



LIMAK KOSOVO INTERNATIONAL AIRPORT J.S.C.

PRISHTINA INTERNATIONAL AIRPORT
"ADEM JASHARI"

INCENTIVE PROGRAM
2025-2029

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ARTICLE 1: OBJECTIVE

Limak Kosovo International Airport J.S.C. ("LKIA") is committed to expanding the route network from Prishtina International Airport "Adem Jashari" ("PIA"), which aims to attract and support the long-term expansion of airlines, foster sustainable growth in passenger traffic, and enhance the airport's strategic connectivity. The program focuses on incentivizing airlines to develop and sustain new routes of strategic importance, particularly unserved, high-demand destinations, with a parallel consideration of the operational readiness to accommodate such growth.

The objective of the Incentive Program is to support commercial airlines to foster long-term partnerships with airlines through a structure which provides a balance between short-term adaptability and long-term commitment, creating a foundation for collaborative growth. This phased approach not only enhances flexibility but also signals Limak's commitment to building sustainable, long-term business opportunities with airline partners. By fostering a collaborative environment and offering incentives tailored to both current and future market conditions, Limak aims to strengthen its relationships with airlines, encourage the introduction of new routes, and ensure the airport remains a competitive and attractive hub for air traffic in compliance with the related regulations of Civil Aviation Authority ("CAA") of the Republic of Kosovo and the Public Private Partnership ("PPP") Agreement signed between Republic of Kosovo and LKIA.

The terms and conditions of the incentives which will be implemented at PIA are defined by this Incentive Program which is subject to the effective charge policy.

ARTICLE 2: DEFINITIONS

Application Form:	a form to be filled in by the commercial airline and submitted to LKIA to apply for the Incentive Program under the terms and conditions of the Incentive Program. The Application Form is taken as basis for Incentive Evaluation.
Application Confirmation	an email that LKIA shall provide to the commercial airline to confirm the application of the commercial airline under the terms and conditions of the Incentive Program.
Commercial airline	an operator that, for remuneration, provides scheduled or non-scheduled air transport services to the public for the carriage of passengers, freight or mail and has series of flights with the following characteristics: 1) on each flight seats or capacity for transport of goods and / or mail are available to the public for individual purchase, either directly from the commercial airline or its authorized representative; 2) the transport is carried out between the two same or more of the same airports: (1) according to a published timetable, or (2) flights which are so regular or frequent that they are recognized as a systematic series of flights.
Frequency/ies	the number of scheduled passenger flights per week.
IATA season:	the period of the year set by the International Air Transport Association ("IATA"), designed as IATA summer (from the last Sunday of March of the current year until the last Saturday of October of the same year) and IATA winter (from the last Sunday of October until the last Saturday of March of the following year).

LKIA:	Limak Kosovo International Airport J.S.C.
PIA:	Prishtina International Airport “Adem Jashari”
Scheduled flight:	one flight of a series of flights (to/from airport from/to the same destination), operated according to a published timetable and approved by the Schedule Facilitator of the airport at the start of the IATA season and all tickets are sold to the public via standard Global Distribution System (“GDS”) or accessible public booking engines.
Turnaround flight:	a flight operated by the same board from origin to destination airport and back with complete change of load capacity.
OTP:	On-time performance data shows the percentage of flights that departed on-time. A flight is considered on-time if it has departed within 15 minutes of their confirmed schedule.
Seasonal Route:	A seasonal route is a transportation route that operates only during specific times of the year, typically in response to seasonal demand, in this incentive program four (4) consecutive months in Summer, and three (3) consecutive months in Winter.
New Entrant:	an airline that begins operating at that airport for the first time, in this incentive program is defined as an airline which has not served the market since January 2021.

ARTICLE 3: SCOPE OF THE INCENTIVE PROGRAM

The Incentive Program will be implemented starting from IATA Summer Season 2025 with the following incentive products:

- The New Route Incentive
- Additional Frequency Incentive
- Long-Haul Route Incentive
- The Fixed Base Operation Support Incentive
- Limited Ground Handling Service Incentive

ARTICLE 4: BENEFICIARIES

The Incentive Program aims to reach all commercial airlines, without exception, operating or intending to begin operations at PIA which fulfill the requirements and criteria described in this Incentive Program.

ARTICLE 5: VALIDITY

The Incentive Program of LKIA is effective immediately on SS25 until the end of WS28.

ARTICLE 6: INCENTIVE PROGRAM SCHEME

6.1 THE NEW ROUTE INCENTIVE

The purpose of this Incentive Program is to stimulate routes to destinations which are not served directly from PIA, providing choice for passengers.

Eligibility Criteria are listed below:

- a. A new route is considered a scheduled, non-ferry, commercial air connection to a destination, which has not been operated by direct flights at LKIA between IATA seasons SS21 and end of WS24, except for routes that were operated for no more than eight (8) months in total during the abovementioned period, with a maximum of two (2) months in any given year. In addition, for every other IATA year during the eligibility of this Incentive Program, a new route will be defined as one that has not been operated at LKIA for the past four (4) IATA seasons.
- b. Minimum Operation Period: Six (6) consecutive months during the two IATA seasons.
- c. In case a route is categorized as Seasonal, the minimum operation period drops to four (4) consecutive months in Summer, and three (3) consecutive months in Winter
- d. Minimum Number of Frequencies: Two (2) weekly, both for new routes, and seasonal new routes.
- e. If a new entrant applies for The New Route Incentive, an additional 5% discount will be granted during the first IATA year/season of operation on Landing and GH Basic Packages/Limited GH Package. To be eligible, the new entrant must carry a minimum number of 20,000 departing passengers during an IATA year.
- f. If more than one airline commences the same route on a close period, as per the same eligibility criteria, the discount will be granted to the first airline to start the operations on the new route – the official announcement date will be taken into consideration (i.e. press release).
- g. If one route is flown to an airport not previously flown from LKIA but is at the destination currently served, then the route to the new airport will be considered a new route given that it increases the choice for the passengers.
- h. The route must be operated non-stop, i.e. no transfers via other airports. The route with a technical stop, where no revenue passengers leave or embark on the flight, is considered as a non-stop route.

Technical Recommendations:

- The airport shall assess the marketing plans and strategies of interested airlines introducing new routes on a case-by-case basis, considering their potential impact on passenger traffic and connectivity – the marketing plan/strategy will be shared with the airport in written in prior, whereas the marketing summary report will be provided to the airport in the end of respective IATA Season/IATA Year. Furthermore, the airport may, where deemed necessary, facilitate engagement with relevant stakeholders, including travel agencies and tourism representatives, to support and enhance the success of such routes. Any evaluation and potential support shall be subject to, and conducted in accordance with, the annual budgetary constraints of the airport's marketing budget and with a minimum threshold of EUR 30,000 per new route defined based on the submitted and realized marketing plan/strategy of the airline.
- Airport will define in due time the list of New Routes in Demand.
- Incentive Distribution Period: End of the IATA Season or IATA Year depending on the route categorization.

Incentive Scheme for New Route Incentive

If the commercial airline introduces a route to a new destination served at PIA, following the Incentive Program will be applied:

Incentive Category	Incentive Discount	
	Year 1 – Discount	Year 2 - Discount
Landing Fee – on the New Route	90%	70%
Full GH Basic Package on the New Route, <i>OR</i> ;	30%	20%
Limited GH Basic Package on the New Route	50%	30%
Marketing Incentive	Discretionary on LKIA Evaluation Basis	Discretionary on LKIA Evaluation Basis

6.2 ADDITIONAL FREQUENCY/IES INCENTIVE

The aim of this Incentive Program is to encourage commercial airlines to plan and initiate additional frequencies at PIA compared to their ongoing operations.

Eligibility Criteria are listed below:

- The commercial airline applying for the Additional Frequency/ies Incentive Program must add at least 1 (one) new weekly frequency to any of their existing destinations compared to the previous equivalent IATA season, both seasonal and non-seasonal additional frequencies.
- If the commercial airline reduces the frequencies to a particular destination compared to the previous year, it will not be entitled to the Additional Frequency Incentive if those frequencies will resume.
- Minimum Operation Period: Six (6) consecutive months during the two IATA seasons.
- In case a route is categorized as Seasonal, the minimum operation period drops to four (4) months in Summer, and three (3) months in Winter.

Technical Explanations:

- Excluded Destinations: Destinations that have been operated at PRN 14 or more times per week during an IATA year for year-round routes, or during the corresponding season for seasonal routes, in the last 12 months. A list of these excluded destinations will be provided to airlines individually when the application period opens.
- Incentive Distribution Period: End of the IATA Season or IATA Year depending on the frequency/route categorization

Incentive Scheme for Additional Frequency/ies

The applied incentive to airlines introducing additional or new frequencies is:

Incentive Category	Incentive Discount
	Year 1 – Discount
Landing Fee – on the Additional Frequency	50%

6.3 THE FIXED BASE OPERATION (FBO) SUPPORT INCENTIVE

The aim of this incentive is to support the commercial airlines which base at least 1 (one) aircraft and operate flights from/to PIA.

Eligibility Criteria are listed below:

- a. This Incentive Program is only valid for the commercial airlines which operate scheduled flights from/to PIA as confirmed by the PIA Schedule Facilitation Unit.
- b. The commercial airline shall use PIA as a base airport for at least 1 (one) of its aircraft of the specified type and capacity. The commercial airline shall submit the Declaration of Based Aircraft: Airlines intending to base aircraft at PRN must provide an official declaration specifying the number of aircraft they plan to station at the airport. This declaration must be submitted in writing to airport management in the form of an official note signed by an authorized representative of the airline.

The declaration should include:

- The number of aircraft intended to be based at PRN.
 - The aircraft type and registration details.
 - The intended start date of operations for each based aircraft.
- c. The fixed-based aircraft must be of the same type throughout the operational period. Airlines can request to change the type of based aircraft during the IATA year must seek prior approval from the airport, which will be subject to the airport's discretion and operational capabilities.
 - d. To qualify as a based aircraft, the airline must ensure the completion of an average eighteen (18) weekly frequencies (TRNs) within the designated IATA year for each aircraft stationed at the airport in the operational period between 06:00-23:00 hrs Local Time (LT).
 - e. Airlines seeking to qualify for the Fixed-Based Operation Incentive in the subsequent year (Y+1) must meet the following criteria during the current year (Y):
 - Turnaround Growth Target: Achieve a minimum 3% increase in the total number of turnarounds (TRNs) operated in year Y compared to the preceding year's (Y-1) operation with the fixed based A/C/s.
 - Load Factor Requirement: Maintain an average passenger load factor of at least 80% for all flights operated with the fixed-based A/Cs during year Y.
 - f. Airlines with based aircraft must adhere to the Operational Plan outlined in the Airport Master Schedule for their operations. To ensure efficient resource allocation and operational reliability at the airport:
 - A maximum cancellation rate of 10% of the total scheduled flights on the Master Schedule within one IATA year is permitted.
 - Cancellations exceeding this threshold—unless attributed to force majeure events—will jeopardize the airline's eligibility for the full Fixed-Based Operation Incentive.

Technical Recommendation:

- Cooperation on Technical Offices and Support Infrastructure: The airport will offer discount in technical office rent and/or support infrastructure for the airline's technical teams. This provision is subject to:

Airport Discretion: The decision to grant access is at the discretion of airport management.

- Availability of Space and Infrastructure: Space and facilities must be available at the time the airline expresses interest.
- Aircraft Branding and Representation: All aircraft based should be branded in accordance with the airline's identity, reflecting its values, standards, and reputation. This requirement enhances the visibility of the airline's presence at the airport, strengthens brand association with high-quality service, and aligns with the airport's commitment to fostering reputable partnerships.
- If an airline qualifies for the Fixed Base Incentive and introduces a New Route or Long-Haul service, it may apply for Marketing Support in accordance with the requirements outlined in Article 6.1(j) for New Routes and Article 6.4(f) for Long-Haul Route. To achieve our shared objectives of operational efficiency and passenger satisfaction, the Fixed Base Operator is required to maintain an OTP of at least 85% across all its operations within the IATA year.
- To achieve our shared objectives of operational efficiency and passenger satisfaction, the Fixed Base Operator is expected to maintain an OTP of at least 85% across all its operations within the IATA year. In case of a frequent lower OTP rate within the IATA year operation, LKIA reserves the right to address this case with the airline within the terms of this Incentive Program.

Fixed Base Operation (FBO) Incentive Scheme

Incentive Category	Incentive Discount
	Year 1 – Discount
Landing Fee – for the Fixed Based Operation	50%
Parking Fee – for the Fixed Based Operaton	100%
Full GH Basic Package for the FBO, <i>OR</i> ;	25%
<i>Limited</i> GH Basic Package for the FBO	50%

6.4 LONG-HAUL ROUTE INCENTIVE

The purpose of this Incentive Program is to stimulate direct long-haul routes from PIA, expanding the connectivity and providing choice for passengers.

Eligibility Criteria are listed below:

- a. The scheduled, non-ferry, commercial air connection to a destination with flight times of at least 4 (four) hours, which has not been served by direct flights in the last 12 (twelve) months prior to the incentive application.
- b. Minimum Operation Period: Six (6) consecutive months during the two IATA seasons. In case a route is categorized as Seasonal, the minimum operation period drops to four (4) consecutive months in Summer, and three (3) consecutive months in Winter.
- c. The commercial airline resuming service to an already terminated destination will be eligible for receiving support for this product only if the air service resumes 12 (twelve) months after the destination was terminated or at least 2 (two) IATA seasons after the termination of the same route. In that case summer schedule is compared with summer schedule of the previous year, winter schedule with the winter schedule of the previous year.
- d. If one route is flown to an airport not previously flown but is to the destination currently served, then the route to the new airport will be considered a Long-Haul Route given that it increases choice for the passengers.

Technical Recommendations:

- Incentive Distribution Period: End of the IATA Season or IATA Year depending on the frequency/route categorization.
- The airport shall assess the marketing plans and strategies of interested airlines introducing long-hauls on a case-by-case basis, considering their potential impact on passenger traffic and connectivity – the marketing plan/strategy will be shared with the airport in written in prior, whereas the marketing summary report will be provided to the airport in the end of respective IATA Season/IATA Year. Furthermore, the airport may, where deemed necessary, facilitate engagement with relevant stakeholders, including travel agencies and tourism representatives, to support and enhance the success of such routes. Any evaluation and potential support shall be subject to, and conducted in accordance with, the annual budgetary constraints of the airport's marketing budget and with a minimum threshold of EUR 50,000 per long-haul route defined based on the submitted and realized marketing plan/strategy of the airline.

Incentive Scheme for Long-Haul Route Incentive

If the commercial airline introduces a long-haul route to a new destination served at PIA, following the Incentive Program will be applied:

Incentive Category	Incentive Discount	
	Year 1 - Discount	Year 2 - Discount
Landing Fee Discount – on the Long-Haul Route	100%	100%
Full GH Basic Package – on the Long-Haul Route	50%	30%
Parking Fee – on the Long-Haul Route	100%	-
Marketing Incentive – on the Long-Haul Route	Discretionary on Airport Evaluation Basis	Discretionary on Airport Evaluation Basis

6.5 LIMITED GROUND HANDLING (LGH) SERVICE INCENTIVE

The purpose of this incentive is to support the airlines that require limited ground handling services while flying to/from PRN.

This incentive will be applicable to the commercial airlines which fulfill the following criteria:

- a. To benefit from this incentive, the flights of the applying commercial airline shall be performed by offering transport only for passengers and their personal Baggage. To avoid any misunderstanding, "Personal Baggage" means no mail, no cargo, no goods other than passenger baggage carried.
- b. Airlines must achieve at least 10% growth in seasonal turnarounds (TRNs) during the summer and winter IATA seasons compared to the equivalent IATA season in the previous year. For existing airlines: TRNs are tracked and verified through airport systems and compared against the corresponding IATA season.
- c. To qualify for the Limited Ground Handling Incentive, the commercial airline must agree to the following conditions: no cabin cleaning services (except for overnight cleaning), no cargo loading or offloading, no Unit Load Device (ULD) loading or offloading, no mail loading or offloading, and no handling of HUM or any other cargo-related services can be requested during the eligibility observation period for the LGH incentive. Only overnight cabin cleaning will be available, subject to the charges outlined in the signed SGHA between LKIA and the airline.
- d. To qualify for the Limited Ground Handling Incentive new entrants (airlines launching operations at the airport) are eligible in their first IATA season if they meet all other criteria. For new entrants: TRN data are monitored during the first IATA season to confirm eligibility.

Technical Recommendations:

- The incentive product aims to support airlines in expanding their operations while ensuring sustainable growth at the airport. The discount applied through this incentive will be granted only if the airline demonstrates growth compared to the equivalent IATA season of the previous year, measured in terms of additional turnarounds accounted for on official traffic data. In cases where an airline has a history of fluctuating operations—increasing and decreasing operation on consecutive IATA seasons, the airport reserves the right to reassess its eligibility for the incentive to ensure that support is directed toward sustainable network expansion rather than sporadic adjustments. The airport retains full discretion to reconsider an airline's incentive eligibility if operational trends indicate inconsistencies or a lack of commitment to stable route development.
- The incentive is observed on a seasonal basis.
- The commercial airline aiming to benefit from this incentive must not have any financial obligations or contractual issues with LKIA.

Limited Ground Handling Service Incentive Scheme

Seasonal Full Operation TRN Growth Rate Ranges	Seasonal Full Operation LGH Incentive	Coefficient
Limited Ground Handling Basic Package, All operation Growth Rate 10%-29.99%	15% - 45%	1.5
Limited Ground Handling Basic Package, All operation Growth Rate 30% and more	50%	

ARTICLE 7: GENERAL TERMS AND CONDITIONS

- a. To benefit from this Incentive Program, an agreement, i.e. Application Form, shall be signed between LKIA and the interested commercial airline. The commercial airline must express interest in benefiting from the Incentive Program through submitting the Application Form to LKIA.
- b. The final settlement shall be made according to an agreement with the commercial airline.
- c. The commercial airline shall not have a legal claim as much as the Incentive Program is concerned.
- d. Regarding code-sharing flights, only the operating commercial airline is eligible for the Incentive Program. The decisive factor therefore will be the airline call sign (not the marketing commercial airline).
- e. LKIA has the right to non-enforcement of the Incentive Program if the commercial airline does not follow the defined conditions. Pursuant to Article 8, LKIA shall make a final decision and duly inform the airline(s) regarding their eligibility to the Incentive Program.
- f. LKIA reserves the right to make the final determination on whether the commercial airline meets the eligibility criteria based on the submitted Application Form.
- g. LKIA reserves the right to review and amend the Incentive Program at any time, in coordination with relevant authorities, subject to a written notification duly informing the airlines, pursuant to Article 8.
- h. New routes, additional frequencies, and their schedules under this incentive program must be confirmed by the Schedule Facilitator. The most recent schedule confirmation and published by the Schedule Facilitator as of the first day of each IATA season will serve as the basis for the Incentive Application.
- i. The Application Form is a document that supports the entire process of this program, for the purpose of monitoring the airline and certifying the number of Air Traffic Movements. Each Application Form should specify the routes and/or frequencies for each incentive category applied the airline intends to be considered for.
- j. The Airline which is categorized as a Fixed Base Operator and has been confirmed eligibility for the FBO incentive must declare its choice of consideration for the Ground Handling discount on basis of whether the airline will require limited ground handling services or full ground handling services. For the avoidance of doubt, if the airline chooses to benefit from the FBO incentive's GH discount, it therefore cannot benefit from Limited Ground Handling (LGH) Incentive.
- k. If an airline is eligible for the Long-Haul Route Incentive, they cannot benefit from the New Route Incentive.
- l. The commercial airline, whose Application Form has been submitted and confirmed in compliance with the terms and conditions of the Incentive Program, will be communicated via email confirmation.
- m. The commercial airline aiming to be eligible for the LKIA Incentive Program must enter into the contractual agreement with LKIA, and at the request of LKIA, the airline is obliged to provide a bank guarantee or cash deposit for the total discount amount they would be eligible for by this Incentive Program, before starts of their operation. The total discount amount will be calculated using the number of turnarounds for the planned flight schedules relating to the period. The bank guarantee shall be issued by a bank approved by LKIA. The bank guarantee shall remain valid for a further period of 90 (ninety) days after the expiry date of the period relating to this Incentive Program. The commercial airline who benefits from this Incentive Program, shall automatically accept that in any case of cancellation of the Incentive Program due to unfulfilling of criteria(s), LKIA shall have the right to withdraw the amount corresponding to all discounted amount from the bank guarantee or cash deposit amount or reserves its right to issue an additional invoice pertaining to the specific amount. If, after the execution of this Incentive Program, LKIA finds that the bank guarantee/cash deposit amount is insufficient and inadequate to guarantee the total discount amount, LKIA may request the commercial airline to increase the bank guarantee/cash deposit amount.

- n. The effective date of incentive program application is the actual date of the flight operation starts.
- o. The airline that ceases operations at LKIA during any single period while in observation under this Incentive Program will not be eligible for the Incentive Program discount for the whole period.
- p. All commercial airlines will be treated equally according to the stipulated provisions.
- q. This incentive program is new and if any unclear situations regarding the calculations arise, LKIA reserves the right to develop additional regulations to ensure achievement of the overall purpose of this Incentive Program.
- r. Any airline with irregularities or delays in the payment of airport fees will be excluded from the incentive program until full settlement of all outstanding invoices issued by LKIA. Consequently, the discount will not apply to fees incurred during the period in which the payment delay or default occurred.
- s. Airlines meeting the eligibility criteria for the traffic growth incentive program at LKIA are required to contact incentive@limakkosovo.aero prior to the launch of their program to define the implementation and monitoring procedures. No incentives or benefits will be applied retroactively.

ARTICLE 8: FINAL DECISION IN REGARD TO GRANTING OF THE INCENTIVE

The final decision concerning the eligibility of the commercial airline for this Incentive Program is the sole responsibility of LKIA. LKIA reserves the right, at any moment, to refuse or suspend granting any incentive in the following cases:

- a. When the commercial airline does not ensure the prompt payment of any outstanding invoices to LKIA.
- b. When the PIA capacity has been reached, or is at saturation point, LKIA suspends the valid Incentive Program for any new routes or additional frequency/(es) which will apply to the Incentive Program.
- c. LKIA reserves the right at any moment to refuse, suspend or change the structure of granting an incentive with a prior notice period of 30 (thirty) days in accordance with the changing business policy of LKIA and circumstances in the market.
- d. LKIA reserves the right to revoke the Incentive Program in the event the commercial airline fails to comply with the prerequisites subject to the Incentive Program qualifications for the entire time of validity of the period for which it has applied.
- e. LKIA has the right to unilaterally amend or supplement the Incentive Program or adopt the new Incentive Program at any time during the term of the Incentive Program, in accordance with the change of business policy of LKIA and circumstances in the market or in accordance with the decision of the competent state authority.
- f. In case LKIA intends to amend and supplement the Incentive Program or adopt a new Incentive Program, LKIA shall timely notify the commercial airlines in advance.
- g. LKIA may terminate this Incentive Program, at any time should the PPP Agreement comes to an end, whether upon its expiration or termination by either party thereon.

ARTICLE 9: DECISION

- a. LKIA will analyze the submitted Application and will reach a final decision within a period of 15 (fifteen) working days after having received the application for immediate disbursement incentive products, or within a period of 15 (fifteen) working days upon the conclusion of 2 (two) IATA seasons.
- b. The final decision will be announced to the applicant via email confirmation.
- c. The reception of LKIA's final decision by the terms of this article and the Application Form submitted do formalize the mutual acceptance of the conditions determined in this Incentive Program.

ARTICLE 10: PAYMENT OF THE INCENTIVE

- a. The calculated and approved incentive by the terms of this Incentive Program will be paid through a deduction from the LKIA receivable amount-credited against invoices.
- b. The incentive payment is contingent upon the final validation confirming that the commercial airline has fulfilled the operations outlined in the Application Form and approved by LKIA, in accordance with the eligibility criteria established for each incentive product.

ARTICLE 11: TRANSITIONAL PERIOD

Shall the term of this Incentive Program end whereas the Airline's incentive observation period continues, such as the start of any new route or additional frequency during the last WS of this Incentive Program, which requires the observation of the new route/additional frequency for additional IATA season/s, such observation will continue and will be subject to the terms and conditions of the valid Incentive Program at the time of operation commencement.

ARTICLE 12: SUPERVISION

The Incentive Program will be monitored to confirm the Application Forms received by the airlines and the timely Schedules approved by the LKIA Schedule Coordination Unit conform Article.