

**Incentive on rental spaces**

**Summer 20 - Winter 20**



# Incentive on rental spaces Summer 20 – Winter 20

Incentive on the rental spaces in force (except land rentals and storage and distribution infraestructure of aviation fuel)

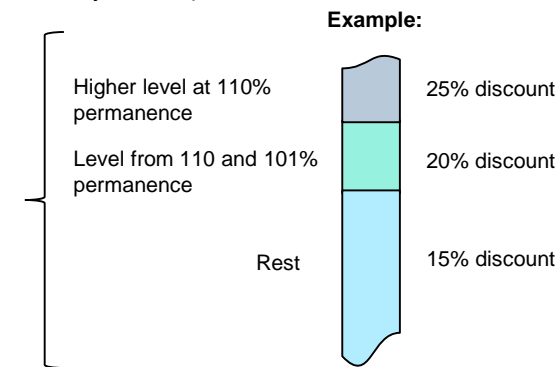
An incentive shall be applied retroactively on the rental fees depending on the degree of permanence of each tenant (with reference to the total area rented per asset type and taking as a comparison base the existing one on the 29th of February 2020)

→ **Incentives applied:**

- **More than 110%** permanence: **25% discount**
- **Between 110-101%** permanence: **20% discount**
- **Between 100-90%** permanence: **15% discount**

→ **Asset type included in this incentive:**

Asset type*	
Stores	Offices
Air freight stores	Cargo warehouses
Hangars	General Services Building Offices
Commercial desks	Air freight Offices
Paved and no paved surfaces	



(\*) Note: Following types excluded:

- i) Lands for building developing and operation and
- ii) Storage and distribution infraestructure of aviation fuel rental.

# Incentive on the rental spaces in force (except land rentals and storage and distribution infraestructure of aviation fuel)

## → Incentive determination:

### → The discount shall be applied twice:

- On the **31st of October 2020** retroactively from the 1st of July (to communicate and compensate from the month of November onwards).
  - On the **31st March 2021** retroactively from the 1st November 2020 (to communicate and compensate from the month of April onwards).
- The level of permanence shall be verified per asset type.
  - At the moment of verification, it shall be checked that tenants keep meeting the requirements and application conditions.

## → Requirements and conditions:

- To achieve the incentive it is necessary to request it by sending an e-mail to [incentivosinmobiliarios@aena.es](mailto:incentivosinmobiliarios@aena.es) until the **31st March 2021** and indicating the intention to benefit from this commercial real state incentive.
- Once requested, a letter with conditions and requirements established in this document shall be sent to the tenant so that a tenant company's representative could subscribe to it.
- To be applied to all tenants except for those rental spaces associated to service record, constructions, supplies and technical assistance for Aena.
- Only to be applied to contracts with excess equal or over 6 months rental (for high rotation assets) or 24 months rental (for low rotation assets) starting from the moment of application of this incentive. All assets mentioned in previous item are considered high rotation assets except hangars and air cargo warehouses.
- No discount to the property tax (IBI), supplies or telecoms.
- Airline must be up to date with payments with Aena.

# Incentive on new rental of spaces (except land rentals and storage and distribution infrastructure of aviation fuel)

An incentive shall be applied on a temporary basis during the initial period of new contracts.

## → Incentive description:

→ All new rental of spaces signed between the 1<sup>st</sup> July 2020 and the 31<sup>st</sup> March 2021 (both included) shall benefit of a 25% discount on the rent due during the first 9 months of the contract.

## → Requirements and conditions to qualify for incentive :

→ The incentive shall be regulated in the rental contract and it shall be applied under the following conditions:

- Valid only for new contracts signed between the 1st of July 2020 and the 31st of March 2021, with a minimum length of the initial rental of 2 years.
- Only for contracts associated with the asset type contracts that the lessee had not previously hired at the same airport in the last year from the date of signature, shall be considered for the incentive.
- To be applied to all tenants except for those rental spaces associated to service record, constructions, supplies and technical assistance for Aena.
- Cannot be accumulated with other promotion or discounts for space rentals.
- No discount to the property tax (IBI), supplies or telecoms and the company must be up to date with payments with Aena.
- It shall be checked that tenants meet the requirements and conditions at the moment of the application of the incentive. In case of breach of any condition, the tenant shall lose the right to the incentive and return to Aena, S.M.E., S.A. the refunds that have been discounted to date.

# Incentive on new rental of spaces (except land rentals and storage and distribution infraestructure of aviation fuel)

→ Asset type included in this incentive:

Asset type*	
Stores	Offices
Air freight stores	Cargo warehouses
Hangars	General Services Building Offices
Commercial desks	Air freight Offices
Paved and no paved surfaces	

(\*) Note: Following types excluded:

- i) Lands for building developing and operation and
- ii) Storage and distribution infraestructure of aviation fuel rental.

# Thank you

## Towards Sustainable Development



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**Economic  
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**Environmental  
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Company committed to the United Nations Sustainable Development Goals (SDGs)



**AGENDA  
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