

# **INVITATION TO TENDER FOR AIR CARRIERS FOR SELECTING AN AIR CARRIER TO PROVIDE PUBLIC SCHEDULED AIR SERVICES ON THE ROUTE VILNIUS AIRPORT - LONDON CITY AIRPORT**

## **I. GENERAL PROVISIONS**

1. The invitation to tender for Air Carriers for selecting an Air Carrier to provide public scheduled air services on the route Vilnius Airport - London City Airport and terms of this Tendering Procedure (hereinafter – the Terms of the Tendering Procedure) for selectin an Air Carrier have been drawn up in accordance with:

1.1. Regulation (EC) No. 1008/2008 of the European Parliament and of the Council of 24 September 2008 on common rules for the operation of air services in the Community (OJ 2008 L 293, p.3) (hereinafter – Regulation (EC) No 1008/2008);

1.2. Order No. 3-337/4-440 of 11 July 2018 “On the establishment of the route vitally important for the economic and social development of the country” approved by the Minister of Economy and the Minister of Transport and Communications of the Republic of Lithuania (hereinafter – the Order) that recognised the route Vilnius Airport (the International Air Transport Association (hereinafter – IATA), the Airport code – VNO) – London City Airport (IATA airport code – LCY) (hereinafter – the Route) to be vitally important for the economic and social development of the country and approved the minimum standards for scheduled public air services applicable for the Route (hereinafter – the minimum standards);

1.3. Order No. 1K-146 of 13 July 2018 “Regarding granting the authorisation” approved by the Minister of Transport and Communications of the Republic of Lithuania (hereinafter – the Order regarding granting the authorisation);

1.4. “The Description of the procedure for the application of Articles 16-18 of the Regulation (EC) No 1008/2008 of the European Parliament and of the Council of 24 September 2008 on common rules for the operation of air services in the Community” (hereinafter – the Description) approved by Order No. 3-330/4-424 of 5 July 2018 of the Minister of Transport and Communications and the Minister of Economy “On the approval of the Description of the procedure for the application of Articles 16-18 of the Regulation (EC) No 1008/2008 of the European Parliament and of the Council of 24 September 2008 on common rules for the operation of air services in the Community”.

2. The Order established the following minimum standards established by The Order:

2.1. flight tickets are sold at market prices;

2.2. the rotation of direct passenger flights (rotation is a return flight) are organised at least once per day, at least six times per week, but not more than twelve times per week (Monday through Friday and on Saturdays or Sundays); the flight is operated all year round, departures from the London City Airport from 6:00 a.m. to 10:30 a.m. (local time) or from 4:00 p.m. to 8:00 p.m. (local time);

2.3. the Air Carriers shall ensure at least 98 seats on an aircraft on a flight.

3. The public Tendering Procedure on the selection of the Air Carrier that will provide public scheduled air services on the Route (hereinafter – the Tendering Procedure) shall be organised and carried out by the state enterprise Lithuanian Airports (legal entity code 120864074, registered office address: Rodūnios kel. 10A, tel. No. +370 5 273 9326, email address avia@ltou.lt) (hereinafter – the administrative authority) authorised by the Order regarding granting the authorisation.

4. The Tendering Procedure is organised with a view to selecting the Air Carrier that is granted an exclusive right to provide the public scheduled air services on the Route (hereinafter – the Public Services) for a period of four years and is paid a specified compensation for the provision of public services according to the terms of the Tendering Procedure.

5. The Air Carrier shall commence providing public services from 31 March 2019, but not

later than from 1 June 2019, and shall provide them for four years.

6. If, during the period of submitting offers by Air Carriers or, on expiry of the deadline for the submission of offers, before signing a contract with the Air Carrier recognised as the winner of the tendering procedure for the public services contract any other Air Carrier commenced the provision of uninterrupted public scheduled air communication services compliant with the minimum standards in the Route without the compensation and the exclusive right to conduct flights on the Route or can prove that it intends to start providing such air communication services on the Route, the Tendering Procedure shall be terminated by the decision of administrative authority after approval by the Ministry of Economy of the Republic of Lithuania and the Ministry of Transport and Communications of the Republic of Lithuania (hereinafter – both ministries are called the Ministry) without any sanctions for the administrative authority or the Ministry.

7. Upon approval with the Ministry, the Tendering Procedure shall also be terminated without any sanctions to the administrative authority or the Ministry if it turns out that there is no funds have been provided in the state budget of the Republic of Lithuania or the allocated amount is insufficient to pay the compensation to the air carrier, or the termination of the Tendering Procedure is obligatory according to requirements of the European Union legislation or due to other objective reasons.

## **II. RIGHT TO PARTICIPATE IN THE TENDERING PROCEDURE**

8. Air carriers, the way this concept is defined in Article 2(11) of the Regulation (EC) No. 1008/2008 shall be eligible to participate in the Tendering Procedure.

9. The Air Carrier shall be responsible for the equipment necessary for providing the Public services.

10. For the purpose of providing the Public services the tenderers shall not have the right to engage any sub-suppliers.

## **III. REQUIREMENTS FOR TENDERS OF AIR CARRIERS**

11. Seeking to participate in the Tendering Procedure, Air Carriers shall submit:

11.1. a tender providing the parameters of the proposed air services and in what way the parameters will meet the minimum standards (Annex 1);

11.2. a copy of a valid air operating licence to provide air services issued by a respective competent authority;

11.3. a form of the calculation of the compensation for the provision of public services (Annex 2).

11.4. a copy of the document in proof of the powers of the person signing the tender.

12. When submitting the tender, the Air Carrier shall undertake to ensure the operation of flights on the Route by which it will ensure the public service obligation of scheduled air services in accordance with requirements specified in the tender documents and the tender submitted by the air carrier.

13. The schedule of public services as provided in the tender of the Air Carrier shall meet the minimum standards.

14. Having signed the public services contract, in every reporting period the Air Carrier shall complete no less than 97 per cent of the number of flights indicated in the tender of the Air Carrier on the Route, except where there is no fault of the Air Carrier. In an event the number of the flights that the Air Carrier failed to complete or the number of the flights that do not meet the minimum standards as specified in the tender documents exceeds 3 per cent of the flights scheduled for a quarter according to the tender documents, the Ministry managing the programme from which the compensation is paid shall have a right to refuse to compensate the profit margin specified by the Air Carrier for a respective reporting period.

15. The amount of the compensation indicated in the tender of the Air Carrier shall be clear,

reasonable, and realistic. The eligible expenses of the Air Carrier shall be the net variable and fixed expenses incurred in relation to performing its obligation to provide the Public services according to the minimum standards specified in the Terms of the Tendering Procedure and the Order, having regard to the income that the Air Carrier retains for the provision of the service, as well as a reasonable profit.

16. The tenders submitted by the Air Carrier shall specifically indicate the projected expenses related to operating of the flights on the Route according to the following categories:

16.1. total expenses related to passengers;

16.2. total expenses related to air navigation services;

16.3. total expenses related to fuel; additionally, the following data shall be provided to support the estimation of fuel consumption: fuel price/tonne (USD) and the USD/EUR exchange rate;

16.4. total expenses related to the aircraft;

16.5. total human resources costs;

16.6. total administrative costs;

16.7. profit margin;

16.8. all the other costs related to the flights.

17. Within the meaning of Regulation (EC) No. 1008/2008 the expenses eligible to be compensated are to be incurred not before the administrative authority receives the tender of the Air Carrier. The eligible expenses shall not be cumulated with any State aid related to the same eligible expenses. The State aid with respect to identifiable expenses may be cumulated with any other State aid provided the measures are related to different eligible expenses that are identifiable.

18. The expenses and the income shall be computed in complying with the effective accounting and tax regulations. The value added tax levied upon the intended services is not eligible expenses.

19. A reasonable profit shall be the profit margin for flights of similar distances (short distances up to 3,500 km), for the flights in a respective region (among the markets of similar size in terms of the number of passengers), having regard to the risk faced by the Air Carrier providing the Public services in relation to the compensation or the absence of such risk.

20. The profit margin for the Route included into the amount of the compensation shall be lower than the average profit margin (5 per cent) of 2017-2018 of European Air Carriers operating scheduled passenger flights as announced by the IATA.

21. The Air Carrier shall have a right to provide public scheduled air services on the Route by exceeding the minimum standards set forth in the Tender documents and the Order (for instance, by providing a larger number of flights within a certain period of time), however, the Air Carrier shall be compensated only the net expenses incurred in relation to performing the duty to provide the Public services by ensuring the minimum standards, having regard to the share of the income that the Air Carrier retained for the provision of the services and a reasonable profit.

22. Having concluded the public services contract, the amount of the compensation paid to the Air Carrier recognised to be the winner of the Tendering Procedure shall not exceed the compensation offered by the Air Carrier, except in the case referred to in Item 23.

23. In case the price of fuels in the market in euros increases or decreases by 10 per cent as compared to the price indicated in the Air Carrier's tender, the compensation amount shall be recalculated using the fuel price of the previous reporting period. At a request of the administrative authority or the Ministry managing the programme providing the compensation, the Air Carrier shall provide the information supporting the change in the fuel price. The recalculation of the compensation amount shall be recorded in an agreement on a modification of public services contract.

#### **IV. SUBMISSION OF THE TENDERS**

24. The tender submitted by the Air Carrier shall comply with the requirements for the

provision of public services prescribed in the Tender documents and Regulation (EC) No. 1008/2008.

25. To participate in the Tendering Procedure the Air Carrier shall submit their tenders by 14h00min., 12 October 2018.

26. The tenders and other documents shall be in the Lithuanian language. The documents drawn up in the English language may be submitted without their translation into the Lithuanian language; however, the administrative authority has a right to require that a translation into the Lithuanian language be submitted. In the cases where the relevant documents are drawn up in another language, a translation into the Lithuanian language shall be submitted. The translation shall be attested by a signature of the translator and a stamp of the translation agency.

27. The tender with the Annexes attached (the original), as well as other documents signed by the Air Carrier or a person authorised thereby in a sealed and stamped envelope. The envelope shall carry the following information: the name of the tender, a reference "tender", and the name of the participant of the Tendering Procedure.

28. The Air Carrier may submit the documents to the administrative authority at the address indicated in Item 3 of the Terms of the Tendering Procedure by registered post or courier. In case the administrative authority has any doubts regarding the authenticity of the submitted documents, the administrative authority shall have a right to request that the originals of the documents are submitted. The tenders shall be received at the address indicated in the Tender documents within no later than on the day indicated in Item 25 at the accuracy of hours and minutes. Any tenders submitted beyond the term shall not be considered. The administrative authority is not responsible for any delays in the operation of a post service or any other actions beyond its control that can potentially prevent the Air Carrier from submitting the tenders within the established term. The administrative authority shall register the received tenders specifying the date and the time of the receipt of the tenders (at the accuracy of hours and minutes).

29. The tenders must be valid until 31 May 2019. The Air Carrier seeking to participate in the Tendering Procedure are not required to submit any security for the validity of the tenders.

30. The Air Carrier have a right to withdraw their tender before expiry of the deadline for the submission of tenders.

31. The Air Carrier shall have no right to submit any alternative tenders. In case several tenders of the same Air Carrier have been received, the Air Carrier shall be considered to have submitted the tender that was received the latest but before the deadline for the submission of tenders.

## **V. ASSESSMENT OF AIR CARRIERS' TENDERS**

32. The tenders of the Air Carrier shall be examined and the winner of the Tendering Procedure shall be determined by the Commission set up in the manner prescribed by the Description (hereinafter – the Commission).

33. The Commission may request the Air Carrier to explain their tenders.

34. The Commission shall reject the tender of the Air Carrier if:

34.1. the tender does not meet the requirements prescribed in the Tender documents and the Description or where the Air Carrier has submitted erroneous data;

34.2. too big amount of the compensation has been proposed not acceptable for the ministry that administrates the programme funds from which the compensation shall be payable.

35. The Commission shall also reject the tender of the Air Carrier in case the Commission has determined that the Air Carrier has submitted inaccurate or incomplete data and, at a request of the administrative authority, fails to eliminate the shortcomings within three working days. The administrative authority shall inform the Air Carrier thereof at the email indicated by the Air Carrier within no later than three working days.

36. Tenders not excluded by the Commission shall be evaluated according to the economic efficiency criterion.

37. Criteria for the assessment of tenders:

<b>Assessment criteria</b>	<b>Comparative weight in the evaluation of cost effectiveness</b>
Compensation amount (C)	X = 40
Number of flights a week (T)	Y = 60

37.1. Economic efficiency (S) is calculated by adding up the points of the air carrier's compensation amount (C) and the number of flights a week (T):

$$S = C + T$$

37.2. Points of the compensation amount (C) are calculated by multiplying the ratio of the lowest requested compensation amount ( $C_{\min}$ ) and the amount of the requested compensation under assessment ( $C_p$ ) by the comparative weight of the compensation amount (X):

$$C = C_{\min} / C_p * X$$

37.3. Points of the number of flights a week (T) shall be calculated by multiplying the ratio of the offered number of flights a week ( $T_p$ ) and the biggest offered number of flights a week ( $T_{\max}$ ) by the comparative weight of the number of flights a week number (Y):

$$T = T_p / T_{\max} * Y$$

38. After analysing, assessing and comparing the tenders submitted, the Commission shall establish a ranking of tenders. Tenders shall be listed in this ranking in the descending order of economic efficiency. The Air Carrier that submitted the most economic efficient tender shall be declared the winner of the tendering procedure.

39. If economic efficiency of several submitted tenders is equal, when establishing the ranking the first into this ranking shall be listed the Air Carrier who offered a bigger number of flights a week. If economic efficiency of submitted tenders and the number of flights a week are equal, when establishing the ranking the first shall be listed in this ranking the Air Carrier who offered a smaller amount of the compensation. If economic efficiency of several submitted tenders, the offered number of flights a week and the amount of compensation are equal, the first shall be listed in the ranking of tenders the carrier who submitted its tender earlier.

40. The assessment of tenders shall be carried out within 10 working days from the deadline for the submission of tenders. If, when assessing tenders, Air Carriers were asked to explain their tenders, the Commission may extend the deadline for the assessment of tenders respectively, but for not more than 20 working days.

41. The administrative authority shall notify the Air Carriers by email that have submitted in their tenders about the ranking of the tenders and the reasons for rejecting the tenders within no later than three working days after the producing of the ranking.

42. In case the Air Carriers that have submitted their tenders disagree with the reasons for rejecting their tenders or with the proposed ranking, such Air Carriers shall have a right to submit a complaint to the Commission within five working days of the dispatch of the notice to the Air Carriers about the produced ranking and the reasons for rejecting the tenders. The complaint may be submitted to the administrative authority by email.

43. The Commission shall examine the complaint within no later than 10 working days from its receipt. Having regard to the scope of the submitted documents, or other objective reasons, the Commission may extend the term for 10 working days. The Commission has a right to request any Air Carrier that has submitted a tender to produce additional documents or explanations. The Air Carriers that have submitted the tenders shall be notified by email of whether their complaints have been awarded and of the new ranking produced, if any.

44. The decision of the Commission to approve the ranking and regarding the winning tender shall be passed only having examined the complaints submitted by the Air Carriers that have

submitted the tenders (if any), but not earlier than five working days after the dispatch of the notice on the ranking to the Air Carriers.

45. The notice on the winning the tender shall be sent by email to all Air Carriers that have submitted the tenders and to the Ministry within no later than three working days of the passing the decision by the Commission on the winning tender.

46. A single Air Carrier participating in the Tendering procedure can also become the winner of the Tendering procedure, provided the tender and other documents submitted thereby comply with the requirements set forth in the Tender documents.

## **VI. CONCLUSION OF THE PUBLIC SERVICES CONTRACT, AMENDMENT AND TERMINATION THEREOF**

47. Having received the confirmation of ensuring the funding from the Ministry managing the programme which the compensation is paid from, the public services contract shall be signed by the Air Carrier recognised the winner of the Tendering Procedure, the administrative authority, and the Ministry.

48. The administrative authority shall dispatch the public services contract to the winning Air Carrier within 10 working days from the receipt of the confirmation of ensuring the funding from the Ministry managing the programme which the compensation is paid from. The Air Carrier recognised to be the winner of the Tendering Procedure shall sign the public services contract within no later than 20 working days of the dispatch of the contract to the Air Carrier. The administrative authority may extend the term for the signature of the contract, but for not longer than 20 working days.

49. In case within the term referred to in Item 48 the Air Carrier does not sign the public services contract or in case a refusal to sign the public services contract is received, the Air Carrier loses the right to sign the public services contract and the public services contract shall be proposed to be signed to the Air Carrier listed the second in the ranking of tenders, or the Tendering Procedure is terminated without any sanctions upon the administrative authority or the Ministry.

50. The accounting of the public services provided by the Air Carrier shall be segregated from the other operations of the Air Carrier. All the variable and fixed expenses and the profit related to the other operations of the Air Carrier providing the Public services cannot be charged to the respective Public service.

51. The public services contract may be amended and terminated in the manner and on the bases set forth in the Description, the Tender documents and the public services contract. Any amendments to the public services contract shall be made in writing and signed by all the parties thereto.

52. The Public services cannot be amended to the effect that the provided air services do not meet the minimum standards.

53. The administrative authority and the Ministry may unilaterally terminate the public services contract if:

53.1. the Air Carrier loses its licence for providing air services;

53.2. the Air Carrier is insolvent, restructuring or bankruptcy proceedings or liquidation procedures have been initiated against the Air Carrier when its assets are managed by the court or the bankruptcy administrator, the Air Carrier has made an arrangement with creditors, its operations have been suspended or restricted, or its status according to the regulations of its country of registration is identical or similar;

53.3. the public services contract shall be terminated according to the requirements of the European Union law.

54. The Ministry can unilaterally terminate the public services contract without being subject to any sanctions, in case no sufficient appropriations have been confirmed from the State budget of the Republic of Lithuania for the payment of the compensation to the Air Carrier for the provision of scheduled Public air services. The Ministry shall notify the Air Carrier of the termination of the

contract with at least a 90- calendar day notice.

55. All the parties to the public services contract shall have a right to terminate unilaterally the contract in case one of the Parties fails to properly fulfil or comply with the terms and conditions of the contract or the tender documents, which constitutes an essential infringement of such terms. A failure by the Air Carrier to start providing the Public services within the term set forth in the public services contract, or termination thereby of providing the Public services shall be considered to constitute an essential infringement of the duties of the Air Carrier. The Parties shall notify each other of the termination of the contract on the basis referred to in this Item with at least a 30 calendar day notice.

56. In case the Air Carrier with which the public services contract has been concluded fails to start operating flights on the Route within the terms set forth in the public services contract, the Air Carrier shall undertake to pay to the Ministry managing the programme from which the compensation is paid a compensation of EUR 30,000 (thirty thousand euros) for each non-conducted flight after the beginning of flights set in the public services contract, as compared to the number of flights on the Route within a specific period provided in the tender of the Air Carrier.

57. In case during the validity of public services contract it becomes apparent that the tender submitted by the Air Carrier and/or the documents attached to the tender, or any other documents related to the evaluation of the tender contains incorrect information that led to granting the State aid, the Ministry or the administrative authority shall have a right to immediately terminate the public service contract. In that case the Ministry or the Administrative authority shall notify the Air Carrier in writing of the termination of the contract, and shall oblige the Air Carrier to refund to the Ministry managing the programme from which the compensation is paid, the full amount disbursed according to the public services contract and pay the interest computed on the basis of the annual interest rate for each day of the use of repayable funds for the period calculated as from the date on which they were levied up until the date of actual repayment.

58. In case the expenses incurred by the Air Carrier in relation to operating the flights and eligible for compensation according to Regulation (EC) No 1008/2008 exceed the amount of compensation proposed by the Air Carrier, the Air Carrier shall have a right to terminate the public services contract by giving to the other Parties at least a 6 month notice.

59. The Air Carrier with which the public services contract has been concluded shall retain the material and the documents related to the tender of the Air Carrier and the public services contract for at least five years after the expiry of public services contract.

## **VII. INTERPRETING OF TERMS OF THE TENDERING PROCEDURE**

60. The Air Carrier may request the administrative authority to submit the explanations of the tender documents. The administrative authority shall respond to each request of the Air Carrier to explain (specify) the tender documents, provided such request is received within no later than 15 calendar days to the end of the tender submission term. The submission of the requests to explain (specify) the tender documents does not extend the tender submission term as specified in the call for tenders. The administrative authority shall reply to any received request no later than within 10 calendar days from its receipt. When replying to the Air Carrier, the administrative authority shall publish its replies on its website and shall immediately submit them to the Ministry for publishing them on the website of the Ministry.

61. The requests to explain (specify) the tender documents to the administrative authority may be submitted by email at the address [avia@ltou.lt](mailto:avia@ltou.lt).

62. Before the deadline for the submission of tenders the administrative authority may at own initiative explain (specify) the tender documents. Such explanations (specifications) shall be published on the website of the administrative authority no later than five calendar days before the deadline for the submission of tenders, and such explanations (specifications) shall be immediately submitted to the Ministry for publishing them on the website of the Ministry.

## Annex 1

### TENDER TEMPLATE

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This tender is submitted with a view to participating in the Tendering Procedure for the selection of Air Carriers to provide public services on the Route Vilnius Airport (IATA airport code – VNO) – London City Airport (IATA airport code – LCY) (hereinafter – the Route) according to the Invitation to tender for Air Carriers for selecting an Air Carrier to provide public scheduled air services on the route Vilnius Airport - London City Airport and according to this Tendering Procedure (hereinafter – the Terms of the Tendering Procedure) for the selection of Air Carrier.

The terms used in the present tender template correspond to the terms used in the Terms of the Tendering Procedure, unless indicated differently.

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#### 1. INFORMATION ON THE AIR CARRIER

1. Name	
2. Registered office address	
3. Tel.	
4. Fax	
5. Email	
6. Contact person (name, surname, position), his/her email and tel. No.	
7. Bank data (name of the bank, account No., IBAN, SWIFT codes).	

#### 2. REPRESENTATIONS OF THE AIR CARRIER

By submitting this tender Air Carrier:

- confirms that it has read the Terms of the Tendering Procedure, agrees, and undertakes to comply with them;
- undertakes to ensure the flight operations on the Route according to the requirements specified in the tender documents and the tender submitted by the Air Carrier.

#### 3. INFORMATION ON THE PROPOSED SCHEDULE OF THE FLIGHTS

The proposed number of return flights on the Route per week specifying the week-days:

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Proposed flight schedule (*complete as many lines as required*):

Route	Day of the week	Schedule
VNO - LCY		
LCY - VNO		

#### 4. INFORMATION ABOUT THE USE OF AIRCRAFT FOR THE FLIGHT OPERATIONS

The aircraft proposed by the Air Carrier for the provision of public services:

Aircraft model: \_\_\_\_\_

Number of seats on the aircraft: \_\_\_\_\_

Will all the flights be limited to one-type aircraft: \_\_\_\_\_ (if no, please provide the information about all the proposed aircrafts)

#### 5. AMOUNT OF THE COMPENSATION

Year	2019	2020	2021	2022	2023	Total
Amount of compensation excl. VAT, EUR						

*Please note that the value added tax levied upon the intended services is not eligible expenses. Please indicate the total compensation computed for the total proposed number of the flights on the Route. In case the Air Carrier provides scheduled air services on the Route by exceeding the minimum standards set forth in the tender documents (for instance, by providing a larger number of flights within a certain period of time), the compensation shall cover only the net expenses incurred in relation to performing the duty to provide the Public services by ensuring the minimum standards, having regard to the share of the income that the Air Carrier retained for the provision of the services and a reasonable profit.*

#### 6. FUEL PRICE

The amount of the compensation is calculated on the basis of the JETA1 fuel price per ton in USD \_\_\_\_\_, the exchange rate the conversion into EUR is \_\_\_\_\_.

#### 7. PROVISIONS OF CONFIDENTIALITY

The information provided in the present tender and the documents attached thereto are considered public. In case the Air Carrier prefers that certain information that the Air Carrier provides in the tender or attached thereto is considered confidential, the Air Carrier shall mark that respectively when submitting the information, and also substantiate the need for confidentiality.

The submission of the tender shall not be considered confidential.

#### 8. VALIDITY OF THE TENDER

The tender is valid until \_\_\_\_\_

*According to the Terms of the tendering terms, the tender must be valid at least until 31 May 2019.*

#### 9. DATE AND SIGNATURE

[Date]

[Name of the Air Carrier]

[Name, surname, position and signature of the authorised person] \_\_\_\_\_

**Annex 2****FORM FOR THE CALCULATION OF THE COMPENSATION AMOUNT**

	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
1. Total expenses related to passengers, EUR (excluding VAT)					
2. Total expenses related to air navigation services, EUR (excluding VAT)					
3. Total expenses related to fuel. Additionally, the following data shall be provided to support the estimation of fuel consumption: fuel price/tonne (USD) and the USD/EUR exchange rate, EUR (excluding VAT)					
4. Total expenses related to the aircraft, EUR; (excluding VAT)					
5. Total human resources costs, EUR (excluding VAT)					
6. Total administrative costs, EUR (excluding VAT)					
7. All the other costs related to the flights, EUR (excluding VAT)					
8. Total expenses (sum of lines 1-7), EUR, (excluding VAT)					
9. Total estimated income, EUR					
10. Amount of the compensation for loss (difference between lines 8 and 9), EUR (excluding VAT)					
11. Profit margin, %					
12. Amount of the compensation for profit, EUR (excluding VAT)					
13. Amount of the compensation (sum of lines 10 and 12), EUR (excluding VAT)					