

Passenger growth bonus scheme for international growth

The aim of the bonus scheme is to reward airlines who are contributing to passenger growth for the Avinor group. The scheme is valid from November 1st, 2025, and until further notice. The passenger growth scheme implemented January 1st, 2024, will be valid until October 31st, 2025.

Calculation

Avinor airports except Oslo Airport (OSL)

The bonus will be awarded for growth that exceeds 500 departing passengers from one year to the next, based on the number of passengers for which passenger charge is payable. It is valid for all international scheduled flights.

The bonus is 60% of the current passenger charge in the year of growth (n). The calculation of the bonus is made on a company level, in effect adding up the total amount of passengers for each airline, or airline group, for all Avinor airports except OSL.

For Tromsø Airport (TOS), the scheme is not valid for the IATA winter season, but it is valid for the IATA summer season.

For calculation of bonus payments, Avinor will use reported data as of the end of the year.

Oslo Airport (OSL)

Period June-October

The bonus will be awarded for growth that exceeds 500 departing passengers from one period to the next, based on the number of passengers for which passenger charge is payable.

The bonus is 60% of the current passenger charge in the season of growth (n). The calculation of bonus is made on a company level, in effect adding up the total amount of passengers for each airline, or airline group, for OSL.

For calculation of bonus payments, Avinor will use reported data as of the end of the period.

Period November-May

A bonus is awarded for additional departing passengers from one period (previous November-May) to the next on a route level, based on the number of passengers for which charges are payable. A route must have a minimum of five consecutive flights.

For passengers the bonus reward is per first additional passenger.

For an airline, or airline group, that has been established on the route during the previous period (November-May) or have been established within the period June-October at least two seasons, a bonus will be credited for growth up to three years with a decreasing discount rate on passenger fees according to the table below.

The growth in year one marks a baseline for what may be discounted in the following two years according to the table below. For additional growth in the following years, a new baseline will be set for that incremental growth. See examples at the end of this document.

Route Type	Maximum discount	Year 1	Year 2	Year 3
International scheduled flights	Passenger charge	90 %	70 %	40 %

For an airline, or airline group, that is a newcomer on an existing route, a bonus of 60% of the current passenger charge per passenger will be credited on the specific route.

For calculation of bonus payments, Avinor will use reported data as of the end of the applicable season.

Exemptions

The bonus is calculated on an airline group level. This means that a shift in passengers from one airline to another within an airline group will not qualify for bonus. An ownership threshold of 50 percent is applied to determine whether a particular airline belongs to a group.

Avinor reserves the right not to pay out bonus arising from passenger increase due to change of operating airline on an existing route or due to acquisitions or mergers.

If an airline increases its passenger numbers on one or more routes because of bankruptcy of another airline, such passenger increases are excluded from the calculation of passenger growth described above, unless Avinor considers that inclusion of such passenger and/or departure growth in the calculation is necessary to maintain capacity on one or more affected routes.

The scheme is applicable for all airlines operating regular scheduled traffic. Airline tickets must be sold openly and in a commercial market.

Bonus payment will not be credited if a route is cancelled during the season (OSL incentive).

Passengers that are active on other Avinor incentive schemes will not be included in the basis for calculation of bonus.

Avinor reserves the right not to pay bonus to companies not fulfilling their financial obligations towards Avinor.

If Avinor suspects that an airline is engaging in manipulation of its flight program, either on its own or in collaboration with another airline, with the intention of qualifying for the bonus scheme, the airline(s) will be ineligible to receive any incentives or bonuses from Avinor.

The bonus will be made as a credit note on the airline's charges account after the end of each season.

Avinor may cancel the incentive scheme at any time.

Signing up and documentation

Airlines who wish to take part in the incentive scheme must send a written application to billing@avinor.no within the end of the relevant period.

Contact

Questions regarding the incentive scheme can be addressed to the revenue manager for airport charges: Monika Furuhaug, Phone: +47 948 87 960, E-mail: monika.odden@avinor.no

Appendix

Calculation examples for seasonal incentive Nov-May at Oslo Airport (OSL)

Example A

If airline X has 50 000 departing passengers on a route and increases with 10 000 departing passengers in year 1 and then are at stable levels year 2 and 3

	Year 0	Year 1	Year 2	Year 3	Year 4
Departing passengers	50 000	60 000	60 000	60 000	60 000
Discounted 60%					
Discounted year 1		10 000			
Discounted year 2			10 000		
Discounted year 3				10 000	
Discounted passengers 3 year scheme		10 000	10 000	10 000	
Discounted passengers 60% scheme					

Example B

If airline X has 50 000 departing passengers on a route and increases with 10 000 departing passengers every year

	Year 0	Year 1	Year 2	Year 3	Year 4
Departing passengers	50 000	60 000	70 000	80 000	90 000
Discounted 60%					
Discounted at year 1 level		10 000	10 000	10 000	10 000
Discounted at year 2 level			10 000	10 000	10 000
Discounted at year 3 level				10 000	10 000
Discounted passengers 3 year scheme		10 000	20 000	30 000	30 000
Discounted passengers 60% scheme					

Example C

If airline X is new on a route that is already served and increases with 10 000 departing passengers every year

	Year 0	Year 1	Year 2	Year 3	Year 4
Departing passengers	0	10 000	20 000	30 000	40 000
Discounted 60%		10 000			
Discounted year 1			10 000	10 000	10 000
Discounted year 2				10 000	10 000
Discounted year 3					10 000
Discounted passengers 3 year scheme			10 000	20 000	30 000
Discounted passengers 60% scheme		10 000			

Example D

If airline X has 50 000 departing passengers on a route and increases with 10 000 departing passengers in year 1, and then reduce passenger in year 2, but then grow over the baseline of year 1 in year 3

	Year 0	Year 1	Year 2	Year 3	Year 4
Departing passengers*	50 000	60 000	55 000	80 000	80 000
Discounted 60%					
Discounted at year 1 level		10 000		20 000	
Discounted at year 2 level			5 000		20 000
Discounted at year 3 level				10 000	0
Discounted passengers 3 year scheme		10 000	5 000	30 000	20 000
Discounted passengers 60% scheme					

*Not affected by other Avinor incentives