



# **COMPLEMENTARY SERVICES PRICE LIST**

**VALID FROM: 28.09.2023.**

**P.C. "SARAJEVO" INTERNATIONAL AIRPORT LTD SARAJEVO**  
**Kurta Schorka 36**  
**71000 Sarajevo**  
**Bosnia and Herzegovina**  
**[www.sia.ba](http://www.sia.ba)**

**TRANSLATION ONLY**  
**THE BOSNIAN TEXT SHALL PREVAIL**



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## GENERAL CONDITIONS

General conditions defined prices of lease of office space and land, advertising, parking, use of airport premises and VIP treatment, preparation of ID cards, commission from sales of goods, guarding service, manpower, training of personnel, recording services, service of prices and conditions to be met to be granted discounts.

### 1. PRICES

- 1.1. Prices are quoted in KM (Convertible Mark). Prices do not include VAT (Value Added Tax) which is borne by users of services, except for car parking, internet and cable TV, i.e. the services marked for including VAT.
- 1.2. Prices include overhead costs, phone extension line (within the Airport) and one parking lot. In addition, a parking lot is granted to airlines that have not leased office space.
- 1.3. For the lease of space for installation of self-service vending machines for hot and cold drinks and self-service appliances with confectionery products in the premises at the Airport location (appliances intended for use by Airport employees and support services), the announcement will be a public call / announcement / tender. The minimum starting price for the purchase of self-service appliances is 25% of the total realized monthly gross turnover, which is determined at the end of the month on the basis of electronic traffic monitoring.
- 1.3.1. "The amount of a commission fee/discount for credit sales of goods to the employees of the Airport Sarajevo, which the business partner approves to the Airport Sarajevo based on effective credit sale agreement, is 3% of the value of the goods sold.
- 1.5. In case of changes market prices, the Airport hold right to change prices and business conditions, of which legal entities that have a contractual relationship will be notified in a timely manner.
- 1.6. Amendments to the Price List in the current year will be made on the basis of the decision of the Management Board, and at the proposal of the director of the sector.

### 2. PAYMENT

- 2.1. Accounting and settlement of services are made in KM (Convertible Mark), either in cash, by bank transfer or other legal ways of payment.
- 2.2. In case of a changed price during calendar year, user will pay the price being in force on a day the service was provided.  
  
In case of advance payment, the price will be calculated according to the Price-list valid on a day of payment until the advance is spent. If the advance payment is not spent entirely during contracted period when the advance payment was made, the same prices and conditions will be applied in a new contracted period.
- 2.3. For users having head offices out of Bosnia and Herzegovina, services shall be invoiced in EUR, at the mean rate of the Central Bank BiH, valid on a day of invoicing.
- 2.4. Airport keeps the right to require users to obtain payment instrument insurance.
- 2.5. In case of payment delay, default interest will be calculated according to the law.



- 2.6. In case of cancelling the use of office space-container, user is obliged to inform the Airport in written form 24.hrs. before planned use of the office space-container. Otherwise the Airport will issue an invoice regardless of the fact it was not used.

### 3. USE OF AIRPORT PREMISES FOR GOVERNMENT-FINANCED INSTITUTIONS

- 3.1. Budget institutions that are of special importance for the functioning of the Airport, such as: Indirect Taxation Authority, Border Police, Intelligence and Security Agency, BHANSA, Sanitary and Veterinary Inspection, are approved to use business premises with overhead costs (heating, water and sewerage, electricity, garbage collection and cleaning). Prices of overheads are regulated by the Price List of Complementary Services.
- 3.2. The Federal Ministry of the Interior – Federal Police Administration is granted a 60% discount on the service of renting land for a container and renting land for other purposes.

### 4. INCENTIVES TO BE GRANTED DISCOUNTS

- 4.1. Lease of one advertising position:
- 10% discount granted for 1-year-long lease,
  - 15% discount for 2-year-long lease.

- 4.2. Lease of two advertising positions:

- 6 months, 10% discount,
- 1 year, 15% discount,
- 2 years, 20% discount.

- 4.3. Lease of three advertising positions:

- 6 months, 20% discount,
- 1 year, 25% discount,
- 2 years, 30% discount.

*The Company is responsible for printing the advertisements only in case of Agreements signed for a year or longer.*

- 4.4. Conditions to be granted a discount on the value of advertising space lease:

- 4.4.1. Lease of advertising position at the price of 500,00 KM – 1.000,00 KM:

- 6 months, 5% discount,
- 1 year, 10% discount.

- 4.4.2. Lease of advertising position at the price of 1.000,00 KM – 2.000,00 KM:

- 1 year, 15% discount,
- 2 years, 20% discount

- 4.4.3. Lease of advertising position at the price exceeding 2.000,00 KM:

- 6 months, 20% discount,
- 1 year, 25% discount.



- 4.5. The requirements for getting the quantity discount for the offices leased (below mentioned discounts are not applied to the budget beneficiaries and the retail facilities for the lessees for which the calculation of the lease is applied based on the percentage amount of the monthly turnover)
  - 4.5.1. Lease of one office for a year, 10% discount
  - 4.5.2. Lease of one office for two years, 15% discount
  - 4.5.3. Lease of two offices for a year, 15% discount
  - 4.5.4. Lease of two offices for at least two years and more, 20% discount
  - 4.5.5. Lease of three offices for a year, 20% discount
  - 4.5.6. Lease of three offices for at least two years and more, 30% discount
  - 4.5.7. Business Lounge, VIP Lounge and VIP treatment for children aged 2-12 years: discount 50%
    - 4.5.7.1. Business Lounge, VIP Lounge and VIP treatment for children aged 0-2 years: free of charge
  - 4.5.8. Conditions to be fulfilled in order to be entitled to the discount for business lounge:
    - 4.5.8.1. Use of the business lounge for airline companies for a period of contract duration of one year minimum or for a period the service is used in duration of at least three months uninterruptedly; the discount is 20%
    - 4.5.8.2. Use of the business lounge for other companies and credit card holders for a period of contract duration of one year minimum or for a period the service is used in duration of at least three months uninterruptedly (Priority Pass, Dragon Pass, Dream Folks, Mastercard, TAV etc.); the discount is 30%
  - 4.5.9. Lease of office space for airlines, 50% discount
    - 4.5.9.1. Renting a counter per day and per hour for airlines may be realized with a 50% discount
  - 4.5.10. Lease of office space for EUFOR, 50% discount
  - 4.5.11. Lease of office space for airline representatives, 10% discount
  - 4.5.12. Lease of business premises for tourist boards and organizations, discount 60%
- 4.6. Conditions to be granted discount for lease of advertising space per m<sup>2</sup> based on quantity:



- 4.6.1. Lease of space 1- 5 m<sup>2</sup>, for a year, 10% discount.
- 4.6.2. Lease of space 1- 5 m<sup>2</sup>, for at least two years and more, 15% discount
- 4.6.3. Lease of space 5-10 m<sup>2</sup>, for a year, 20% discount.
- 4.6.4. Lease of space 5-10 m<sup>2</sup> for two years, 25% discount
- 4.6.5. Lease of space over 10 m<sup>2</sup>, 30% discount, regardless of lease period.
- 4.6.6. Lease of land for installment of advertising structures, 3 or more, discount 15%
- 4.6.7. "The lessees that lease 3 or more positions in part of outdoor advertising are approved with a discount in terms of lower percentage amount of turnover achieved which is in the amount of 25% of the monthly generated turnover from the advertisement content on LED screen; however the price of the monthly lease cannot be less than 1.500,00 BAM."
- 4.7. Conditions to be granted parking discount depending on quantity:
  - 4.7.1. Lease of 3 parking lots, 10% discount.
  - 4.7.2. Lease of 4 and 5 parking lots, 15% discount
  - 4.7.3. Lease of 6 and more parking lots, 20% discount
- 4.8. Conditions to be granted discount on use of infrastructure and airport services in case of film making:
  - 4.8.1. For use of infrastructure and service of the value up to 5.000,00 KM, 10% discount,
  - 4.8.2. For use of infrastructure and services of the value from 5.000,00 KM -10.000,00 KM, 20% discount,
  - 4.8.3. For value of using the infrastructure and services exceeding 10.000,00 KM, 30% discount,
  - 4.8.4. For use of airport space for making student or similar non-commercial movies, under condition of submitting of relevant documentation-evidence, 80% discount.

**Note:**

***Discounts are applicable for strictly defined lease period. In case the contract is terminated before expiry of contracted lease period, the discount shall remain unchanged. Except for the aforementioned, the Company shall not make corrections to already approved discounts defined by item 4 of the Price List of Complementary Services for the lessees that have a concluded Agreement with the Company for the lease of the premises at Sarajevo International Airport and that encounter difficulties in business operations caused by natural disaster declaration or the disaster of any other kind (problems in business caused by spreading of contagious diseases and similar).***

***Under the conditions when the lessee delivers a written certificate (evidence of initiating a bankruptcy procedure, liquidation request, etc.) used to prove the uncertainty of his future business due to financial issues for which he temporarily cancels the agreed leases, a no-fault contract termination may be approved without calculating the difference in approved discount***



***Tenants of business premises who move to a temporary location are granted the right to use discounts approved through the basic lease agreement for the period of use of temporary business premises.***

***The above mentioned discounts cannot be combined.***

***The Lessees whose visibility of the leased office space has been reduced due to works that are in the domain of the Lessor, are allowed to display an advertising board-banner until the completion of the works that will restore the visibility of the office space to its original state.***

***Sarajevo Airport enables setting up logotypes related to the cultural heritage and promotion of the City of Sarajevo inside/outside of the terminal building that have previously been approved by authorized sectors and after signing a Contract on Business Cooperation.***

***Lessees that have lower visibility of the leased business area at the terminal building due to the location of the stated area, may set up an advertisement panel-banner at the location previously approved by the Lessor."***

***Lessees may set up a stand at the location inside the terminal building, pursuant to the previous approval by the Lessor, for performing promotional activities related to retail/hospitality services provided in the leased business area.***

4.9. For airlines promotional flights:

4.9.1. For use of VIP lounge, 100% discount.

4.9.2. For VIP treatment, 100% discount.

4.9.3. For use of restaurant, 100% discount.

4.9.4. For use of speaker's stand, 100% discount.

4.10. For the purpose of exercises (civil and military) being conducted in order to train staff for rendering assistance in emergency situations and international armed forces exercises.

4.10.1. For use of VIP lounge, 100% discount.

4.10.2. For VIP passenger treatment, 100% discount.

4.10.3. Space for placing the Info desk, 100% discount.

4.10.4. Free use of the airport infrastructure is approved for the purpose of reportages which aim to promote the Airport Sarajevo and the services the Airport provides as well as for the purpose of reporting via public

4.10.5. The Company's Management Board retains the right to support the projects being of the public interest as well as non-commercial projects and to support the implementation of some services from this Pricelist, partially or entirely, royalty-free, with an obligation of signing the Agreement on business cooperation and/or sponsorship.



5. Other fees

The fee for performing the activity in the MAS area for persons/legal entities with which the Company is not under a contractual relationship in amount of KM 2,000.00 w/o VAT per recorded action.

6. Exemptions from charging the service for parking the vehicle in front of the terminal building of Sarajevo Airport upon exercising official duty:

Sarajevo Airport approves parking vehicles in front of the terminal building of Sarajevo Airport (or in the official parking lot of the New Administrative Building in instance of limited capacities) for the following institutions exclusively upon exercising official duty 1:

- Ambulance vehicles upon performing official activities,
- Police and security bodies at all levels, including the court police upon performing official activities,
- Firefighting vehicles upon performing official activities.”

In instance that the upper mentioned institutions utilize the service of parking vehicles in front of the terminal building outside their official duty, it will be invoiced to them pursuant to the valid Price List for Complementary Services.

**3.1. OFFICE SPACE LEASE**

Ord.No.	DESCRIPTION	accounting unit	KM
<b>OFFICE SPACE LEASE</b>			
3.1.1.	Office, terminal B, 1 <sup>st</sup> floor with utility expenses – (K-1031, 1032, 1033, 1035, 1036, 1037, 1038, 1039, 1040, 1041, 1042, 1043) surface area of 22.45 m <sup>2</sup> – 23.00 m <sup>2</sup>	month	2,500.00
3.1.1.2.	Office Space in the Terminal B building (extended part of the building), number K1010 – 23,40m <sup>2</sup> located on the first floor with overhead expenses included	month	2.500,00
3.1.1.3.	Office Terminal B (new part) No. K1007-46,73m <sup>2</sup> 1st floor with overhead costs	month	4.700,00
3.1.1.4.	Office Terminal B (new part) No. K1009-23,10m <sup>2</sup> 1st floor with overhead costs	month	2.500,00
3.1.1.5.	Office Terminal B (new part) No. K1011-23,10m <sup>2</sup> 1st floor with overhead costs	month	2.500,00
3.1.1.6.	Office Terminal B (new part) No. K2005-22,80m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.7.	Office Terminal B (new part) No. K2006-23,10m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.8.	Office Terminal B (new part) No. K2007-23,10m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.9.	Office Terminal B (new part) No. K2008-23,40m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.10.	Office Terminal B (new part) No. K2009-23,10m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.11.	Office Terminal B (new part) No. K2010-23,10m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.12.	Office Terminal B (new part) No. K2011-26,20m <sup>2</sup> 2nd floor with overhead costs	month	1.500,00
3.1.1.13.	Office, terminal B, 1 <sup>st</sup> floor with utility expenses – K 1034 surface area of 18.50 m <sup>2</sup>	month	2.000,00
3.1.1.14.	Office, terminal B, 1 <sup>st</sup> floor with utility expenses – K 1044 surface area of 46.30 m <sup>2</sup>	month	4.700,00
3.1.2.	Office, terminal B, 1 <sup>st</sup> floor with utility expenses – K 1030 surface area of 17.10 m <sup>2</sup>	month	1,800.00
3.1.2.1.	Business premises no. 1 and 2 near the Terminal B exit door, ground floor, 8.1m <sup>2</sup>	m <sup>2</sup>	460,00
3.1.2.2.	Business premises num. 3 in Terminal B, ground-floor, 30m <sup>2</sup>	m <sup>2</sup>	200,00
3.1.2.3.	Business premises num. 4a in Terminal B, ground-floor, 30m <sup>2</sup>	m <sup>2</sup>	150,00
3.1.2.3.1.	Business premises num. 4b in Terminal B, ground-floor, 30m <sup>2</sup>	m <sup>2</sup>	100,00
3.1.2.4.	Business premises num. 5a in Terminal B, ground-floor, 30m <sup>2</sup>	m <sup>2</sup>	100,00
3.1.2.4.1.	Business premises num. 5b in Terminal B, ground-floor, 30m <sup>2</sup>	m <sup>2</sup>	100,00
*For business premises, the monthly rent is applied based on the principle of a percentage of the monthly turnover in the amount of 16%, or the collection of a fixed part in accordance with the amounts mentioned above, when that fixed part is higher than the percentage of the rent.			
3.1.3.	Office, Terminal B, ground floor, incl. Overheads, 10m <sup>2</sup>	month	500.00
<b>BUSINESS PREMISES LEASE IN FACILITY NACO 1</b>			
3.1.4.	Business premises lease ( in a row to commercial parking) of 15m <sup>2</sup>	month	3.100,00
3.1.4.1.	Business premises lease (in a row to main road) of 15m <sup>2</sup>	month	2.000,00



Ord.No.	DESCRIPTION	accounting unit	KM
3.1.4.2.	Business premises lease (in a row to main road) of 8m <sup>2</sup>	month	1.100,00
3.1.5.	Office in hangar with overhead costs, 14.40m <sup>2</sup>	month	500.00
3.1.5.2.	Container office, at facility NACO 1, of 7 m <sup>2</sup>	month	2.200,00
<b>LEASE OF CONTAINERS</b>			
3.1.6.	Container in Cargo centre and on parking, 15m <sup>2</sup>	month	800.00
3.1.7.	Container, storage-office, freestanding, 15m <sup>2</sup>	month	500.00
<b>Prices of overheads for budget users not paying container lease</b>			
3.1.8.	Heating	m <sup>2</sup>	5.98
3.1.9.	Cleaning	m <sup>2</sup>	3.38
3.1.10.	Electricity	m <sup>2</sup>	3.60
3.1.11.	Water supply and sewerage	m <sup>2</sup>	1.50
<b>LEASE OF COUNTERS</b>			
3.1.12.	Counters with three workplaces/zone II, no. 1,2,3,4,5,6,7,8,10,11,12, 9,45m <sup>2</sup>	month	2,400.00
3.1.13.	Counters with three seats / zone I – numbers 13,14,15,16,17,18, 9,45m <sup>2</sup>	month	3.500,00
3.1.13.1.	Counters / zone I – numbers 19,20,21, 3,65m <sup>2</sup>	month	3.500,00
3.1.14.	Lease of counter per day, 9,45m <sup>2</sup>	day	100.00
3.1.15.	Lease of counter per hour, 9,45m <sup>2</sup>	hour	50.00
3.1.16.	Lease of the counter next to the entrance door, Terminal B – info counter – 4,00m <sup>2</sup>	month	1.500,00
3.1.16.1.	Lease of counters next to exit doors, Terminal B- Info counter, 4m <sup>2</sup>	month	3.000,00
3.1.17.	Lease of space for Info counter, 4m <sup>2</sup>	day	100.00
<b>LEASE OF OFFICE SPACE</b>			
3.1.18.	Office space, Terminal B, ground floor – Post office-, 9m <sup>2</sup>	month	450.00
3.1.19.	Space for placing a kiosk, 12 m <sup>2</sup>	month	3,000.00
3.1.20.	Space for cashmachine, Terminal B, 2m <sup>2</sup>	month	700.00
3.1.20.1.	Kiosk in front of Terminal B, 3,52m <sup>2</sup>	month	1.500,00
3.1.20.2.	Space for placing a suitcase packing machine, 2m <sup>2</sup>	month	1.000,00
3.1.20.3.	Area for setting up massaging chairs Note: the fixed amount of rent is applied in amount of KM 1,000.00, if the amount exceeds 50% of the realized turnover in the month of payment	% of the turnover	50%
3.1.20.5.	Lease of space for placing a counter	month	250,00
3.1.20.6.	Lease of catering facilities UP1 (Refreshment), UP3, fixed amount ***	m <sup>2</sup>	20,00
3.1.20.7.	Lease of catering facilities UP1 (Refreshment), UP3, UP4 (Snack Bar), 1002 – variable price*, **, ***	% of turnover	25%
3.1.20.8.	Lease of catering facility UP4 (Snack Bar), 1002 – fixed price***	m <sup>2</sup>	30,00



Ord.No.	DESCRIPTION	accounting unit	KM
<p><b>*Note:</b></p> <p>*Minimum variable price for the catering facility "UP1" cannot be less than 7.200,00 BAM per month, for UP3 1.500,00 BAM per month and for UP4 it cannot be less than 12.250,00 BAM per month, and for 1002 it cannot be less than 6.500,00 BAM.</p> <p>** For the months when the number of passengers is recorded to be less than 50.000 at Sarajevo International Airport, minimum variable amount from the previous paragraph shall not be charged, instead, 25% of total turnover shall be charged as the variable amount, notwithstanding the absolute amount in question.</p> <p>*** The above mentioned lease amounts shall start to be charged in accordance with the deadlines set forth pursuant to the Catering Facilities Lease Agreement for UP1, UP3, UP4 and 1002.</p>			
3.1.20.9.	Office Spaces R1023 – 24,90m <sup>2</sup> , R1024- 35,40m <sup>2</sup> and R1025 – 26,80m <sup>2</sup> located on the first floor. A fixed amount for the lease is applied in the amount of 5.500,00 BAM in case that amount is higher than the amount of 12% of turnover for the month the payment is made	% of turnover	12%
3.1.20.10.	Office Space R1026 – 26,80m <sup>2</sup> located on the first floor. A fixed amount for the lease is applied in the amount of 2.700,00 BAM in case that amount is higher than the amount of 17% of turnover for the month the payment is made	% of turnover	17%
3.1.20.11.	Commercial space R0005 of 22.80 m <sup>2</sup> on the ground floor of the terminal building (new part), fixed part of the rent of BAM 2,300.00 is applied, in case this amount exceeds 16% of turnover of the month for which payment is made	% of turnover	16%
3.1.20.12.	Office Space R0019 – 20,50m <sup>2</sup> located on the ground floor of the terminal building (extended part of the building). A fixed amount of the lease is applied in the amount of 2.000,00 BAM in case that amount is higher than the amount of 16, 41% of turnover for the month the payment is made.	% of turnover	16,41%
3.1.20.13.	Office Space no. 1061 – 18,10m <sup>2</sup> for service activity (hair salon). A fixed amount for the lease is applied in the amount of 1.100,00 BAM in case that amount is higher than the amount of 12% of turnover for the month the payment is made.	% of turnover	12%
3.1.20.14.	Office Space R 1045-33,39 m <sup>2</sup> located on the first floor of the terminal building, extended part (a fixed amount for the lease in the amount of 5.000,00 BAM is applied in case that amount is higher than the amount of 16% of turnover achieved for the month the payment is made)	% of turnover	16%
3.1.20.15.	Office Space R 1037-13,00 m <sup>2</sup> located on the first floor of the terminal building, extended part (a fixed amount for the lease in the amount of 1.900,00 BAM is applied in case that amount is higher than the amount of 16% of turnover achieved for the month the payment is made)	% of turnover	16%
3.1.20.16.	Office Space R 0011-12,33 m <sup>2</sup> located on the ground floor of the terminal building, extended part (a fixed amount for the lease in the amount 1.300,00 BAM is applied in case that amount is higher than the amount of 17% of turnover achieved for the month the payment is made)	% of turnover	17%
3.1.20.17.	Office space R 1003, 31.60 m <sup>2</sup> , located on the first floor of the Terminal B – extended part (a fixed amount for the	% of turnover	16%



Ord.No.	DESCRIPTION	accounting unit	KM
	lease in the amount of 3.100,00 BAM is applied in case that amount is higher than the amount of 16% of turnover achieved for the month the payment is made)		
3.1.20.17.1.	Commercial space R0004, of 12.10 m <sup>2</sup> , on the ground floor of the terminal building (new part), fixed part of the rent of BAM 1,200.00 is applied, in case this amount exceeds 16% of turnover of the month for which payment is made	% of turnover	16%
3.1.20.17.2.	Commercial space R0009, of 32.23 m <sup>2</sup> , on the ground floor of the terminal building (new part), fixed part of the rent of BAM 3,200.00 is applied, in case this amount exceeds 16% of turnover of the month for which payment is made	% of turnover	16%
3.1.20.17.3.	Commercial space R1046, of 15.23 m <sup>2</sup> , on the first floor of the terminal building (new part), fixed part of the rent of BAM 2,200.00 is applied, in case this amount exceeds 16% of turnover of the month for which payment is made	% of turnover	16%
3.1.20.18.	LEASE OF THE CATERING FACILITY "RESTAURANT AND CAFE" ON THE SECOND FLOOR OF THE TERMINAL BUILDING		
3.1.20.18.1.	Lease of the catering facility "Café" on the second floor of the terminal building, a fixed amount	m <sup>2</sup>	25,00
3.1.20.18.2.	Lease of the catering facility "Restaurant" on the second floor of the terminal building, a fixed amount	m <sup>2</sup>	10,00
3.1.20.18.3.	Lease of the catering facility "Kitchen Space" on the second floor of the terminal building, a fixed amount	m <sup>2</sup>	6,00
3.1.20.18.4.	Lease of the catering facility "Ancillary Spaces – Storage Areas" on the second floor of the terminal building, a fixed amount	m <sup>2</sup>	3,00
3.1.20.18.5.	Lease of the catering facility "Restaurant and Café" on the second floor of the terminal building, a variable amount	% of turnover	16%
3.1.20.19.	Office Space R1029 of 75 m <sup>2</sup> and the storage area, marked as R1030 of 14,60m <sup>2</sup> located on the first floor of the terminal building – extended part (a fixed amount for the lease in the amount of od 4.500,00 BAM is applied in case that amount is higher than the amount of 16% of turnover achieved for the month the payment is made)	% of turnover	16%
3.1.20.20.	Business premises R1027, area 28.67m <sup>2</sup> , located on the first floor of the terminal building - new part, a fixed amount of rent of 2.700,00 BAM is applied in the event that this amount is greater than the amount of 16% of	% of turnover	16%
3.1.20.21.	Business area 1047a of 3.85m <sup>2</sup> located at the first floor of the terminal building (new section), the fixed rent amount of KM 580.00 is applied if the amount exceeds the 16% of turnover realized during the month of payment	% of turnover	16%
*Note: The minimum variable amount for the catering facility "Restaurant and Café" cannot be less than 11.000,00 BAM"			



Ord.No.	DESCRIPTION	accounting unit	KM
<b>LEASE OF SPACE IN VIP FACILITY</b>			
3.1.21.	*VIP facility (lease of entire facility) -218m <sup>2</sup> , 42 persons	hour	2.000,00
3.1.21.1	*Lounge space – private - 80m <sup>2</sup> , 25 persons	hour	1.300,00
3.1.21.2.	*Lounge space – public (1-10 persons) non private (1-10 persons), 80m <sup>2</sup> , 25 persons	hour	500,00
3.1.21.3.	*Conference room- 22m <sup>2</sup> , 10 persons	hour	400,00
3.1.21.4.	*Suite -17m <sup>2</sup> , 4 persons	hour	500,00
3.1.21.5.	*Lounge space – private and workspace, 86m <sup>2</sup> , 28 persons	hour	1.400,00
3.1.21.6.	*Lounge space – private and conference room, 102m <sup>2</sup> , 35 persons	hour	1.600,00
3.1.21.7.	*Lounge space – private and suite, 97m <sup>2</sup> , 29 persons	hour	1.700,00
3.1.21.8.	*Suite and workspace, 23m <sup>2</sup> , 7 persons	hour	600,00
Notes:			
<p>* After the expiration of the first 60 minutes, each subsequent time interval is calculated with a 50% discount on the above prices:</p> <ul style="list-style-type: none"> <li>- Lease of contents of the VIP facility includes the service of passenger transfer by VIP vehicle (18 seats) to / from the aircraft.</li> <li>- Lease of the contents of the VIP facility includes the consumption of cold and hot drinks, as well as sweet / salty pastries.</li> <li>- In the area of the VIP facility, for an additional fee, we are able to provide catering services (announcement at least 24 hours in advance).</li> <li>- For VIP facilities users, we are able to organize a luggage service at additional cost (announcement at least 24 hours in advance).</li> <li>- For users of VIP facilities on departure, it is possible to purchase certain products from the duty-free shop</li> <li>- The above prices represent amounts excluding value added tax (VAT).</li> </ul>			
<b>LEASE OF LOUNGES</b>			
3.1.22.	** , ***, ***** Using business class salon	passenger	40,00
3.1.23.1.	** , ***, ***** Using business class salon for walk-in users	passenger	50,00
3.1.23.2.	** ***** Using the business class salon – PREMIUM	passenger	80,00
3.1.23.3.	** ***** Using the business class salon for walk-in users – PREMIUM	passenger	100,00
3.1.23.4.	** , ***, ***** Use of the suite in the Business Class Premium Lounge, on special request - 7 persons	service	500,00
3.1.23.5.	** , ***, ***** Use of conference room in the Business Class Premium Lounge, on special request - 7 persons	service	400,00
3.1.24.	**Porter Service* up to 4 pcs	service	48,89
3.1.25.	**Porter service 5th, and every additional piece of baggage shall be charged extra	per baggage	9,79
3.1.27.	VIP treatment	passenger	50,00
3.1.27.1.	Banner/caption placement (in max. dimensions of 65 cm x 45 cm) with title of the company of the VIP treatment user	service	30,00



Ord.No.	DESCRIPTION	accounting unit	KM
<p>Notes:</p> <p>** In accordance with manpower availability.</p> <p>* VAT excluded, it shall be additionally charged for porter service.</p> <p>** If there are vacant capacities</p> <p>**** For all passengers after entry, the business class salon may be used over a maximum of 3 hours within one day, except in the instance of delayed flights, when the maximum stay is extended during the delay.</p> <p>***** Price of using walk-in salon will be subject to a 50% discount for children aged 2-12, and the children aged 0-2 will not be charged for the service</p> <p>Request for lease of VIP lounge to be sent at least 48 hrs in advance and cancelled 24hrs before intended use. In case of cancellation shorter than 24 hrs or failure to use a lounge without cancellation, the use shall be invoiced in the amount of 30% of the full lease price.</p> <p>VIP treatment users, with the lease of the VIP treatment, are entitled to use the parking in front of the Terminal B in duration of 30 minutes to greet and welcome the guests. The use of the parking after 30 minutes shall be charged in accordance with the above mentioned prices.</p> <p>***** The price for using the suite and/or conference hall includes the use of the business class Premium salon with all available contents.</p>			



Ord.No.	DESCRIPTION	accounting unit	KM
<b>STORAGE SPACE LEASE</b>			
3.1.28.	Lease of 1m <sup>2</sup> storage space in the Airport's warehouse	day	10.00
3.1.28.1.	Lease of storage space of 87.61 m <sup>2</sup> in the chamber for the accommodation of goods intended for catering establishment within MAS	m <sup>2</sup>	14.00
3.1.28.2.	Lease of storage space in the Terminal B serving the needs of the catering facilities, ground floor 15 m <sup>2</sup>	month	500.00
3.1.29.	Lease of 1m <sup>2</sup> storage space in storage container	day	5.00
3.1.30.	Lease of 15m <sup>2</sup> storage space in container per month	month	400.00
3.1.31.	Lease of 1m <sup>2</sup> outdoor storage space	day	3.00
<b>LEASE OF CATERING AND OTHER PREMISES</b>			
3.1.32.	Lease of a restaurant	day	300.00
3.1.34.	Lease of conference room in Training centre	hour	50.00
3.1.35.	Lease of conference room in Training centre	day	300.00
3.1.36.	Use or space in asylum shelter	day	49.00
<b>LEASE OF SPEAKER'S STAND</b>			
3.1.39.	Lease of rostrum without public address system	hour	50.00
3.1.40.	Lease of rostrum with public address system	hour	150.00
3.1.41.	Lease of rostrum with projector	hour	200.00
<b>HEATING, CLEANING, EL. POWER SUPPLY AND WATER SUPPLY</b>			
3.1.42.	Heating	m <sup>2</sup>	4.78
3.1.43.	Cleaning	m <sup>2</sup>	2.70
3.1.44.	Electric power supply	m <sup>2</sup>	2.88
3.1.44.1.	Electricity for hangar areas in surface area of 990 m2 in ownership of state agencies	monthly per m2	0,05
3.1.44.2.	Services of cleaning the hangar area sewage in surface area of 990 m2 in ownership of state agencies	monthly per sewage connection	7,35
3.1.44.3.	Waste disposal services for hangar areas in surface area of 990 m2 in ownership of state agencies	monthly per m2	0,22
3.1.44.4.	Electricity supply services on special request * Note: All payments performed by the lessor on behalf of the lessee/user will be invoiced by the Lessor in accordance with the monthly expense increased by 10% based on manipulative expenses	service value	110%
3.1.45.	Water supply and sewerage	m <sup>2</sup>	1.20
<b>ICT SERVICES</b>			
3.1.46.	Connection of PTT tel.pair-on a one time basis	service	120.00
3.1.47.	Providing telecommunication line for external communication on a one time basis	service	150.00
3.1.47.1	Use of airport cable duct (lamp sum)	month	500,00
3.1.48.	Use of direct phone line or other service paid that uses financial or other airport resources* *Note: All payments made by the lessor on behalf of the lessee/customer, the lessor shall invoice the lessee pursuant to	value of the service	110%



Ord.No.	DESCRIPTION	accounting unit	KM
	monthly expenses, increased by 10% based on the costs incurred.		
3.1.49.	Software Modifications of Application Modules	hour	50.00
3.1.50.	Connection to computer network – on time services	service	50.00
3.1.51.	WiFi Internet access up to 2 Mbps	month	5.00
3.1.51.1	Use of Internet access up to 10 Mbps (shared bandwidth)	monthly	20,00
3.1.53.	Use of Internet access up to 2 Mbps – fixed connection	monthly	7.50
3.1.54.	Lease of space in data racks / media converters, switches, modems, routers, gateways with power consumption below 150W / h (1U)	monthly	100.00
3.1.54.1	Lease of space in communication room for data racks	monthly	400,00
3.1.54.2	Lease of space in data racks / media converters, switches, modems, routers, gateways with power consumption over 150W / h (1U)	monthly	200,00
3.1.54.3	Lease of space for external passive antenna (by antenna)	monthly	100,00
3.1.54.4.	Lease of space for external antenna with active equipment (per antenna)	monthly	200,00
3.1.54.5	Lease of space for external antennas for GSM (by antenna)	monthly	1.100,00
3.1.55.	Connection to home TV system / no receivers / one-time service	service	50.00
3.1.56.	MMDS Digital TV Receiver rental (The price includes VAT)	monthly	5.00
3.1.57.	Use of VLAN (private Virtual computer network) – per port	monthly	20.00
3.1.58.	Web service, format J SON or I FRAME	service	200.00
3.1.59.	Use of cable infrastructure – pair – (Cat 5,6,7) for data or telephoneconnection / passive connection – port/	monthly	30.00
3.1.60.	Use of cable infrastructure (F / O cable) for data connection or other inside the facility	monthly	50.00
3.1.60.1	Use of cable infrastructure (F / O cable) for data connection or other between objects	monthly	100.00
3.1.60.2	Setting up, finishing and terminating telephone, network or F / O cables in data racks, krone terminal block or patch panels	service	100.00
3.1.61.	Configuring the VLAN port – per port, one time service	service	100.00
3.1.62.	Active LAN connection 10/100/1000 Mbit/s	monthly	50.00
3.1.63.	Installation of equipment in data racks – 1U	service	100.00
3.1.65.	WIFI branding provided by MAS free of charge in the terminal building	monthly	500.00
<b>LEASE OF REFUELLING FACILITIES</b>			
3.1.70.	Pump terminal, dimensions 4.1m x 7.9m,(32,39m2) with overhead costs	month	3.650,00
3.1.71.	Pefabricated warehouse, dimensions 3,7m x 6m, (22,20m2)	month	1.998,00
3.1.72.	Open shelter, dimensions 6,4m x 4,9m, (31,36m2)	month	2.822,40
3.1.73.	Three underground fuel tanks with a capacity of 100 tons	month	600,00
<b>GROUND LEASE</b>			



Ord.No.	DESCRIPTION	accounting unit	KM
3.1.74.	Lease of ground for a 15m <sup>2</sup> container	month	150.00
3.1.75.	Lease of ground for a 30m <sup>2</sup> container	month	300.00
3.1.76.	Lease of 10m <sup>2</sup> ground for other purposes	month	100.00
3.1.77.	Lease of ground and floodlight post, incl. El. power consumption	month	3,000.00
3.1.78.	Ceding ground temporarily to BP GP	m <sup>2</sup>	1.70
3.1.79.	Use of space for a taxi stand	per year	5.000,00
3.1.80.	Land lease for installment of advertising structures, (such as Superboards, Billboards and similar) – one side of the advertising structure is used as an accounting unit	m <sup>2</sup>	40,00

### 3.2. ADVERTISING SERVICE

Ord.No.	DESCRIPTION	accounting unit	KM
<b>LEASE OF ADVERTISING SPACE</b>			
3.2.	Lease of jumbo illuminated sign for advertising (two-sided) dim.5.825x2.500 cm	month	1.000,00
3.2.1.	Advertising space rental on the side of the baggage carousel	month	1.500,00
3.2.2.	Advertising space rental on the baggage carousel for model layout	month	3.000,00
3.2.3.	Lease of advertising space in „click-clack“ frame, dim.2m x 1m, floor Terminal B	month	400.00
3.2.4.	Lease of city light in a parking booth/two-sided/ dim.1.185 x 1.740cm	month	400.00
3.2.5.	Lease of illuminated display in Terminal B, 1st floor (65x65cm)	month	200.00
3.2.6.	Lease of illuminated display in Terminal B, 1st floor (65x65cm)x3	month	600.00
3.2.7.	Lease of illuminated display in Terminal B, 1st floor (1,80x1,10m) from 21-30	month	800.00
3.2.8.	Lease of illuminated display in Terminal B, 1st floor (1,80x1,10m) from 10-20/16,17 and 18 excl.	Month	700.00
3.2.9.	Lease of illuminated display in Terminal B, 1st floor (1,80x1,10m) from 6-9	month	600.00
3.2.10.	Lease of illuminated display in Terminal B, 1st floor (1,80x1,10) from 1-5	month	300.00
3.2.12.	Lease of advertising space for placing leaflet holders on tables in business lounges, 10 pcs	month	300,00
3.2.12.1.	Lease of advertising space for placing leaflet and magazine holders on tables in VIP lounge, 15 pcs	month	600,00
3.2.13.	Lease of space for placing a billboard	month	300.00
3.2.14.	Lease of illuminated display in arrival gate, dim. 3,00x1,5m	month	1.500,00
3.2.14.1	Lease of a illuminated display in arrival area next to the Customs and behind check-in counters, dim. 3,00x1,50m	month	1.500,00
3.2.14.2	Lease of illuminated advertising display, dim. 2,00x1,5m, in arrivals area, on the wall, (pedestrian line from air-bridge to Passport control)	month	800,00



Ord.No.	DESCRIPTION	accounting unit	KM
3.2.14.3	Lease of illuminted sign, dim. 1,50x2,00m, departures, near the air bridge.	month	600,00
3.2.14.4	Lease of illuminated sign in departures, by the gate, dim. 3,00x1,50m	month	1.200,00
3.2.14.5	Advertising space of the external section of the docking bridge	month	3.500,00
3.2.14.6.	Advertising space of the internal section of the docking bridge, on a single side	month	1.500,00
3.2.14.7.	Advertisement areas in registration windows – old section of the passenger terminal	month	3.750,00
3.2.14.7.1	Advertisement areas in registration windows – new section of the passenger terminal	month	3.750,00
3.2.14.8.	Lease of advertising space on the exit doors glass in the hall of the Terminal B	month	5.000,00
3.2.14.9.	Bus branding – airside	month	1.500,00
3.2.15.	Lease of 10 dollies, 40x50 (two-sided, per pc)	month	40.00
3.2.16.	Lease of 25 dollies, 40x50 (two-sided, per pc)	month	28.00
3.2.17.	Lease of 50 dollies, 40x50 (two-sided, per pc)	month	24.00
3.2.18.	Lease of 100 dollies (two-sided, per pc)	month	20.00
3.2.19.	Lease of advertising space in revolving door	month	500.00
3.2.20.	Advertising on parking cards – 200.000 pcs.	year	12,000.00
3.2.20.1.	Lease of advertising space on parking gate card readers of entrance/exit parking ramps and on canopies of parking ticket machines	month	800,00
3.2.21.	Lease of advertising space on a monitor in Terminal B/arrival/	month	200.00
3.2.23.	Copy-holder for distribution of leaflet or a board	day	10.00
3.2.24.	Lease of the illuminated display in the incoming gate, (wall, between customs and exit door)	month	1.000,00
3.2.25.	Lease of space for exhibiting a car, per m <sup>2</sup> in Terminal B	month	150.00
3.2.26.	Lease of advertising space of 18 m <sup>2</sup> for car display in front of Terminal B	month	2.000.00
3.2.27.	Lease of advertising space on a wall, glass, floor, counter - per m <sup>2</sup>	month	100.00
* Note: The above mentioned advertising space may not be used for advertising of the airline companies in order to avoid confusion among passengers because during the check-in process the check-in counters are marked by the logo of the airline company that particular counter is allocated to for the check-in process.			
3.2.27.1.	Lease of the space for instalment of advertising structures at the airport's land, within the area of SIA (e.g. instalment of advertising buckets and similar)	month	2.000,00
<b>ADVERTISING IN SIAM</b>			
3.2.28.	Page, colour (1/1)	service	1,000.00
3.2.29	Page, colour (1/2)	service	650.00
3.2.30.	Back page /cover - outside/ (1/1)	service	1,500.00
3.2.31.	Second and second-last page / cover - inside/ (1/1)	service	1,200.00
3.2.32.	Column, colour (1/3)	service	580.00
3.2.33	Page colour (1/4)	service	400.00
3.2.34.	Vignette, colour 5,25x6,75	service	250.00
3.2.35.	Promotional and reportage texts	service	1,500.00



Ord.No.	DESCRIPTION	accounting unit	KM
3.2.36.	Promotional and reportage texts / 2 pages/	service	2,800.00
3.2.37.	Promotional and reportage texts /4 pages/	service	3,900.00
<b>LEASE OF ADVERTISING SPACE ON <a href="http://WWW.SARAJEVO-AIRPORT.BA">WWW.SARAJEVO-AIRPORT.BA</a></b>			
3.2.38.	Fixed banner (A) dimensions 220x90 pixels (first four positions)	month	400.00
3.2.39.	Fixed banner (B) dimensions 220x90 pixels (fifth and each subsequent position)	month	300.00
<p>Note:</p> <p>*Broadcasting of the visual starts 5 seconds after the webpage WWW.SARAJEVO-AIRPORT.BA is opened.</p> <p>Mode of broadcasting:</p> <ul style="list-style-type: none"> <li>- open webpage www.sia.ba</li> <li>- after 5 seconds, the visual leased is broadcast</li> <li>- duration for the advertising space leased is 5 seconds</li> <li>- other visual is broadcast the following 5 seconds</li> <li>- the entire process is repeated</li> </ul>			
3.2.42.	Position for placing advertising LED screen	percentage of realized income	50%
Note: * The monthly rent cannot be lower than 1,500.00 KM			
3.2.42.1.	Position for installing the advertisement LED screen	percentage of realized income	20%
3.2.43.	Totem next to the entrance and exit ramps in the commercial parking-bilaterally, 3 pcs	month	1.200.00
3.2.44.	Advertisement on Smart TV in the arrival area	month	600.00
3.2.44.1.	Lease of advertising space on Smart TV in departures	month	500.00
3.2.45.	Lease of advertising space on hologram	month	2.000,00
3.2.46.	Leasing advertising space on a video wall behind the check-in counter**	month	1.000,00
3.2.47.	Advertising space rental on the video wall, at the hall of the new section of Terminal B, ***	month	1.000,00
3.2.48.	Advertising space rental on Smart TV in the departure waiting room	month	500,00
3.2.49.	Advertisement on the façade of the terminal building	month	6.000,00
3.2.50.	Advertisement on the roof of the terminal building	month	10.000,00
3.2.51.	Lease of advertisement area in escalators, glass section, in the added section of the passenger terminal	month	4.500,00
3.2.52.	Leasing the advertisement area on the video wall in arrivals, next to the luggage belt*	month	1.200,00
3.2.53.	Leasing advertisement area on the side of the video wall (FIDS) at the hall of the new section of the Terminal B. Video record in resolution (1080x1920) *	month	400,00
* One advertisement spot in duration of 10-12 seconds. The maximum number of lessees is 15, with a minimum 480 broadcasts in 24h.			

**3.3. PARKING SERVICE**

Ord.No.	DESCRIPTION	accounting unit	KM
<b>ONE -TIME TICKETS</b>			
3.3.1.	Parking lot for a passenger car	hour	3.00
3.3.2.	Parking lot for a passenger car	day	25.00
3.3.3.	Parking lot for a passenger car, over 24 hrs for each day commenced	day	15.00
3.3.6.	Parking lot for a bus	hour	10.00
3.3.7.	Parking lot for a bus	day	60.00
3.3.8.	Parking lot for a minibus	hour	6.00
3.3.9.	Parking lot for a minibus	day	40.00
3.3.10.	Lost ticket	day	25.00
3.3.11.	Lost or destroyed parking ticket, plastic one	pc	20.00
<p><b>Note: VAT included in the above quoted prices</b></p> <p>Parking space for a passenger vehicle is charged 3,00 BAM for the first hour. After the end of the first hour, each following 20 minutes is charged 1,00 BAM additionally.</p> <p>After the payment of the parking service is done, free of charge time interval is 15 minutes.</p>			
<b>MONTHLY LEASE OF PARKING LOT</b>			
3.3.14.	Parking lot for rent-a-car agencies and other lessees	month	150.00
3.3.14.1.	Parking space for car-sharing services The service includes: - One parking space; - Entrance/Exit card for shared vehicles; - Option to brand the parking space; - Option to install and brand a charging station, charging station stalls or installing a totem in front of the parking space that has no charging unit, in max. dimensions of 50 cm in width and 180 cm in height;	month	300,00
<b>LEASE OF PARKING LOT IN FRONT OF TERMINAL "B" TO WELCOME AND SEE OFF GUESTS (up to 45 min)</b>			
3.3.15.	Passenger car, once-only	45 min	20.00
3.3.16.	Van, once-only	45 min	25.00
3.3.17.	Minibus, once-only	45 min	30.00
3.3.18.	Bus, once-only	45 min	40.00
3.3.18.1.	Bus and minibus, disembarkation	15 min	10.00
3.3.19.	Passenger vehicle – multiple times per month	month	120.00
3.3.20.	Van– multiple times per month	month	140.00
3.3.21.	Minibus– multiple times per month	month	160.00
3.3.22.	Bus– multiple times per month	month	200.00
3.3.23.	Bus, monthly-regular city line	month	50.00
<p><b>Note:</b></p> <ul style="list-style-type: none"> <li>- Monthly lease of the parking space may be defined by means of the contract.</li> <li>- VIP treatment users, with the lease of the VIP treatment, are entitled to use the parking in front of the Terminal B in duration of 30 minutes to greet and welcome the guests. The use of the parking after 30 minutes shall be charged in accordance with the above mentioned prices.</li> </ul>			



Ord.No.	DESCRIPTION	accounting unit	KM
<b>VEHICLE POSITIONING AT AIR SIDE</b>			
3.3.24.	Vehicle for providing technical support-servicing of aircraft	month	200,00

### 3.4. USE OF AIRPORT PREMISES

Ord.No.	DESCRIPTION	accounting unit	KM
3.4.1.	The right to sell jet fuel, 2.7% of fuel sales	% of sales	2,7%
3.4.2.	Shooting /up to 3 team members/	hour	100.00
3.4.3.	Shooting /from 3 to 6 team members/	hour	200.00
3.4.4.	Shooting /from 6 to 10 team members/	hour	300.00
3.4.5.	Shooting /from 11 to 30 team members/	hour	400.00
3.4.6.	Shooting /from 31 to 60 team members/	hour	600.00
3.4.7.	Shooting /from 61 to 100 team members/	hour	800.00
3.4.8.	Shooting /over 100 team members/	hour	1,000.00
3.4.9.	Connection to electricity supplies (for shooting)	hour	50.00
3.4.9.1.	Connection to platform road on the air-side per runway meter	per meter	37,00
3.4.9.2.	Using a three-phase connection for a charger inside the car-sharing service (electricity supply) *Note: All payments performed by the lessor on behalf of the lessee/user will be invoiced by the Lessor in accordance with the monthly expense increased by 10% based on manipulative expenses.	service value	110%

### 3.5. MAKING ID CARDS

Ord.No.	DESCRIPTION	accounting unit	KM
3.5.1.	Making ID cards, ped pc	service	10.00
3.5.2.	Compilation of data base	service	1,500.00
3.5.3.	Preparation of a "smart" card, per pc	service	100.00

### 3.6. SAFEGUARDING OF AIRCRAFT

Ord.No.	DESCRIPTION	accounting unit	KM
3.6.1	Safeguarding of special freight in Cargo centre up to 12 hrs	12 hours	720.00
<b>Napomena:</b> The price includes labour of: two guards, one surveillance man.			
3.6.2.	Safeguarding of special freight Cargo centre up to 24 hrs	24 hours	1,440.00
<b>Napomena:</b> The price includes labour of: four guards, two surveillance men.			
3.6.3.	Safeguarding of entrance and premises (per service)	service	120.00



<b>Napomena:</b> The price includes labour of: one guard.			
<b>SAFEGUARDING OF PREMISES AND INSTRUMENTS WITHIN THE AIRPORT</b>			
3.6.4.	One guard in a building and its immediate vicinity from 08:00 till 12:00 o'clock	service	360.00
3.6.5.	Two guards in a building and its immediate vicinity round the clock	service	720.00

**3.7. MANPOWER**

<b>Ord.No.</b>	<b>DESCRIPTION</b>	<b>accounting unit</b>	<b>KM</b>
3.7.1.	Engineer	30'	16.00
3.7.2.	Highly skilled worker	30'	14.00
3.7.3.	Skilled worker	30'	10.00
3.7.4.	Unskilled worker	30'	8.00



### 3.8. TRAINING OF PERSONNEL

Price of personnel training has been defined on the basis of training programs conducted in the Training centre at Sarajevo International Airport, i.e. on curriculum (number of subjects and classes – theory and practice).

The price of the training service for professional staff is increased by 100% per candidate for training that takes place outside the regular exam deadlines, if the conditions for training are created.

The price includes:

- Training according to the Training Plan and Program,
- Supplies (exam forms, sketch blocks and pencils),
- Exam (written, oral, practice),
- Certificate.

Correction of prices:

Prices are corrected in the following cases:

- a) In case of applying for a tender, discount will be defined by the Management, depending on a type of training and number of trainees.
- b) For groups of more than 5 trainees, the price is reduced for 15 % per trainee.
- c) For groups of more than 10 trainees, the price is reduced for 30 % per trainee.
- d) The training courses held in B&H and outside the country shall be additionally increased for travel expenses, daily allowances and accommodation per day, per instructor.
- e) Validation - training certificates, work permits, certificates on passed specialist courses and each subject gained in external training centres, not connected to the Training centre of Sarajevo International Airport
  - 70.00 KM per applicant.
  - Price of the subject to be additionally attended and the exam to be taken in the process of validation– 20,00 KM
- f) Practical training on request (operating the equipment - all type of ground handling equipment)
  - 20,00 KM po kandidatu.
- g) Practical training on request - de-icing / anti-icing of aircraft and maneuvering surfaces
  - 50,00 KM per trainee (if conducted at our testing ground, it includes use of de-icing fluids, granulates etc...)
  - 30,00 KM per trainee (if conducted at applicant's testing ground, with their de-icing agents)
- h) Discount on total price of training (per pro-forma invoice/invoice)
  - 20% - New customers who use Training centre services for the first time,
  - 10% - Customers who continuously use Training centre services (regular refreshment courses, periodical courses, etc.).



- i) Specialist course: handling fire-arms:
- Conducted only for authorized persons who have FMUP approval.
- j) Discount up to 100%, including VAT, on all trainings courses which have a direct impact on ground handling of aircraft, passengers and cargo, for those which are imposed by the law as obligatory, for institutions and agencies being involved in ground handling of aircraft, passengers and cargo whose work has an impact on security and operational level of Sarajevo airport, as follows:
1. Border Police BiH – Unit of BP at Sarajevo Airport;
  2. Professional Fire Unit of Sarajevo Canton; 2nd fire troop – Airport branch;
  3. UIO BiH – Customs branch office at Sarajevo Airport;
  4. P.I. Institute for ambulance service of Sarajevo Canton – ambulance service at Sarajevo Airport;
  5. BHANSA - AKL Sarajevo.
  6. OSA - Intelligence and Security Agency of Bosnia and Herzegovina, personnel deployed to the AP SJJ;
  7. Federal Administration for Inspection Affairs, Border Sanitary Inspector assigned to the AP SJJ;
  8. Veterinary Office of Bosnia and Herzegovina, Border Veterinary Inspector assigned to AP SJJ
  9. EUFOR - personnel deployed to the AP SJJ;

Ord.No.	DESCRIPTION	accounting unit	KM
<b>Certificates on being skilled</b>			
3.8.1	Ground handling instructor	trainee	1,800.00
3.8.2	Air traffic coordinator	trainee	840.00
3.8.3	Air traffic dispatcher	trainee	600.00
3.8.4	Aircraft balancer	trainee	600.00
3.8.5	Ground handling controller	trainee	600.00
3.8.6	Ramp dispatcher	trainee	600.00
3.8.7	STW- passenger ground handling	trainee	480.00
3.8.8	Instructor for aircraft and airport Fire Protection	trainee	1,800.00
3.8.9	FP Head/coordinator	trainee	840.00
3.8.10	Professional fireman	trainee	600.00
3.8.11	Assistant fireman	trainee	360.00
3.8.12	Operator of airport equipment and power units airport equipment and power units	trainee	480.00
3.8.13	Operator of equipment for supplying catering to aircraft	trainee	480.00
3.8.14	Operator of power units	trainee	420.00
3.8.15	Parker - signalist	trainee	300.00
3.8.16	Instructor for supplying aircraft with fuel and lubricants	trainee	1,080.00
3.8.17	Driver - refuelling operator	trainee	480.00



Ord.No.	DESCRIPTION	accounting unit	KM
3.8.18	Assistant operator	trainee	300.00
3.8.19	Security controller I - security check of persons, cabin baggage, personal belongings and hold baggage	trainee	680.00
3.8.20	Security controller II - security check of cargo and mail	trainee	460.00
3.8.21	Security controller III - security check of mail and company supplies, Carriers' stock and Airport operator stock	trainee	360.00
<b>Certificates on being skilled</b>			
3.8.22	Security controller IV - security check of vehicles	trainee	84.00
3.8.23	Security controller V - access control, surveillance and patrolling	trainee	200.00
3.8.24	Security instructor	trainee	420.00
<b>Refreshing valid certificates on being skilled</b>			
3.8.25	Air traffic coordinator	trainee	480.00
3.8.26	Air traffic dispatcher	trainee	360.00
3.8.27	Aircraft ballancer	trainee	420.00
3.8.28	GH controller	trainee	300.00
3.8.29	Ramp dispatcher	trainee	300.00
3.8.30	STW- passenger GH	trainee	300.00
3.8.31	FP Head/coordinator	trainee	480.00
3.8.32	Professional fireman	trainee	420.00
3.8.33	Assiatnt fireman	trainee	240.00
3.8.34	Operator of equipment for supplying aircraft with catering	trainee	360.00
3.8.35	Operator of airport equipment and power units	trainee	360.00
3.8.36	Operator of power units	trainee	300.00
3.8.37	Parker signalist	trainee	180.00
3.8.38	Driver - refuelling operator	trainee	360.00
3.8.39	Assistant operator	trainee	180.00
3.8.40	Security controller I - security check of persons, cabin baggage, personal belongings and hold baggage	trainee	340.00
3.8.41	Security controller II - security check of cargo and mail	trainee	230.00
3.8.42	Security controller III - security check of mail, company supplies, Carriers stock and Airport operatopr's stock	trainee	180.00
3.8.43	Security controller IV - security check of vehicles	trainee	42.00
3.8.44	Security controller V - access control, surveillance and patrolling	trainee	100.00
3.8.45	Security instructor	trainee	210.00
<b>Specialist courses - courses and refreshment courses</b>			
3.8.46	Fire protection measures for pilots and flight attendants	trainee	84.00
3.8.47	Fire protection measures	trainee	84.00
3.8.48	Airside safety	trainee	60.00
3.8.48.1	Airside driver training	trainee	100.00
3.8.48.2	Human factor	trainee	48.00
3.8.49	Head Set communication Ground-Cockpit	trainee	480.00
3.8.50	Safety awareness	trainee	48.00



Ord.No.	DESCRIPTION	accounting unit	KM
3.8.51	Basic safety course	trainee	150.00
3.8.52	Safety check of aircraft	trainee	90.00
3.8.53	Guarding the aircraft	trainee	60.00
3.8.54	Baggage reconciliation	trainee	50.00
3.8.55	Safety check of cargo and mail, excluding inspection	trainee.	110.00
3.8.56	Safety check of mail and company supplies, Carrier's stock and Airport operator's stock, excluding inspection	trainee.	100.00
3.8.57	Safety supervisor	trainee	220.00
3.8.58	Head of safety	trainee.	220.00
3.8.59	Operating fire arms	trainee.	25.00
3.8.60	Information security (ISMS)	trainee.	60.00
3.8.61	PRM	trainee.	60.00
3.8.62	Preparation and operative control	trainee.	120.00
3.8.63	Measuring friction coefficient and issuing SNOWTAM	trainee.	120.00
3.8.64	Wildlife management	trainee.	60.00
3.8.65	Basic Cargo Course	trainee.	960.00
3.8.66	Emergency plan	trainee.	200.00
3.8.66.1	Screening of persons and their belongings (including basic training) – training	trainee.	550.00
3.8.66.2	Screening of persons and their belongings (including basic training) - refreshment	trainee.	350.00
<b>Periodical security training</b>			
3.8.67	Security controller I - security check of persons, cabin baggage, personal belongings and hold baggage	trainee.	340.00
3.8.68	Security controller II - security check of cargo and mail	trainee.	230.00
3.8.69	Security controller III - security check of company mail, Carrier's stock and Airport operator's stock	trainee.	180.00
<b>Handling dangerous goods - training</b>			
3.8.70	Category 1,2,3,6	trainee.	960.00
3.8.71	Category 10	trainee.	300.00
3.8.72	Category 9,11,12	trainee.	300.00
3.8.73	Category 5,8	trainee.	300.00
3.8.74	Category 4,7	trainee.	300.00
<b>Handling dangerous goods - refreshment course</b>			
3.8.75	Category 1,2,3,6	trainee.	576.00
3.8.76	Category 10	trainee.	180.00
3.8.77	Category 9,11,12	trainee.	180.00
3.8.78	Category 5,8	trainee.	180.00
3.8.79	Category 4,7	trainee.	180.00
<b>Aircraft de-icing and anti-icing - course</b>			
3.8.80	1. Category DI-L10	trainee.	480.00



Ord.No.	DESCRIPTION	accounting unit	KM
3.8.81	2. Category DI-L20	trainee.	240.00
3.8.82	3. Category DI-L30 / 30B included /	trainee.	720.00
3.8.83	4. Category DI-L40	trainee.	960.00
3.8.84	5. Category DI-L50	trainee.	600.00
3.8.85	6. Category DI-L60	trainee.	120.00
3.8.86	7. Category DI-L70	trainee.	1,440.00
3.8.87	8. Category DI-L80	trainee.	600.00
3.8.88	9. Category DI-L80B	trainee.	120.00
<b>Aircraft de-icing/anti-icing - refreshment course</b>			
3.8.89	1. Category DI-L10	trainee.	240.00
3.8.90	2. Category DI-L20	trainee.	120.00
3.8.91	3. Category DI-L30 /including 30B /	trainee.	360.00
3.8.92	4. Category DI-L40	trainee.	480.00
3.8.93	5. Category DI-L50	trainee.	300.00
3.8.94	6. Category DI-L60	trainee.	60.00
3.8.95	7. Category DI-L70	trainee.	720.00
3.8.96	8. Category DI-L80	trainee.	300.00
3.8.97	9. Category DI-L80B	trainee.	60.00
<b>Cleaning, de-icing and anti-icing of surfaces - course</b>			
3.8.99	Coordinator	trainee.	540.00
3.8.100	Supervisor of cleaning of maneuvering surfaces	trainee.	420.00
3.8.101	Special equipment operator	trainee.	360.00
<b>Cleaning, de-icing and anti-icing of surfaces - refresh course</b>			
3.8.103	Coordinator	trainee.	240.00
3.8.104	Supervisor of cleaning of surfaces	trainee.	180.00
3.8.105	Special equipment operator	trainee.	120.00
<b>Licences</b>			
3.8.106	Operator of tow-bar - getting a licence	trainee.	300.00
3.8.107	Operator of tow-bar - renewing the licence	trainee.	180.00
3.8.108	Assistant staff-movement on maneuvering surfaces - getting a licence	trainee.	300.00
3.8.109	Assistant staff-movement on maneuvering surfaces-renewing the licence	trainee.	180.00
3.8.110	Security management system- SMS - getting a licence	trainee.	388.00
3.8.111	Security management system- SMS - renewal the licence	trainee.	188.00
3.8.112	Bird and wildlife control - getting a licence	trainee.	388.00
3.8.113	Bird and wildlife control – renewal the licence	trainee.	188.00

The price does not include costs of use of testing ground, arms and ammunition (trainee may bear the costs by himself or require in written the costs to be invoiced).

**Annotation of categories****Handling dangerous goods**

Category 1, 2, 3, 6,a	Shippers; Packers; Dangerous Goods Acceptance Personnel	Shippers, Dangerous goods packers, Dangerous goods acceptance personnel, Personnel of certain postal operators involved in acceptance of the mail containing dangerous substances
Category 10	Flight Crew; Load Planners	Flight Crew, Load Planners
Category 9, 11, 12	Cabin Crew; Passenger Handling Personnel; Security Screening Personnel	Cabin Crew Personnel; Passenger Handling Personnel; Security Screening Personnel
Category 5, 8, c	Ramp and Warehouse Personnel	Ramp personnel – for on-loading and off-loading the baggage, cargo and mail and warehouse personnel. Personnel of certain postal operators involved in handling, storage and loading of the mail.
Category 4, 7, b	General Cargo Acceptance Personnel	General Cargo Acceptance Personnel. Personnel of certain postal operators involved in the mail processing (not including dangerous substances)

**Aircraft de-icing and anti-icing**

Category <b>DI-L10</b>	De-icing vehicle driver	De-icing vehicle driver
Category <b>DI-L20</b>	De-icing operator	De-icing operator
Category <b>DI-L30</b>	Supervision of de-icing / anti-icing	Pre/Post de-icing/anti-icing inspector
Category <b>DI-L30B</b>	Pre/Post de-icing/anti-icing inspector	Pre/Post de-icing/anti-icing inspector
Category <b>DI-L40</b>	De-icing instructor	De-icing instructor
Category <b>DI-L50</b>	De-icing coordinator	De-icing coordinator
Kategorija <b>DI-L60</b>	Fluid Quality Inspector	Fluid Quality Inspector
Kategorija <b>DI-L70</b>	Head of de-icing training	Head of de-icing training
Kategorija <b>DI-L80</b>	Flight Crew – winter operations	Flight Crew – winter operations
Kategorija <b>DI-L80B</b>	Cabin Crew – icing awareness	Cabin Crew – icing awareness