

# **DUBROVNIK AIRPORT AIRLINES INCENTIVE POLICY**

With this Incentive Policy, Dubrovnik Airport Ltd. encourages traffic growth and Airline's development of routes network.

General conditions:

- The Incentive policy is calculated as percentage of the landing/take off charge, parking charge and passenger service charge.
- Incentives are applied on the principles of transparency, non-discrimination and equal treatment to airlines operating commercial international scheduled flights.
- Incentives are applied exclusively to airlines that do not have outstanding debt to Dubrovnik Airport Ltd. at the end of the summer or winter timetable to which the Incentives apply.

## **I. SUMMER TIMETABLE**

Dubrovnik Airport Incentive Policy for the route network development for the summer timetable are divided into two parts:

- Incentives for scheduled flights to the new destination;
- Incentives to increase capacity on existing routes compared to the summer timetable of the previous year.

The preseason is defined as the period from the beginning of the summer timetable to 31<sup>st</sup> May. The main season is defined as the period from 1<sup>st</sup> June to 31<sup>st</sup> August. The postseason is defined as the period from 1<sup>st</sup> September to the end of the summer timetable.

Incentives for the summer timetable are applied from 01.01.2022.

### **1. Regular flights – new destination**

The Airlines have to agreed and complied with the following rules and conditions in order to be eligible for Incentives for scheduled flights to a new destination:

- the route must be to the destination for / from which there were no flights in the previous summer timetable;
- the route to the new destination must operate at least twice a week through the summer timetable;

- Airline eligible for these Incentives must realize at least 60% of its announced flight schedule available in the Dubrovnik Airport flight schedule system on the first day of the summer timetable.

Year	Passenger service Incentive			
	Continental flights			Intercontinental flights
	Preseason	Main season	Postseason	
1.	6 EUR per dept. passenger	5 EUR per dept. passenger	6 EUR per dept. passenger	8 EUR per dept. pax
2.	6 EUR per dept. passenger	4 EUR per dept. passenger	6 EUR per dept. passenger	8 EUR per dept. pax
3.	5 EUR per dept. passenger	3 EUR per dept. passenger	5 EUR per dept. passenger	7 EUR per dept. pax
4.	5 EUR per dept. passenger	3 EUR per dept. passenger	5 EUR per dept. passenger	5 EUR per dept. pax

## 2. Increase of capacity on the route in relation to the summer timetable of the previous year

The Airline has to agreed and complied with the following rules and conditions in order to be eligible for Incentives to increase capacity on existing routes compared to the summer timetable of the previous year.

- Applies to existing routes when an airline increases capacity on the route by more than 15% or additional flights on the route. If the flights are add on existing route, at least 60% of the announced flights available in the Dubrovnik Airport flight schedule system must be realized on the first day of the summer timetable;
- The incentive is applied to all operations of the airline's flights on the route with increased capacity or additional flights on the route;
- The increase in capacity is calculated according to the available data on the airline's flight schedule on the first day of the summer timetable;
- It does not apply if the capacity on other routes operated in the previous summer timetable has been reduced.

Increase of capacity on the route	Passenger service Incentive		
	Preseason	Main season	Postseason
$\geq 15\% \leq 40\%$	4 EUR per dept. passenger	2 EUR per dept. passenger	4 EUR per dept. passenger
$> 40\% \leq 80\%$	5 EUR per dept. passenger	4 EUR per dept. passenger	5 EUR per dept. passenger
$> 80\%$	6 EUR per dept. passenger	6 EUR per dept. passenger	6 EUR per dept. passenger

## II. WINTER TIMETABLE

Incentives of Dubrovnik Airport for the route network development for the winter timetable are divided into two parts:

- Incentives for scheduled flights to the new destination;
- Incentives to increase capacity on existing routes compared to the winter timetable of the previous year.

Incentives for the winter timetable are applied from 25.10.2020.

### 1. Regular flights – new destination:

The Airline has to agreed and complied with the following rules and conditions in order to be eligible for Incentives for scheduled flights to a new destination:

- the route must be towards the destination for / from which there were no flights in the previous winter timetable;
- the route to the new destination must operate at least twice a week through the winter timetable;
- Airline eligible for these Incentives must realize at least 60% of its announced flight schedule available in the Dubrovnik Airport flight schedule system on the first day of the winter timetable.

Year	Passenger service Incentive	Reduction to landing and takeoff charge
1.	6 EUR per dept. passenger	100%
2.	5 EUR per dept. passenger	100%
3.	4 EUR per dept. passenger	100%
4.	4 EUR per dept. passenger	100%

### 2. Increase of capacity on the route in relation to the winter timetable of the previous year

The Airline has to agreed and complied with the following rules and conditions in order to be eligible for Incentives to increase capacity on existing routes compared to the winter timetable of the previous year.

- Applies to existing routes when an airline increases capacity on the route by more than 15% or additional flights on the route. If the flights are add on the existing route, at least 60% of the announced flights available in the Dubrovnik Airport flight schedule system must be realized on the first day of the winter timetable;
- The incentive is applied to all operations of the airline's flights on the route with increased capacity or additional flights on the route;

- The increase in capacity is calculated according to the available data on the airline's flight schedule on the first day of the winter timetable;
- It does not apply if the capacity on other routes operated in the previous summer timetable has been reduced.

Year	Passenger service Incentive	Reduction to Landing and takeoff charge
1.	3 EUR per dept. passenger	100%
2.	3 EUR per dept. passenger	100%
3.	3 EUR per dept. passenger	100%
4.	3 EUR per dept. passenger	100%

### III. INCENTIVE FOR DUBROVNIK AIRPORT HOME BASED CARRIERS

Timetable	Reduction to Landing and takeoff charge	Reduction to parking charge
Summer	50%	50%
Winter (Scheduled flights)	100%	100%
Winter timetable (Non-scheduled flights)	50%	95%

### IV. INCENTIVE FOR THE RECOVERY OF INTERNATIONAL TRAFFIC FOR THE SUMMER TIMETABLE 2021

Dubrovnik Airport Ltd. encourages rapid recovery of international scheduled air traffic from the coronavirus crisis.

It offers Passenger service Incentive to airlines that will operate scheduled flights on their international routes in the summer timetable 2021.

The preseason is defined as the period from the beginning of the summer timetable to 31<sup>st</sup> May. The main season is defined as the period from 1<sup>st</sup> June to 31<sup>st</sup> August. The postseason is defined as the period from 1<sup>st</sup> September 1 to the end of the summer timetable.

Timetable	Passenger service Incentive		
	Preseason	Main season	Postseason
Summer timetable 2021	7 EUR per dept. passenger	4 EUR per dept. passenger	5 EUR per dept. passenger