

## STANDARD CONDITIONS - GROUND HANDLING LICENCE

### (All companies providing Ground Handling services 1 - 8 in AHM 810 Annex A airside at Heathrow Airport)

This must be read in conjunction with the Ground Handling Licence documentation. All ground handlers must comply with the following standard conditions:

1. Provide Heathrow Airport Limited (HAL) with a letter of intent from airline(s) to the potential Licensee or a copy of a contract (conditional upon the Ground Handler obtaining approval from HAL under these Conditions) to provide Ground Handling Services, as described in the IATA Agreement Annex A.
2. Demonstrate 3 years or more management experience in at least a Category C airport. A 'Category C' airport means an airport whose annual traffic is not less than 1 million passenger movements or 25,000 tonnes of freight
3. To operate in any terminal at the airport the handler must in addition comply with the following terminal conditions:
  - (i) A handler operating equipment and vehicles airside must demonstrate that its method of operation will not disrupt the terminal, baggage and ramp operations or have a detrimental impact on the capacity of such operations
  - (ii) A handler must demonstrate to HAL's reasonable satisfaction that it has unqualified commitments from airline(s) to place contracts with the handler for 5% or more of the ATMs within that terminal, If the handler is unable to demonstrate such commitments HAL may waive this condition where the handler can demonstrate to HAL's satisfaction that it will not add to congestion in the terminal baggage and ramp operations.
    - a) The ATMs will be based upon the terminal's total in the previous calendar year or the total ATMs which the terminal would have had, based on its current year slot allocation in the case of new airlines or airlines with significantly increased movements.
    - b) The amount of business held by each handler will be reviewed at least every six months to determine that it continues to hold at least 5% of the movements in a terminal.
    - c) In exceptional circumstances when a turnaround is split between two terminals, a handler in one of the terminals affected may handle that turnaround in the other terminal affected without qualifying under the paragraphs above.
  - (iii) HAL will be publishing quotas for vehicles and equipment based on the volume of ATM's handled. Applicants must demonstrate to HAL's reasonable satisfaction its ability to comply with such quotas.

The objective behind these terminal conditions is to prevent a handler which only has nominal ATMs within a particular terminal, from parking equipment and/or vehicles that are not utilised effectively at that terminal, therefore adding to the congestion airside and demand on very limited parking space. HAL is looking for a high utilisation of equipment and vehicles Airside. Airside congestion is of concern at Heathrow and was a primary reason for seeking a limitation to the number of handlers at the airport.

You should also be aware that entry into the Ground Handling market **or** any changes there after are to be notified, in a reasonable time frame but not less than 30 days (subject to the cycle of meetings of the AOC and the HAL Ground Handling Approvals Board), or earlier by mutual agreement, to the Ground Handling Manager. This will be in addition to the 60 days notice period between the Airline and the Ground Handler (IATA Standard). This will be a confidential evaluation to confirm compliance with the above conditions will take place.

Airlines are advised not to enter into contracts with ground handlers who have not obtained approval from HAL in accordance with the above conditions. Alternatively, any contracts entered into before the grant of approval by HAL, should be conditional upon Heathrow Airport Limited granting such approval.