



## Finavia Air Traffic Growth Incentives 2010 – 2011

### Finavia marketing December 2009

1. General Information
2. Incentive Scheme
3. Terms & Conditions

## General information

- To support growth of scheduled traffic
  - Strategy to grow passenger volumes
  - Increased revenue for both aviation and commercial services
- Customer expectations
  - Airlines expect risk sharing
- Fully transparent published policy
  - Part of the general charge regime
- Commitment for two years 2010 – 2011
- Exclusions
  - T2 operations in TMP/TKU Airports
  - Charter operations and Cargo operations
  - PSO Routes

## Incentive Scheme

- Growth is calculated as a sum of departing international, domestic and transfer passengers
- Year 2010 benchmarked to 2009
- Year 2011 benchmarked to 2010
- **Growth incentive of 3 € / departing pax** for all passenger types for additional passenger volume as per 2010 over 2009
- **Growth incentive of 2 € / departing pax** for all passenger types for additional passenger volume as per 2011 over 2010
- Rebate paid on a yearly basis after all invoices have been settled

# Terms & Conditions

- Growth scheme is for all scheduled Airlines
  - Minimum passenger growth volume of 500 departing passengers per year
- Growth is calculated on all Finavia Airports for both domestic and international traffic
- Growth is calculated on Airline group level
  - 50% ownership limit
- Benchmark period:
  - Benchmark period begins from the starting date of Airline's operations to Finavia Airports
  - Growth is rewarded after the Airline has operated during the 12 month benchmark period

# Terms & Conditions

- The Airline is requested to notify Finavia in order to participate in the passenger growth incentive scheme
- Passenger volume increases arising as a direct consequence of change of the operating carrier (where two or more Airlines have a commercial co-operation) do not qualify for the growth incentive
- Passenger volume increases arising as a direct consequence of mergers and / or acquisitions do not qualify for the growth incentive
- Finavia reserves the right to modify the scheme, but commits to giving a reasonable notice period to all parties.