

BRATISLAVA AIRPORT INCENTIVE PROGRAMME

FOR THE PERIOD FROM
31 MARCH 2024

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TRANSLATION ONLY, THE SLOVAK TEXT SHALL PREVAIL



1. Introduction

BTS Airport intends to stimulate its commercial development and to offer fair, transparent and non-discriminatory incentive programme to any airline scheduled air traffic to and from BTS Airport, under the conditions set forth hereafter.

The focus lies in the development of year-round connections and close partnerships with the airlines delivering the results of BTS Airport route development strategy, in particular with regards to development of new routes, increased frequency and establishment of new routes to international hubs offering in-direct worldwide network further on.

BTS Airport incentive programme is designed to support the development of air traffic accordingly and is available to every user as long as the relevant criteria are met.

2. Type of Incentives

Below mentioned incentives are designed to generate passenger volumes by developing the number of connections and to attract all new and existing airlines at BTS Airport with whole portfolio of offered programmes, specifically:

- For network expansion - **New Destination Incentive**
- **New Preferred Seasonal Destination Incentive**
- For worldwide network - **New Hub Flight Incentive**
- For frequency growth and traffic generator – **Volume Based Incentive**

In cases of capacity shifts from non-scheduled to scheduled operation performed by carriers, the existing incentive scheme enrolment is subject to a review of the transport character and the overall change in the seat capacity offered and thus BTS Airport's approval.

3. New Destination Incentive

Description and Objectives

New destination incentive is intended to encourage the start of new year-round direct scheduled connections (new airport pair) from/to BTS Airport. An airport is considered as a “new destination” if it was not operated from BTS Airport ever or as part of the revival of a previously ceased service, with a minimum time gap of 24 months if the revival is by the same airline; there is no time gap if the revival is by another airline. The airline that is the first to publish and sell to public the flight to a new destination is entitled to this incentive.

The minimum requirements for new destination incentive:

- at least 40 weeks of operation in a year
- 80 rotations per year in minimum
- minimum 30% of offered seats available for individual purchase by the public on each flight. The airline is requested to submit the report proving sufficient seat capacity available for public sales.

Conditions and Eligibility

Any airline launching a flight to new destination as defined above benefits from the following charges reduction for a period of 3 years as from the starting date of the first flight to new destination.

a/ Landing Charges Discount

New Destination Incentive			
Landing Charges	Year 1	Year 2	Year 3
Discount	50%	50%	50%

b/ Passenger Charges Bonus

New Destination Incentive			
Passenger Charges	Year 1	Year 2	Year 3
Bonus	9 €	7 €	5 €

The credit note for passenger charge bonus shall be issued annually (after the end of 12 months period) and shall be offset against invoices issued by BTS Airport to the airline during the year following the incentive period.

4. New Preferred Seasonal Destination Incentive

Description and Objectives

This incentive is intended to encourage the start of new seasonal direct scheduled connections (new airport pair) from/to BTS Airport to any of eligible destination. An airport is considered as a “new destination” if it was not operated from BTS Airport ever or as part of the revival of a previously ceased service, with a minimum time gap of 24 months if the revival is by the same airline; there is no time gap if the revival is by another airline. The airline that is the first to publish and sell to public the flight to a new destination is entitled to this incentive.

The minimum requirements for new destination incentive:

- at least 26 weeks of operation in a year with a minimum of weekly rotation
- minimum 30% of offered seats available for individual purchase by the public on each flight. The airline is requested to submit the report proving sufficient seat capacity available for public sales.
- Eligible destinations are listed in Annex I

Conditions and Eligibility

Any airline launching a flight to eligible destination, benefits from the following charges reduction for a period of 3 years as from the starting date of the first flight to new destination.

a/ Landing Charges Discount

New Destination Incentive			
Landing Charges	Year 1	Year 2	Year 3
Discount	50%	50%	50%

b/ Passenger Charges Bonus

New Destination Incentive			
Passenger Charges	Year 1	Year 2	Year 3
Bonus	9 €	7 €	5 €

The credit note for passenger charge bonus shall be issued annually (after the end of 12 months period) and shall be offset against invoices issued by BTS Airport to the airline during the year following the incentive period.

5. Hub Flight Incentive

Description and Objectives

By introduction of Hub Flight Incentive here below the BTS Airport intends to provide a fair, transparent and non-discriminating offer to all network carriers operating scheduled flights to international hubs with connection flights to their own or partner airlines network. Aim is to boost the indirect long-haul network development from BTS Airport.

Conditions and Eligibility

Conditions for claiming of such an incentive are:

- year-round scheduled flight operation into an international hub of respective carrier or partner
- at least 3 weekly rotations during whole incentive period
- connecting flights bookable under single booking

a/ Landing Charges Discount

Hub Flight Incentive			
Landing Charges	Year 1	Year 2	Year 3
Discount	50%	50%	50%

b/ Passenger Charges Bonus

Hub Flight Incentive			
Passenger Charges	Year 1	Year 2	Year 3
Bonus	11 €	10 €	9 €

The credit note for passenger charge bonus shall be issued annually (after the end of 12 months period) and shall be offset against invoices issued by BTS Airport to the airline during the year following the incentive period.

6. Volume Incentive

Description and Objectives

Volume based incentive have been designed to encourage a stable, long-term growth of all BTS Airport users. It represents a progressive reward for actual results achieved and a motivational tool for further operational growth of airlines that plan future development of scheduled flights at BTS Airport.

Conditions and Eligibility

By the Volume Based Incentive here below, BTS Airport intends to provide a fair, transparent and non-discriminating offer to all carriers operating scheduled air traffic to and from BTS Airport with a requirement of at least 30% of offered seats available for individual purchase by the public on each flight. The airline is requested to submit the report proving sufficient seat capacity available for public sales.

The bonus is granted per departing passenger. If the airline achieves a certain band during the incentive period, the discount applicable for the given band applies to all departing passengers on scheduled flights during the given incentive period.

Conditions for claiming of such an incentive are:

Volume Incentive	
Departing Pax/Year	Bonus
0 - 49 999	0 €
50 000 - 99 999	4 €
100 000 - 149 999	6 €
150 000 - more	8 €

The credit note for passenger charge bonus shall be issued annually (after the end of 12 months period) and shall be offset against invoices issued by BTS Airport to the airline during the year following the incentive period.

Volume Based Incentive can be combined with either New (Preferred Seasonal) Destination Incentive or New Hub Flight Incentive, but the total amount of bonus applied may not exceed 11 EUR per departing passenger. Other combinations are not possible.



7. General Conditions

- The prerequisite for granting incentives is the conclusion of an agreement between the airline and BTS Airport initiated by the airline's request. In this agreement the conditions of a certain incentive are defined.
- With regard to code-sharing flights, only the operating carrier is eligible.
- BTS Airport reserves the right to apply changes to this incentive programme in whole or in part at any time and without providing a reason thereof. A change to the Incentive Programme pursuant to the preceding sentence shall not affect the terms and conditions already agreed between BTS Airport and a particular airline.
- BTS Airport reserves the right to revoke the incentive pursuant to a particular incentive programme if the carrier fails to comply with the prerequisites subject to the relevant incentive qualification for the entire time of validity of the incentive.
- Furthermore, BTS Airport reserves the right to revoke the incentive program or parts of it for important reasons, such as a significant change in the level of charges as a result of a change in the legal basis for charge regulations (in particular with regard to price caps, escape clauses, etc.) and other reasons caused by statutory, official, judicial or comparable requirements that make it objectively unreasonable for BTS Airport to continue the incentive program.
- The final settlement shall be made according to an agreement with the airline. BTS Airport is entitled to offset the sum of the discount against the overdue debts of the given airline towards BTS Airport.
- If the airline discontinues its operation to BTS Airport, it is not entitled to the incentive thereafter.
- English version of this Incentive Programme is translated from Slovak language, in case of any discrepancies, the Slovak language version shall prevail.

8. Annex I.

- Alicante, Spain
- Dammam, Saudi Arabia
- Dubrovnik, Croatia
- Faro, Portugal
- Florence, Italy
- Jeddah, Saudi Arabia
- Kuwait City, Kuwait
- Lyon, France
- Malaga, Spain
- Marseille, France
- Muscat, Oman
- Naples, Italy
- Nice, France
- Porto, Portugal
- Riyadh, Saudi Arabia
- Split, Croatia
- Tel Aviv, Israel
- Valencia, Spain
- Venice, Italy
- Zadar, Croatia