

VÄXJÖ SMÅLAND AIRPORT

Med kunskap, glädje och engagemang skapar vi Smålands ledande flygplats –
EN STARTPLATS FÖR MÖJLIGHETER.



VÄXJÖ

SMÅLAND
AIRPORT

Växjö Småland Airport

NEW ROUTE INCENTIVE PROGRAM 2015-2016

Växjö Småland Airport (VXO) has a strategic goal of developing more traffic to/from the airport and the region and therefore has a New Route Incentive Program (NRIP). A new route is per definition a route/destination which has not been served from VXO during the past two flight schedule periods or for at least 12 months by a direct flight (non-stop or via intermediate points) by any airline. If an airline ceases to operate a route as a result of bankruptcy, VXO may offer in order to maintain the route to a new airline the NRIP assuming that the new airline has in no form any relationship to the bankrupted airline. This will be a commercially based decision.

The new destination airport may not lie within 75km of an existing destination airport from VXO in order to be seen as eligible for the NRIP.

The NRIP is carried out on commercial conditions and VXO will provide a discount provided that a commercial basis for the granting of a discount exists.

The NRIP is applied on a non discriminatory basis and hence if more than one airline starts on a route where the discount has already been granted for another airline(s) and assuming that the discount has not expired then the incoming airline(s) may also receive the same discount as the incumbent airline that originally established the route. Restrictions of benefit may apply to airlines that have received new destination incentive for a route which has consequently been closed down. VXO may refuse to grant discounts to airlines with a poor payment history, manipulation of the NRIP and/or lack of required bank guarantees.

In order to receive the full discount as shown below the airline/tour operator must operate no less than 10 departures during either the winter or summer IATA traffic program. The departure must be a 100% dedicated flight for VXO.

In cases where there are less than 10 departures during a traffic season or alternatively the aircraft used is allocated to more than one airport for the routing then VXO will assess the route based on a commercial basis and thereafter decide on an appropriate level of discount. The discount must be agreed upon before the start of the first flight.

The NRIP is offered to both scheduled and charter services and it can only be paid out to one counterpart and this must be determined before the start of operations. The NRIP is available for domestic, European and non-European destinations.

Discount year	Take-off charge discount	Passenger charge discount
Year 1	100%	90%
Year 2	100%	80%
Year 3	100%	60%

Airlines/Tour operators are themselves responsible for writing and sending an application for NRIP discount before the route starts. A written agreement shall thereafter confirm the NRIP.

VXO shall reassess the discounts granted and carry out the adjustments in the event that changes in the operation of a route compared to the original circumstances occur during the discount period.

In the event that an airline should start more than one new route within a 12 month period then VXO will evaluate on a commercial basis the viability of granting additional discount.

Discounts will not be paid out if the airline/tour operator has not fulfilled its obligations to VXO.

This version of the NRIP is valid until 31 Dec 2016. Any changes to the NRIP will be made public on the VXO website.