

**Aeroporto Internacional de Guarulhos – GRU AIRPORT
Incentives for Air Service Development – 2017/18**

This document describes the GRU AIRPORT Incentive Program for Airlines that fulfilled the following criteria. This document is a translation of the Incentive Program, presented to ANAC, written in Portuguese, which for all meanings prevails above this translation.

1. Eligibility

1.1. All Airlines that operate regular international and/or domestic flights to/from GRU AIRPORT that meet the following requirements:

1.1.1. Slots: Airlines need to have approved slots (and HOTRAN permission) for the operation;

1.1.2. Beginning of the Operation: the program is valid until the end of Summer 18, meaning flights under the program need to start their operation during Summer 17, Winter 17 and Summer 18 IATA seasons;

1.1.3. Operational performance: flights need to be operated, at least, 90% of the scheduled days to receive and maintain the incentive;

1.1.4. OTP Performance: flights need to have, at least, an 80% OTP performance to receive and maintain the incentive. OTP criteria is plus or minus 15 minutes from slot times;

1.1.5. Operation Effectiveness: flights need to be operated, at least, during the whole period when incentive is active, without any decrease in seats and/or number of weekly frequencies.

2. Application

2.1. Airlines willing to apply for an incentive under this program should send an email to incentivos@gru.com.br, as well as submit the following documents to prove the eligibility of the flight:

- Slot allocation made by GRU AIRPORT Coordinator (at the moment, ANAC) for the operation– flight, route, aircraft type, weekly frequencies, departure and arrival times at GRU;
- Declaration Term signed by the Airline's legal representatives in Brazil, declaring their knowledge and acceptance of the Incentive Program;
- Corporate documents giving the authorization for the legal representatives to sign on behalf of the airlines;
- Form obtained through the e-mail incentivos@gru.com.br and signed by the Airline's legal representatives in Brazil.

2.2. Airline incentive requests are valid and answered by GRU AIRPORT within 10 working days after receiving all the documentation stated on section 2.1.

2.3. Any question about the program should be posed exclusively by the e-mail incentivos@gru.com.br.

3. Incentives

3.1. The GRU AIRPORT Incentive Program has three criteria:

3.1.1. New International Routes to/from GRU AIRPORT;

3.1.2. Increase of aircraft size (measured by seat capacity) to/from GRU AIRPORT on existing domestic and international flights;

3.1.3. New off-peak international flights or weekly frequencies to/from GRU AIRPORT.

3.2. The GRU AIRPORT Incentive Program is valid for operations that start until the end of Summer 18 IATA season. GRU AIRPORT can change, modify, or exclude conditions of this program at any time, without justification, with a 30-day warning period published through GRU AIRPORT official communication channels.

4. Criteria and Incentives

4.1. NEW INTERNATIONAL ROUTES TO/FROM GRU AIRPORT

4.1.1. Airlines need to fulfill the requirements presented on section 1 ELIGIBILITY and the following specific criteria.

4.1.2. Operate regular, scheduled international flights on the following routes: (i) South America: cities in Argentina not currently served from GRU AIRPORT, Cartagena, Cuzco and Quito; (ii) Caribbean Islands and Central America; (iii) North America: Boston, Las Vegas, San Francisco and Vancouver; (iv) Europe: Munich, Berlin, Brussels, Geneva and Vienna; (v) Asia, Australia and New Zealand.

4.1.3. Incentive should be given to the **first airline** requesting the service (slot request). If 2 or more Airlines request slots for the same Route at the same initial submission, the incentive will be granted to the Airline that: (i) requests the biggest number of seats; (ii) requests the biggest number of flights. If the tie persists, GRU AIRPORT will keep the airline according to its air service development strategy.

4.1.4. Incentive: 2-year rebate on landing fees according to the following table:

New International Routes	Rebate
Year 1	100%
Year 2	50%

4.2. AIRCRAFT SIZE INCREASE ON EXISTING DOMESTIC AND INTERNATIONAL FLIGHTS TO/FROM GRU AIRPORT

4.2.1. Airlines need to fulfill the requirements presented on section 1 ELIGIBILITY and the following specific criteria.

4.2.2. Aircraft size increase (measured by seats) on a regular basis for all weekly frequencies. This program incentive is available for both domestic and international operations.

4.2.3. To have access to the incentive, airlines cannot reduce the Route capacity (measured by amount of seats per Season) on other flights for the same Route. A route is defined as a city, following IATA city code (e.g.: Buenos Aires includes both Ezeiza and Aeroparque airports).

4.2.4. Incentive: Keep during 12 months the smaller aircraft landing fee value, independent if it is a domestic or international flight.

4.3. NEW OFF-PEAK INTERNATIONAL FLIGHTS OR WEEKLY FREQUENCIES TO/FROM GRU AIRPORT

4.3.1. Airlines need to fulfill the requirements presented on section 1 ELIGIBILITY and the following specific criteria.

4.3.2. Operate new international flights or new weekly international frequencies at **off-peak times**. The off-peak time is defined for the flight departure for each flight season. For seasons Summer 17 and Winter 17, the defined off-peak departure times are (São Paulo time): 00:30 – 04:55 and 10:00 – 14:55. During daylight saving time in Brazil, the morning time is extended until 15:55.

4.3.3. To have access to the incentive, airlines cannot reduce the Route capacity (measured by amount of seats per Season) on the other flights at the same Route. A Route is defined as a city, following IATA city code (e.g.: Buenos Aires includes both Ezeiza and Aeroparque airports).

4.3.4. Incentive: 3-year rebate on landing fees according to the following table:

International flights at Off-Peak Times	Rebate
Year 1	100%
Year 2	75%

Year 3	50%
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5. Effectiveness

5.1. Incentives can only be granted by GRU AIRPORT after the airline signs the Declaration Term and the Form (obtained through the email incentivos@gru.com.br). No retroactive incentives will be given.

5.2. Return of Incentives: on the hypothesis that one or more of the criteria is not met by the airlines during the period of incentives, the airlines need to return (pay-back) the incentive already granted by GRU AIRPORT.

6. Period

6.1. This Incentive Program is valid until the end of Summer 18 IATA Season, granting incentives up to 3 years.

7. Questions

7.1. Questions related to the applicability of the program will be answered by GRU AIRPORT exclusively by the e-mail incentivos@gru.com.br. The jurisdiction of the courts of the County of Guarulhos/SP is elected for any disputes arising out of this Incentive Program between GRU AIRPORT and Airlines.

Declaration Term

The Airline declares for all meanings that is a company legally authorized to operate in Brazil, and expressly agrees with the eligibility, application, incentives, criteria, and efficiency of GRU AIRPORT Incentive Program, which is officially written in Portuguese.

Read and agree with the Incentive Program

Airline

Denomination:

N.º CNPJ:
