

APPROVED

Order of 04.08.2026 No. 628

RUE "National Airport Minsk"
INCENTIVE PROGRAM FOR
PASSENGER CARRIERS

1. TERMS AND DEFINITIONS

For the purposes of the present Incentive Program the following terms and definitions are applied:

Airport – National Airport Minsk, Mogilev Branch.

AC – aircraft operating the Carrier's flights.

Year – a period of 365 consecutive calendar days.

Agreement – the Aircraft Ground Handling Agreement.

IATA – the International Air Transport Association.

Calendar year – a period of time from January 1st to December 31st inclusive.

MTOW – a maximum take-off weight of the AC.

Month – a period of time from the first day to the last day of a month inclusive.

Turnaround flight – a flight where the AC, after arriving at the destination point, operates a return flight to the point of departure.

Passenger flight – a scheduled or non-scheduled flight operated by the AC specifically designed and equipped for passenger transportation.

Carrier – an AC operator duly authorized in accordance with the legislation of its State to provide air transportation services.

Enterprise – RUE "National Airport Minsk".

Flight operation period – continuous period of flight operations commencing with the flight launching. Period of documented force majeure or natural disasters (fire, flood, adverse weather conditions, earthquake, military actions, acts of state authorities, and other circumstances beyond the Carrier's reasonable control) is deemed part of the flight operation period.

Overdue debt to the Enterprise – debt arising due to the Carrier's failure to fulfill payment terms under the Agreement.

Scheduled flight – an AC flight operated en route pursuant to the established schedule.

RPL – Repetitive Flight Plan.

IATA schedule season – an established period classified as:

Summer Season (NS) – NS commences on the last Sunday of March of the relevant year and ends on the last Saturday of October of the relevant year;

Winter Season (NW) – NW commences on the last Sunday of October of the relevant year and ends on the last Saturday of March of the following year.

Discount – a percentage-based reduction applied to the airport services tariffs for a specified period.

Flight frequency – the number of turnaround flights en route over a specified period.

2. ACTS OF LEGISLATION

The present Incentive Program is drawn up in pursuance with the following acts of legislation:

the Law of the Republic of Belarus dated May 10, 1999 No. 255-3 “On Pricing”;

the Law of the Republic of Belarus dated December 16, 2002 No. 162-3 “On Natural Monopolies”;

the Law of the Republic of Belarus dated December 12, 2013 No. 94-3 “About counteraction of monopolistic activities and development of the competition”;

the Resolution of the Ministry of Antimonopoly Regulation and Trade of the Republic of Belarus of May 15, 2017 No. 25 “On tariffs for airport services and air navigation services”;

the Resolution of the Council of Ministers of the Republic of Belarus dated May 28, 2020 No. 323 “On the Activities in the Sphere of Transport”;

the Resolution of the Council of Ministers of the Republic of Belarus dated September 14, 2023 No. 598 “On the Prices (Rates), Regulated by the Ministry of Antimonopoly Regulation and Trade, for the Services Related to the Spheres of Natural Monopolies”.

3. INCENTIVE PROGRAM PURPOSES

The present Incentive Program is drawn up for the purposes of:

- expanding the network of destinations served to/from the Airports;
- attracting new Carriers;
- maintaining existing flight frequencies operated by Carriers;
- encouraging Carriers to operate scheduled flights with greater frequency and using AC with greater MTOW and passenger capacity;
- increasing the number of passengers served by the Enterprise;

ensuring export of services growth and the Enterprise's aviation activities revenue.

4. INCENTIVE PROGRAM OBJECTIVES AND PRINCIPLES

4.1. The present Incentive Program establishes a unified approach to the provision by the Enterprise of discount on the tariffs for airport services and ground handling for Carriers operating passenger flights to/from the Airports.

4.2. The present Incentive Program is based on the following principles:
state regulation of the activities of natural monopoly entities, including the principles of publicity, openness, continuity, objectivity and transparency of the application of state regulation procedures, independence of decision-making;

consideration of the operational capacity of a specific airport and the factors affecting its operations under conditions of limited capacity;

analysis of the air transportation market, statistical data review and assessment of trends of air connectivity;

identification of objective factors determining the demand for air transportation services;

assessment of expectations and needs of consumers of air transportation services;

monitoring of trends in related markets.

5. GENERAL PROVISIONS

5.1. The present Incentive Program serves as the basis for a detailed review of each individual Carrier's Application to join the present Incentive Program (hereinafter referred to as the Application) and for the decision-making by the Enterprise's standing Tariff Commission (hereinafter referred to as the Commission) on granting of a discount.

5.2. When calculating discount amount under the present Incentive Program, the following is taken into consideration:

flight frequency;

flight operation period;

number of operated flights;

AC MTOW;

percentage of AC commercial load.

5.3. Flight frequency is recorded as follows:

for the Carriers based at the Airport – upon AC departure;

for other Carriers – upon AC arrival.

5.4. Where a Carrier, not based at the Enterprise's Airport, operates flights under the "W" scheme in pursuance with agreements reached between the aviation authorities, the Enterprise applies discounts based on the Carrier's AC departing from the Enterprise's Airport.

5.5. Under the present Incentive Program, the Carrier is granted a discount based on the selected Incentive Scheme on tariffs for:

5.5.1. AC take-off and landing provision;

5.5.2. aviation security provision within the airport zone;

5.5.3. air terminal use by a passenger;

5.5.4. handling a departing passenger;

5.5.5. AC complex ground handling.

5.6. The present Incentive Program comprises Incentive Schemes.

5.7. The Enterprise has the right to unilaterally amend the terms, suspend or terminate the present Incentive Program with notification of the Carrier at least 30 (thirty) calendar days in advance.

In the event of the suspension or termination of the present Incentive Program no recalculation of discounts previously granted to the Carrier is to be made.

5.8. The Carrier has the right to suspend or terminate its participation in the present Incentive Program by giving the Enterprise written notice at least 30 (thirty) calendar days in advance.

5.9. The present Incentive Program is published on the official Enterprise website at <https://airport.by>.

5.10. The present Incentive Program is drawn up in Russian and English. In the event of any discrepancies, the Russian version prevails.

6. PROCEDURE FOR JOINING THE INCENTIVE PROGRAM

6.1. To join the present Incentive Program and be granted a discount under the Incentive Scheme No.1:

6.1.1. The Carrier submits an Application using Form 1, specifying the selected Incentive Scheme on the Carrier's letterhead;

6.1.2. The Application form shall contain the following information:

Carrier's name;

Incentive Scheme indication;

date and number of the Agreement in force including basing terms;

flight operation period;

average monthly number of turnaround passenger flights from National Airport Minsk during the calendar year preceding the year when the Application is submitted;

additional information when applicable.

6.2. To join the Present Incentive Program and be granted a discount under the Incentive Schemes No.2-7:

6.2.1. The Carrier submits an Application using Form 2 specifying the selected Incentive Scheme on the Carrier's letterhead not later than 10 (ten) calendar days prior to the date of commencement of flight operations;

6.2.2. The Application form shall contain the following information:

Carrier's name;

Incentive Scheme indication;

date and number of the Agreement in force;

flight route;

planned flight frequency;

flight operation period;

turnaround flight number (departure/arrival);

AC type;

AC MTOW;

AC registration number;

AC passenger capacity;

additional information when applicable (including order of onboard catering, etc.).

6.3. The Carrier shall attach RPL approved by the Department of Aviation at the Ministry of Transport and Communications to the Application.

6.4. The Application Forms are provided in the Attachments to the present Incentive Program.

6.5. Joining the present Incentive Program is subject to the Carrier providing all the required information specified in the relevant Application.

6.6. Joining the present Incentive Program is confirmed by means of the Enterprise's official letter sent to the Carrier, specifying the date of joining the present Incentive Program and conditions for granting the discount within 10 (ten) calendar days from the date of receipt of the Carrier's Application, but not later than the date of the first flight.

7. INCENTIVE SCHEMES APPLICABLE

7.1. THE INCENTIVE SCHEME NO. 1.

7.1.1. Eligibility criteria:

Discount is granted to the Carrier based at National Airport Minsk.

7.1.2. Discount is granted based on the average monthly number of turnaround passenger flights departing from National Airport Minsk for the calendar year preceding the year when the discount is granted.

7.1.3. Discount applies to the charges specified in points 5.5.1.-5.5.4.

7.1.4. Amount of the discount granted:

Table 1

No.	Average monthly number of turnaround flights during the preceding year	Discount Rate, %
1	up to 100	36
2	101-150	40
3	151-200	44
4	201-250	48
5	251-300	52
6	301-350	56
7	351-450	60
8	451-550	64
9	551-650	66
10	651-850	68
11	851 and above	70

7.2. THE INCENTIVE SCHEME NO. 2.

7.2.1. Eligibility criteria:

7.2.1.1. discount is granted to the Carrier resident of a member-state of the Union State of Belarus and Russia;

7.2.1.2. launching of scheduled year-round/seasonal flights to/from National Airport Minsk between the points within the Union State on which the Carrier has not operated flights during the previous 2 (two) IATA seasons;

7.2.1.3. frequency of flights is at least 1 (one) turnaround flight per week.

7.2.2. Discount is granted based on the total number of turnaround scheduled flights operated per month.

7.2.3. Discount applies to the charges specified in points 5.5.1.-5.5.4.

7.2.4. Amount of the discount granted:

Table 2

No.	Average monthly number of turnaround flights per month	Discount Rate, %
1	3-5	38
2	6-10	40
3	11-15	42
4	16-20	44
5	21-25	46
6	26-31	48
7	32 and above	50

7.2.5. Additional discount applies to the discount rate specified in Table 2, based on the AC MTOW prevailing (exceeds 50% monthly usage) during the reporting month:

Table 3

No.	AC MTOW, t	Discount Rate, %
1	20-54	15
2	55-74	20
3	75-94	25
4	above 95	30

The AC MTOW shall be rounded to the nearest tonne as follows: under 500 kg shall be rounded down to the nearest whole tonne, equal to or exceeding 500 kg shall be rounded up to the next whole tonne.

7.2.6. Should the Carrier operate an equal number of flights in a month on AC with different MTOW, the lower discount rate applies.

7.3. THE INCENTIVE SCHEME NO. 3.

7.3.1. Eligibility criteria:

7.3.1.1. discount is granted to the Carrier-resident of a member-state of the Commonwealth of Independent States (excluding the Russian Federation);

7.3.1.2. launching of scheduled year-round/seasonal flights to/from National Airport Minsk between the points within the Commonwealth of Independent States (excluding routes to/from the Russian Federation) where the Carrier has not operated flights during the previous 2 (two) IATA seasons;

7.3.1.3. frequency of flights is at least 1 (one) turnaround flight per week.

7.3.2. Discount is granted based on the total number of turnaround scheduled flights operated per month.

7.3.3. Discount applies to the charges specified in points 5.5.1.-5.5.5.

7.3.4. Amount of the discount granted:

Table 4

No.	Average monthly number of turnaround flights per month	Discount Rate, %
1	3-5	39
2	6-10	44
3	11-15	46
4	16-20	48
5	21-25	50
6	26-31	52
7	32 and above	54

7.3.5. Additional discount applies to the discount rate specified in Table 4, based on the AC MTOW prevailing (exceeds 50% monthly usage) during the reporting month:

Table 5

No.	AC MTOW, t	Discount Rate, %
1	20-54	15
2	55-74	20
3	75-94	25
4	above 95	30

The AC MTOW shall be rounded to the nearest tonne as follows: under 500 kg shall be rounded down to the nearest whole tonne, equal to or exceeding 500 kg shall be rounded up to the next whole tonne.

7.3.6. Should the Carrier operate an equal number of flights in a month on AC with different MTOW, the lower discount rate applies.

7.4. THE INCENTIVE SCHEME NO. 4.

7.4.1. Eligibility criteria:

7.4.1.1. discount is granted to the Carrier that is not a resident of a member-state of the Commonwealth of Independent States;

7.4.1.2. launching of scheduled year-round/seasonal flights to/from National Airport Minsk on an international route (excluding routes to/from the Commonwealth of Independent States) which has not been operated during the previous two (2) IATA seasons;

7.4.1.3. frequency of flights is at least 1 (one) turnaround flight per week.

7.4.2. discount is granted based on the total number of turnaround scheduled flights operated per month.

7.4.3. Discount applies to the charges specified in points 5.5.1.-5.5.5.

7.4.4. Amount of the discount granted:

Table 6

No.	Average monthly number of turnaround flights per month	Discount Rate, %
1	3-5	37
2	6-10	42
3	11-15	44
4	16-20	46
5	21-25	48
6	26-31	50
7	32 and above	52

7.4.5. Additional discount applies to the discount rate specified in Table 6, based on the AC MTOW prevailing (exceeds 50% monthly usage) during the reporting month:

Table 7

No.	AC MTOW, t	Discount Rate, %
1	20-54	15
2	55-74	20
3	75-94	25
4	above 95	30

The AC MTOW shall be rounded to the nearest tonne as follows: under 500 kg shall be rounded down to the nearest whole tonne, equal to or exceeding 500 kg shall be rounded up to the next whole tonne.

7.4.6. Should the Carrier operate an equal number of flights in a month on AC with different MTOW, the lower discount rate applies.

7.5. THE INCENTIVE SCHEME NO. 5.

7.5.1. Eligibility criteria:

7.5.1.1. discount is granted to the Carrier that is not a resident of a member-state of the Commonwealth of Independent States;

7.5.1.2. launching of scheduled year-round/seasonal flights to/from National Airport Minsk on an international route (excluding routes to/from the Commonwealth of Independent States) operated by another Carrier;

7.5.1.3. frequency of flights is at least 1 (one) turnaround flight per week.

7.5.2. Discount is granted based on the total number of turnaround scheduled flights operated per month.

7.5.3. Discount applies to the charges specified in points 5.5.1., 5.5.5.

7.5.4. Amount of the discount granted:

Table 8

No.	Average monthly number of turnaround flights per month	Discount Rate, %
1	3-5	32
2	6-10	37
3	11-15	39
4	16-20	41
5	21-25	43
6	26-31	45
7	above 32	47

7.5.5. Additional discount applies to the discount rate specified in Table 8, based on the AC MTOW prevailing (exceeds 50% monthly usage) during the reporting month:

Table 9

No.	AC MTOW, t	Discount Rate, %
1	20-54	15
2	55-74	20
3	75-94	25
4	above 95	30

The AC MTOW shall be rounded to the nearest tonne as follows: under 500 kg shall be rounded down to the nearest whole tonne, equal to or exceeding 500 kg shall be rounded up to the next whole tonne.

7.5.6. Should the Carrier operate an equal number of flights in a month on AC with different MTOW, the lower discount rate applies.

7.6. THE INCENTIVE SCHEME NO. 6.

7.6.1. Eligibility criteria:

7.6.1.1. launching of scheduled year-round flights to/from National Airport Minsk and/or Mogilev Branch;

7.6.1.2. frequency of flights is at least 7 (seven) turnaround flight per month;

7.6.1.3. the Carrier's AC fleet primarily consists of a single AC type or a single AC family (the share of such AC accounts for at least 80% of the total number of AC operated);

7.6.1.4. the Carrier's AC have an all-Economy Class configuration;

7.6.1.5. the fare level for air transportation is significantly lower compared to the fares of other carriers operating on equivalent routes, enabling passengers to purchase tickets at the most affordable price;

7.6.1.6. additional services (luggage, seat selection, onboard catering, priority boarding, entertainment, boarding pass printing, and other services) are not included in the fare and are provided to passengers for an additional fee;

7.6.1.7. ground services are provided solely upon the Carrier's request;

7.6.1.8. information specified in points 7.6.1.3.-7.6.1.6. shall be included by the Carrier in Application under the heading "Additional Information".

7.6.2. Discount applies to the charges specified in points 5.5.1.-5.5.4.

7.6.3. Amount of the discount granted:

Table 10

No.	AC MTOW, t	Discount Rate, %
1	up to 20 inclusive	76
2	21-54	79
3	55-74	82
4	above 75	85

* The AC MTOW shall be rounded to the nearest tonne as follows: under 500 kg shall be rounded down to the nearest whole tonne, equal to or exceeding 500 kg shall be rounded up to the next whole tonne.

7.6.4. The total discount granted to the Carrier (taking into account points 9.3.5–9.3.6) shall not exceed 87%.

7.7. THE INCENTIVE SCHEME NO. 7.

7.7.1. Eligibility criteria:

Launching of scheduled year-round/seasonal flights and/or program of non-scheduled flights to/from Mogilev Branch, except for a single flight.

7.7.2. Discount applies to the tariffs specified in points 5.5.1.-5.5.4.

7.7.3. Amount of the discount granted:

7.7.3.1. 75% for flights operated solely to/from Mogilev Branch;

7.7.3.2. 83% for flights operated to/from National Airport Minsk and Mogilev Branch.

7.7.4. During the 1 (first) year of flight operations by the Carrier to/from the Mogilev Branch, a reduction coefficient of 0,9 applies to the fuel price (aviation fuel and lubricants supply, bunker fuel) specified in the Price List of Airport and Ground Handling Tariffs for Aircraft Operating Flights to (from) the Mogilev Branch, which constitutes an attachment to the Agreement.

8. TERMS OF THE DISCOUNT PROVISION

8.1. The discount under the present Incentive Program is subject to the Agreement in force between the Enterprise and the Carrier.

8.2. In the event when the application of the present Incentive Program requires amendment of the terms of the concluded Agreement, all the alterations of such terms shall be formalized by signing of a new corresponding Addendum to the Agreement or conclusion of a new Agreement between the Enterprise and the Carrier.

8.3. The discount under the present Incentive Program is provided to the Carrier in the absence of the overdue debt to the Enterprise on the date of the submission of the Application.

8.4. If the Carrier's flight operation qualifies for the multiply Incentive Schemes, the Carrier shall select its preferred Incentive Scheme and specify it in the Application. In such case, the Carrier is not entitled to any discounts under other Incentive Schemes.

8.5. If the Carrier purchases onboard catering from the Enterprise's Catering Department on a regular basis in accordance with the information specified in the Application (either by incorporating relevant terms into the Agreement or by conducting a separate catering service agreement with the Enterprise's Catering Department), an additional 5% discount shall be applied to the tariffs of the selected Incentive Scheme upon the launch of scheduled flights (excluding the Incentive Schemes No. 1, 6, and 7).

8.6. A single flight non-operation during the contraction billing period under the Agreement without RPL cancelation that does not result in a reduction of the declared flight frequency, shall not constitute grounds for withholding the discount in the billing period following the period in which such violation occurred.

8.7. The application of the present Incentive Program to the Carrier shall be suspended in the event of non-compliance with the payment terms under the Agreement or upon occurrence of any overdue debt to the Enterprise. In such case, the discount is not provided for the period following the period in which the payment terms are violated.

8.8. The application of the present Incentive Program to the Carrier shall be resumed from the month following the month of the debt settlement. The resumption of the application of the present Incentive Program is subject to the Carrier's official letter on the airline's letterhead confirming the settlement of the overdue debt and requesting the resume of the application of the Incentive Program under the same terms.

8.9. In the event that the payments cannot be processed due to reasons beyond the Carrier's control, the Carrier shall notify the Enterprise in writing within 3 (three) calendar days from the day such issue arises in order to develop a joint solution regarding the problematic matters and the conditions for maintaining the discount provision (or granting an alternative discount rate).

8.10. In the event of a suspension of the Carrier's flight operations for a period not exceeding 1 (one) IATA season:

8.10.1. the application of the discount granted under the present Incentive Program shall be suspended, provided that the Carrier officially notifies the Enterprise in writing not later than 60 (sixty) calendar days prior to the date of flight suspension;

8.10.2. the validity period of the discount shall apply from the date when the Carrier actually resumes flights based on the submitted RPL and in accordance with the terms of the selected Incentive Scheme. In such case, the

total duration of the discount period (at the rate established for the respective year of flight operations) shall be maintained. The Carrier is not required to resubmit the Application to the Enterprise.

8.11. In the event of a complete cessation (cancellation) of the Carrier's flight operations during the IATA season specified in the previously submitted RPL, the Carrier undertakes to pay within 10 (ten) business days from the date of the invoice issuance the difference between the cost of services without the discount and the cost of services with the discount granted under the present Incentive Program for the entire period of flight operations during the specified IATA season (unless otherwise determined in accordance with point 8.12.).

8.12. In the event when the cessation (cancellation) of flight operations is caused by force majeure circumstances, the Carrier shall timely notify the Enterprise of the occurrence of such circumstances and provide documentary evidence thereof issued by the authorized bodies in order to develop a joint solution regarding the conditions for maintaining the discount (or granting an alternative discount rate).

9. DISCOUNT GRANTING PROCEDURE

9.1. Discount is granted based on the selected Incentive Scheme:

9.1.1. for the Carrier based at the Enterprise's Airport for one calendar year applicable to all scheduled and non-scheduled flights;

9.1.2. for the Carrier not based at the Enterprise's Airport for one year from the actual date of flight commencement/increase of flight frequency.

9.2. Amount of the discount granted to the Carrier based at the Enterprise's Airport is subject to adjustment at the end of 1 (one) calendar year.

9.3. Amount of the discount granted to the Carrier not based at the Enterprise's Airport:

9.3.1. during the first month of flight operations discount amount is calculated based on the flight frequency and AC MTOW specified in the Application;

9.3.2. discount amount is subject to adjustment upon completion of 1 (one) year of flight operations or from the actual date of an increase in flight frequency on the route, depending on the flight frequency, AC MTOW and the average load factor on the route.

The Enterprise conducts monthly monitoring and when necessary adjust the amount of the discount granted in pursuance with the points 7.2.-7.6. of the present Incentive Program;

9.3.3. discount amount is reduced by 3% if, upon completion of 1 (one) year of flight operations, the average load factor exceeds 80%, while the Carrier has not increased the flight frequency;

9.3.4. discount amount remains unchanged if, upon completion of 1 (one) year of flight operations, the average load factor ranges from 40% to 80%;

9.3.5. discount amount is increased by 5% if, upon completion of 1 (one) year of flight operations, the average load factor is below 40%.

9.4. For the Carrier not based at the Enterprise's Airport, that commenced operations on the route during the period from 29 July 2025 to 31 July 2026 inclusive:

9.4.1. discount amount is increased by 2% for each additional flight frequency;

9.4.2. discount amount is reduced by 2% for each reduction in flight frequency;

9.4.3. discount is granted for 1 (one) year from the date of the actual change in flight frequency and applies to all the Carrier's flights on the specified route.

Attachment 1
to the RUE “National Airport Minsk”
Incentive Program for Passenger
Carriers

APPLICATION FORM 1

on the Carrier's letterhead

Managing Director
RUE “National Airport Minsk”
Uladzimir Charaukhin

APPLICATION for joining RUE “National Airport Minsk” Incentive Program for Passenger Carriers

Carrier's name	
Incentive Scheme indication	
Date and number of the AC Ground Handling Agreement in force	
Flight operation period	
Average monthly number of turnaround passenger flights departing from National Airport Minsk for the calendar year preceding the year when the application is submitted	
Additional Information	

Job Title

Signature

Name

Attachment 2
to the RUE “National Airport Minsk”
Incentive Program for Passenger
Carriers

APPLICATION FORM 2

on the Carrier's letterhead

RUE “National Airport Minsk”
Uladzimir Charaukhin

**APPLICATION
for joining RUE “National Airport Minsk”
Incentive Program for Passenger Carriers**

Carrier's name	
Incentive Scheme indication	
Date and number of the AC Ground Handling Agreement in force	
Flight route	
Planned flight frequency	
Flight operation period	
Turnaround flight number (departure/arrival)	
AC type, AC MTOW*, AC registration number, AC passenger capacity	
Additional information	

Attachment: RPL copy, approved by the Department of Aviation at the Ministry of Transport and Communications of the Republic of Belarus, on __ page in 1 copy.

Job Title

Signature

Name

* - when listing multiple AC types with different MTOW, please, indicate the planned percentage of the declared number of turnaround flights to be operated by each AC type