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**CALL FOR EXPRESSIONS OF INTEREST**

**2025-2029**

**OPENING OF AIR LINK(S) NO-PSO**

**AND/OR**

**DEVELOPMENT OF EXISTING AIR LINK(S)**

**INCENTIVE APPLICATION FILE**

**3 important documents make up the application file to be returned for the creation of a new route**

**and/or the development of an existing air link**

**-1- Application form**

**-2- The presentation of the company and the project**

**(with a set of administrative documents attached)**

**-3- The detailed operating plan**

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**INCENTIVE APPLICATION FORM**

**MODEL /**

***Incentive application form signed* by a natural person authorized to represent the requesting air carrier and stamped, Carrier stamp.**

**President of the CCI of Corsica**

**Hôtel Consulaire**

**Rue Adolphe LANDRY**

**CS 10210**

**20 293 BASTIA Cedex**

**Place and date**

Subject : ***Call for expressions of interest for the opening or development of air links outside the PSO for Corsica.***

***Dear Mr. President,***

We have consulted the notice submitted by the Corsican Chamber of Commerce and Industry and published on ....................... on the website ..................................................................... concerning a Call for Expressions of Interest, **AMI/CCIC/DCA/2025.004,** for the opening of non-PSO air links with Corsica.

This measure has attracted our full attention and I hereby confirm our wish to benefit from this support for the operation of air links at the four Corsican airports for the year ………. as well as for the years, ………., ………., ………., and ……….;

You will find below a complete file on the project, detailing the recommended operating procedure, taking into account the main eligibility criteria and including all the documents and supporting evidence requested, attached in appendix(es).

The selected programming project(s):

**Bastia airport ,**

**Creation of ………air link(s)**

**Air link Bastia/……….,**

**For……………, year 1 : From…………… to …………………… :**

**For……………, year 2 : From…………… to …………………… :**

**For……………, year 3 : From…………… to …………………… :**

**Development of………existing air link(s)**

**Air Link Bastia/……….,**

**For……………, year 1 : From…………… to …………………… :**

**For……………, year 2 : From…………… to …………………… :**

**For……………, year 3 : From…………… to …………………… :**

Also, we propose a project taking into account the prerequisite operating commitments. However, in the event of force majeure or any other event likely to have a major impact on overall activity, we will propose reorganizing and adapting the services in agreement with the Corsican Chamber of Commerce and Industry.

**I remain at your entire disposal for any information or additional information to provide to the file.**

Pending your validation, please accept, ***Mr. President***, my most distinguished greetings.

**President of the Airline**

**or his representative**

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**APPLICATION FILE**

**PRESENTATION OF THE COMPANY AND THE PROJECT**

**OPENING AND/OR DEVELOPMENT OF AIR LINK(s)**

**AIRLINE COMPANY :**

**AIR LINK :**

**□ OPENING OF AIR LINK(S) NO-PSO / ……………………………………………**

**AND/OR**

**□ DEVELOPMENT OF EXISTING ROUTE(S) NO-PSO / ……………………………………**

**CREATION OF A NEW AIR LINK AND/OR DEVELOPMENT OF AN EXISTING LINK**

**ADMINISTRATIVE AND ACCOUNTING DOCUMENTS**

**TO BE ATTACHED TO THE APPLICATION**

□ **Grant application form signed by a natural person authorized to represent the applicant air carrier.**

□ **Framework Regulations Signed**

**(INCENTIVE PROGRAM TO CREATE AND DEVELOP AIR LINKS SERVING CORSICAN AIRPORTS)**

□ **Copy of the applicant's air operator's license or other equivalent document;**

□ **Sworn statement that the applicant is not on the European list of air carriers subject to an operating ban or an operating restriction within the EU;**

□ **Copies of certificates and registrations of new-generation aircraft eligible, on the basis of their performance, for measures to reduce or offset environmental damage,**

□ **Provision of a note setting out the characteristics of the connection concerned and the methods of its creation and operation or development, the technical means available for this purpose and the promotional strategy envisaged.**

□ **Provision of an “ex ante” operating plan or sufficient operating commitment in accordance with Article 5.2**

□ **Provision of a Marketing plan adjusted according to the countries and links served by the company, likely to boost business and optimize sales in Corsica,**

□ **Provide an estimate of the volume of the charges** *mentioned in Articles 8 and 14 of the Framework Regulation*

Specific documents to be provided for the granting of a modulation on the charges attributable to the operation of the new air link;

□ Accounting documents, at the end of the seasonal or annual programming, of the indirect operating costs encouraged, during any activity, of **Ticketing, sales and promotion via a global distribution service (GDS) and other services**, reported to the itinerary departing from Corsica.

□ Accounting documents, at the end of seasonal or annual programming, of fixed costs linked to fuel consumption related to the itinerary of the aircraft departing from Corsica and compared to annual costs;

Specific documents to be provided for the granting of a modulation on the charges attributable to the operation of the development of existing air link(s);

□ Accounting documents, at the end of the seasonal or annual programming, of the indirect operating costs encouraged, during any activity, of **Ticketing, sales and promotion via a global distribution service (GDS) and other services**, reported to the itinerary departing from Corsica.

**CREATION OF A NEW AIR LINK AND/OR DEVELOPMENT OF EXISTING AIR LINKS**

GENERAL PRESENTATION

**PRESENTATION OF THE AIR CARRIER AND THE MARKETS IN WHICH IT OPERATES**

|  |  |  |  |
| --- | --- | --- | --- |
| **NAME OF THE**  **AIR CARRIER** |  | | |
| **GROUP/ALLIANCE** |  | | |
| **HEADQUARTERS**  **ADDRESS** |  | | |
| **INVOICE** | **Adress :** | | |
| **Contact :** | **Tel :** | **Mail :** |

PROJECT PRESENTATION

***Taking into account the main criteria set out below, a note will be drawn up setting out:***

***The characteristics of the each air link concerned***

***Terms and conditions for its creation and operation or development,***

***The technical resources available for this purpose,***

***The promotional strategy envisaged concerning the entry or development on the Corsican market.***

**CREATION OF A NEW AIR LINK AND/OR DEVELOPMENT OF EXISTING AIR LINKS**

PROJECT PRESENTATION

***(Explanation given for information requested for each paragraph)***

**TYPE OF LINK :**

*New or existing, annual or seasonal air link for a scheduled or charter public passenger transport service.*

**TYPE OF FLIGHT:**

*All flights are direct, non-stop and scheduled non-stop with fixed times and days over a given period.*

**FREQUENCY:**

*Any flight chain(s) with a minimum weekly frequency.*

**MINIMUM ANNUAL OR SEASONAL CAPACITY OF SEATS OFFERED:**

*A minimum number of seats is proposed and planned on a monthly and overall basis for each year or season per airport and for each scheduled link.*

**GEOGRAPHICAL AREA :**

*All the links operated by the company are to/from an airport or airport system in the European Union including the Shengen and non-Shengen zones and an airport or international airport system selected by the CCI of Corsica (in the appendix to the framework regulations).*

**CANCELLATION MANAGEMENT**

*The company applies Regulation (EC) No 261/2004 of the European Parliament and of the Council of February 11, 2004 establishing common rules on compensation and assistance to passengers in the event of denied boarding and of cancellation or long flight delays.*

**TOOLS AND RESOURCES FOR SELLING SEATS ONLINE OR THROUGH A NETWORK :**

*Tickets can be purchased online at www...................., by telephone, via the call center, N°................................ 24/24 in various languages, French, English, German, etc., in travel agencies and via the GDS (...).*

**TICKET PRICE :**

*Details of the company's commercial pricing policy and range of fares/tickets and prices/products adapted to the different needs of passengers and the market...*

*Presentation of price lists, standard prices (low, medium, high) and the principle of promotional prices*

**POSITIVE Net Current Value over 3 years**

*Confirmation/Validation by the carrier of the prerequisite operating commitments over the period determined "ex ante" to maintain the economic balance of each route with a positive net present value.*

*However, in the event of force majeure or other events likely to significantly impact overall activity, the carrier will propose to reorganize and adapt the service(s) in agreement with the Corsican Chamber of Commerce and Industry.*

**THE MARKETING PLAN**

*Presentation of a Marketing plan adapted and adjusted according to the countries and lines served by the company, likely to boost activity and achieve the objectives set in the proposed operating plan.*

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**DETAILED OPERATING PLAN**

**A - CREATION AIR LINK**

**B - DEVELOPMENT EXISTING AIR LINK**

**The operating plan(s) must be completed in the attached document, EXCEL format file named: AMI 2025 – OPERATING PLAN –**

**C - ADDITIONAL MODULATION FOR ENVIRONMENTAL PERFORMANCE**

**OPENING AND/OR DEVELOPMENT OF AIR LINK(s)**

An additional modulation of the airport charge, LANDING, is granted for a maximum period of 3 years when the new air link is operated using an aircraft with the characteristics set out **in article 7.3 of the Framework Regulations AMI/CCIC/DCA/2025-2029**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year(s)** | **Link(s)** | **Period** | **Type(s) AIRCRAFT** | **Tonnage**  **MTOW** | **TOTAL**  **LANDINGS** |  |
| **Year/Season 1** | **Ex : BIA/CPH** | FROM  TO | BOEING 737X MAX | **77 000** | **25** |  |
| **Year/Season 2** |  |  |  |  |  |  |
| **Year/Season 3** |  |  |  |  |  |  |

This additional modulation of the landing charge applies to each landing during the period from 05:00 (local time) to 24:00 (local time).

Aircraft of the type ATR72-600, Airbus A32X Neo, Boeing 737X Max or Embraer 195 E-2 are deemed to meet the above criteria. Other aircraft may be included if they meet the above criteria.