

APPENDIX No. 1
Approved by Order No.**142** of
Basel Aero LLC
dated **October 27, 2020**

LIMITED LIABILITY COMPANY

BASEL AERO

MARKETING POLICY

Krasnodar, 2020

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1. 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 SGHA and the price list approved by the Airport, which current version is posted on the websites: aer.aero, krr.aero, aaq.aero.

MARKETING POLICY - the main document, defining the provisions of commercial activity of the Airports, regarding methods of attraction and stimulation of the Airlines, 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).

CONSUMER – 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.

2. GENERAL PROVISIONS

The Marketing policy is the main document for the Airports activities performance in terms of generation and maintenance of conditional measures to stimulate the sale of the Airport services to Consumers, 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 Consumers in written form at least 30 days before the expected date for making changes or Marketing policy termination.

3. GOALS

The main goal of the Marketing policy when providing airport services is to create conditions for:

- an increase in profitability on the core business of the Company;
- an attraction of new Consumers to the Airports;
- an increase in the number of flights through the Airports;
- an expansion of geography of routes due to stimulation of new regular destinations operating by both current and new Consumers;
- 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 frequency 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.

4. MEANS OF THE GOAL ACHIEVEMENTS

Trade policy

The services provided by the Airports are:

- airport and ground handling services, defined according to Order No. 241 of the Ministry of Transport of the Russian Federation dated July 17, 2012;
- 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 consumers according to the current Contracts for ground handling.

Distributive policy

The Airports provide with services under the approved or registered tariffs according to the order, established by the legislation of the Russian Federation and pursuant 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 outmost revenue from the sales of the services requires application of economic stimulation measures for attraction and additional scope 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;
- Objective factors influencing the demand;
- Expectations and needs of the Consumers;
- Trends of the adjacent markets;
- Production capabilities and restrictions of the Airports;
- Other factors having influence on the demand.

The set of measures for the sales promotion provides for:

- Economic stimulation of the Consumers for achievement of Marketing policy goals;
- Provision of equal opportunities to promotion measures to the Consumers, 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

5. REGULATORY DOCUMENTS

The corresponding Appendices to the Marketing policy regulate specifications and the order of marketing incentives implementation to each of the Airports.

6. VALIDITY

The document valid since November 1, 2020.

7. REGULATORY FRAMEWORKS

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

The Application defines the amount and the procedure for providing the Consumers 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.

AVIATION LINE (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.

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 aircraft 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 PASSANGER 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-based 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.

OWN FLIGHT (OWN FREQUENCY) of the Consumer – flight under the commercial and operational management of this Consumer.

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 Procedure 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 Chamber 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 Consumers 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 Consumers who have made a Contract for ground handling services with the appropriate Airport.

2.4. In accordance with the present Appendix, discounts are provided to the Consumer after signing of the relevant Supplementary Agreement to the Contract for ground handling services 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 Consumer to the Contract for ground handling services 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 Contract for ground handling services.

2.6. If on the 10th day of the reporting month an overdue payment from the Consumer occurs for services (works), rendered under the current Contract for ground handling services, this Consumer 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 Consumer occurs for services (works), rendered under the current Contract for ground handling services, this Consumer 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 Consumer occurs for services (works), rendered under the current Contract for ground handling services, this Consumer 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 flights (departure) 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 Own frequencies of the Consumer are not less than four flights in a calendar month.

2.7.3. Discounts for Regular passenger flights, operated within the frames of local transportation – four or more actual flights (departure) per calendar month.

2.7.4. 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).

2.7.5. Special conditions for certain destinations – applied to separate destinations, providing that the requirements, noted in the Specification for each of the Airports and item 3.5, 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 2.7.1-2.7.3, 2.7.5 are mutually exclusive and cannot be applied at the same time to flights of one Consumer on the same line in one month on identical aircraft. 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 2.7.1-2.7.3, 2.7.5 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 within the frames of local transportations.

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

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

2.10. Discounts for the flights, specified in item 2.7, 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 2.7.1-2.7.3, 2.7.5 not combined with the correcting (decreasing) coefficients, which application prescribed by the present Procedure.

2.12. Determination of conditions 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 calculated on one flight number of this Airline, in the direction of departure from the Airport.

2.13. Determination of conditions on provision of discounts for Regular passenger flights of Consumers of the Russian Federation on the New flight route, on Additional flight frequency and for the Destinations with special conditions, in the considered calendar month 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 Consumer 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 Procedure, change the terms of this Procedure and the rate of discounts and notify the Consumer in writing not less than 30 days before the expected date of amending or terminating the Appendix.

2.17. This Procedure is valid since November 1, 2020.

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 flight commencement on the New route.

3.1.2. The amount of discounts applied at each Airport is determined in the corresponding Specification of the present Procedure.

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 Consumer 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 Procedure.

3.1.5. If two or more Consumers at the same time claim the discount in respect of the same New flight route, the discount is granted to all the Consumers, 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 line, is credited for 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 discount rate for each Airport is defined in the corresponding Specification of the present Procedure.

3.2.3. If two or more Consumers 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 Consumer with the highest Absolute increase of frequencies of Own flights.

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

3.2.4. In case the Consumer 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 Own 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 Consumer 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 Procedure.

3.3. Ground handling services package.

3.3.1. 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, use fewer services on specific flights than included in the package, if the full cost of the package is paid.

3.3.2. A discount in the form of ground handling services package granted if the following conditions are fulfilled:

- The existence of a signed standard-form supplementary agreement to the ground handling service agreement. Standard A-form supplementary agreement on the application of package tariffs 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.

3.3.3. 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 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.

3.3.4. 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.

3.3.5. 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 tariffing 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.

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

3.3.7. 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.

3.4. Correcting (decreasing) coefficients.

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

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

3.5. Discounts for the destinations with special conditions.

3.5.1. 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.

3.5.2. 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.

3.5.3. 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.

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

4. THE PROCEDURE OF DISCOUNT PROVISIONS.

4.1. The Consumer applying for discounts sends a one-time request to Basel Aero LLC to join this Program of discounts and sign the corresponding Supplementary Agreement to the Contract on ground handling services of aircraft with the specific Airport.

The request form is 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 Consumer who applies for the discounts sends the request for discounts provision to Basel Aero LLC at Reward@basel.aero monthly.

Basel Aero LLC must receive the request not later than 5 working days prior to the month in which is planned to provide discounts (reporting month). The request form is in Appendix 1.2.

4.3. If in the month prior to the reporting one, an actually operated flights program of the Consumer did not correspond with the program, which had been announced by the Consumer for this month in order to receive discounts (except cancellations of flights under the weather conditions and/or technical reasons), the Consumer 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 Procedure.

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

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

Conditions of providing with discounts of Krasnodar International Airport JSC

Discounts for Moscow destinations (SVO, DME, VKO and ZIA) are not applicable.

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

No.	Destination	Conditions for discount	Period of discount validity	Take-off/landing	Passengers terminal facility	Passengers service	Passengers boarding or disembarkation	Passengers delivery	Providing a towbar for AC	AC towing (SCHOPF)	Aircraft leading (follow-me car)	Marshaling and parking service
1.1.	Budapest, Hungary	Operating not less than 4 regular passenger flights per month on aircraft with seating capacity not less than 110 seats.	3 years from the first operated flight	85%	85%	85%	85%	85%	85%	85%	85%	85%
1.2.	Abu Dhabi, United Arab Emirates											

Conditions of providing with discounts of Krasnodar International Airport JSC**KRR 2. The discount rates provided by Krasnodar International Airport JSC**

Item	Type of discount	Discount validity period	Take-off/landing	Passengers terminal facility	Passengers service	Passengers boarding or disembarkation	Passengers transport	Water discharge assistance from the aircraft system	AC water filling	Marshaling & Parking service	Toilet service for AC	Interior cleaning for AC
1.	Discounts for Regular passenger flights operated on the New flight route											
1.1.	On the aircraft 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 other aircraft that are not related to low capacity aircraft (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 aircraft 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 other aircraft that are not related to low capacity aircraft (seats capacity more than 50 passenger seats)	Calendar month	50%	50%	50%	50%	-	-	-	-	-	-
2.2.	IATA Summer season											
2.2.1	On the aircraft 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 other aircraft that are not related to low capacity aircraft (seats capacity more than 50 passenger seats)	Calendar month	30%	30%	30%	30%	-	-	-	-	-	-
3.	Discounts for the Carriers operating local flights											
3.1	On the aircraft of any seating capacity	Calendar month	50%	50%	50%	50%	-	-	-	-	-	-

Conditions of providing with discounts of Sochi International Airport

Discounts for Moscow destinations (SVO, DME, VKO and ZIA) are not applicable.

AER 1. The discount rates provided by Sochi International Airport JSC.

Item	Type of discount	Discount validity period	Take-off/landing	Passengers terminal facility	Passengers service	Passengers boarding or disembarkation	Airbridge*	Passengers transport	Water discharge assistance from the aircraft system	AC water filling	Marshaling & Parking service	Toilet service for AC	Interior cleaning for AC
1.	Discounts for Regular passenger flights operated on the New flight route												
1.1.	On the aircraft 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%
1.2.	On other aircraft that are not related to low capacity aircraft (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 aircraft 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%
2.1.2	On other aircraft that are not related to low capacity aircraft (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 aircraft 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%
2.2.2	On other aircraft that are not related to low capacity aircraft (seats capacity more than 50 passenger seats)	Calendar month	30%	30%	30%	30%	50%	-	-	-	-	-	-
3.	Discounts for the Carriers operating local flights												
3.1	On the aircraft 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 passenger boarding bridge”.

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

Domestic flights: from 1 October 2019 until 31 May 2020, from 1 October 2020 until 31 May 2021, from 1 October 2021 until 31 May 2022.

International flights: all-year-round

Conditions of providing with discounts of Anapa Airport OJSC

Discounts for Moscow destinations (SVO, DME, VKO and ZIA) are not applicable.

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

Item	Destination	Conditions for discount	Discount validity period	Take-off/landing	Passengers terminal facility	Passengers service	Passengers boarding or disembarkation
1.1.	Domestic regional destinations (excl. Saint-Petersburg)	Operating not less than 4 regular passenger flights for the period of 30 calendar days on the aircraft with a seating capacity not less than 50 seats.	November 1, 2020 – March 31, 2021	80%	80%	80%	80%
1.2.	Saint-Petersburg	Operating not less than 4 regular passenger flights for the period of 30 calendar days on the aircraft with a seating capacity not less than 50 seats.	November 1, 2020 – March 31, 2021	50%	50%	50%	50%

AAQ 2. The discount rates provided by Anapa Airport OJSC.

Item	Type of discount	Discount validity period	Take-off/landing	Passengers terminal facility	Passengers service	Passengers boarding or disembarkation
1.	Discounts for Regular passenger flights operated on the New flight route					
1.1	On the aircraft 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 aircraft of any seating capacity	Calendar month	50%	50%	50%	50%
2.2.	IATA Summer season					
2.2.1	On the aircraft of any seating capacity	Calendar month	40%	40%	40%	40%

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 Contract for ground handling services**

(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
No _____ 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 of
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 _____

New flight route (free sale of tickets is open)						
Flight number	Period	Week days	Route	Aircraft Type	Aircraft Configuration	Quantity of flights
Additional flight frequencies (free sale of tickets is open)						
Flight number	Period	Week days	Route	Aircraft Type	Aircraft Configuration	Quantity of flights
Correction (decreasing) coefficients						
Flight number	Period	Week days	Route	Aircraft Type	Aircraft Configuration	Quantity of flights
Local flights (free sale of tickets is open)						
Flight number	Period	Week days	Route	Aircraft Type	Aircraft Configuration	Quantity of flights

CEO
