

## Incentive models for Stavanger Airport (SVG)

Updated with effect from Sep 13, 2017

### Introduction

The Avinor Group (Avinor) may participate financially as described below in the incentive model for Stavanger Airport.

Every application for financial support from Avinor will be evaluated on a stand-alone basis according to the criteria formulated below. Equal treatment of similar cases and the profitability for Avinor will be key issues when evaluating an application. Nobody can make a legal claim for support.

Avinor can provide both start-up discount on charges and marketing support to airlines to promote new direct routes from Stavanger airport to destinations abroad.

### Requirements for incentive model

Airlines must meet all of the following requirements to qualify for incentives models at Stavanger Airport:

- Airlines must establish a new direct route as defined by IATA city pair. A “new direct route” refers to a new route where there is not already a direct route within the relevant IATA city code. Airlines can only get start-up discounts for a route that has minimum 75 departures and 75 arrivals (75 turnarounds) at Stavanger Airport within a twelve-month period. Alternatively the airline may establish two new direct routes with a total of 75 turarounds per year.
- International traffic only.
- Plan for use of marketing support to be approved by Avinor before the marketing activities have been initiated. The direct grant will only be given once to the same activity and may cover up to 50 % of external project costs (not including use of internal personnel or resources). The marketing activities must be part of a project plan which must be profitable in the long term for both for the company applying for the grant and for Avinor. The marketing activities may be carried through either by Avinor, the airline or a third party.
- Airlines must apply before Jan 31, 2018 to qualify for the incentive model as described in this document. First year of operation (75 turnarounds) must be completed within Dec 31, 2018.

### Start-up discount

Maximum discounts are shown in the table below.

Discount	Year 1	Year 2	Year 3	Year 4	Year 5
Take-off charge	100 %	75 %	50 %	35 %	25 %
Passenger charge	100 %	90 %	80 %	70 %	60 %

The discounts above cannot be combined with the general discount incentive program in Avinor.

### Marketing support

Maximum marketing support is shown in the table below.

Aircraft size	Year 1	Year 2	Year 3
Minimum 70 seats	NOK 331 500	NOK 331 500	NOK 331 500
Minimum 140 seats	NOK 663 000	NOK 663 000	NOK 663 000

The support above cannot be combined with other marketing support program in Avinor.

### Other issues

Airlines must apply for the incentive model before the route is initiated. If several airlines apply for the same routes within a close timeframe, the eligible airline will be chosen based on time of route initiation. Restrictions of benefit may apply to airlines that have received start-up aid for a route which has consequently been closed down or to airlines that recently have reduced capacity on the applied route. Avinor may refuse to grant discounts to airlines with a poor payment history, and/or lack of required bank guarantees. Airlines are themselves responsible for writing and sending an application for incentives.

### Contact information

Please contact Route Manager Filip Aven at Stavanger Airport for more information and an application form.

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