
Dublin Airport GROWTH Incentive Scheme 2011

Terms and Conditions

The Dublin Airport GROWTH Incentive Scheme will operate in conjunction with the existing suite of route and marketing incentives offered by DAA. The GROWTH Incentive Scheme (the “Scheme”) along with the other incentives aim to stimulate passenger growth at Dublin Airport. The components of the Scheme are set out below.

1. Scheme Outline

The Scheme offers a retrospective rebate of the Passenger Service Charge¹ for incremental traffic above the level of the preceding calendar year (i.e. the threshold will be adjusted each year to reflect the prior year’s achievement). The initial threshold will be the actual traffic that was recorded in 2010 which was 18.431m at Dublin Airport. Upon exceeding the level of traffic that was recorded in the previous year, the Dublin GROWTH Incentive rebate will be awarded to eligible airlines that demonstrate growth and will be distributed based on each operator’s² proportion of the overall positive growth.

Example: If 2011 total annual traffic exceeds 18.431 million passengers at Dublin Airport, DAA will rebate the average passenger revenue applicable to each specific airline for total passengers in excess of that number. The average passenger revenue will be calculated by dividing the nett total passenger revenue (Total nett Passenger and Transfer charge) for each airline by the total passengers (arriving and departing) carried by each airline in the year. The Dublin GROWTH Incentive rebate will be awarded to those airlines demonstrating growth at Dublin Airport during the 2011 calendar year. The Scheme will continue in 2012 and 2013

¹ The average passenger revenue for each eligible airline will be used in order to account for contact/remote stand usage, route support scheme discounts and transfer passengers. Calculated as an airline’s total of net passenger and transfer charges divided by the Total Passengers in the relevant year

² For the purposes of the scheme ‘operator’ refers to scheduled and charter carriers

2. Terms

- a)** The Scheme will run for a term of three years from 2011 to 2013 (the “Term”)
- b)** When traffic at Dublin Airport in any year during the Term exceeds the level of traffic that was recorded during the previous calendar year, airlines will be rebated retrospectively, based on their contribution to the overall incremental positive growth at the Dublin Airport
- c)** The threshold to be exceeded by operators for 2011 is set at 18.431m at Dublin Airport which was the actual traffic recorded in 2010. In order for a Dublin GROWTH Incentive rebate to be awarded to an individual operator during 2012 and 2013 the level of Passenger traffic recorded at Dublin Airport must be in excess of the level of passenger traffic recorded by DAA during 2011 and 2012 respectively.
- d)** The Dublin GROWTH Incentive rebate will be available to all airlines and will be awarded to airlines that grow their passenger traffic over the previous year subject to achieving the overall growth in passenger numbers required over the previous year passenger numbers.
- e)** The total monetary value of the Dublin GROWTH Incentive rebate will be capped at the level of growth at Dublin Airport as a whole

3. Eligibility

- a)** The Scheme will apply to commercial, scheduled and charter passenger traffic, that carries a minimum of 2,000 passengers annually and operates in Dublin Airport for all or part of the period during 2011-2013
- b)** Operators that cease operations completely at Dublin Airport during a calendar year period will not be eligible to a Dublin GROWTH Incentive rebate relating to that calendar year
- c)** Seasonal operators that are eligible for a Dublin GROWTH Incentive rebate will receive the Dublin GROWTH Incentive rebate when the seasonal operation re-commences during the following calendar year in the event that their account is fully paid up to date and no arrears exist
- d)** Growth that has been solely generated as a result of an airline switching capacity between DAA airports with no net benefit to DAA, will not be eligible for a Dublin GROWTH Incentive

rebate. Similarly growth that has been solely generated as a result of an airlines switching capacity between related companies and/or operators, with no net benefit to DAA, will not be eligible for a Dublin GROWTH Incentive rebate.

- e) To be eligible for a GROWTH Incentive rebate, based on 2011 passenger traffic, operators must maintain a substantial proportion of its 2011 traffic in 2012.

- f) To be eligible for a Dublin GROWTH Incentive rebate, an operator must be fully compliant with the published airport charges terms and conditions documents at the relevant airport (s), (These documents can be found at on the Dublin Airport website www.dublinairport.com or upon request from apcadmin@daa.ie), specifically with respect to:
 - o The payment of invoices for all airport charges and any other fees and services provided by DAA to the operator, including adhering to credit terms in respect of all DAA invoices, unless DAA, in its absolute discretion, shall otherwise determine.
 - o The payment to DAA of any amounts determined as due to DAA part of the outcome of a legal process
 - o The provision of information whereby the operator is required to provide DAA with passenger, cargo and aircraft related information as outlined in the published Airport Charges at Dublin Airport Terms and Conditions, Sections 4.14 to 4.32 inclusive
 - o The full adherence to all other contractual agreements in existence between operators and the DAA. All applicable license agreements and other commercial arrangements must be completed, signed off and concluded in full.

4. Financial Conditions

- a) Operators will be invoiced at standard airport charge levels. Details of these charges are set out in the document entitled “Terms & Conditions” available from www.dublinairport.com.

- b) Payments due to DAA shall be made in full without deductions. Without the express written consent of DAA, the operator shall not be entitled to make any off-set against or deduction from the charges invoiced, in respect of any claim that an operator may have against DAA or otherwise. In such an event a Dublin GROWTH Incentive rebate will not be made

- c) GROWTH Incentive rebates will be credited against 2012 operations. Such credit has no cash value
- d) Dublin GROWTH Incentive Scheme rebates will be made to the operator/company that DAA invoices for the operation. In the event of code-share agreements or charter arrangements, DAA will rebate the party that receives the invoices and is not responsible for any subsequent re-distribution of the rebate or resolving in any way any dispute that may arise in this regard.
- e) For the avoidance of doubt Qualifying Charges do not include: (i) aircraft parking charge; (ii) airbridge use charge; (iii) runway movement charge (iv) charges introduced either previous to this scheme or subsequent to its introduction by DAA in compliance with National or European legislation; (v) introduced by the Commission for Aviation Regulation,; or (vi) relating to additional services provided by DAA, including but not limited to, the persons with reduced mobility charge, self service kiosk charge, check-in desk rental charge, customs and border protection charge or any environmental-related charge. In the event of a new charge being introduced by DAA during the course of the Scheme, the charge introduced will not be included in the rebate, unless otherwise stated by DAA.

5. General Conditions

- a) DAA will complete periodic reviews of the Scheme. DAA reserves the right to withdraw the Scheme or amend the terms and conditions document at any time in respect of any qualifying individual airline.
- b) If DAA makes any amendment, it shall publish the amended Scheme on its website located at www.dublinairport.com. Operators should refer on a regular basis to the Dublin Airport website to be aware of any changes made to the Scheme.

6. Contact Details

- a) If you have any queries regarding the Scheme or any of the terms and conditions, please contact apcadmin@daa.ie