

## Swedavia – Cargo Incentive

The Cargo Incentive programme consists of two parts, a New Destination Discount and a Progressive Discount Scheme, which cannot be combined. The Cargo Incentive is available for scheduled all-freighter aircrafts with MTOW above 200 tonnes.

### New Destination Discount - Cargo

A destination is qualified for NDD if it has had less than 45 non-stop departures, excluding charter services, from a Swedavia airport within twelve months prior to the date of the start of the new service.

NDD is offered per Swedavia airport to all airlines that start a new route with a minimum of 45 departures and operate these within a period of a year (365 days).

The level of discount and the time period is specified in the table below.

| Departing Airport | Charge   | Year 1 | Year 2 | Year 3 |
|-------------------|----------|--------|--------|--------|
| Swedavia          | Take off | 40%    | 40%    | 40%    |

### The Progressive Discount Scheme

For airlines operating more than 2 departures per week, the progressive discount scheme is available. The level of discount is specified in the table below.

| Departing Airport | Charge   | 3 dep/w | 4 dep/w | 5+ dep/w |
|-------------------|----------|---------|---------|----------|
| Swedavia          | Take off | 10%     | 20%     | 30%      |

For more information about the Swedavia Incentive Programme, please contact Ylva Arvidsson, [ylva.arvidsson@swedavia.se](mailto:ylva.arvidsson@swedavia.se), or send an e-mail to [aviationbusiness@swedavia.se](mailto:aviationbusiness@swedavia.se)

## Rules and regulations

The two Incentive programmes cannot be combined.

The two Incentive programmes are available for scheduled all-freighter aircrafts with MTOW above 200 tonnes and is not applicable for charter operations.

When an airline starts serving a new destination that qualifies for NDD, a time limit for the NDD on that destination is set, according to the table above. If another airline starts serving the same destination during this period of time, the new entrant will receive the same discount as the first airline until the time limit is reached.

The progressive discount scheme is calculated as an average over 20 weeks.

The discount for an airline operating flights with aircraft having an MTOW over 200 tonnes out of more than one Swedavia airport will be based on the total number of departures summed over all Swedavia airports.

The progressive discount programme is calculated on airline group level. An ownership threshold of 51 per cent is applied to determine whether a particular airline belongs to a group or not.

If an airline ceases to operate a route as a result of bankruptcy, Swedavia can, where it is necessary to maintain traffic on the route, offer NDD to an airline that chooses to re-open the route.

The IATA City Designator is used for the definition of a new destination. This definition applies both ways, i.e. on both departing and arriving city.

Swedavia reserves the right to develop additional regulations to ensure that the overall purpose of the Swedavia Incentive Programme will be achieved.

In cases where Swedavia suspects that an airline is manipulating its flight programme either independently or together with another airline in order to qualify for NDD, the airline/-s will be disqualified from receiving any support from the Swedavia Incentive Programme. Nor will incentives or bonus be paid if the airline has not fulfilled its obligations to Swedavia. Any dispute arising in connection with NDD shall be settled in a Swedish court under Swedish law.

For more information about the Swedavia Incentive Programme, please contact Ylva Arvidsson, [ylva.arvidsson@swedavia.se](mailto:ylva.arvidsson@swedavia.se), or send an e-mail to [aviationbusiness@swedavia.se](mailto:aviationbusiness@swedavia.se)