

AVIATION MARKETING INCENTIVE PROGRAM

INTRODUCTION

Airports of Thailand Public Company Limited (AOT) presents an Aviation Marketing Incentive Program for a new air service at all four regional airports under AOT management. Chiang Mai International Airport (CNX), Phuket International Airport (HKT), Chiang Rai International Airport (CEI) and Hat Yai International Airport (HDY) join this first AOT incentive program, which offer a promotion of landing fee discount. This program is focus on encouraging both newcoming and the former airlines to/from both existing and new destinations with a discount rate of 30% up to 95%.

OBJECTIVES

- A service expansion of airlines to/from both existing and new destinations.
- An increase in air service volume throughout the entire year
- An increase in aeronautical and non-aeronautical revenues at all four regional airports

PROMOTIONAL DETAILS

A. International Flight

details	flight / week	discount rate	discount process
<u>Case 1</u> Airlines operate flights to/from airport to the new destinations	1 flight / week	75%	Automatically Discount in the invoice
	More than 1 flight / week	95%	
<u>Case 2</u> Airlines operate flights in present routes	1 flight / week	50%	
	More than 1 flight / week	75%	
<u>Case 3</u> Present airlines increase more scheduled flights on the same routes Only the increased flights will get a rebate. (an increased number will be calculated by the average flight volume in the past 3 years)	1 flight / week	50%	Get a rebate within 2 months after the end of that season
	More than 1 flight / week	75%	

B. Domestic Flight

30% discount of landing fee for airlines in the same cases as international flight.

Remark

HKT will be discount only in Summer Schedule

CNX, HDY and CEI will be discount for both summer and Winter Schedule

CONDITIONS

- Airlines operating flights for 12 months can apply to this condition.
- Only integral number is applied for the average volume of flights such as 1.5 flights per week will be 2 flights per week.

AIRLINE COMMITMENT

The airline must commit to the following:

- Report any changes to number of frequencies, aircraft type and/or series at least thirty (30) days in advance of any changes during the entire one-year promotional period.

DURATION OF INCENTIVE PROGRAM

Application Period: 2 years

Duration of Program: 1 year / 12 months

APPLICATION PROCESS

Airlines considering participation the incentive program should complete the program application as enclosed. Airlines will be advised in writing if it has been approved for the program. Airlines can apply directly to the following:

PHUKET INTERNATIONAL AIRPORT

Submissions can be made electronically to:

commercial_hkt@airportthai.co.th

Or may be faxed to:

(66) 7632-7478

Or delivered in person to:

Commercial and Financial Division, Phuket International Airport Office

CHIANG MAI INTERNATIONAL AIRPORT

Submissions can be made electronically to:

commercial_cnx@airportthai.co.th

Or may be faxed to:

(66) 5327-7284

Or delivered in person to:

Commercial and Financial Division, Chiang Mai International Airport Office

CHIANG RAI INTERNATIONAL AIRPORT

Submissions can be made electronically to:

commercial_cei@airportthai.co.th

Or may be faxed to:

(66) 5379-8071

Or delivered in person to:

Commercial and Financial Division, Chiang Rai International Airport Office

HAT YAI INTERNATIONAL AIRPORT

Submissions can be made electronically to:

commercial_hdy@airportthai.co.th

Or may be faxed to:

(66) 7422-7050

Or delivered in person to:

Commercial and Financial Division, Hat Yai International Airport Office

CHIANG MAI INTERNATIONAL AIRPORT
INCENTIVE PROGRAM APPLICATION FORM

Airline: _____

Billing Address: _____

Contact Person: _____

Phone: _____

Fax: _____

Email: _____

Origin of Flight: _____

Aircraft Type: _____

Maximum Take-off Weight

Program:

A Domestic

B International

Destination

Number of flight per week

New Destinations _____

Increasing Flight* _____

* please attach your flight schedule in the past 3 years

Start Date: _____

CHIANG RAI INTERNATIONAL AIRPORT
INCENTIVE PROGRAM APPLICATION FORM

Airline: _____

Billing Address: _____

Contact Person: _____

Phone: _____

Fax: _____

Email: _____

Origin of Flight: _____

Aircraft Type: _____

Program:

- A Domestic
- B International

	Destination	Number of flight per week
<input type="checkbox"/> New Destinations	_____	_____
<input type="checkbox"/> Increasing Flight*	_____	_____

* please attach your flight schedule in the past 3 years

Start Date: _____

HAT YAI INTERNATIONAL AIRPORT
INCENTIVE PROGRAM APPLICATION FORM

Airline: _____

Billing Address: _____

Contact Person: _____

Phone: _____

Fax: _____

Email: _____

Origin of Flight: _____

Aircraft Type: _____

Program:

- A Domestic
- B International

	Destination	Number of flight per week
<input type="checkbox"/> New Destinations	_____	_____
<input type="checkbox"/> Increasing Flight*	_____	_____

* please attach your flight schedule in the past 3 years

Start Date: _____

PHUKET INTERNATIONAL AIRPORT
INCENTIVE PROGRAM APPLICATION FORM

Airline: _____

Billing Address: _____

Contact Person: _____

Phone: _____

Fax: _____

Email: _____

Origin of Flight: _____

Aircraft Type: _____

Program:

- A Domestic
- B International

	Destination	Number of flight per week
<input type="checkbox"/> New Destinations	_____	_____
<input type="checkbox"/> Increasing Flight*	_____	_____

* please attach your flight schedule in the past 3 years

Start Date: _____