

## **Bonus scheme for passenger growth**

The aim of the bonus scheme is to reward airlines who are contributing to passenger growth for the Avinor group, for international flights within Europe, including Turkey. The scheme is valid from January 1st 2024 and until further notice.

### **Calculation**

A bonus is awarded for each additional departing passenger from one calendar year 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 year of growth (n). The scheme encompasses all of Avinor airports, and the calculation of bonus is made on company level, in effect adding up the total amount of passengers for each airline for all of Avinor airports. For calculation of bonus payments, Avinor will use reported data as of the end of the year. Avinor reserves the right to make changes in bonus payments if considerable changes to reported data on passengers occur.

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 give rise to a 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 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 as a result 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 growth in the calculation is necessary in order to maintain capacity on one or more affected routes.

Bonus for passenger growth for year "n" will be credited during the first quarter of year "n+1".

### **Restrictions**

The incentive scheme is applicable for all airlines operating scheduled traffic with a minimum of 5 serial departures (i.e. five consecutive flights). Avinor reserves the right to change the incentive scheme for passenger growth in case of a decision or resolution of any Norwegian, or international, Authority or Tribunal changing the conditions and/or possibilities for Avinor to pay the above described bonus for passenger growth.

Passengers on routes receiving start-up aid for new routes will not be included in the basis for calculation of bonus. Bonus will not be paid for passenger growth below 500 passengers for which passenger charge is payable. Avinor reserves the right not to pay bonus to companies not fulfilling their financial obligations towards Avinor.

### **Signing up and documentation**

Airlines who wish to take part in the incentive scheme must send a written application to [billing@avinor.no](mailto:billing@avinor.no) within December 31st in the calculated year of growth. In order to receive bonus payments, the airline has to provide information needed for crediting of bonus payments.

### **Contact**

Questions regarding the incentive scheme can be addressed to:

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