



COMPLEMENTARY SERVICES PRICE LIST

VALID FROM: 27.02.2025.

P.C. "SARAJEVO" INTERNATIONAL AIRPORT LTD SARAJEVO
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Bosnia and Herzegovina
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, 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 revenue, 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 revenue)
- 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, Premium Lounge, VIP Lounge and VIP treatment for children aged 2-12 years: discount 50%
 - 4.5.7.1. Business Lounge, Premium Lounge, VIP Lounge and VIP treatment for children aged 0-2 years: free of charge
 - 4.5.7.2. The discounts for using the VIP premises are 40% for the representatives of the institutions defined per the operational procedure OPR 05 02 Prihvat i otprema VIP delegacija i putnika (OPR 05 02 Handling of VIP Delegations and Passengers):
 - a) Representatives of the highest level of the government of the country of B&H
 - 1. Chairman and the members of the B&H Presidency,
 - 2. Speaker and the deputy speakers of both chambers of the Parliamentary Assembly of B&H,
 - 3. Chairman, ministers and the deputy ministers in the Council of Ministers of B&H,
 - 4. Other persons when having a status of the state delegation member.
- * Use of the VIP premises for the delegation of the Presidency of B&H entails, besides the standard catering, additional catering in the value of 50.00 BAM which shall be included in the price of the VIP premises use.
- ** The discount in the amount of 40% is granted for the use of the VIP premises by the high-level delegations of the foreign countries, pursuant to the announcement by the Protocol Department of the Presidency of B&H and when the payment for the services in question is made by the Presidency of B&H.
- *** The discount in the amount of 40% is not granted for the use of the VIP premises by the high-level delegations of the foreign countries and the diplomats accredited in B&H as a resident and a non-resident ambassador, pursuant to the announcement by the Protocol Departments of the defined government levels from this item of the Pricelist, the Presidency being exception.
- b) Representatives of the highest level of the government of entities:
 - 1. President and the Vice Presidents of the FB&H and the Prime Minister of the Government of the FB&H,



2. President and the Vice Presidents of the RS and the Prime Minister of the Government of the RS,
3. Chairman of the House of Representatives and of the House of Peoples of the Assembly of the FB&H,
4. President and vice presidents of the Assembly and the Council of Peoples of the RS,
5. Other persons when having a status of the state delegation member

Pursuant to the item a) 4 and b) 5. Other high-level delegations with the announcement of the competent Protocol Department of B&H entail the representatives of the institutions of a significant importance at the governmental level of Bosnia and Herzegovina as follows:

- c) The Court of B&H
 1. The President of the Court
 2. Deputies of the President of the Court
- d) The Prosecutor's Office of B&H
 1. Chief Prosecutor
 2. Deputies of the Chief Prosecutor
- e) Constitutional Court of B&H
 1. The President of the Court
 2. Deputies of the President of the Court
- f) Border Police of B&H
 1. Director
 2. Deputies of the Director
 3. Assistants of the Director
- g) Intelligence-Security Agency of B&H
 1. Director
 2. Deputies of the Director
- h) State Investigation and Protection Agency
 1. Director
 2. Deputies of the Director
 3. Chief Inspector
- i) Armed Forces of B&H
 1. Chief of the Joint Staff of the Armed Forces of B&H
 2. Deputies of the Chief of the Armed Forces of B&H



- 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 (CIP and Premium) 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 (CIP and Premium) 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 and security agencies/bodies related to the realization of flights 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, 60% 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 m² based on quantity:
 - 4.6.1. Lease of space 1- 5 m², for a year, 10% discount.
 - 4.6.2. Lease of space 1- 5 m², for at least two years and more, 15% discount
 - 4.6.3. Lease of space 5-10 m², for a year, 20% discount.
 - 4.6.4. Lease of space 5-10 m² for two years, 25% discount
 - 4.6.5. Lease of space over 10 m², 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 revenue achieved which is in the amount of 25% of the monthly generated revenue 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) as well as with the termination of a lease agreement upon a request of the Lessor, not caused by a breach of contractual obligations by the Lessee.

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.

Lessees whose visibility of the leased office space is reduced, due to works that are in the domain of the Lessor, are permitted to display an advertising board-banner or totem until the completion of activities that will restore the visibility of 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 whose visibility of the leased office space is reduced, due to works that are in the domain of the Lessor, are permitted to display an advertising board-banner or totem until the completion of activities that will restore the visibility of office space to its original state.

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.



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Tenants and business partners with whom the Company has signed contracts for the supply of goods for DFS are authorized to set up a stand at the location inside the terminal building, in accordance with the previous approval by the Lessor, for the purposes of carrying out promotional activities related to the retail/service activities they provide in the leased business premise, they are also given the option to distribute the fliers in the terminal building with a previous approval of the Lessor or another location approved by the Company, as well as the assortment available in DFS, with the possibility of distributing promotional packages to travelers and visitors.

Discounts for leasing business premises are defined under points 4.5.1 – 4.5.6 do not refer to retail and catering facilities.

The Lessees of the retail premises are entitled to broadcast a promotional video content in duration of 12 seconds maximum on the available video walls in the terminal building, in accordance with the available capacities and the positions that the Airport Sarajevo defines

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.

4.11. The discount the Management Board may approve in case of introducing the new services is 40%, taking into consideration that a period of the promotional discount implementation cannot be longer than six months from the moment of introducing the service in question. *

*Note: A time proposal for the implementation of the abovementioned discount depends upon factors such as a type of service being introduced, expected performances, a profile and passengers' preferences, an estimated necessary period for the implementation of the promotional discount for the promotion of the service, all in the aim of accomplishing the expected performances and similar. The Management Board, upon a proposal of the Airport Services



Department, approves the proposal for the implementation and the length of the discount duration. In case that a period of the discount implementation originally proposed does not achieve the expected results, the Airport Services Department may deliver a proposal for the discount extension to the Management Board, except that a total time interval of the discount duration cannot be longer than six months.

4.12. SEASONAL DISCOUNTS ON THE FIXED AMOUNT OF THE LEASE FOR RETAIL PREMISES IN THE TERMINAL BUILDING, IN THE PERIOD FROM NOVEMBER 1 TO MARCH 31 ARE GRANTED IN THE AMOUNT OF 50% WHERE THE VARIABLE PART OF THE LEASE STAYS UNCHANGED

* The Company Management retains the right to review this discount annually, and to, pursuant to the proposals of the Airport Services Sector and in reference to realized income of lessees and fluctuation of the passenger transport in Sarajevo Airport performs potential corrections in reference to the upper listed discount as well as the validity period.

** When calculating the variable part of the leasing of business premises, the amounts defined in the Price List of complementary services for each individual business premises are observed.

*** Incentive discounts are not applied to tenants of catering facilities.

**** The tenant of the business premise can use the discount only on one basis, and the discounts cannot be collected.

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.



7. Penalties for tenants (valid from 01.01. 2025.year)

| Description of the omission | Amount of penalty (BAM) | Timeline to eliminate the omission (in days) |
|---|-------------------------------------|--|
| Unauthorized marketing advertising on the premises and the areas leased | 300,00 per day and per location | 1 |
| Unauthorized business activities (expanding a selection of the products without the Lessor's approval, retailing on the premises of the catering and the hospitality services) | 500,00 per day and per location | 1 |
| Closing the catering and the retail facilities for work without the previous approval of the Lessor (it doesn't refer to closing the facility for the shift change and using the break by the employees) | 1.000,00 per day and per location | 1 |
| Not-displaying the prices of the products in the retail and the catering facilities, and not-displaying the Pricelist on clearly visible places, business premises and on self-service machines, luggage wrapping machines, massage armchairs | 100,00 per day and per location | 2 |
| Noncompliance with the obligation to wear the workwear (uniform for staff) | 100,00 per day and per location | 7 |
| Setting up the tables and the chairs by the lessees of the catering facilities outside of the surface leased for the purpose of providing the catering services | 500,00 per day and per location | 1 |
| Setting up freestanding display units by the lessees of the retail facilities outside of the business premises and the surfaces leased | 200,00 per day and per display unit | 1 |



3.1. OFFICE SPACE LEASE

| Ord.No. | DESCRIPTION | accounting unit | KM |
|---|--|-----------------|----------|
| OFFICE SPACE LEASE | | | |
| 3.1.1. | Office, terminal B, 1 st floor with utility expenses – (K-1031, 1032, 1033, 1035, 1036, 1037, 1038, 1039, 1040, 1041, 1042, 1043) surface area of 22.45 m ² – 23.00 m ² | month | 2,500.00 |
| 3.1.1.2. | Office Space in the Terminal B building (extended part of the building), number K1010 – 23,40m ² 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 ² 1st floor with overhead costs | month | 4.700,00 |
| 3.1.1.4. | Office Terminal B (new part) No. K1009-23,10m ² 1st floor with overhead costs | month | 2.500,00 |
| 3.1.1.5. | Office Terminal B (new part) No. K1011-23,10m ² 1st floor with overhead costs | month | 2.500,00 |
| 3.1.1.6. | Office Terminal B (new part) No. K2005-22,80m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.7. | Office Terminal B (new part) No. K2006-23,10m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.8. | Office Terminal B (new part) No. K2007-23,10m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.9. | Office Terminal B (new part) No. K2008-23,40m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.10. | Office Terminal B (new part) No. K2009-23,10m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.11. | Office Terminal B (new part) No. K2010-23,10m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.12. | Office Terminal B (new part) No. K2011-26,20m ² 2nd floor with overhead costs | month | 1.500,00 |
| 3.1.1.13. | Office, terminal B, 1 st floor with utility expenses – K 1034 surface area of 18.50 m ² | month | 2.000,00 |
| 3.1.1.14. | Office, terminal B, 1 st floor with utility expenses – K 1044 surface area of 46.30 m ² | month | 4.700,00 |
| 3.1.2. | Office, terminal B, 1 st floor with utility expenses – K 1030 surface area of 17.10 m ² | month | 1,800.00 |
| 3.1.2.1. | Business premises no. 1 and 2 near the Terminal B exit door, ground floor, 8.1m ² | m ² | 460,00 |
| 3.1.2.2. | Business premises num. 3 in Terminal B, ground-floor, 30m ² | m ² | 200,00 |
| 3.1.2.3. | Business premises num. 4a in Terminal B, ground-floor, 30m ² | m ² | 150,00 |
| 3.1.2.3.1. | Business premises num. 4b in Terminal B, ground-floor, 30m ² | m ² | 100,00 |
| 3.1.2.4. | Business premises num. 5a in Terminal B, ground-floor, 30m ² | m ² | 100,00 |
| 3.1.2.4.1. | Business premises num. 5b in Terminal B, ground-floor, 30m ² | m ² | 100,00 |
| *For business premises, the monthly rent is applied based on the principle of a percentage of the monthly revenue 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. | Offices, Terminal B, ground floor with overhead costs – 9,60 m ² and 10,00 m ² | month | 500.00 |
| 3.1.3.1 | Lease of office O.117 on the ground floor of the passenger terminal area | month | 1.000,00 |
| 3.1.3.2. | Lease of the office space marked P0050 for the state intelligence/security agencies | month | 500,00 |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|---|---|-----------------|----------|
| BUSINESS PREMISES LEASE IN FACILITY NACO 1 | | | |
| 3.1.4. | Business premises lease (in a row to commercial parking) of 15m ² | month | 3.100,00 |
| 3.1.4.1. | Business premises lease (in a row to main road) of 15m ² | month | 2.000,00 |
| 3.1.4.2. | Business premises lease (in a row to main road) of 8m ² | month | 1.100,00 |
| 3.1.4.3. | Leasing business premises (in the line to the main road) of 5m ² | month | 500,00 |
| 3.1.5. | Office in hangar with overhead costs, 14.40m ² | month | 500,00 |
| 3.1.5.2. | Container office, at facility NACO 1, of 7 m ² | month | 2.200,00 |
| LEASE OF CONTAINERS | | | |
| 3.1.6. | Container in Cargo centre and on parking, 15m ² | month | 800,00 |
| 3.1.7. | Container, storage-office, freestanding, 15m ² | month | 500,00 |
| Prices of overheads for budget users not paying container lease | | | |
| 3.1.8. | Heating | m ² | 5.98 |
| 3.1.9. | Cleaning | m ² | 3.38 |
| 3.1.10. | Electricity | m ² | 3.60 |
| 3.1.11. | Water supply and sewerage | m ² | 1.50 |
| LEASE OF COUNTERS AND PREMISES FOR INSTALLING INFO DESKS, TOTEMS, INTERACTIVE DISPLAYS | | | |
| 3.1.14. | Leasing a counter, surface area of 3.91 m ² | day | 50,00 |
| 3.1.15. | Leasing a counter, surface area of 3.91 m ² | month | 800,00 |
| 3.1.16. | Lease of a transfer desk during flight operations for the purpose of special/additional controls | 30 min | 150,00 |
| 3.1.17. | Lease of premises for installing info desks, totems, interactive displays - (area 4,00 m ²) | day | 100,00 |
| 3.1.17.1. | Leasing of premises in front of the passenger registration desk | hour | 100,00 |
| LEASE OF OFFICE SPACE | | | |
| 3.1.20. | Space for cashmachine, Terminal B, 2m ² | month | 700,00 |
| 3.1.20.1. | Kiosk near the Naco facility , 3.52 m ² | month | 1.500,00 |
| 3.1.20.2. | Space for placing a suitcase packing machine, 2m ² | 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 revenue in the month of payment | % of revenue | 50% |
| 3.1.20.5. | Lease of space for placing a counter | month | 250,00 |
| 3.1.20.6. | Leasing catering facilities UP1 (Refreshment), UP 3 and UP 2, fixed share***, **** | m ² | 20,00 |
| 3.1.20.7. | Leasing catering facilities UP1 (Refreshment), UP 2, UP3, UP4 (Snack bar), 1002 – variable share*, **, ***, | % of revenue | 25% |
| 3.1.20.8. | Lease of catering facility UP4 (Snack Bar), 1002 – fixed price*** | m ² | 30,00 |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|---|---|-----------------|--------|
| <p>*Note: *The minimum variable part for the catering facility "UP 1" cannot be less than 7.200,00 BAM per month, for UP 2 6.200,00 BAM per month for "UP 3" 1.500,00 BAM per month, for "UP 4" it cannot be less than 11.500,00 BAM per month, for 1002 it cannot be less than 6.500,00 BAM. ** 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 revenue shall be charged as the variable amount, notwithstanding the absolute amount in question. *** The upper listed amounts of the lease are accounted pursuant to deadlines defined in the Leasing Agreement for catering facilities UP 1, UP 2, UP 3, UP 4 and 1002. **** In the time period from October 15 to March 15 (winter period), the lessees of UP 1 and UP2 facilities will pay 50% of the fixed share of the price (KM 20.00/m²) for the surface area of the garden facility, if it is being used. During the period of works on the reconstruction and renovation of the leased business premises by tenants who pay the rent as a % of the realized income, the tenants are obliged to pay either the agreed % of the realized income or the minimum fixed agreed rent, depending on which amount is greater, while the tenants catering premises additionally pay a fixed rent per m²</p> | | | |
| 3.1.20.9. | Office Spaces R1023 – 24,90m ² , R1024- 35,40m ² and R1025 – 26,80m ² 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 revenue for the month the payment is made | % of revenue | 12% |
| 3.1.20.10. | The first floor R1026 26,80m ² (if these are commercial premises, the rent is fixed and amounts to KM 2,500.00 if the amount is higher than 17% of the revenue realized in the month for which the payment is made), and if the premises are not leased as a retail commercial area, only the fixed amount is accounted and the monthly rent amounts to KM 2,500.00. | % of revenue | 17% |
| 3.1.20.11. | Commercial space R0005 of 22.80 m ² 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 revenue of the month for which payment is made | % of revenue | 16% |
| 3.1.20.12. | Office Space R0019 – 20,50m ² 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 revenue for the month the payment is made. | % of revenue | 16,41% |
| 3.1.20.13. | Business premises Terminal B, first floor – 10.14 m ² | month | 800,00 |
| 3.1.20.14. | Office Space R 1045-33,39 m ² 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 revenue achieved for the month the payment is made) | % of revenue | 16% |
| 3.1.20.15. | Office Space R 1037-13,00 m ² 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 revenue achieved for the month the payment is made) | % of revenue | 16% |
| 3.1.20.16. | Office Space R 0011-12,33 m ² 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 | % of revenue | 17% |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|--|---|-----------------|-----------|
| | 17% of revenue achieved for the month the payment is made) | | |
| 3.1.20.17. | Office space R 1003, 31.60 m ² , located on the first floor of the Terminal B – extended part (a fixed amount for the lease in the amount of 3.100,00 BAM is applied in case that amount is higher than the amount of 16% of revenue achieved for the month the payment is made) | % of revenue | 16% |
| 3.1.20.17.1. | Commercial space R0004, of 12.10 m ² , 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 revenue of the month for which payment is made | % of revenue | 16% |
| 3.1.20.17.2. | Commercial space R0009, of 32.23 m ² , 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 revenue of the month for which payment is made | % of revenue | 16% |
| 3.1.20.17.3. | Commercial space R1046, of 15.23 m ² , 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 revenue of the month for which payment is made | % of revenue | 16% |
| 3.1.20.18. | Lease of the catering facility "Restaurant and Cafe" on the second floor of the terminal building | month | 18.819,75 |
| 3.1.20.19. | Office Space R1029 of 75 m ² and the storage area, marked as R1030 of 14,60m ² 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 revenue achieved for the month the payment is made) | % of revenue | 16% |
| 3.1.20.20. | For business premises R 1027 – 28.67m ² located on the first floor (if these are commercial premises, the rent is fixed and amounts to KM 2,500.00 if the amount is higher than 16% of the revenue realized in the month for which the payment is made), and if the premises are not leased as a retail commercial area, only the fixed amount is accounted and the monthly rent amounts to KM 2,500.00. | % of revenue | 16% |
| 3.1.20.21. | Renting premises in the restricted zone, in surface area of 3.85 m ² * | month | 580,00 |
| *Note: *If the premises are used for retail, the rent is defined as 16% of the realized income if the amount is greater than the minimum fixed rent in amount of KM 580.00 | | | |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|---|--|-----------------|----------|
| LEASE OF SPACE IN VIP FACILITY | | | |
| 3.1.21. | *VIP facility (lease of entire facility) -218m ² , 42 presonos | hour | 2.000,00 |
| 3.1.21.1 | *Lounge space – private - 80m ² , 25 persons | hour | 1.300,00 |
| 3.1.21.2. | *Lounge space – public (1-10 persons) non private (1-10 persons), 80m ² ,25 persons | hour | 500,00 |
| 3.1.21.3. | *Conference room- 22m ² , 10 persons | hour | 400,00 |
| 3.1.21.4. | *Suite -17m ² , 4 persons | hour | 500,00 |
| 3.1.21.5. | *Lounge space – private and workspace, 86m ² , 28 persons | hour | 1.400,00 |
| 3.1.21.6. | *Lounge space – private and conference room, 102m ² , 35 persons | hour | 1.600,00 |
| 3.1.21.7. | *Lounge space – private and suite, 97m ² , 29 persons | hour | 1.700,00 |
| 3.1.21.8. | *Suite and workspace, 23m ² , 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"> - Lease of contents of the VIP facility includes the service of passenger transfer by VIP vehicle (18 seats) to / from the aircraft. - Lease of the contents of the VIP facility includes the consumption of cold and hot drinks, as well as sweet / salty pastries. - 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). - For VIP facilities users, we are able to organize a luggage service at additional cost (announcement at least 24 hours in advance). - For users of VIP facilities on departure, it is possible to purchase certain products from the duty-free shop - The above prices represent amounts excluding value added tax (VAT). - 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. | | | |
| LEASE OF LOUNGES | | | |
| 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. | ** **** ***** Use of Business Lounge – PREMIUM | passenger | 50,00 |
| 3.1.23.3. | ** **** ***** Use of Business Lounge for walk-in users – PREMIUM | passenger | 60,00 |
| 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 conferece 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 |
|--|-------------------------|-----------------|-------|
| FAST TRACK SERVICE | | | |
| 3.1.27.2. | Fast Track service***** | service | 19,56 |
| <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 and Fast Track services 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 |
|---|---|-------------------------------|--------|
| STORAGE SPACE LEASE | | | |
| 3.1.28. | Lease of 1m ² storage space in the Airport's warehouse | day | 10.00 |
| 3.1.29. | Lease of 1m ² storage space in storage container | day | 5.00 |
| 3.1.30. | Lease of 15m ² storage space in container per month | month | 400.00 |
| 3.1.31. | Lease of 1m ² outdoor storage space | day | 3.00 |
| LEASE OF CATERING AND OTHER PREMISES | | | |
| 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 |
| 3.1.37. | Leasing the area for setting up vending machines containing natural juices. Fixed rent is applied in amount of KM 500.00 if the amount is up to 50% higher than the revenue realized during the month of payment. | % | 50% |
| LEASE OF SPEAKER'S STAND | | | |
| 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 |
| RENTAL OF EQUIPMENT | | | |
| 3.1.41.1. | Lease of an automatic parking payment kiosk | month | 500,00 |
| HEATING, CLEANING, EL. POWER SUPPLY AND WATER SUPPLY | | | |
| 3.1.42. | Heating | m ² | 4.78 |
| 3.1.43. | Cleaning | m ² | 2.70 |
| 3.1.44. | Electric power supply | m ² | 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 ² | 1.20 |
| ICT SERVICES | | | |
| 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) | month | 20,00 |
| 3.1.53. | Use of Internet access up to 2 Mbps – fixed connection | month | 7.50 |
| 3.1.54. | Lease of space in data racks / media converters, switches, modems, routers, gateways with power consumption below 150W / h (1U) | month | 100.00 |
| 3.1.54.1 | Lease of space in communication room for data racks | month | 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) | month | 200,00 |
| 3.1.54.3 | Lease of space for external passive antenna (by antenna) | month | 100,00 |
| 3.1.54.4. | Lease of space for external antenna with active equipment (per antenna) | month | 200,00 |
| 3.1.54.5 | Lease of space for external antennas for GSM (by antenna) | month | 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) | month | 5.00 |
| 3.1.57. | Use of VLAN (private Virtual computer network) – per port | month | 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/ | month | 30.00 |
| 3.1.60. | Use of cable infrastructure (F / O cable) for data connection or other inside the facility | month | 50.00 |
| 3.1.60.1 | Use of cable infrastructure (F / O cable) for data connection or other between objects | month | 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 | month | 50.00 |
| 3.1.63. | Installation of equipment in data racks – 1U | service | 100.00 |
| 3.1.64. | Using the Internet connection for the DCS system | month | 100,00 |
| 3.1.65. | WIFI branding provided by MAS free of charge in the terminal building | month | 500.00 |
| LEASE OF REFUELLING FACILITIES | | | |
| 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 |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|---------------------|---|-----------------|----------|
| GROUND LEASE | | | |
| 3.1.74. | Land lease for container up to 15m ² | month | 150.00 |
| 3.1.75. | Lease of ground for a 30m ² container | month | 300.00 |
| 3.1.76. | Lease of 10m ² ground for other purposes | month | 100.00 |
| 3.1.78. | Ceding ground temporarily to BP GP | m ² | 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 ² | 40,00 |

3.2. ADVERTISING SERVICE

| Ord.No. | DESCRIPTION | accounting unit | KM |
|-----------------------------------|--|-----------------|----------|
| LEASE OF ADVERTISING SPACE | | | |
| 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 on the wall in the arrivals, the area to welcome passengers | month | 4.000,00 |
| 3.2.4. | Lease of city light in a parking booth/two-sided/ dim.1.185 x 1.740cm | month | 400.00 |
| 3.2.12. | 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 |
| 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. | Video billboard in the arrivals area, dimensions 3,64 m x 2,00 m* | month | 5.000,00 |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|---|--|-------------------------------|-----------|
| 3.2.14.8.1 | Video billboard in the arrivals area, dimensions 3,64 m x 2,00 m ^{**} , ^{***} | month | 1.500,00 |
| <p>* Leasing implies exclusivity in terms of availability for marketing advertising of one tenant. ** One advertising spot lasts 10-12 seconds in one minute. The maximum number of tenants is 15 with a minimum of 480 views within 24 hours. *** Advertising position available for lease in cases where it is not under exclusive lease by one tenant.</p> | | | |
| 3.2.14.9. | Bus branding – airside | month | 1.500,00 |
| 3.2.14.10. | Leasing of a light display in the arrivals waiting room, dimensions 2,00m x 1,5m | month | 1.000,00 |
| 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 |
| 3.2.26. | Lease of advertising space of 18 m ² 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 ² | month | 100.00 |
| <p>* 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.</p> | | | |
| 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 |
| 3.2.27.2. | Lease of space for advertising in the departure waiting room - airside hangar, area 90.00 m ² | month | 1.200,00 |
| LEASE OF ADVERTISING SPACE ON WWW.SARAJEVO-AIRPORT.BA | | | |
| 3.2.38. | Banner in the header on the website 970 x 90 pixels | month | 400.00 |
| 3.2.39. | Banner in the body on the website 1200 x 200 pixels | 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"> - open webpage www.sia.ba - after 5 seconds, the visual leased is broadcast - duration for the advertising space leased is 5 seconds - other visual is broadcast the following 5 seconds - the entire process is repeated | | | |
| 3.2.42. | Position for placing advertising LED screen | percentage of realized income | 50% |
| <p>Note: * The monthly rent cannot be lower than 1,500.00 KM</p> | | | |
| RENTAL OF ADVERTISING SPACE WITHIN RENTED BUSINESS PREMISES | | | |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|---|--|-------------------------------|----------|
| 3.2.42.1. | Setting up advertising items and branding surface areas in rented business premises* , ** | percentage of realized income | 20% |
| * The price of the monthly lease may not be less than KM 300.00 ** The basis for accounting the lease is the Contract between the lessee and third parties | | | |
| 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 |
| 3.2.47.1. | Leasing advertisement area on the first-floor video wall of the passenger terminal before the passport control * | month | 1.000,00 |
| *The lease refers to two video walls where the advertising content is broadcast at the same time. ** One advertisement spot in duration of 10-12 seconds. The maximum number of lessees is 15, with a minimum 480 broadcasts in 24h. | | | |
| 3.2.48. | Advertising space rental on Smart TV in the departure waiting room | month | 500,00 |
| 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. | | | |
| 3.2.54. | Lease of advertising space on electric charging stations in the commercial parking lot, 2 pcs* ** | percentage of turnover | 20% |
| * The price of the monthly lease cannot be lower than 150,00 BAM ** A basis for the calculation of the lease is a contract between the lessee and the third parties | | | |

**3.3. PARKING SERVICE**

| Ord.No. | DESCRIPTION | accounting unit | KM |
|--|---|-----------------|--------|
| ONE -TIME TICKETS | | | |
| 3.3.1. | Parking spot for a passenger vehicle* | hour | 4.00 |
| 3.3.2. | Parking spot for a passenger vehicle | day | 25.00 |
| 3.3.3. | Parking spot for a passenger , over 24 hrs for each day commenced | day | 15.00 |
| 3.3.6. | Parking spot for a bus | hour | 25.00 |
| 3.3.7. | Parking spot for a bus | day | 60.00 |
| 3.3.8. | Parking spot for a minibus | hour | 15.00 |
| 3.3.9. | Parking spot 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>Note: VAT included in the above quoted prices Parking space for a passenger vehicle is charged 4,00 BAM for the first hour. After the end of the first hour, each following 20 minutes is charged 1,00 BAM additionally. After the payment of the parking service is done, free of charge time interval is 15 minutes.</p> | | | |
| MONTHLY LEASE OF PARKING LOT | | | |
| 3.3.14. | Parking lot for rent-a-car agencies and other lessees* | month | 150.00 |
| <p>Note: In case the oversights made by the lessee are established during the inspection procedures (i.e. the irregularities during entry/exit from the commercial parking lot with respect to unauthorized/false entries, as well as unauthorized sharing of parking tickets issued for repeated use among lessees, i.e. among the lessees and the third parties), the lessee is obligated to pay the prescribed penalty within 7 days, and in case of the penalty non-payment, the contract termination shall follow, without notice period, with the obligation of the penalty payment. Also, the possibility for continuation of cooperation, even with the irregularity established and the obligation of the prescribed penalty payment, is only possible in case the oversight is established for the first time, and if the irregularity is established to occur again, it shall be approached to the unilateral contract termination without notice period, with the obligation to pay the prescribed penalty again. A lump sum fine in the amount of 10.000,00 BAM is prescribed for the irregularities established, and in case the above-mentioned oversight gets recurrent, the unilateral contract termination without compliance of the notice period shall follow, along with the obligation of paying the prescribed penalty.</p> | | | |
| 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 |
| LEASE OF PARKING LOT IN FRONT OF TERMINAL "B" TO WELCOME AND SEE OFF GUESTS (up to 45 min) | | | |
| 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 |



| Ord.No. | DESCRIPTION | accounting unit | KM |
|--|---|-----------------|--------|
| 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 |
| Note: | | | |
| <p>- Monthly lease of the parking space may be defined by means of the contract.</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 use of the parking lot in front of the passenger terminal is limited to 45 minutes within one hour. All vehicles that are kept longer than the defined time interval will be charged in accordance with the valid Price List for one-time use of the service.</p> | | | |
| VEHICLE POSITIONING AT AIR SIDE | | | |
| 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 |
| Napomena: 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 |
| Napomena: The price includes labour of: four guards, two surveillance men. | | | |
| 3.6.3. | Safeguarding of entrance and premises (per service) | service | 120.00 |
| Napomena: The price includes labour of: one guard. | | | |
| SAFEGUARDING OF PREMISES AND INSTRUMENTS WITHIN THE AIRPORT | | | |
| 3.6.4. | One guard in a building and its immediate vicinit 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

| Ord.No. | DESCRIPTION | accounting unit | KM |
|---------|-----------------------|-----------------|-------|
| 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. PROFESSIONAL STAFF TRAINING SERVICES

The price of the professional staff training service was calculated in accordance with the Training Programme at Sarajevo International Airport. The price is based on the number of training hours for each specialist course (theory and practical), instructors' gross hourly wages, and coefficients of availability and complexity of individual courses.

The prices are based on the fact that the training takes place at the JP MAS Personnel Training Centre.

The price of the staff training service is increased by 100% per candidate for training that takes place outside regular examination periods, if the conditions for holding the training have been created.

The price includes:

- Training based on the Professional Training Plan and Programme,
- Training material (applications for exams, notepad, and pen),
- Exam (written, oral and practical part),
- Certificate of completed training.

Price correction:

The price of the service is adjusted in the following cases:

- a) In the case of applying for a tender, a discount on the official prices will be considered by the Administration depending on the type of education and number of candidates.
- b) If there are more than 5 candidates in the group, the price is reduced by 15% per candidate.
- c) If there are more than 10 candidates in the group, the price is reduced by 30% per candidate.
- d) Training held outside the JP MAS Training Centre are increased by travel expenses, per diems and accommodation per day, per instructor.
- e) Validation/recognition – of certificates of training, authorisation, certificates of completed specialist course and each subject from the training program acquired in external school centres independent of the Professional Staff Training Centre of the Sarajevo International Airport
 - BAM 70.00 per applicant.
 - If it is established that the candidate needs to additional training classes according to a specific syllabus, additional BAM 40.00 must be paid for each class, per candidate.
- f) Only practical training on demand (equipment handling - all types of ground handling equipment)
 - BAM 40.00 per hour of training, per candidate.
- g) Only practical training on demand in the domain of de-icing/anti-icing of aircraft and surfaces
 - BAM 60.00 per class, per candidate (if it is performed at the training ground of Sarajevo International Airport)
 - BAM 40.00 per class per candidate (if it is performed at the applicant's training ground and with the use of their media (fluids, granules, etc. for de-icing), with costs per point e)
- h) Discount on the total training price (according to the quotation/invoice)



- 20% - New clients, using one of the services of the Training Centre for the first time,
 - 10% - Clients who continuously use the services of the Centre (regular renewals, periodic training, etc.).
- i) Discount of up to 100%, including VAT, on all trainings that directly affect the reception and dispatch of aircraft, passengers and property, which are prescribed by law as mandatory, for institutions and entities participating in the process of reception and dispatch of aircraft, passengers and property, and whose work affects the safety and operability of the Sarajevo Airport, including:
1. BiH Border Police - JGP Sarajevo Airport;
 2. Professional fire department of Sarajevo Canton;
II Fire company - Airport branch;
 3. ITA BiH – Sarajevo Airport Customs office;
 4. PI Institute for Emergency Medical Assistance SC – Airport Infirmary;
 5. BHANSA – AKL Sarajevo;
 6. OSA-Intelligence Security Agency of Bosnia and Herzegovina, staff assigned to AP SJJ;
 7. FBiH Administration for Inspection Affairs, Border Sanitary Inspector assigned to AP SJJ;
 8. Veterinary Office of Bosnia and Herzegovina, Border Veterinary Inspector assigned to AP SJJ;
 9. EUFOR – personnel assigned to AP SJJ;

| No | Code | Training program | Unit | ACQUISITION (INITIAL) | EXTENSION (RECURRENT) | RENEWAL (REFRESHER) |
|-------|------|---|-----------|-----------------------|-----------------------|---------------------|
| | | | | BAM | BAM | BAM |
| 3.8.1 | B1A. | Safety Management System (SMS) – Basic | Candidate | 304.00 | 190.00 | 152.00 |
| 3.8.2 | B1B. | Safety Management System (SMS) – Advanced | Candidate | 392.00 | 245.00 | 196.00 |
| 3.8.3 | B2. | Driving rules on the air side and during the approach | Candidate | 162.00 | 72.00 | 162.00 |



| | | | | | | |
|--------|-------|---|-----------|---------|--------|---------|
| 3.8.4 | B4. | Professional rescue fire personnel | Candidate | 2464.00 | 352.00 | 1408.00 |
| 3.8.5 | B5. | SVS coordinator | Candidate | 1408.00 | 264.00 | 1056.00 |
| 3.8.6 | B7. | Construction maintenance and inspection of facilities and operational area | Candidate | 588.00 | 224.00 | 588.00 |
| 3.8.7 | B8. | Prevention of wild animals entering the airport and collisions between wild animals and aircraft at the airport - WILDLIFE MANAGEMENT | Candidate | 396.00 | 144.00 | 396.00 |
| 3.8.8 | B11. | Assessment of runway conditions - Global reporting format - GRF and NOTAM request - NOTAM REQUEST | Candidate | 176.00 | 82.00 | 176.00 |
| 3.8.9 | B13A. | Winter maintenance of surfaces - Cleaning, de-icing / anti-icing of surfaces - Coordinator of cleaning, de-icing / anti-icing of surfaces | Candidate | 468.00 | 130.00 | 468.00 |
| 3.8.10 | B13B. | Winter maintenance of surfaces - Cleaning, de-icing/anti-icing of surfaces - Operator of special equipment (Airside/Landside) | Candidate | 598.00 | 130.00 | 598.00 |
| 3.8.11 | B14. | Platform management - APRON COORDINATION | Candidate | 643.50 | 117.00 | 643.50 |
| 3.8.12 | B15. | Aircraft marshalling, parking and ramp services – AIR GUIDANCE, MARSHALLING AND ENGINE STARTING | Candidate | 312.00 | 39.00 | 195.00 |



| | | | | | | |
|--------|------|---|-----------|--------|--------|--------|
| 3.8.13 | C1. | Fundamentals of aviation | Candidate | 270.00 | n/a | n/a |
| 3.8.14 | C2A. | Passenger service | Candidate | 420.00 | 90.00 | 270.00 |
| 3.8.15 | C2B. | Passenger and baggage registration | Candidate | 546.00 | 117.00 | 351.00 |
| 3.8.16 | C3. | BAGGAGE TRACING | Candidate | 436.80 | 93.60 | 280.80 |
| 3.8.17 | C4A. | AIRCRAFT WEIGHT AND BALANCE | Candidate | 975.00 | 117.00 | 585.00 |
| 3.8.18 | C4B. | AIRCRAFT WEIGHT AND BALANCE - DCS systems | Candidate | 702.00 | 117.00 | 390.00 |
| 3.8.19 | C4C. | AIRCRAFT, PASSENGER, CARGO AND MAIL HANDLING | Candidate | 630.00 | 175.00 | 385.00 |
| 3.8.20 | C5. | Service control - TURNAROUND COORDINATION | Candidate | 770.00 | 105.00 | 350.00 |
| 3.8.21 | C7. | TRAFFIC COORDINATION | Candidate | 750.75 | 136.50 | 750.75 |
| 3.8.22 | C8. | BAGGAGE HANDLING AND MAKE-UP AREA | Candidate | 945.00 | 175.00 | 245.00 |
| 3.8.23 | C9. | EQUIPMENT OPERATION - GSE | Candidate | 532.35 | 122.85 | 409.50 |
| 3.8.24 | C11. | AIRCRAFT LOADING AND RAMP SUPERVISION | Candidate | 814.00 | 111.00 | 370.00 |
| 3.8.25 | C12. | Head Set communication – GROUND COCKPIT | Candidate | 480.00 | 80.00 | 200.00 |
| 3.8.26 | C13. | Handling of passengers with disabilities and reduced mobility - PRM | Candidate | 176.40 | 58.80 | 117.60 |



| | | | | | | |
|--------|-------|---|-----------|---------|--------|--------|
| 3.8.27 | C14. | AIRBRIDGE OPERATIONS | Candidate | 385.00 | 70.00 | 105.00 |
| 3.8.28 | C15. | Handling of goods and mail - BASIC CARGO | Candidate | 936.00 | 234.00 | 702.00 |
| 3.8.29 | C16. | AVIATION BASIC ENGLISH | Candidate | 210.00 | n/a | n/a |
| 3.8.30 | C17. | AIRCRAFT CLEANING | Candidate | 224.00 | 56.00 | 224.00 |
| 3.8.31 | C18A. | AIRCRAFT REFUELLING - Driver – aircraft fuel filling attendant | Candidate | 630.00 | 280.00 | 630.00 |
| 3.8.32 | C18B. | AIRCRAFT REFUELLING - Handler | Candidate | 672.00 | 280.00 | 672.00 |
| 3.8.33 | D1. | Operator in DI-L 10 de-icer | Candidate | 405.00 | 90.00 | n/a |
| 3.8.34 | D2. | Operator in the DI-L 20 de-icer basket | Candidate | 840.00 | 48.00 | n/a |
| 3.8.35 | D3. | De-icing supervisor DI-L 30 | Candidate | 1050.00 | 60.00 | n/a |
| 3.8.36 | D4. | Process controller before/after de-icing/anti-icing DI-L 30B | Candidate | 1050.00 | 60.00 | n/a |
| 3.8.37 | D5. | DI-L 40 de-icing instructor | Candidate | 1260.00 | 60.00 | n/a |
| 3.8.38 | D6. | De-icing coordinator DI-L 50 | Candidate | 1260.00 | 60.00 | n/a |
| 3.8.39 | D7. | Fluid quality controller (laboratory staff) DI-L 60 | Candidate | 315.00 | 15.00 | n/a |
| 3.8.40 | D8. | DI-L 70 De-icing Training Leader | Candidate | 1512.00 | n/a | n/a |
| 3.8.41 | D9. | Aircrew (Winter Operations) (Fundamentals of de-icing/anti-icing) DI-L 80 | Candidate | 630.00 | n/a | n/a |



| | | | | | | |
|--------------|------|---|-----------|--------|-----|--------|
| 3.8.42 | D10. | Cabin crew - Icing Awareness DI-L 80B | Candidate | 315.00 | n/a | n/a |
| 3.8.43 | E1A. | SECURITY AWARENESS | Candidate | 100.80 | n/a | 75.60 |
| 3.8.44 | E1B. | Basic training for security screening personnel | Candidate | 211.68 | n/a | 105.84 |
| 3.8.45 | E2. | Inspection of persons, hand (cabin) baggage, items carried by persons and separated (checked) baggage | Candidate | 840.00 | n/a | 231.00 |
| 3.8.45 .A | E2 | Periodical training – Screening of persons, hand (cabin) baggage, items that persons carry with them and screening of checked baggage. | Candidate | 340,00 | n/a | 340,00 |
| 3.8.46 | E3. | Inspection of cargo (goods) and mail | Candidate | 567.00 | n/a | 252.00 |
| 3.8.46 A | E3 | Periodical training – Screening of cargo (goods) and mail | Candidate | 230,00 | N/A | 230,00 |
| 3.8.47 | E4. | Inspection of air operators' mail and materials, air operator's in-flight stock supplies and airport operator's supplies | Candidate | 525.00 | n/a | 231.00 |
| 3.8.47 A | E4 | Periodical training – Screening of mail and materials of air operators, supplies of the air operator for the supply during the flight and screening of supplies of the airport operator | Candidate | 180,00 | n/a | 180,00 |
| 3.8.48 | E5. | Vehicle inspection | Candidate | 105.00 | n/a | 63.00 |



| | | | | | | |
|--------|------|---|-----------|--------|--------|--------|
| 3.8.49 | E6. | Access control, surveillance and patrolling | Candidate | 231.00 | n/a | 126.00 |
| 3.8.50 | E7. | Basic training for personnel who carry out security control (the course is not intended for airport workers who deal with security) | Candidate | 280.00 | n/a | 140.00 |
| 3.8.51 | E8. | Aircraft security search | Candidate | 168.00 | n/a | 84.00 |
| 3.8.52 | E9. | Inspection of persons and property they carry with them (the course is not intended for airport workers who deal with security) | Candidate | 805.00 | n/a | 140.00 |
| 3.8.53 | E10. | Aircraft protection | Candidate | 147.00 | n/a | 84.00 |
| 3.8.54 | E11. | Baggage identification/matching | Candidate | 105.00 | n/a | 42.00 |
| 3.8.55 | E12. | Security control of cargo (goods) and mail, except for inspection | Candidate | 168.00 | n/a | 84.00 |
| 3.8.56 | E13. | Security control of air operators' mail and materials, air operators' in-flight supplies and airport operators' supplies, except for inspection | Candidate | 147.00 | n/a | 63.00 |
| 3.8.57 | E14. | Security supervisors | Candidate | 315.00 | n/a | 168.00 |
| 3.8.58 | E15. | Security manager | Candidate | 504.00 | n/a | 252.00 |
| 3.8.59 | F6. | Personnel responsible for the preparation of shipments of dangerous goods | Candidate | 630.00 | 472.50 | n/a |



| | | | | | | |
|--------|------|--|-----------|--------|--------|-----|
| 3.8.60 | F7. | Personnel responsible for processing goods as general cargo | Candidate | 378.00 | 283.50 | n/a |
| 3.8.61 | F8. | Personnel responsible for processing or accepting shipments of dangerous goods | Candidate | 630.00 | 472.50 | n/a |
| 3.8.62 | F9. | Personnel responsible for warehouse handling, loading and unloading of ULD, loading and unloading of aircraft cargo area | Candidate | 378.00 | 283.50 | n/a |
| 3.8.63 | F10. | Personnel responsible for accepting passengers and baggage from flight attendants, managing passenger boarding areas and other functions involving direct contact with passengers at the airport | Candidate | 378.00 | 283.50 | n/a |
| 3.8.64 | F11. | Personnel responsible for planning aircraft loading | Candidate | 378.00 | 283.50 | n/a |
| 3.8.65 | F12. | Flight crew, except cabin crew | Candidate | 378.00 | 283.50 | n/a |
| 3.8.66 | F13. | Personnel responsible for operational traffic control and flight dispatchers | Candidate | 378.00 | 283.50 | n/a |
| 3.8.67 | F14. | Cabin crew | Candidate | 378.00 | 283.50 | n/a |
| 3.8.68 | F15. | Personnel responsible for inspecting passengers and crew | Candidate | 378.00 | 283.50 | n/a |



| | | | | | | |
|--|--|-----------------------------------|--|--|--|--|
| | | and their baggage, cargo and mail | | | | |
|--|--|-----------------------------------|--|--|--|--|

3.9 SERVICES OF AIRPORT STAFF HIRING OUT TO OTHER ECONOMIC OPERATORS

The airport provides worker hiring out services to other economic operators as needed, in the area of JP MAS and outside it. The price is based on the gross hourly rate of the staff being hired out and the level of expertise and responsibilities that each assignment requires. The basic calculation unit is one hour, but in case of engagements that exceed eight hours, the calculation unit becomes one day. Price based on one day is based on the price of eight hours with a reduction of 20%. Airport staff who are engaged for a period exceeding eight hours cannot effectively work more than eight hours within a twenty-four hour period. An economic operator to which the airport staff is temporarily hired out at a location outside JP MAS bears full costs of travel, per diems and accommodation of the hired-out staff.

| No | Type of service | Unit | BAM | Unit | BAM |
|--------|---|--------|--------|-------|--------|
| 3.9.1. | Hiring consultants on air traffic (airport operations and aeronautics) | 1 hour | 135.00 | 1 day | 864.00 |
| 3.9.2. | Hiring consultants from other fields (electrical engineering, mechanical engineering, construction, architecture, law, economics) | 1 hour | 90.00 | 1 day | 576.00 |
| 3.9.3. | Hiring qualified labour to carry out handling of aircraft, passengers and baggage | 1 hour | 30.00 | 1 day | 384.00 |
| 3.9.4. | Hiring qualified labour for other jobs of medium or lower complexity | 1 hour | 20.00 | 1 day | 256.00 |