

# Incentive Programme

Valid as of 1<sup>st</sup> January 2022

## Basic principles

The operator of Airport Klagenfurt, Kärntner Flughafen Betriebs Gesellschaft mbH (KFBG) is committed to differentiated market development in compliance with the legal framework. The focus of the measures is on the development of year-round connections.

An incentive programme is therefore intended to promote year-round connections in order to improve the connectivity of Klagenfurt Airport and thus the entire region.

Kärntner Flughafen Betriebs Gesellschaft mbH (KFBG) reserves the right to request changes to the incentive programme or parts thereof at any time.

Furthermore, KFBG reserves the right to revoke the incentive programme or parts thereof with immediate effect for important reasons. Good cause shall be deemed to be in particular

a) a significant decline in traffic (passengers and/or movements) of more than 20% over a period of at least 3 months or if it is evident from the circumstances that such a decline in traffic will undoubtedly last longer than 3 months;

b) a significant change in the level of charges as a result of a change in the legal basis for the charge regulations (in particular concerning price cap, escape clause, etc.) in accordance with the Annex to the Airport Charges Act (Flughafenentgeltgesetz-FEG);

c) other reasons than those mentioned in a) and b), caused by legal, official, judicial or comparable requirements, which make a continuation of the incentive programmes objectively unreasonable for KFBG.

## Agreement

An objective, transparent and non-discriminatory incentive programme is intended to support the development of air traffic accordingly and is available to every user, provided that the relevant criteria are met.

A prerequisite for the granting of incentives is the conclusion of an agreement between the flight operating airline, which physically operates the flight, and KFBG.

## General conditions

In any case, the following requirements must be met for the granting of incentives:

- Incentives only for scheduled flights, no charter flights or other special flights (diversions, ferry flights, etc.)
- The airline operates scheduled flights with high frequency, i.e. at least 2 landings per calendar week over a period of at least 45 weeks per calendar year.

Incentives are granted in the form of discounts on the published fee applicable to the respective aircraft.

# Incentives

## 1. Volume Incentive

- **Discount on Passenger Charge**

Discount on the valid passenger charge according to the charge regulations.

Valid for the number of passengers (arriving and departing) per calendar year per airline (regardless of destination).

Passenger from	Passenger to	Incentive
	39 999	0%
40 000	59 999	10%
60 000	90 999	15%
91 000	118 299	17%
118 300	153 789	20%
153 790	199 926	22%
199 927		25%

## 2. New Destination Incentive

New destinations are exclusively those destinations that have not been served directly from Airport Klagenfurt in the last 12 months.

The "New Destination Incentive" consists of:

- **Discount on Landing Charges for new served destinations**

Discount on the landing charge valid according to the fee regulations depending on the aircraft.

Year	Discount on Landing Charge
1	100%
2	80%
3	60%

- **Discount on the passenger charge for newly served destinations**

Discount on the valid passenger charge according to the charge regulations.

<b>Year</b>	<b>Discount on Passenger Charge</b>
1	25%
2	20%
3	15%

When introducing a new route, either the Volume Incentive or the New Destination Incentive can be claimed. A combination is excluded.