

Moroccan airports

Tariff incentives



المكتب الوطني للمطارات
Office National Des Aéroports

Tariff incentives policy

ONDA's tariff policy, while adhering to the principle of nondiscrimination towards airline companies, has aimed since 2005 at supporting :

- Attractiveness of Morocco destination
- The creation of new international air routes (regular and charter flights)
- The increase of flight frequencies to Morocco
- The development of Casablanca Mohammed V Airport as a regional hub
- The encouragement of domestic routes development

You will find in this document all the tariff incentives :

- Charter traffic
- Regular traffic
- Large accounts and volumetric incentive policy
- Night traffic
- Hub traffic at Casablanca Mohammed V airport

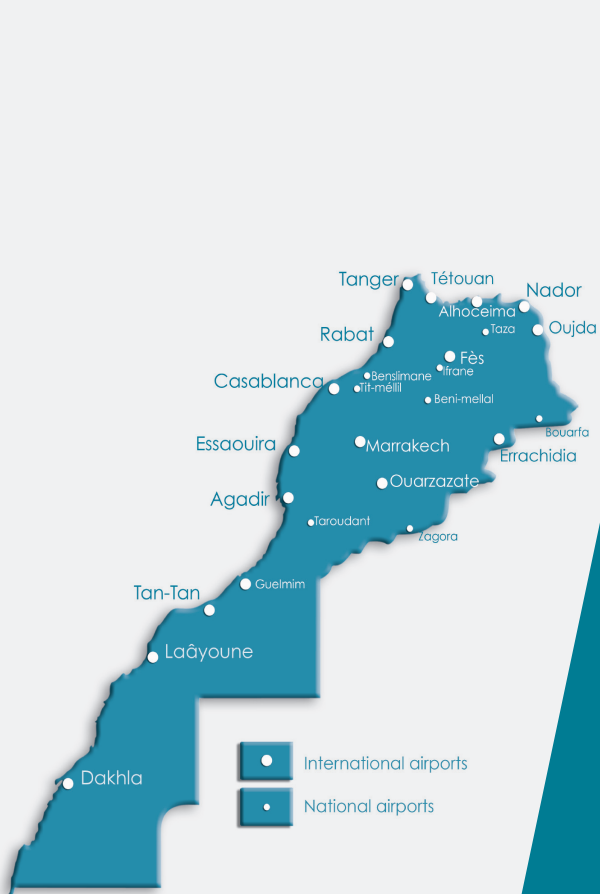
Only measures related to traffic hub, to the policy of large accounts and to the volumetric incentive for passenger and security are cumulative; all other incentives contained in this document are not cumulative.

Onda overview

- Passengers traffic during the year 2014 : **17.3 Millions** ;
- Passengers growth average during the period 2004-2014 : **8.4% per year** ;
- Passengers traffic forecasts by international experts in perspective 2020 : **34 Millions passengers** ;
- Passengers traffic forecasts by international experts in 2030 perspective : **69Millions passengers** ;
- Regular connections : **130 airports** ;
- Airlines serving our platforms : **52 companies** ;
- International HUB : Mohammed V airport (CMN)

Moroccan top ten airports traffic for 2014

Airport	ICAO Code	IATA Code	Number of Passengers 2014
MED V	GMMN	CMN	7 971 705
MARRAKECH	GMMX	RAK	4 034 410
AGADIR	GMAD	AGA	1 467 447
FES-SAISS	GMFF	FEZ	791 564
TANGER	GMTT	TNG	766 364
RABAT-SALE	GMME	RBA	684 213
NADOR	GMMW	NDR	604 013
OUJDA	GMFO	ODU	515 896
LAAYOUNE	GMLL	EUN	123 356
DAKHLA	GMMH	VIL	96 746
ESSAOUIRA	GMMI	ESU	62 591
OUARZAZATE	GMMZ	OZZ	59 062



■ Major reasons to serve Moroccan Airports

- Modern infrastructure
- Best connectivity
- Transport intermodality
- Hotels
- Passengers and Airlines attractiveness
- Attractiveness for industrial plan
- Catchment areas
- Aeronautical branch
- Other business areas
- Training centers : International Academy Mohammed VI of Civil Aviation, Mundiapolis;
- Easy Access to labour market
- Airports certified ISO 9001/ 2008
- No slot constraint
- Opening 24/24hours and 7/7 days
- Minimum Connect Time for the hub Casablanca Mohammed V Airport : 45 mn

■ Incentives fees

Moroccan Airports Authority implemented pricing policy incentives to attract airlines.
These rates were studied in order to :

- Promote the creation of new international air links (regular and charter),
- Increase frequency of scheduled flight to the destination Morocco,
- Encourage the development of domestic routes

Charter traffic

■ Point-to-point routes

- ✈ -50% on passenger charges
- ✈ -50% on approach charges
- ✈ -50% on landing charges

Applicability conditions :

- ✈ The line should not be served by any regular routes during the concerned season.
- ✈ The carrying out of at least 19 services during winter season and 28 during summer season. A credit note will then be issued to companies meeting this condition.
- ✈ All Moroccan airports are concerned except Casablanca Mohammed V and Rabat Salé.

■ Increase in the number of passengers

- ✈ -50% on passenger charges

Applicability conditions :

- ✈ Transport of at least 1500 additional passengers during winter season and 2300 during summer season. A credit note will then be issued to companies meeting this condition.
- ✈ This measure applies to increases of carried passengers compared to the previous year.
- ✈ All Moroccan airports are concerned except Casablanca Mohammed V and Rabat Salé.

Regular traffic

■ Development of the proximity traffic

To develop the traffic originating from destinations nearby Morocco (Canary Islands, south of France, south of Spain and Portugal, etc.). This incentive is applicable to the flights operated by aircrafts with tonnage lower than 50 tons on all point-to-point routes to Morocco.

✈ -50% on landing charges for the aircrafts of less than 50 tons.

Applicability conditions :

- ✈ All Moroccan airports are concerned except Rabat Salé.
- ✈ Regular commercial flights
- ✈ Minimal frequency : 2 frequencies per week

■ Creation of routes and frequencies connecting Mohammed V airport to various countries in Africa and Middle-East :

- Additional frequencies : -50% Passenger charges
- New routes : -50% Passenger charges
-50% Approach charges
-50% Landing charges

Applicability conditions :

- Exploitation of the frequency/route for at least two consecutive seasons. Airline companies having operated a minimum of 19 frequencies during winter season and 28 during summer season will be granted a credit note.
- This is applicable on increasing the number of frequencies carried over the previous similar season

■ Creation of routes and frequencies applicable to all Moroccan airports including Marrakech Menara and Agadir Al Massira on point-to-point routes by distinguishing additional frequencies and new routes :

- Additional frequencies : -50% Passenger charges
- New routes : -50% Passenger charges
-50% Approach charges
-50% Landing charges

Applicability conditions :

- Exploitation of the frequency/route for at least two consecutive seasons. Airline companies having operated a minimum of 19 frequencies during winter season and 28 during summer season will be granted a credit note.
- All Moroccan airports are concerned except Casablanca Mohammed V and Rabat Salé.
- This is applicable on increasing the number of frequencies carried over the previous similar season.

Large accounts and volumetric incentive policy

■ Large accounts policy (global area network)

Mvts per year	Discount (%)
Mvts < 2 000	0
2 000 < Mvts < 5 000	-5
5 000 < Mvts < 10 000	-10
10 000 < Mvts < 15 000	-15
15 000 < Mvts	-50

■ Volumetric incentive (global area network)

Mvts per week	Discount (%)
2	2
3-5	6
6-9	12
10-13	18
14-17	25
18-21	33
22-25	43
26-29	55
≥ 30	60

Applicability conditions :

- Concerned Airports : All Moroccan airports except Rabat Salé.
- Concerned fees : «Landing», «Parking», «Runway Lights», «Boarding Bridges» and «Approach».
- Concerned Airports : All airports except Mohammed V, Marrakech and Agadir and Rabat Salé.
- Concerned charges : Passenger, Landing, Runway lights and Security.

■ Volumetric incentive passenger and security (global area network)

Passenger per year	Discount (%)
pax < 100 000	0
100 000 < pax ≤ 250 000	-5
250 000 < pax ≤ 500 000	-10
500 000 < pax ≤ 1 000 000	-15
1 000 000 < pax	-30

Applicability conditions :

- Concerned Airports : All Moroccan airports except Rabat Salé.
- Concerned charges : Passenger and security



Night traffic

Applicable to commercial traffic on point-to-point routes operating between midnight and 6 a.m. (local time).

- -100% on the runway light charges.
- -100% on the parking charges.
- -50% on the approach charges.
- -50% on the landing charges.

Applicability conditions :

- All Moroccan airports are concerned except Casablanca Mohammed V and Rabat Salé.
- The hours taken into account are the scheduled timetables.
- For any departure or arrival before or beyond these hours, in effect charges become applicable.

Hub traffic at Casablanca Mohammed V airport

These measures are applicable to connecting passengers and are based on the principle of non-double taxing passengers. Discount rates applied to the tariffs in effect at Casablanca Mohammed V airport are defined in the following table :

Domestic Passengers – International	Moroccan Spots	Casa Hub	Foreign Spots
Passenger charges	- 100%	- 70%	-
security charges	0%	- 100%	-
Domestic Passengers – Domestic	Moroccan Spots	Casa Hub	Moroccan Spots
Passenger charges	- 100%	- 100%	-
security charges	0%	- 100%	-
International Passengers – Domestic	Foreign Spots	Casa Hub	Moroccan Spots
Passenger charges	-	- 70%	-
security charges	-	0%	-
International Passengers – International	Foreign Spots	Casa Hub	Foreign Spots
Passenger charges	-	- 70%	-
security charges	-	0%	-



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