

## APPENDIX 2

### TO

#### AGREEMENT ON REBATE AND INCENTIVE SCHEMES 1 APRIL 2019 – 31 DECEMBER 2023 FOR COPENHAGEN AIRPORT

#### HUB INCENTIVE SCHEME

Copenhagen Airports A/S (CPH) offers Hub Incentive Discounts to airlines providing high frequency operations and thus contributing to strengthen CPH's hub connectivity.

A route is eligible for Hub Incentive Discounts, if the following criteria are met:

- 1) The route has a minimum of 2.5 departures from CPH per weekday<sup>1</sup> in average during a calendar quarter calculated per airline per route.
- 2) The route is operated full year (summer and winter program) as scheduled passenger flights (IATA flight type "J") made available to the public against payment.
- 3) The destination airport of the route to and from CPH (determined by IATA Airport Code) has a maximum of 4 weekly intercontinental departures with any carrier.<sup>2</sup> An intercontinental route with less than 16 departures during a traffic season is disregarded.
- 4) The airline does not receive Route Incentive Discounts from CPH for the specific route.

Hub Incentive Discounts are:

- Granted for a period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2023 or a part of this period if the route is only eligible for Hub Incentive Discounts in part of the period (the "Discount Period")<sup>3</sup>,
- Amounting to 35 % of all the charges payable to CPH, cf. the Charges Regulations applying to Copenhagen Airport. However, discounts are not provided for PRM charges;
- Applicable to all operations on the specific route during the full week.

*Procedure:* An airline wishing to obtain Hub Incentive Discounts must enter into an agreement with CPH prior to initiation of the Discount Period<sup>4</sup>.

- 1) The airline must contact CPH<sup>5</sup> and forward the following information to CPH:
  - Name and address of the airline.
  - Contact information for the relevant contact person with the airline.
  - IATA Airport Code for the destination airport.
  - Number of weekday departures per week.
  - Number of intercontinental routes from the destination airport.

<sup>1</sup> Weekdays are Monday to Friday, excluding official Danish national holidays. Only completed flights are counted in.

<sup>2</sup> A route is defined as intercontinental if the route connects an airport in Europe with an airport outside of Europe (Europe defined as geographic Europe with the addition of all of Turkey and the Canary Islands).

<sup>3</sup> CPH reserves the right to amend or cancel the Hub Incentive Discount during the Discount Period.

<sup>4</sup> Airlines are not required to follow the procedure for routes already receiving Hub Incentive Discount pursuant to the scheme applicable in the period 1<sup>st</sup> April 2018 – 31<sup>st</sup> March 2019.

<sup>5</sup> Please contact your Key Account Manager from CPH's Airline Sales Team (<https://www.cph.dk/en/cph-business/aviation/contact-cph-aviation/>) for more details.

- 2) If the criteria for granting Hub Incentive Discounts are met, CPH will as soon as possible – and no later than 10 business days after receiving all relevant information – forward an offer for Hub Incentive Discounts regarding the relevant route to the airline.
- 3) Hub Incentive Discounts are paid out to the airline shortly after each calendar quarter taking into account the last time-period.