the airline's schedule at the airport and/or of an operative exchange between partners through codeshare or alliances with other airlines;

¹ "Long Haul destinations" are intended as the cities located outside Europe, Northern Africa and the Levant, as shown in the attached map.

² "Short/Medium-Haul destinations" are intended as the cities located inside Europe, Northern Africa and the Levant, as shown in the attached map.

³ Two or more airports belong to the same destination if they are traceable to the same IATA Metro Code or are located less than 75 km in a straight line from each other and in the same country.

⁴ In case of a destination connected with seasonal flights, unserved destination is intended as the one not served with scheduled flights from the Roman Airport System during the 12 months preceding the starting date of route.

3. The volume of planned activity (seats offered and weekly frequencies) by the applicant airline at the Roman Airport System is lower than the one of the same IATA season of the year before and in the reference network sector, not considering the new route or the additional frequencies for which access to ADR incentives scheme is requested;
4. The destination belongs to a city connected to the Roman Airport System already served by four (4) or more airlines (only related to B scope).

PARAMETERS AND CRITERIA

The incentive consists in a unit amount per departing passenger (DEP PAX). The contribution is granted for a period of two calendar years from the first day of operation of the route eligible for the incentive, or from the first day of operation of the additional frequencies, with a unit amount decreasing on the second year.

The payment of the incentive will be made as a final balance at the end of each IATA season, subject to:

- Maintaining of the capacity: the volume of activity (seats offered and weekly frequencies) operated by the applicant airline at the Roman Airport System is not lower than the one of the same IATA season of the year before⁵ and in the reference network sector, not considering the new route or the additional frequencies for which access to ADR incentives scheme is requested;
- Regularity of the operations, i.e. at least 80% of scheduled incentivized flights must be regularly operated for each IATA season;
- Airport fees are regularly paid, as well as any other payment towards the ADR Group.

The incentive can be applied for a new route, or for additional frequencies, if a minimum of two (2) weekly frequencies is scheduled, and for a minimum duration of three (3) months (only with reference to case "B" seasonal operations are eligible limited to the IATA winter season schedule).

With reference only to the new Short/Medium-Haul routes, operations must be performed with scheduled airline flights, subject to release of the relative slot by Assoclearance as a type of "J" service, not as a charter.

Granting of incentives is subject to the signing of a specific contract between ADR and the airline that will govern in details the terms of the agreement.

In line with the concept of free entrepreneurship, ADR reserves itself the right to assess further collaboration options in reference to development projects that are considered particularly relevant and strategically significant.

⁵ Since the IATA aeronautical seasons may have different durations, in order to ensure an homogeneous comparison between those seasons, the check of the capacity maintenance is carried out on the basis of standard timeframes defined as follows: "Summer": April 1st - October 24th and "Winter": November 1st - March 24th

CRITERIA AND PROCEDURES FOR ACCESSING THE INCENTIVES SCHEME

The incentives scheme is applied starting from the date of publication on ADR's website and is valid for requests to launch new operations due to commence before the end of the 2020/2021 IATA Winter season (included).

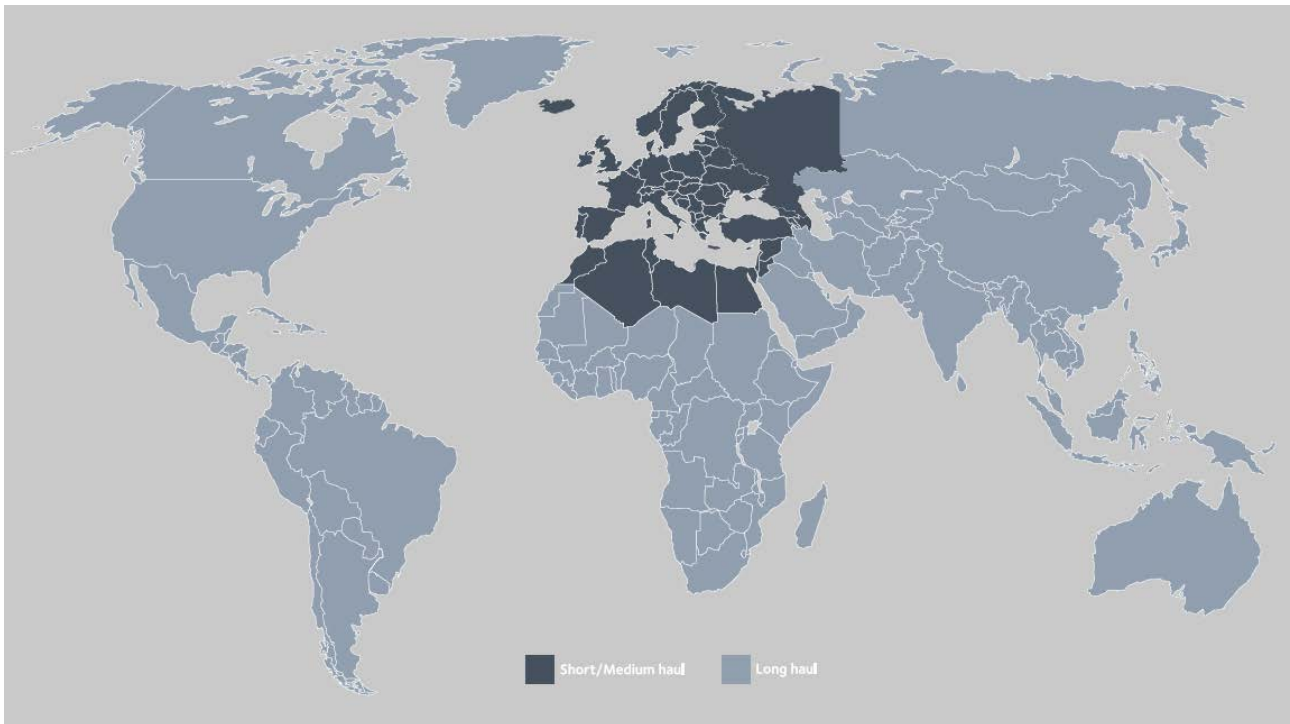
Airlines interested in benefiting from the incentives scheme must apply 30 days before starting the new operations, by contacting the ADR Marketing and Aviation Development Department at the following email address: airlinetrafficdevelopment@adr.it

In case of incentives request coming from two or more airlines for the same unserved destination, support will be awarded to the first airline that will have announced the new flight operations and loaded them on the official selling systems (GDS).

ADR reserves itself the right to modify, update or suspend this policy, through a prompt public notice, depending on market performance and the evolution of corporate planning and strategies.

The current Policy is written in English and Italian; in case of discrepancies the Italian text shall prevail.

Overview of Short/Medium-Haul and Long-Haul destinations



With reference to Russian Federation destinations, the difference between Short/Medium Haul and Long Haul is identified by official IATA Global Region definition (source Airport IS- SRS Innovata): if the destination is a city reported as "Europe" it refers to Short/Medium Haul, otherwise, if the destination is a city reported as "Asia" it refers to Long Haul.