

Incentive Programme to boost passenger growth

Table of content

New routes incentive	2
Passenger growth bonus	3
Terms and conditions	4
Market support	5
Tables	6



Stockholm-Arlanda (ARN)

Göteborg Landvetter (GOT)

Stockholm-Bromma (BMA)



Introduction

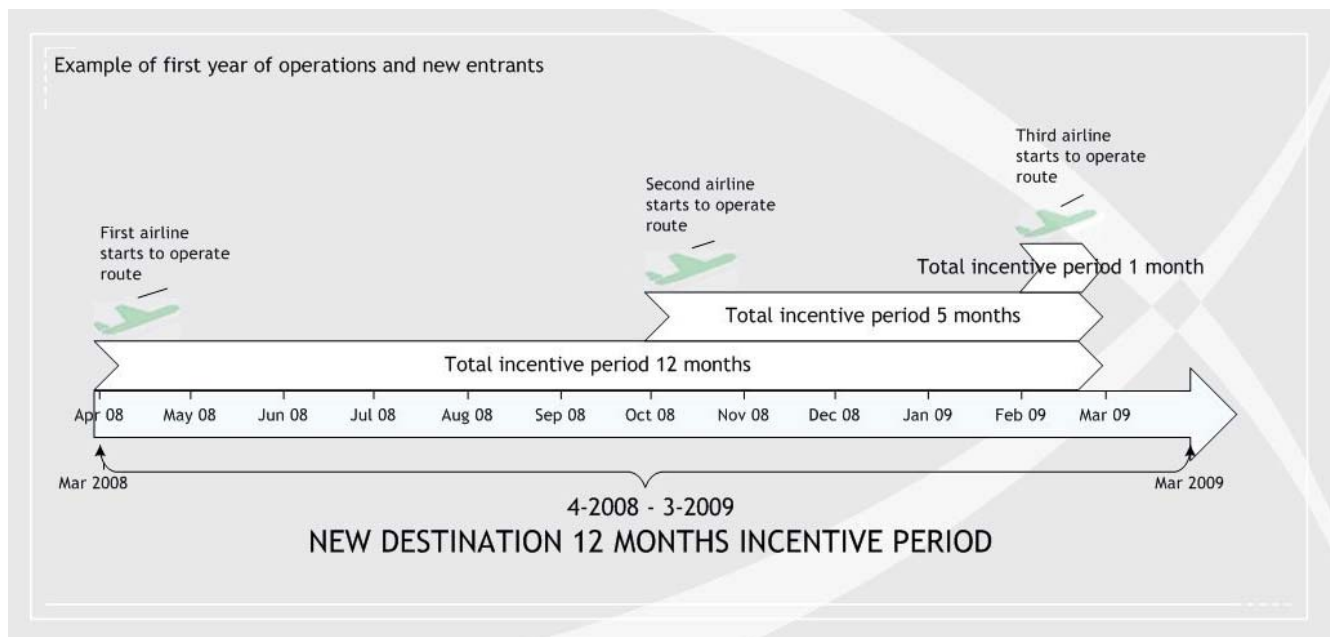
We work actively to stimulate traffic growth at Stockholm-Arlanda Airport (ARN), Stockholm-Bromma Airport (BMA) and Göteborg Landvetter Airport (GOT). We are therefore offering a number of incentives for airlines. We share the financial risk of establishing new routes with customers who contribute to passenger growth.

The incentive program is divided in two separate parts:

- incentive for new routes and
- bonus for passenger growth on existing and new routes.



New Routes Incentive



This part of the incentive package has the purpose of stimulating routes to destinations not currently served directly from our airports. We are aware that airlines take particularly large risks when setting up new routes and that we benefit from successful new routes. Therefore, we share the financial risk via this incentive.

Eligible destinations

We use IATA City Designators to define destinations. To qualify as a new destination the following pre-requisites must be fulfilled:

- The traffic volume required in order to qualify for the programme is at least 20 departures within a five-month period. Half the discount is given if 10-19 departures are achieved within a five-month period.
- The destination must not have been served regularly, according to the definition above, during the previous 12 months.
- The route has to be operated non-stop, i.e. no transfers via other airports. Note that a route with a technical stop, where no revenue passengers leave or embark the flight, is considered as a non-stop route.

- In order for a destination to qualify as tricontinental there is also the requirement that all segments must be open for booking in all markets, i.e. that it is possible for passengers in all three countries involved to book trips to and from all three airports. Please note that if a tricontinental route is opened and one of the two flight sectors out of the LFV airport in question is already being served, then that part of the route will not qualify for incentive support.

More entrants on new routes

The incentive programme for a new destination is valid from the first day of operation for the first airline on the route. If another airline commences traffic on a route currently served where an incentive programme is already active, the new entrant will get the same conditions as the first airline during the remaining time of the incentive programme.

One full year (365 days) after the first day of operations for the first airline the incentive programme enters into year 2 for all airlines that have qualified for incentive for that destination, and the same applies for the remaining year(s).

Bonus for passenger growth

We are also keen to support passenger growth on existing routes and have therefore developed a bonus system that gives support to airlines expanding at our Stockholm and Göteborg airports. Airlines qualify for the bonus by increasing their passenger numbers on a year-to-year basis.



The bonus works as follows:

- The passenger base is divided into two segments:
 - o The total number of Intercontinental passengers at ARN and GOT.
 - o The total number of European passengers at ARN, BMA and GOT.
- The bonus is based on the number of departing passengers in the two segments for each airline.
- The passenger figures from ARN, BMA and GOT for each airline are added before the bonus is evaluated.
- The passenger increase from calendar year 1 to

calendar year 2 is the base for the bonus calculation. For every new departing passenger we credit your account with SEK 50 for intercontinental traffic at Arlanda and with SEK 20 for European traffic.*

- The bonus is calculated and administered once a year in January (calendar year 3).

Bonus for passenger growth			
		ARN and GOT	BMA
		Intercontinental traffic*	European traffic
Bonus for each new departing passenger		SEK 50	SEK 20
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Terms and conditions

Geographical definitions

We use a standard geographical definition for the borders of Europe with the following addition: Turkey along with Cyprus and such islands as the Canaries and Madeira belong to Europe. Please note that European traffic includes Swedish domestic traffic.

Crediting terms

This programme applies to scheduled and charter traffic only. For administrative reasons, airlines must achieve a passenger increase of at least 250 departing passengers during the calendar year being evaluated to qualify for the bonus. Discounts will always be credited retroactively.

An airline must fulfil the frequency requirements for a new destination, i.e. at least 20 departures, or 10 to 19 departures for 50% incentive support, before the airline can be credited for the first time. Thereafter, the incentive for new routes will be evaluated and credited monthly.

New routes initially flown with 10-19 departures during the first five month period (thus receiving half the standard discount) will be assigned a full discount from the date when the number of departures exceeds 19 within a five month period. Please note that the date for the first flight on a new route will always determine the remaining time of the incentive programme.

The bonus is credited in January based on the passenger increase the previous calendar year.

Charter and virtual airlines

The discount and bonus will normally be payable to the flight operator. However, if a tour operator, travel agent or virtual airline has purchased at least 70% of the available seat capacity, then the LFV Group can choose to treat these parties as the flight operator as

far as the incentive programme is concerned. The incentive will then be paid to the parties in question in the form of market support, provided that they have certified the purchase of at least 70% of the seats.

In the case where a number of tour operators, travel agents or virtual airlines share seat capacity, the market support will be paid to the tour operator, travel agent or virtual airline with the largest allotment. The LFV Group will not assume responsibility to divide support between various parties.

Operations between Stockholm and Göteborg

Traffic between Stockholm and Göteborg has to be dealt with separately as airports at both ends of the route are included in the programme. To treat all European routes equally, we therefore divide the number of departing passengers between Stockholm and Göteborg by two before making the standard bonus calculation.

Disclaimer

In cases where the LFV Group suspects that an airline is manipulating its flight programme either independently or together with another airline in order to qualify for the incentive package, the airline will be disqualified from receiving the discounts. If the airline fails to meet its other obligations to the LFV Group with regard to the payment of invoices or other matters, the LFV Group reserves the right to cancel any discounts. Any dispute arising from this agreement to be settled in Swedish Court by Swedish law.

This incentive programme is new and if any unclear situations regarding the calculations arise, the LFV Group reserves the right to develop additional regulations to ensure that the overall purpose of this programme can be achieved.

Market support

In addition to these incentives, we offer airline marketing support. The size and scope of the marketing support will be adjusted according to the level of commitment made from the airline, e.g. frequency, duration of operations and nature of service.

Our marketing support includes such activities as inaugural flight event, brand exposure at the airport, co-advertising and press contacts.

Please contact the airport in question for further information.

For further information

Please visit our websites:

www.lfv.se > in English > Air Traffic > LFV's Charges
www.arlanda.com

Or call the Aviation Marketing Department
(switchboard): +46 8 797 6000
routedevlopment@lfv.se



New Intercontinental Destination (city code)			
Stockholm-Arlanda (ARN)			
	Take-off	Passenger charge	
Year 1	50% discount	100% discount	
Year 2	25% discount	50% discount	
Year 3-	-		Bonus for passenger increase (50 SEK for each new passenger)

New Tricontinental Destination (city code)			
Stockholm-Arlanda (ARN)			
	Take-off	Passenger charge	
Year 1	50% discount	100% discount	
Year 2	50% discount	50% discount	
Year 3-5	50% discount		Bonus for passenger increase (50 SEK for each new passenger)



New European Destination (city code)			
Stockholm-Arlanda (ARN)			
	Take-off	Passenger charge	
Year 1	-	70% discount	Bonus for passenger increase (20 SEK for each new passenger)
Year 2	-	30% discount	
Year 3	-		

Bonus for passenger growth		
Stockholm-Arlanda (ARN)		
	Intercontinental traffic	European traffic
Bonus for each new departing passenger	SEK 50	SEK 20

New European Destination (city code)			
Göteborg Landvetter (GOT)			
Year	Take-off	Passenger charge	
	Year 1	60% discount	80% discount
Year 2	30 % discount	65% discount	
Year 3	-	50% discount	

New Intercontinental Destination (city code)		
Göteborg Landvetter (GOT)		
Year	Take-off	Passenger charge
	Year 1	75% discount
Year 2	50% discount	85% discount
Year 3	50% discount	70% discount
Year 4	25% discount	50% discount

Bonus for passenger growth		
Göteborg Landvetter (GOT)		
	Intercontinental traffic	European traffic
Bonus for each new departing passenger	SEK 50 (year 5 onwards)	SEK 20

New European Destination (city code)			
Stockholm-Bromma (BMA)			
	Take-off	Passenger charge	
Year 1	-	70% discount	Bonus for passenger increase (20 SEK for each new passenger)
Year 2	-	30% discount	
Year 3	-		

Bonus for passenger growth	
Stockholm-Bromma (BMA)	
	European traffic
Bonus for each new departing passenger	SEK 20

The LFV Group operates and develops 16 airports in Sweden.

The LFV Group is also responsible for peacetime air navigation services for civilian and military aviation as well as for the training of air traffic controllers.

The LFV Group's business concept is to generate added value for its customers and promote air travel by operating cost efficient, safe and well managed airports and air navigation services. The LFV Group will in a business-like and profitable manner contribute to the fulfilment of transport policy objectives.

The LFV Group is a state enterprise employing over 4,000 people and with an annual revenue of approx. SEK 6 Billion.

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