



# Vienna Airport Incentive Programme

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## Types of Incentives

FWAG hereby informs all airlines about a fair, transparent and non-discriminatory incentive programme designed to sustainably promote air traffic at Vienna Airport and to strengthen the hub function of Vienna Airport by airlines - also in the wake of crisis and the ensuing consequences for the aviation industry.

There are following types of incentives:

the **Destination Incentive** for new destinations

the **Volume Incentive** for generated passenger volume for based airlines at Vienna Airport

the **Transfer-Security Incentive** for transfer passengers

the **Long-haul Incentive** for additional connections to long-haul destinations and

the **Cargo Incentive** for cargo long-haul routes

Above mentioned incentives are designed to promote the portfolio of offered routes to and from Vienna Airport as well as to develop the number of transfer connections and to sustain generated passenger volume.

The amount of the incentives changes annually in accordance with the annually approved percentage adjustment on which the respective incentive is based and must be approved by the competent authority.

## Destination Incentive

The Destination Incentive serves to promote scheduled services to new destinations (on the basis of a city pair or – in case of intercontinental services – on the basis of an airport pair) and applies to scheduled flights to new destinations according to the assignment to the destination list in the Annex.

### Amount of the Destination Incentive

The Destination Incentive is a fixed amount for local departing passengers to the destinations or airports qualifying for the incentive on scheduled services according to the assignment of destinations in the Annex.

### Refund per local departing passenger on actually paid passenger service charge according to the Charges Regulations:

per departing local passenger	focus market long-haul	focus market medium-haul	focus market short-haul
first year	€ 18.36	€ 9.18	€ 6.88
second year	€ 13.78	€ 6.88	€ 4.59
third year	€ 9.18	€ 4.59	€ 3.44

The amount of the incentive for the second and third year is subject to the annual adjustment of the incentive in accordance with the percentage adjustment of the passenger charge.

### Conditions of eligibility for the Destination Incentives

- Per definition a new destination is a city or – in case of an intercontinental flight – an airport, which has not been served from Vienna Airport for at least 12 months before the start of the flights by a direct scheduled flight (non-stop or via intermediate points) by any airline. For clarification: In case a destination is discontinued by an airline, the Destination Incentive for a restart to this destination can be requested by any airline no earlier than after a 12-month period.
- Long-haul destinations that have been discontinued by an airline and are restarted within 12 months by an airline that is not part of the same airline group are considered new destinations.

- Flights operating at least one intercontinental sector from or to Vienna shall be considered medium-haul or long-haul services, provided that both the aircraft employed (registration) and flight number remain unchanged.
- The first airline to publish and open reservations for the respective flight to the new destination in the worldwide computer reservation systems or on the airline's website and operates the flight throughout the funding period is eligible for the Destination Incentive.
- Extensions of existing routes beyond existing destinations (that means an existing destination becomes an intermediate point) shall not be considered a new destination.
- Changes in routing in which an existing destination stays included shall not be considered a new destination.
- The airline must operate at least 80 % of the frequencies reported to Schedule Coordination Austria, beginning with the first flight on the new route for the respective billing period.
- The billing period is a calendar year.
- The destination incentive starts on the date of the flight commencement to the new destination and generally ends after 3 years.
- Destinations in Russia and Ukraine with scheduled flights in February 2022 are not considered new destinations.

## Volume Incentive

Objective is the promotion of generated passenger volume of airlines based at Vienna Airport, to sustain this volume in the long term.

### Amount of the Volume Incentive

- Application according to threshold of at least 0.75 million departing passengers.
- Scaling and classification of the incentive amount according to generated departing passenger volume of the actual year.

### Refund per 100 local departing passengers on actually paid passenger service charge according to the Charges Regulations:

departing pax per year	Amount per 100 local departing pax April-October	Amount per 100 local departing pax November-March
as of 750,000	€ 619	€ 919
as of 1,000,000	€ 711	€ 1,011
as of 1,250,000	€ 803	€ 1,103
as of 1,500,000	€ 895	€ 1,195
as of 1,750,000	€ 986	€ 1,286

### Conditions of eligibility for the Volume Incentive

- Precondition is a base at Vienna Airport or the confirmation in writing to base aircraft at Vienna Airport in the near future.
- “Base” means at least 3 aircraft based at Vienna Airport.

## Transfer-Security Incentive

The Transfer-Security Incentive promotes the development of transfer traffic.

### Amount of the Transfer-Security Incentive

- Application according to minimum threshold of 2 million departing transfer passengers per airline
- Scaling and classification of the incentive amount according to generated departing transfer passenger volume of the actual year
- Refund per 100 departing transfer passengers

### Refund per 100 departing transfer passengers on actually paid security charge according to the Charges Regulations:

departing transfer passengers per airline/year	amount per 100 departing transfer passengers
as of 2,000,000	€ 184
as of 2,250,000	€ 367
as of 2,500,000	€ 551

## Long-haul Incentive

The long-haul incentive serves to promote the development of long-haul routes and applies to scheduled passenger flights to existing long-haul destinations. The allocation of a destination to a long-haul route is based on the list in the appendix.

### Amount of the long-haul incentive

Refund on the landing fee paid in accordance with the fee regulations:

Refund on Landing Charge	focus market long-haul
First year	50 %

### Conditions of eligibility for the Long-haul Incentive

- Commencement of new flights or increase in frequency to existing long-haul destinations.
- Flights to and from Vienna that serve at least one long-haul sector with the same aircraft and flight number are considered long-haul flights.
- The commencement or increase in frequency of flights to long-haul destinations must be notified in advance, stating the flight number and planned flight date.
- The billing period is a calendar year.
- The airline's total movements to the destination in the accounting period must in any case be higher than in the same period of the previous year. If an airline offers several long-haul routes from Vienna, the total movements to long-haul destinations of this airline may not be lower than in the comparable period of the previous year.
- The long-haul incentive begins on the date the flight commences and generally ends after 12 months.



## Cargo Incentive

The Cargo Incentive serves to promote and sustainably maintain freight volumes in pure scheduled cargo traffic (no belly cargo) and applies to long-haul destinations according to the allocation in the Annex.

Flights serving at least one long-haul sector from or to Vienna are considered long-haul flights provided both the aircraft used (registration) and flight number remain unchanged.

### Amount of the Cargo Incentive

The Cargo Incentive is a fixed amount per tonne of cargo to and from the regions eligible for the incentive in scheduled cargo traffic in accordance with the applicable airport charges regulations of Vienna Airport. The incentive is capped at 50 % of the landing fee collected from the eligible airline during the billing period.

#### Incentive amount per 1,000 kg cargo in & out (no belly Cargo):

as of...	amount per 1,000 kg cargo arr+dep
3 frequencies per week	€ 3.44
5 frequencies per week	€ 5.74
7 frequencies per week	€ 9.18
10 frequencies per week	€ 11.47
14 frequencies per week	€ 13.78

### Conditions of eligibility for the Cargo Incentive

- During the term of this incentive, the cargo flights must be published and bookable in the airline's cargo reservation system or via the forwarder's reservation system.
- The airline must operate at least 80 % of the frequencies reported to Schedule Coordination Austria for the respective billing period.
- The billing period is a calendar year.

## Conditions

- To benefit from a certain incentive, an airline fulfilling the criteria of a certain incentive can conclude an agreement with FWAG. In this agreement the conditions for the refund of a certain incentive are defined. The respective incentive will be credited to the eligible airline's account with FWAG.
- The final settlement shall be made according to an agreement with the airline.
- Regarding code-sharing flights, only the operating carrier is eligible. The decisive factor therefore will be the flight number (no marketing carrier).
- Compensation traffic is excluded from incentivization above an annual value of 2 % of an airline's departing passengers, but no more than 100,000 departing passengers. All compensation passengers above these limits are not incentivized in the first year after the respective takeover of a route and are incentivized reduced by 50 % in the second year. Compensation traffic refers to any traffic of an existing route and/or capacity that is transferred partly or in total from one airline to another airline, even within a corporate group or alliance. For clarification: VIE generally promotes net passenger volume.
- Transit passengers and transit freight are generally not eligible for incentives.
- FWAG reserves the right to apply changes at any time of this Incentive Programme or parts thereof.
- Furthermore, FWAG reserves the right to revoke this Incentive Programme or parts thereof forthwith for important reasons such as, but not limited to:
  - a) a significant decrease in traffic (passengers and/or movements) of more than 20 % over a period of at least 3 months or if the circumstances indicate that such a decrease in traffic will undoubtedly continue for more than 3 months.
  - b) a material change of the level of charges of FWAG as a result of a change of the statutory bases for regulating charges (in particular regarding price cap, escape clause, etc.) as defined in the Annex to the Austrian Airport Charges Act (Flughafenentgeltgesetz/ FEG).
  - c) others than those stated in a) and b) which were caused by statutory, official, judicial, or similar requirements render it objectively unreasonable for FWAG to continue the Incentive Programme.

## Glossary

### **Code-share flight**

Code-share flight means various types of operational or commercial arrangements between two or more airlines, whereby the actual flight is operated by only one of these airlines.

### **Frequency**

Frequency means one take-off and one landing of an aircraft.

### **Local departing passenger**

Local passenger means a passenger whose journey begins or ends in Vienna.

### **Transfer passenger**

Transfer passengers are passengers who interrupt their journey at Vienna Airport and continue their journey between the Minimum Connecting Time and a maximum of 24 hours on a different aircraft (with a different flight number) than they arrived on within the same booking. Departure point and destination must be different.

### **Transit freight**

Transit freight is freight that is not unloaded or loaded in Vienna, i.e. remains on the aircraft.

### **Transit passenger**

Transit passengers are passengers whose flight does not change the flight number during its ground stop.

# Annex

## Destination classification as part of the Destination Incentive and Cargo Incentive according to the charges regulation.

Area	ISO Code	distance	Area	ISO Code	distance	Area	ISO Code	distance
Afghanistan	AF	Long haul	Equatorial Guinea	GQ	Long haul	North Macedonia	MK	Short haul
Albania	AL	Short haul	Germany	DE	Short haul	Norway	NO	Short haul
Algeria	DZ	Medium haul	Ghana	GH	Long haul	Oman	OM	Medium haul
American Samoa	AS	Long haul	Gibraltar	GI	Short haul	Pakistan	PK	Long haul
Andorra	AD	Short haul	Greece	GR	Short haul	Palau	PW	Long haul
Angola	AO	Long haul	Greenland	GL	Short haul	Palestine	PS	Medium haul
Anguilla	AI	Long haul	Grenada	GD	Long haul	Panama	PA	Long haul
Antigua and Barbuda	AG	Long haul	Guadeloupe	GP	Long haul	Papua New Guinea	PG	Long haul
Argentina	AR	Long haul	Guam	GU	Long haul	Paraguay	PY	Long haul
Armenia	AM	Short haul	Guatemala	GT	Long haul	Peru	PE	Long haul
Aruba	AW	Long haul	Guinea	GN	Long haul	Philippines	PH	Long haul
Australia	AU	Long haul	Guinea-Bissau	GW	Long haul	Poland	PL	Short haul
Austria	AT	Short haul	Guyana	GY	Long haul	Portugal	PT	Short haul
Azerbaijan	AZ	Short haul	Haiti	HT	Long haul	Portugal (Azores)	P1	Short haul
Bahamas	BS	Long haul	Honduras	HN	Long haul	Portugal (Madeira)	P0	Short haul
Bahrain	BH	Medium haul	Hongkong	HK	Long haul	Puerto Rico	PR	Long haul
Bangladesh	BD	Long haul	Hungary	HU	Short haul	Qatar	QA	Medium haul
Barbados	BB	Long haul	Iceland	IS	Short haul	Republic of the Congo	CG	Long haul
Belarus	BY	Short haul	India	IN	Long haul	Reunion	RE	Long haul
Belgium	BE	Short haul	Indonesia	ID	Long haul	Romania	RO	Short haul
Belize	BZ	Long haul	Iran	IR	Medium haul	Russian Federation	R0	Short haul
Benin	BJ	Long haul	Iraq	IQ	Medium haul	Russian Federation	RU	Long haul
Bermuda	BM	Long haul	Ireland	IE	Short haul	Rwanda	RW	Long haul
Bhutan	BT	Long haul	Israel	IL	Medium haul	Saint Lucia	LC	Long haul
Bolivia	BO	Long haul	Italy	IT	Short haul	Samoa	WS	Long haul
Bosnia and Herzegovina	BA	Short haul	Ivory Coast	CI	Long haul	Sao Tome and Principe	ST	Long haul
Botswana	BW	Long haul	Jamaica	JM	Long haul	Saudi Arabia	SA	Medium haul
Brazil	BR	Long haul	Japan	JP	Long haul	Senegal	SN	Long haul
British Virgin islands	VG	Long haul	Jordan	JO	Medium haul	Serbia	SC	Short haul
Brunei	BN	Long haul	Kazakhstan	KZ	Long haul	Seychelles	SC	Long haul
Bulgaria	BG	Short haul	Kenya	KE	Long haul	Sierra Leone	SL	Long haul
Burkina Faso	BF	Long haul	Kiribati	KI	Long haul	Singapore	SG	Long haul
Burundi	BI	Long haul	Korea Republic	KR	Long haul	Sint Maarten	SX	Long haul
Cambodia	KH	Long haul	Kosovo	K0	Short haul	Slovakia	SK	Short haul
Cameroon	CM	Long haul	Kuwait	KW	Medium haul	Slovenia	SI	Short haul
Canada	CA	Long haul	Kyrgyzstan	KG	Long haul	Solomon Islands	SB	Long haul
Cape Verde	CV	Long haul	Lao People's Dem. Republic	LA	Long haul	Somalia	SO	Long haul
Cayman Islands	KY	Long haul	Latvia	LV	Short haul	South Africa	ZA	Long haul
Central African Republic	CF	Long haul	Lesotho	LS	Long haul	South Sudan	SS	Long haul
Chad	TD	Long haul	Libanon	LB	Medium haul	Spain	ES	Short haul
Chile	CL	Long haul	Liberia	LR	Long haul	Spain (Canary Islands)	S0	Short haul
China People's Republic	CN	Long haul	Libya	LY	Medium haul	Sri Lanka	LK	Long haul
Christmas Island	CX	Long haul	Liechtenstein	LI	Short haul	St. Helena	SH	Long haul
Cocos Island	CC	Long haul	Lithuania	LT	Short haul	St. Kitts and Nevis	KN	Long haul
Colombia	CO	Long haul	Luxembourg	LU	Short haul	St. Vincent and the Grenadines	VC	Long haul
Comoros	KM	Long haul	Macau	MO	Long haul	Sudan	SD	Medium haul
Congo, Dem. Republic	CD	Long haul	Madagascar	MG	Long haul	Suriname	SR	Long haul
Cook Island	CK	Long haul	Malawi	MW	Long haul	Sweden	SE	Short haul
Costa Rica	CR	Long haul	Malaysia	MY	Long haul	Switzerland	CH	Short haul
Croatia	HR	Short haul	Maldives	MV	Long haul	Syria Arab Republic	SY	Medium haul
Cuba	CU	Long haul	Mali	ML	Long haul	Tahiti	T0	Long haul
Curacao	CW	Long haul	Malta	MT	Short haul	Taiwan	TW	Long haul
Cyprus	CY	Short haul	Marshall Islands	MH	Long haul	Tajikistan	TJ	Long haul
Cyprus (TR)	C0	Short haul	Martinique	MQ	Long haul	Tanzania	TZ	Long haul
Czech Republic	CZ	Short haul	Mauretania	MR	Long haul	Thailand	TH	Long haul
Dem. People's Rep. of Korea	KP	Long haul	Mauritius	MU	Long haul	Togo	TG	Long haul
Denmark	DK	Short haul	Mayotte	YT	Long haul	Tonga	TO	Long haul
Djibouti	DJ	Long haul	Mexico	MX	Long haul	Trinidad and Tobago	TT	Long haul
Dominica	DM	Long haul	Micronesia	FM	Long haul	Tunisia	TN	Medium haul
Dominican Republic	DO	Long haul	Moldova	MD	Short haul	Turkey	TR	Short haul
East Timor	TL	Long haul	Monaco	MC	Short haul	Turkmenistan	TM	Long haul
Ecuador	EC	Long haul	Mongolia	MN	Long haul	Turks and Caicos Islands	TC	Long haul
Egypt	EG	Medium haul	Montenegro	ME	Short haul	Tuvalu	TV	Long haul
El Salvador	SV	Long haul	Montserrat	MS	Long haul	Uganda	UG	Long haul
Eritrea	ER	Long haul	Morocco	MA	Medium haul	Ukraine	UA	Short haul
Estonia	EE	Short haul	Mozambique	MZ	Long haul	United Arab Emirates	AE	Medium haul
Eswatini	SZ	Long haul	Myanmar	MM	Long haul	United Kingdom	GB	Short haul
Ethiopia	ET	Long haul	Namibia	NA	Long haul	Uruguay	UY	Long haul
Falkland Islands	FK	Long haul	Nauru	NR	Long haul	USA	US	Long haul
Faroe Islands	FO	Short haul	Nepal	NP	Long haul	Uzbekistan	UZ	Long haul
Fiji	FJ	Long haul	Netherlands	NL	Short haul	Vanuatu	VU	Long haul
Finland	FI	Short haul	New Caledonia	NC	Long haul	Venezuela	VE	Long haul
France	FR	Short haul	New Zealand	NZ	Long haul	Vietnam	VN	Long haul
French Guiana	GF	Long haul	Nicaragua	NI	Long haul	Virgin Islands U.S.	VI	Long haul
French Polynesia	PF	Long haul	Niger	NE	Long haul	Wallis and Futuna	WF	Long haul
Gabun	GA	Long haul	Nigeria	NG	Long haul	Yemen	YE	Medium haul
Gambia	GM	Long haul	Niue	NU	Long haul	Zambia	ZM	Long haul
Georgia	GE	Short haul	Norfolk Island	NF	Long haul	Zimbabwe	ZW	Long haul

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**Translation only, the german text shall prevail**