

## Swedavia – New Destination Discount<sup>1</sup>

The New Destination Discount (NDD) entitles an airline to discount on the passenger and/or take-off charge during a limited period of time when operating scheduled traffic to a new destination from a Swedavia airport.

A destination is qualified for NDD if it has not had 20 non-stop departures from a Swedavia airport within twelve months prior to the date of the start of the new service.

- At ARN, GOT and BMA: NDD is offered to all airlines that start a new route with a minimum of 20 departures and operate these within a period of five (5) months.
- At MMX, LLA, UME, VBY, OSD, RNB and KRN: NDD is offered to all airlines that start a new route with a minimum of 10 departures and operate these within a period of five (5) months.

The level of discount and the time period is specified in the tables below.

### NDD – Intercontinental destinations

Departing Airport	Charge	Year 1	Year 2	Year 3	Year 4	Year 5
ARN	Take-off	100%	90%	80%	40%	20%
	Passenger	90%	70%	50%	30%	20%
GOT	Take-off	100%	90%	80%	40%	20%
	Passenger	90%	70%	50%	30%	20%

### NDD – European destinations

Departing Airport	Charge	Year 1	Year 2	Year 3	Year 4	Year 5
ARN	Take-off	100%	75%	50%		
	Passenger	60%	40%	20%		
GOT	Take-off	100%	75%	50%		
	Passenger	80%	60%	40%		
BMA	Take-off	100%	75%	50%		
	Passenger	60%	40%	20%		
MMX	Take-off	100%	100%	100%	100%	100%
	Passenger	100%	100%	100%	100%	100%
LLA, UME, VBY, OSD, RNB, KRN	Take-off	100%	75%	50%		
	Passenger	80%	60%	40%		

<sup>1</sup> Valid from April 1<sup>st</sup> 2015

## Rules and regulations

When an airline starts serving a new destination that qualifies for NDD, a time limit for the NDD on that destination is set, according to the table above. If another airline starts serving the same destination during this period of time, the new entrant will receive the same discount as the first airline until the time limit is reached.

NDD is offered to scheduled services and is not applicable if a tour operator has bought 70 per cent or more of the available seat capacity on a scheduled flight. Consequently, if a virtual airline has purchased more than 70 per cent of available seat capacity on a scheduled flight, NDD will be offered to the virtual airline.

If an airline ceases to operate a route as a result of bankruptcy, Swedavia can, where it is necessary to maintain traffic on the route, offer NDD to an airline that chooses to re-open the route.

An intercontinental destination is a destination outside Europe with a minimum non-stop flight time of five (5) hours from the Swedavia airport. Swedavia uses standard geographic definitions for the borders of Europe with the addition that Turkey, Cyprus and islands that belong to countries in Europe (i.e. the Canaries and Madeira) will be considered as being part of Europe.

Domestic services are considered as destinations within Europe.

The IATA city Designator is used for the definition of a new destination. This definition applies both ways, i.e. on both departing and arriving city.

Swedavia reserves the right to develop additional regulations to ensure that the overall purpose of the Swedavia Incentive Programme will be achieved.

In cases where Swedavia suspects that an airline is manipulating its flight programme either independently or together with another airline in order to qualify for NDD, the airline/-s will be disqualified from receiving any support from the Swedavia Incentive Programme. Nor will incentives or bonus be paid if the airline has not fulfilled its obligations to Swedavia. Any dispute arising in connection with NDD shall be settled in a Swedish court under Swedish law.

For more information about the Swedavia Incentive Programme, please contact your Key Account Manager or send an e-mail to [aviationbusiness@swedavia.se](mailto:aviationbusiness@swedavia.se)