

Appendix №1
to the Order № 125 from 17.12.2019
Basel Aero LLC
«17» December 2019

BASEL AERO
Limited Liability Company
Marketing Policy

Krasnodar 2019

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Definitions

Airline – an operator engaged in the air transportation of passengers, baggage, cargo or mail, and having the license for implementation of activities in the field of aviation, subjected to licensing in accordance with the legislation of the Russian Federation.

Airport under the management of Basel Aero LLC - Sochi International Airport JSC, Krasnodar International Airport JSC, Anapa Airport JSC, regarding which Basel Aero LLC exercises the powers of a sole executive body on the basis of contracts on delegation of the powers of a sole executive body (hereinafter referred to as the Airport or the Airports).

Airport Services – the services provided by the Airport in accordance with the signed Contract for airport and ground handling services and the price list, approved by the Airport, which current version is posted on the website www.basel.aero.

Marketing policy - the main document, defining the provisions of commercial activity of the Airports, regarding methods of attraction and stimulation of the Air Companies, providing a non-discriminatory approach according to the legislation of the Russian Federation and for the benefit of the Airports.

Company – Basel Aero Limited Liability Company (Basel Aero LLC).

Customer – an Airline, performing regular and non-regular flights from the Airports, aircraft operators, as well as other persons, except passengers, who have contractual relationships with the Airports and directly or indirectly affecting the work volume and the profitability of the Airports.

General provisions

The Marketing policy is the main document for the Airports activities performance in terms of the formation and maintenance of a set of conditional measures to stimulate the sale of the Airport Services to Customers, in accordance with the current market situation in each of the Airport.

The Marketing policy provides with a non-discriminatory approach and the compliance of a set of sales promotion measures with the current legislation of the Russian Federation

The Company has the right to suspend or terminate the Marketing policy at any time on a unilateral basis, change the terms of the Marketing policy at any of the Airports, several, or all the Airports, notifying Customers in writing form at least 30 days before the expected date for making changes or marketing policy termination.

Goals

The main goal of the Company's Marketing policy during provision of airport services is to create conditions for:

- an increase in profitability on the core business of the Company;
- an attraction of new Customers to the Airports;
- an increase in the number of flights through the Airports;
- an expansion of geography of flights due to stimulation of new regular destinations opening by both current and new Customers;
- an increase in average annual flight intensity;
- a decrease in a seasonal factor;
- a development of transfer transportations;
- an increase in volumes of airport services provision;
- an improvement of passenger service quality and regularity of flights;

- an increase in availability of flights to a wide range of population;
- an increase in the number of cargo flights through the Airports.

Means of the Goals Achievement

Trade policy

The services, provided by the Airports, are:

- airport and ground handling services, defined according to the Order of the Ministry of Transport of the Russian Federation dated July 17, 2012 No. 241;
- other services, defined according to the price list for the aviation operation services at the Airports.

The main direction of the trade policy of the Company is provision of high quality and competitive advantages of the provided services.

The Airports provide appropriate quality of services according to the existing standards, and undertake measures for further development and improvement of quality. The Airports provide services of equal quality to all customers according to the current Contracts for ground handling.

Distributive Policy

The Airports provide with services in the approved or registered tariffs according to the order, established by the legislation of the Russian Federation and according to the Marketing policy.

The priority direction of Distributive policy of the Company is to receive the utmost revenue from the sales of the services. Receiving the utmost revenue from the sales of the services requires application of economic stimulation measures for attraction and concerning the additional amounts of works.

For the development of the set of measures for sales promotion, the marketing analysis in the following directions is used:

- statistics and trends of the air transportation market, airport and ground handling services;
- the objective coefficients, defining the demand;
- expectations and needs of the Customers;
- trends of the adjacent markets;
- production capabilities and restrictions of the Airports;
- other coefficients, having influence on the demand

The set of measures for the sales promotion requires:

- economic stimulation of the Customers for achievement of Marketing policy goals;

- provision of equal opportunities of an access to the measures of economic stimulations to the Customers, as long as they comply with the established and published criteria, meeting the goals of the Company's Marketing policy;
- economic efficiency of sales promotion measures for the Airport as an independent economic entity.

The following marketing incentives may be included in the set of measures on sales promotion:

- Discounts;
- Correcting (increasing or decreasing) coefficients;
- Marketing actions and events

Regulatory documents

Specifications and the order of marketing incentives implementation to each of the Airports are regulated by the corresponding Appendices to the Marketing policy.

Coming into force

The document comes into force from 24 December 2019

Regulatory framework

The Marketing policy is developed according to the requirements of the regulatory legal acts of the Russian Federation:

1. Aviation Code of the Russian Federation;
2. Federal law of 26.07.2006 No. 135-FZ "About Protection of the Competition";
3. Russian Federation Government decree of 22.07.2009 No. 599 "About the Order of Ensuring Access to Services of Subjects of Natural Monopolies at the Airports";
4. Civil Code of the Russian Federation;
5. Tax Code of the Russian Federation.

**The Order of providing with discounts on airport and ground handling services
at the Airports under the management of Basel Aero LLC**

The Application defines the rate and the order of providing the Customers with discounts on airport and ground handling services at the Airports under the management of Basel Aero LLC.

1. Definitions

The absolute increase in frequency – a positive difference between the number of regular non-stop flights on an aviation line in the calendar month and the number of regular non-stop flights on the same line in a similar (same) month of previous year.

Flight route (route, destination) – a non-stop route (except technical stops) between two airports localities, between which the flights are operated, no matter to which airports of these cities flights are operated.

Transfer Airport — an airport, marked in the ticket and the baggage tag, in which the passenger makes a connection flight, and where the baggage is reloaded from one aircraft to another aircraft, for the continuation of travel along the flight route.

Domestic Regional flights – all-season air transportation within the Russian Federation from/to Krasnodar and from/to Sochi (except Local transportation, Moscow, Saint-Petersburg, Ekaterinburg, Novosibirsk).

Additional flight frequency – a positive difference between the total number of regular non-stop flights of all Aircraft Carriers on a route in this calendar month and the total number of regular non-stop flights of all Carriers on the same line in a similar (same) month of the previous year.

IATA Winter season – a period between (and including) the last Sunday of October and the last Saturday of March of the next calendar year.

IATA Summer Season – a period between (and including) the last Sunday of March and the last Saturday of October of the current calendar year.

Local transportation– air transportation within Krasnodar Krai and the Republic of Crimea: the departure city and the arrival city of the flight route are located on the territory of Krasnodar Krai or in the Republic of Crimea for the flights from/to Krasnodar and Sochi .

Discounts on local flights are not provided in case of receiving "government discounts" by the Carrier on the relevant Orders of the Ministry of Transport of the Russian Federation "On air navigation and airport charges, tariffs for ground handling at the airports and the airspace of the Russian Federation".

New flight route – Aviation line where:

– regular non-stop passenger flights between the Airport and the other airport were not operated within a period of one year (365 days) before the actual date of the first flight operation

or

– regular non-stop passenger flights between the Airport and the other airport were operated with a frequency of not more than 3 departure flights per month and in total not more than 24 flights in the period of one year (365 days) before the actual date of the first regular flight operation.

Relative increase in frequency – the ratio of the Absolute increase in the frequency of a particular Carrier on the line to the number of Regular non-stop flights of the same Carrier on the same line in the same calendar month of the previous year.

Ground handling services package – discount for the volume of the paid services in the form of the fixed price for the fixed minimum set and the number of services per flight.

Passenger flight – a flight operated by an aircraft, specially designed and equipped for the carriage of passengers. Cargo on such aircrafts may only be carried as additional in the baggage compartments.

Carrier (Airline) – an operator engaged in air transportation of passengers, baggage, cargo or mail, and having the license for implementation of activities in the field of aviation subjected to licensing in accordance with the legislation of the Russian Federation.

At prompt replacement of the Carrier's flights with the flights of other airline within one month, the total number of flights of both Carriers is taken into consideration of discounts.

Regular passenger flight – a flight operated under the same number between two or more airports, according to the published schedule, and intended for the transportation of passengers against a payment, provided that the passenger seats on the flight are available for retail sale through computer distributive systems at the published rate.

The low capacity aircraft is a passenger aircraft with a seating capacity less than or equal to 50 passenger seats.

Private flight (private frequency) of the Customer – flight under the commercial and operational management of this Customer.

Transit flight is a flight operated by the same number and having an intermediate landing for commercial purposes in the Airport.

Transfer transportation— transportation of the passenger, who makes a connection at the Airport, and his baggage from the airport of departure to the airport of destination by one or several airlines under the one ticket. Within the scope of the current Order for the purposes of discounts application, the transportation of the passenger under the one ticket, where the airport of departure and the airport of destination are located in one city, is not considered a transfer transportation.

CSF - Center of schedule and fares of Transport Clearing House of airlines.

2. General provisions.

2.1. This Appendix applies to Passenger flights, actually operating to/from the Airports. This Appendix does not apply to marketing (code-share) operators of the flight.

2.2. Due to the high passenger demand and no need of any additional stimulation of Customers to the development of Moscow destination as well as mass travel destinations in the period of the high demand, provision of discounts and correcting (decreasing) coefficients in such destinations and/or periods in each Airport is regulated in the section "Special conditions for discounts provision" of the relevant Specification of the present Appendix.

2.3. In accordance with the present Appendix, discounts and correcting (decreasing) coefficients are only available to the Customers who have made a Ground Handling Agreement with the appropriate Airport.

2.4. In accordance with the present Appendix, discounts are provided to the Customer after signing of the relevant Supplementary Agreement to the Ground Handling Agreement by the Parties, and the receipt of a monthly request for discounts (Appendix 1.2.) by Basel Aero LLC. The discount is not provided for the flights that are not specified in the request, except for government discounts accrued in accordance with the Orders of the Ministry of Transport of the Russian Federation "On air navigation and airport charges, tariffs for ground handling at the airports and the airspace of the Russian Federation"

2.5. A condition for signing the Supplementary Agreement with the Customer to the Ground Handling Agreement on "Provision of discounts on airport and ground handling services" is the absence of debts to the Airports/ Airport on the date of signing of the Supplementary Agreement to the Ground Handling Agreement.

2.6. If on the 10th day of the reporting month an overdue payment from the Customer occurs for services (works), rendered under the current Ground Handling Agreement, this Customer will be refused the discounts, granted under this Appendix, until the end of the reporting month.

If on the 20th day of the reporting month an overdue payment from the Customer occurs for services (works), rendered under the current Ground Handling Agreement, this Customer will be refused the discounts, granted under this Appendix, until the end of the reporting month.

If on the last working day of the reporting month an overdue payment from the Customer occurs for services (works), rendered under the current Ground Handling Agreement, this Customer will be refused the discounts, granted under this Appendix, in the month following the reporting month.

2.7. Discounts on airport and ground handling services, provided by this Appendix, and the necessary conditions for discounts application and correcting (decreasing) coefficients under the Appendix:

2.7.1. Discounts for Regular passenger flights on the New flight route– four or more actual departing flights per calendar month.

2.7.2. Discounts for Regular passenger flights on an Additional flight frequency, provided that the actual Additional flight frequency and the absolute increase in the Private frequencies of the Customer are not less than four departing flights in a calendar month.

2.7.3. Discounts for Regular passenger flights, operated in the frames of local transportation – four or more actual departing flights per calendar month.

2.7.4. Discounts for Regular Domestic Regional passenger flights– three or more actual departing flights per calendar month.

2.7.5. Ground handling services package - applied when signing the Supplementary Agreement with the Carrier with the description of essential conditions of discount provision, for a period of 6 months with automatic prolongation (optionally).

2.7.6. Special conditions for certain destinations – applied to separate destinations, providing that the requirements, noted in the Specification for each of the Airports and item 3.6., are met.

The list of the discounts used at each particular Airport is defined in the corresponding Specification of the present Appendix.

2.8. The discounts for flights specified in items 2.7.1-2.7.4, 2.7.6 are mutually exclusive and cannot be applied at the same time to flights of one Customer on the same route in one month on identical aircrafts. Simultaneous application (imposing) of two and more of these discounts for the same flight is not allowed (discounts are not summarized).

2.9. In case the same flight at the same time meets criteria of two and more discounts specified in items 2.7.1-2.7.4, 2.7.6 only the discount with the greatest priority is applied to this flight. The priority of discounts is defined according to the list (the higher a discount in the list– the higher its priority):

2.9.1. Discounts for destinations with special conditions.

2.9.2. Discounts for Regular passenger flights, operated in the frames of local transportations.

2.9.3. Discounts for Regular Domestic Regional passenger flights.

2.9.4. Discounts for Regular passenger flights on the New flight route.

2.9.5. (Least priority) Discounts for Regular passenger flights for additional flight frequency.

2.10. Discounts for the flights, specified in item 2.7, are not granted in case of receipt of government discounts, reduced fares or subsidies on the relevant Orders of the Ministry of

Transport of the Russian Federation "On air navigation and airport charges, tariffs for ground handling at the airports and the airspace of the Russian Federation".

2.11. Discounts for the flights, specified in items 2.7.1-2.7.4, 2.7.6 cannot be combined with the correcting (decreasing) coefficients, which application prescribed by the present Order.

2.12. Verification that the conditions of discounts provision have been met and provision of discounts on ground handling for transit flights are carried out separately for each Airline, corresponding to the parts of the flights' route "from" the Airport. At the same time, it is allowed to use various types of discounts on ground handling for each Airline. If only one Airline, corresponding to one of the route's parts, gets the discount, the discount is calculated on one flight number of this Airline, in the direction of departure from the Airport.

2.13. Verification that the conditions of discounts provision have been met in the considered calendar month for Regular passenger flights of Customers of the Russian Federation on the New flight route, on Additional flight frequency and for the Destinations with special conditions, is based on the schedule published by CSF.

2.14. The number of flights in the calculation of discounts is determined by the departures from the Airport (local time).

2.15. If the Customer makes such changes in the schedule or in the operational scheme of the flight, that the flight stops to comply with the terms of provision of the prescribed earlier discounts, in accordance with this Appendix, Basel Aero LLC determines the possibility for further discounts application and aligns the level of provided discounts in the compliance with the new parameters of the flight.

2.16. Basel Aero LLC as a management company of the Airports has the right, on a behalf of the Airport, at any time unilaterally to suspend or terminate this Order, change the terms of this Order and the rate of discounts and notify the Customer in writing not less than 30 days before the expected date of amending or terminating the Order.

2.17. The Order comes into force from 24 December 2019

3. Conditions of providing with discounts on airport and ground handling services.

3.1. A discount for Regular passenger flights on the New flight route.

3.1.1. A discount on airport and ground handling services for the flights, operated on a New flight route, is valid for no longer than a period of 2 calendar years for one Carrier from the date of flights commencement on the New route.

3.1.2. The amount of discounts, subject to each Airport, is determined in the corresponding Specification of the present Order.

3.1.3. For the calculation of a discount, the first date of a flight on a New route is the date of actual performance of the first flight.

3.1.4. In case of non-performing the provisions of an item 2.7.1 in any month except the month of flight operation commencement, regardless of the number of actually operated flights, the Customer loses the right to receive discounts for a flight performed on a New route. In the future, this flight could be qualified for discounts in accordance with the terms of discounts for flights operated by an Additional frequency of flights, in accordance with the conditions of the present Order.

3.1.5. If two or more Customers at the same time claim the discount in respect of the same New flight route, the discount is granted to all the Customers, who started to operate flights on the New route within one calendar month.

3.2. A discount for Regular passenger flights operated by the Additional frequency of flights.

3.2.1. A discount on airport and ground handling services for flights, operated by an Additional frequency of flights on the route, is credited to a period of the separate calendar month, and the amount of flights, which are subject to this discount, shall not exceed an Additional flight frequency on the line.

3.2.2. The rate of a discount for each Airport is defined in the corresponding Specification of the present Order.

3.2.3. If two or more Customers at the same time claim to get a discount in respect of flights operated by an Additional frequency of flights on the same route, the discount is granted only to the Customer with the highest Absolute increase of frequencies of Private flights.

If two or more Customers have an equal Absolute increase in frequency, the discount is granted to all these Customers.

3.2.4. In case the Customer is operating flights on a route with different numbers of flights, in order to calculate the Absolute increase in the frequencies on the route, the Private frequencies of such flights are summed up.

3.2.5. In case of non-performing the provisions of an item 2.7.2 in any month, regardless of the number of flights actually operated on Additional frequencies, the Customer loses the right to receive discounts for flights operated on Additional frequencies in the next month. After a month, this flight could be again qualified for discounts for flights operated by an Additional frequency, in accordance with the conditions of the present Order.

3.3. A discount for Domestic Regional Regular passenger flights.

3.3.1. A discount on airport and ground handling services for flights, operated on domestic regional destinations is effective until 01.04.2020.

3.3.2. The rate of a discount for each Airport is defined in the corresponding Specification of the present Order.

3.3.3. Discounts on domestic regional destinations in accordance with the present Order are granted to the Customer after the receipt of a monthly request for discounts (Appendix 1.2. to the Order) by Basel Aero LLC.

3.3.4. The particular discount may be granted simultaneously for two or more Customers on the same domestic regional destination.

3.3.5. In case of non-performing the provisions of an item 2.7.4 in any month, except the month of flight commencement, regardless of the number of flights actually operated, the Customer loses the right to receive discounts for flights Regular passenger flights on domestic regional destinations until the month of flight program recovery. Apart from that, the Customer shall pay the difference between the cost of services at the rates effective on the date of services provision and the amount issued under the acts of Form A/C, taking into account discounts (Compensation payment) for the whole flight program of the Customer from the commencement of flights (If the duration of flights operation is not more than 365 days from the date of the first flight of the Customer with the application of this type of discounts). Or from the start date of the program of the next calendar year of flights (The beginning of each regular year of flights operation takes place on the calendar day of this year, corresponding to the date of the first flight operated by the Customer, using this type of discounts). In this case, a notification, a detailed calculation of the amount of the compensation payment and an invoice are sent to the Customer. The Customer shall make the Compensation Payment within 3 (Three) banking days from the date of receipt of the notice and the invoice.

3.4. Ground handling services package

3.4.1. The usage of a discount in the form of ground handling services package represents the right of the Carrier to use non-mandatory services on its flights, within the limits on the number of services specified in the package description, without additional payment. At the same time, the Carrier may, at its discretion, actually use fewer services on specific flights than included in the package, provided that the full cost of the package is paid.

3.4.2. A discount in the form of ground handling services package is granted provided that the following conditions are fulfilled:

- the existence of a signed standard-form supplementary agreement to the ground handling service agreement. A standard-form supplementary agreement on the application of package tariffs is published on the airport website.
- operation of at least 12 flights during 6 months on each type of AC, to which the discount in the form of a package will be applied.
- order and payment of the package of ground handling services on each flight on these types of AC during the term of the supplementary agreement on the application of package tariffs.

3.4.3. In case of a primary conclusion of the Supplementary Agreement, the discount shall be granted to the Carrier in advance, under the obligation to operate at least 12 flights on each type of AC, to which the discount in the form of a package will apply, within 6 calendar months from the date of the beginning of this Supplementary Agreement, as well as the order and payment of the package of services on each flight on these types of AC.

3.4.4. The Carrier 's refusal to request and pay for a package of ground handling services on any turn-around flight (except for flights operated without passengers) is a violation of the terms of the discount. If it occurred before the expiration of the first 6 months from the beginning of the application of packages on the Carrier 's flights on this type of AC, the Carrier loses the right to receive a discount for the volume in the form of a package tariff on this type of AC for the next 6 months. If it has occurred after the expiration of 6 months, the discount stops to apply on this type of AC, but the Carrier shall be entitled to resume the discount after sending a written application with the obligation to comply with the conditions of the discount.

3.4.5. The services are provided when technically available. If the services cannot be provided by the Airport - the Carrier is provided with a choice of using the tariff option of the service package or tariffication of certain rendered services under the price list. In this situation, refusing to pay for the package does not violate the terms of the discount.

3.4.6. Package tariffs are determined, amended and cancelled by means of the Order in regards to the Airport, aircraft types, and published on the Airport website.

3.4.7. The cost and the content of service packages may be reviewed unilaterally by the Airport, with at least 1 calendar month notice to the Carrier. If the Carrier does not agree with the new cost of the package tariff, it shall have the right not to use it. In this situation, the refusal to request and pay for service packages does not violate the terms of the discount.

3.5. Correcting (decreasing) coefficients

3.5.1. Correcting (decreasing) coefficients are calculated on the period of a single separate calendar month and shall apply to all Private Regular passenger flights of the Customer.

3.5.2. The amount and procedure for applying correcting (decreasing) coefficients for each Airport is established in the corresponding Specification of the present Order.

3.6. Discounts for the destinations with special conditions.

3.6.1. The list of destinations with special conditions is approved by the Director General of Basel Aero LLC for each Airport and is published on the Airport website.

3.6.2. Any Carrier operating flights that meet the discount conditions is eligible for the discount. The number of Carriers who may receive a discount for flights to destinations with special conditions is not limited.

3.6.3. Basel Aero LLC has the right to make changes to the list of destinations and conditions for granting discounts on these destinations, including during the period of discounts, with a mandatory notification of Carriers not less than 30 calendar days.

3.6.4. The list of conditions for granting discounts for destinations with special conditions is given in the specification for each Airport.

3.6.4. The list of conditions for granting discounts for destinations with special conditions is given in the Specification for each Airport.

4. The order of discounts provision.

4.1. The Customer applying for discounts sends a one-time request to Basel Aero LLC to join this Program of discounts and the conclusion of the corresponding Supplementary Agreement to the Contract on the ground handling services of aircrafts with the specific Airport. The request form is given in Appendix 1.1.

4.2. After joining this Program of discounts (signing of the corresponding Supplementary Agreement to the Contract on the ground handling services), the Customer who applies for the discounts sends the request for discounts provision to the company Basel Aero at Reward@basel.aero monthly.

The request must be received by the company Basel Aero not later than 5 working days prior to the month in which it is planned to provide discounts (reporting month). The request form is given in Appendix 1.2.

4.3. If in the month prior to the reporting one, an actually operated flights program of the Customer did not correspond with the program, which had been announced by the Customer for this month in order to receive discounts (except cancellations of flights under the weather conditions and/or technical reasons), the Customer loses the right to receive discounts in the reporting month from the date of notification. A renewal of the discount can be made from the next month in accordance with the terms of this Order.

4.4. Accrued discounts are taken into account by the Airport when calculating the cost of flight handling services of the Customer during the reporting month.

4.5. In case of discrepancies between the calculations of the Customer and the company Basel Aero, the final decision on the rate or provision of the discount and correcting (decreasing) coefficients is taken by the company Basel Aero.

Conditions of providing with discounts of Krasnodar International Airport JSC

KRR 1. The list of destinations with special conditions of discounts provision

| Route | Discount Type |
|--------|---|
| | Other types of discounts specified in items 2.7.1-2.7.4 |
| Moscow | Not applicable |

| Item | Discount type | Conditions for discount provision | Period of discount validity | Fee for take-off - landing | Fee for the provision of the terminal | Tariff for passengers handling | Tariff for Passengers boarding and disembarkation |
|-----------|--|---|-----------------------------------|----------------------------|---------------------------------------|--------------------------------|---|
| 1. | Special conditions for discount application | | | | | | |
| 1.1. | Simferopol, Irkutsk, Athens, Thessaloniki | Operating not less than 12 regular passenger flights during the discount period, and also not less than 4 regular passenger flights in a month of a discount application. | 27 October 2019 – 28 March 2020 | 80% | 80% | 80% | 80% |
| 1.2. | Antalya | Operating not less than 2 regular passenger flights per week | 1 December 2019 – 31 January 2020 | 50% | 50% | 50% | 50% |
| 1.3. | Vienna, Chisinau | Operating not less than 2 regular passenger flights per week | 27 October 2019 – 28 March 2020 | 80% | 80% | 80% | 80% |

KRR 2. The rate of discounts, provided by Krasnodar International Airport JSC

| Item | Discount Type | Period of discount validity | Fee for take-off - landing | Fee for the provision of the terminal | Tariff for passengers handling | Tariff for Passengers boarding and disembarkation | Tariff for Passengers delivery | Tariff for draining drinking water from the aircraft's system | Tariff for water refilling | Tariff for handling acceptance and release of A/C | Tariff for toilet service | Tariff for cleaning | Tariff for Aircraft towing | Tariff for crew delivery | Tariff for electricity supply |
|-------------|---|---------------------------------|----------------------------|---------------------------------------|--------------------------------|---|--------------------------------|---|----------------------------|---|---------------------------|---------------------|----------------------------|--------------------------|-------------------------------|
| 1. | Discounts for Regular passenger flights operated on the New flight route | | | | | | | | | | | | | | |
| 1.1. | On the aircrafts with low capacity (seats capacity of no more than 50 passenger seats) | 1 st year of flights | 80% | 80% | 80% | 80% | 50% | 50% | 50% | 50% | 50% | 50% | | | |
| | | 2 nd year of flights | 50% | | | 50% | 50% | 50% | 50% | 50% | 50% | 50% | | | |
| 1.2. | On the other aircrafts that are not related to low capacity aircrafts (seats capacity more than 50 passenger seats) | 1 st year of flights | 80% | 80% | 80% | 80% | | | | | | | | | |
| | | 2 nd year of flights | 50% | | | 50% | | | | | | | | | |
| 2. | Discounts for Regular passenger flights operated by Additional flight frequencies | | | | | | | | | | | | | | |
| 2.1. | IATA Winter season | | | | | | | | | | | | | | |
| 2.1.1 | On the aircrafts with low capacity (seats capacity of no more than 50 passenger seats) | Calendar month | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | | | |
| 2.1.2 | On the other aircrafts that are not related to low capacity aircrafts (seats capacity more than 50 passenger seats) | Calendar month | 50% | 50% | 50% | 50% | | | | | | | | | |
| 2.2. | IATA Summer Season | | | | | | | | | | | | | | |
| 2.2.1 | On the aircrafts with low capacity (seats capacity of no more than 50 passenger seats) | Calendar month | 30% | 30% | 30% | 30% | 50% | 50% | 50% | 50% | 50% | 50% | | | |
| 2.2.2 | On the other aircrafts that are not related to low capacity aircrafts (seats capacity more than 50 passenger seats) | Calendar month | 30% | 30% | 30% | 30% | | | | | | | | | |
| 3. | Discounts for the development of Domestic Regional Flights | | | | | | | | | | | | | | |
| 3.1 | On the aircrafts of any seating capacity | Calendar month | 80% | 80% | 80% | 80% | | | | | | | | | |
| 4. | Discounts for the Carriers, operating local flights | | | | | | | | | | | | | | |
| 4.1 | On the aircrafts of any seating capacity | Calendar | 50% | 50% | 50% | 50% | | | | | | | | | |

| | | | | | | | | | | | | | | |
|--|--|-------|--|--|--|--|--|--|--|--|--|--|--|--|
| | | month | | | | | | | | | | | | |
|--|--|-------|--|--|--|--|--|--|--|--|--|--|--|--|

Specification AER

Conditions of providing with discounts of Sochi International Airport

AER 1. The list of destinations with special conditions of discounts provision

| Route | Discount Type | |
|--------|---|--------------------------------------|
| | All types of discounts, specified in items .2.7.1-2.7.4 | Correcting (decreasing) coefficients |
| Moscow | Not Applicable | Not Applicable |

| п/п | Discount Type | Conditions for discount provisions | Period of discount validity | Fee for take-off - landing | Fee for the provision of the terminal | Tariff for passengers handling | Tariff for Passengers boarding and disembarkation | Air bridge provision * | Tariff for Passengers delivery | Tariff for handling acceptance and release of AC | Tariff for cleaning | Aircraft towing | CUTE |
|------|--|---|-----------------------------------|----------------------------|---------------------------------------|--------------------------------|---|------------------------|--------------------------------|--|---------------------|-----------------|------|
| 1.1. | Kaliningrad, Surgut, Novyi Urengoy, Syktyvkar, Magnitogorsk, Arkhangelsk | Operating not less than 12 Regular passenger flights during the discount period, and also not less than 4 regular passenger flights in a month of a discount application. | 27 October 2019 – 28 March 2020 | 80% | 80% | 80% | 80% | 80% | | | | | |
| 1.2. | Krasnoyarsk | Operating not less than 8 regular passenger flights in a month. | 25 December 2019 – 28 March 2020. | 95% | 95% | 95% | | 95% | | 95% | | 95% | 95% |

AER 2. Periods for discount provision for Regular passenger flights, operated by Additional flight frequencies (item 2.7.2):

Domestic flights: from 1 October 2017 till 31 May 2018; from 1 October 2018 till 31 May 2019, from 1 October 2019 till 31 May 2020

International flights: all –year- round

AER 3. The rate of discounts, provided by Sochi International Airport JSC

| Item | Discount Type | Period of discount validity | Fee for take-off - landing | Fee for the provision of the terminal | Tariff for passengers handling | Tariff for Passengers boarding and disembarkation | Air bridge provision * | Tariff for Passengers delivery | Tariff for draining drinking water from the aircraft's system | Tariff for water re-filling | Tariff for handling acceptance and release of AC | Tariff for toilet service | Tariff for cleaning | Aircraft towing |
|-------------|---|---------------------------------|----------------------------|---------------------------------------|--------------------------------|---|------------------------|--------------------------------|---|-----------------------------|--|---------------------------|---------------------|-----------------|
| 1. | Discounts for Regular passenger flights operated on the New flight route | | | | | | | | | | | | | |
| 1.1. | On the aircrafts with low capacity (seats capacity of no more than 50 passenger seats) | 1 st year of flights | 80% | 80% | 80% | 80% | 80% | 50% | 50% | 50% | 50% | 50% | 50% | |
| | | 2 nd year of flights | 50% | | | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% |
| 1.2. | On the other aircrafts that are not related to low capacity aircrafts (seats capacity more than 50 passenger seats) | 1 st year of flights | 80% | 80% | 80% | 80% | 80% | | | | | | | |
| | | 2 nd year of flights | 50% | | | 50% | 50% | | | | | | | |
| 2. | Discounts for Regular passenger flights operated by Additional flight frequencies | | | | | | | | | | | | | |
| 2.1. | IATA Winter Season (taking into account the period of discounts validity – see item AER 2). | | | | | | | | | | | | | |
| 2.1.1 | On the aircrafts with low capacity (seats capacity of no more than 50 passenger seats) | Calendar month | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% |
| 2.1.2 | On the other aircrafts that are not related to low capacity aircrafts (seats capacity more than 50 passenger seats) | Calendar month | 50% | 50% | 50% | 50% | 50% | | | | | | | |
| 2.2. | IATA Summer Season (taking into account the period of discounts validity – see item AER 2). | | | | | | | | | | | | | |
| 2.2.1 | On the aircrafts with low capacity (seats capacity of no more than 50 passenger seats) | Calendar month | 30% | 30% | 30% | 30% | 50% | 50% | 50% | 50% | 50% | 50% | 50% | 50% |
| 2.2.2 | On the other aircrafts that are not related to low capacity aircrafts (seats capacity more than 50 passenger seats) | Calendar month | 30% | 30% | 30% | 30% | 50% | | | | | | | |
| 3. | Discounts for the development of Domestic Regional Flights | | | | | | | | | | | | | |
| 3.1 | On the aircrafts of any seating capacity | Calendar month | 80% | 80% | 80% | 80% | 80% | | | | | | | |
| 4. | Discounts for the Carriers, operating local flights | | | | | | | | | | | | | |
| 4.1 | On the aircrafts of any seating capacity | Calendar month | 50% | 50% | 50% | | 50% | | | | | | | |

* Full name of the service: “Tariff for boarding or disembarkation of the passengers using the telescoping bridge”.

Conditions of providing with discounts of Anapa International Airport

AAQ 1. The list of destinations with special conditions of discounts provision

| Route | All types of discounts, specified in items 2.7.1-2.7.6 |
|--------|--|
| Moscow | Not Applicable |

| Item | Discount Type | Conditions for discount provisions | Period of discount validity | Fee for take-off - landing | Fee for the provision of the terminal | Tariff for passengers handling | Tariff for Passengers boarding and disembarkation |
|------|---|--|---------------------------------|----------------------------|---------------------------------------|--------------------------------|---|
| 1.1. | Domestic destinations, except Moscow and Saint Petersburg | Operating not less than 12 regular passenger flights during the discount period, and also not less than 4 regular passenger flights in a month of a discount application | 27 October 2019 – 28 March 2020 | 80% | 80% | 80% | 80% |
| 1.2. | International destinations | Operating not less than 3 regular passenger flights or charter passenger flights For the period of 30 calendar days on the aircrafts with a seating capacity not less than 50 seats | 27 October 2019 – 28 March 2020 | 80% | 80% | 80% | 80% |

AAQ 2. The rate of discounts, provided by Anapa International Airport

| Item | Discount Type | Period of discount validity | Fee for take-off - landing | Fee for the provision of the terminal | Tariff for passenger handling | Tariff for Passengers boarding and disembarkation |
|-------------|--|---------------------------------|----------------------------|---------------------------------------|-------------------------------|---|
| 1. | Discounts for Regular passenger flights operated on the New flight route | | | | | |
| 1.1 | On the aircrafts of any seating capacity | 1 st year of flights | 80% | 80% | 80% | 80% |
| | | 2 nd year of flights | 50% | | | 50% |
| 2. | Discounts for Regular passenger flights operated by Additional flight frequencies | | | | | |
| 2.1. | IATA Winter Season | | | | | |
| 2.1.1 | On the aircrafts of any seating capacity | Calendar month | 50% | 50% | 50% | 50% |
| 2.2. | IATA Summer Season | | | | | |
| 2.2.1 | On the aircrafts of any seating capacity | Calendar month | 40% | 40% | 40% | 40% |

* Full name of the service: “Tariff for boarding or disembarkation of the passengers using the telescoping bridge”.

Appendix 1.1.

to the Marketing policy of
Basel Aero LLC

**A sample of a request letter for the conclusion of a Supplementary
Agreement to the current Ground Handling Agreement**

(to be filled out on the letter-headed paper of the Airline)

**Attn. of:
Director of the Aviation
Commerce Department
Basel Aero LLC**

Due to the intention of the Airline _____

(name of the Airline)

to join the Program of discounts provision to the air companies at the airport

_____, I ask you to sign a
Supplementary Agreement to the current Contract on the ground handling services

№ _____ from _____.

(Contract number)

(date)

CEO _____

Appendix 1.2.

to the Marketing policy of
Basel Aero LLC

A sample of the monthly letter - request for a discount..

(to be filled out on the letter-headed paper of the Airline)

Attn. of:
Director of the Aviation
Commerce Department
Basel Aero LLC

I ask you to provide discounts on the airport and ground handling services of the following flights in accordance with the terms of the Marketing policy of Basel Aero LLC.

Airport: _____

For: _____ month _____ year

| New flight route (free sale of tickets is open) | | | | | | |
|---|--------|--------------|-------|---------------|------------------------|-------------------|
| Flight number | Period | Days of week | Route | Aircraft Type | Aircraft Configuration | Number of flights |
| | | | | | | |
| Additional flight frequencies (free sale of tickets is open) | | | | | | |
| Flight number | Period | Days of week | Route | Aircraft Type | Aircraft Configuration | Number of flights |
| | | | | | | |
| Correction (decreasing) coefficients | | | | | | |
| Flight number | Period | Days of week | Route | Aircraft Type | Aircraft Configuration | Number of flights |
| | | | | | | |
| Local flights (free sale of tickets is open) | | | | | | |
| Flight number | Period | Days of week | Route | Aircraft Type | Aircraft Configuration | Number of flights |
| | | | | | | |
| Discount for the development of Domestic Regional flights | | | | | | |
| Flight number | Period | Days of week | Route | Aircraft Type | Aircraft Configuration | Number of flights |
| | | | | | | |

CEO
