

ROUTE INCENTIVE SCHEME

Copenhagen Airports A/S (CPH) offers Route Incentive Discounts to airlines initiating service on routes from CPH to destinations which are not serviced from CPH.

A route is eligible for Route Incentive Discount if the following criteria are met:

- 1) The destination (determined by IATA City Code) is not serviced from CPH at the time of initiation of service on the route, and the route has not been serviced within the last 12 months prior to initiation of the route. Only flights meeting the criteria in 2) and 3) below are taken into consideration when determining, whether a destination is serviced or not. A route is considered not serviced as of the date of the last departure from CPH in a season with a minimum of 16 departing flights from CPH and considered serviced again on the date of the first departure from CPH in a following season with a minimum of 16 departing flights from CPH.
- 2) The service comprises only scheduled passenger flights (IATA flight type "J") made available to the public against payment. The service does not comprise charter routes converted to scheduled passenger routes within the same airline group.
- 3) The service has a minimum of 16 departing flights from CPH in a season during the Discount Period: a summer season commencing on the last Sunday in March, or a winter season commencing on the last Sunday in October. If the service commences during a season the requirement of minimum 16 departing flights will be reduced proportionately.

Route Incentive Discounts are

- granted for a three year period (36 months) or five year period (60 months) starting from initiation of the service on the route ("Discount Period");
- granted on the passenger charge and take-off charge in a season with a minimum of 16 departing flights from CPH; and
- provided at the following levels ("Discount Levels")¹:

Short Haul Destinations:

	Passenger charge	Take-off charge
Year 1	90 %	100 %
Year 2	50 %	80 %
Year 3	25 %	40 %

Long Haul Destinations:

	Passenger charge	Take-off charge
Year 1	90 %	100 %
Year 2	70 %	90 %
Year 3	50 %	80 %

¹ A discounted charge cannot fall below the applicable Charge at the beginning of the Discount Period less the listed Discount Levels. If one or both of the Charges during the Discount Period are reduced to an amount lower than the Charge(s) applicable at the beginning of Year 1, the Discount Levels for the remaining Discount Period will be reduced correspondingly to counterbalance the general reduction of the Charge(s).

Example: In Year 3 the take-off charge is reduced to an amount equal to index 90 of the take-off charge at the beginning of Year 1 (index 100). On a Long Haul Destination route enjoying Route Incentive Discount, the discounted take-off charge in Year 3 will remain at index 20, however, due to the reduction of the take-off charge the effective Discount Level for Year 3 will be reduced to 77,8%.

Year 4	30 %	40 %
Year 5	20 %	20 %

Short Haul Destinations are all destinations inside geographic Europe, with the addition of Turkey.
Long Haul Destinations are all destinations outside geographic Europe, with the exception of Turkey.

If other airlines initiate service on a route to which an airline already receives a Route Incentive Discount or has entered into an agreement on Route Incentive Discount, such other airlines² are also entitled to a discount during the term of – and on the same terms and conditions as – the initial discount agreement.

High Frequency Incentive: Full year routes with 6 or more departures per week are eligible for a 5% supplement on the Discount Levels for the passenger charge throughout the Discount Period. High Frequency Incentive is applicable for both Short Haul and Long Haul.

Procedure: An airline wishing to obtain Route Incentive Discount must enter into an agreement with CPH prior to initiation of service on the route.

- 1) The airline must contact CPH and forward the following information to CPH:
 - Name and address of the airline.
 - Contact information for the relevant contact person with the airline.
 - IATA City Code for the destination airport.
 - The desired date for initiation of service on the route.
 - The aircraft type to be used in servicing the route, its MTOW, and its seat capacity.
 - Estimated load factor and estimated split by transfer and locally departing passengers.
 - Weekly number of departures and number of departures per season on the route.
 - Desired CPH arrival and departure time – to be finally confirmed upon slot granted from ACD – Airport Coordination Denmark
- 2) If the criteria for granting Route Incentive Discount are met, CPH will as soon as possible – and no later than 10 business days after receiving all relevant information – forward an offer for Route Incentive Discount regarding the relevant route to the airline.
- 3) The airline obtains the Route Incentive Discount on the terms and conditions stated in the offer and these guidelines, if the airline accepts the offer from CPH prior to initiation of service on the route.
- 4) If the service is scheduled for less than 22 departing flights from CPH in any season during the Discount Period, then the discount will be granted retrospectively once the criteria of minimum 16 departing flights in the season has been reached. Once the criteria of minimum 16 departing flights has been reached for services scheduled for 22 or less departing flights from CPH in a season, then CPH will grant the discount continuously until the end of the season.

This Route Incentive Scheme is applicable as of 1 January 2024 and expires no later than 31 December 2027. CPH reserves the right to amend or cancel this incentive prior to the expected expiration date.

² This does not apply to airlines having closed its service on a route to another destination airport at the same city (determined by IATA City Code) (the “Original Route”) to which the airline received Route Incentive Discount, within 12 months prior to – or shortly after – initiation of its service on the new route. This does however apply to a charter route converted to a scheduled passenger route and the airline would consequently be entitled to a discount on such a new scheduled passenger route based on the initial discount agreement.