
Dublin Route Support Scheme (“RSS”) Short-Haul Operations (the “Scheme”)

1. Scheme Outline

An airline that initiates a new route from Dublin Airport (the “New Route”), in accordance with the Scheme criteria, may benefit from a discount on qualifying airport charges services on that route. Discounts will apply to; (i) passenger service charge, (ii) aircraft parking charge, (iii) airbridge use charge, and (iv) runway movement charge (together the “Qualifying Charges”). Details of this charge are set out in the document entitled “Dublin Airport Charges, including Terms and Conditions¹”.

For the avoidance of doubt Qualifying Charges do not include charges; (i) introduced by daa plc (“daa”) in compliance with National or European legislation; (ii) introduced by the Commission for Aviation Regulation, or (iii) relating to additional services provided by daa, including but not limited to, the persons with reduced mobility charge (“PRM Charge”), (iv) charges set out in the Miscellaneous² Charges Booklet or any environmental-related charge.

2. Level of Route Support

a) Discounts on Annual Routes

Approved New Routes operating on a year-round basis, are afforded the following discounts: for Year 1 to Year 3 of the Scheme:

Year	Discount on Qualifying Charges for approved short-haul year-round routes
1	100% for the first 12 months
2	75% for the subsequent 12 months
3	50% for the subsequent 12 months

b) Discounts on Seasonal Routes

Approved routes operating on a seasonal basis will be afforded the following discounts for Year 1 to Year 3 of the Scheme. The start and end date of the respective summer and winter seasons are determined in accordance with the International Air Transport Association (“IATA”) scheduling systems.

¹ <https://www.dublinairport.com/regulation-and-planning/airport-charges/charges-2017>

² <https://www.dublinairport.com/regulation-and-planning/airport-charges>

Year	Discount on Qualifying Charges for approved short-haul year-seasonal routes
1	60% for the first season
2	40% for the subsequent season
3	20% for the subsequent season

The Scheme shall operate for the duration of three years, commencing on the date of the airline’s first flight on the New Route (the “Commencement Date”) and ending on the expiry of three years from the Commencement Date (the “Termination Date”). Following the Termination Date, Qualifying Charges will be charged at the standard rate as published by daa.

Where a New Route, operating on a year-round or seasonal basis, provides a significant and relatively greater commercial opportunity to Dublin Airport than would be provided by a typical standalone new short-haul route, daa reserves the right to consider the New Route to be a ‘High Commercial Value New Route’. In such circumstances, daa can, at its discretion, approve an extended period of support to the route in question. The evaluation factors for High Commercial Value New Routes are outlined in Appendix 1 of this document.

3. Route Approval

a) Qualifying Criteria:

Subject to daa’s approval, a New Route may qualify as a route under the Scheme if it meets the following criteria:

- i. The New Route: (1) is a new and sustainable short-haul route which is not currently operated by another airline from Dublin Airport; (2) operates from Dublin airport; and (3) originates or terminates at an airport which is less than or equal to 2,500 nautical miles from Dublin Airport.
- ii. The minimum frequency requirement is two return services per week per year or per season, by an aircraft with a minimum capacity of 30 passenger seats. Where an operator submits an application for route support on a New Route which will operate at a frequency of less than two return services per week, daa reserves the right to award a reduced level of support in certain circumstances. Such support will be approved where a New Route:
 - Demonstrates the potential to increase frequency to meet the Scheme’s minimum frequency requirement in subsequent years of operation;

- Presents a significant commercial opportunity for Dublin Airport; and
 - Complies with all other relevant terms and conditions for qualification under the Scheme.
- iii. Where such support is approved, the New Route may receive up to a 100% discount on qualifying airport charges for a period of one year. If the operator increases frequency to a minimum of two return services per week by the start of Year Two, the New Route will continue to avail of route support at the applicable levels for the remainder of the Scheme. In the event the operator does not increase frequency to a minimum of two return services per week by the start of Year Two, daa reserves the right to withdraw route support at the end of Year One.
- iv. The New Route is one that increases the network coverage and traffic bases at Dublin Airport. This means that the route must give access to a market not adequately served directly, is expected to increase the overall number of passengers using the airport and is a route that has a commercial benefit to Dublin Airport.
- v. The New Route is promoted by the relevant airline as a new destination i.e. a route which is not currently served from Dublin Airport by any airline.
- vi. The New Route is a non-stop service from Dublin Airport. Services operating with a commercial transit stop at an airport already served from Dublin Airport may in certain circumstances be awarded a discount on Qualifying Charges under the Scheme.

Where daa believes that in light of all relevant criteria, the New Route shall not provide any significant commercial benefit, daa reserves the right to reject a New Route under the Scheme. Dublin Airport's decision is final.

b) Other Conditions:

- i. Seasonal routes must operate for the full IATA season (details of which are available from the IATA website³). However, daa reserves the right to approve a route that operates for a substantial element of an IATA season. Such routes may be considered and approved where daa considers that the relevant route provides a significant commercial benefit to Dublin Airport which is not being provided by any other service.
- ii. Where traffic on a New Route is generated by reducing capacity on other routes with no obvious net economic benefit to the airport/airports, approval will not be granted under the Scheme. This means that any new services which involve switching capacity from one service to another, or from one airport controlled by daa to another, will not generally qualify for the Scheme.
- iii. The schedule timings of the New Route have been approved by daa's slot coordinator, and any slot change request issued by the slot coordinator has been fully complied with. Operators which are deemed to be operating off slot by the coordinator will not qualify for the Scheme. In such instances, the slot coordinator shall notify the operator of its non-compliance.
- iv. The operator is in possession of the requisite traffic rights to fly the proposed New Route.

4. Application and Operation of the Scheme

a) Application Procedure

- i. In order to apply for the Scheme, applicants must download the full Scheme Terms and Conditions document applicable at that time, and fill in the Application Form contained in Appendix 2. Once complete, the applicant must submit the full Scheme document.
- ii. All applications should be received by daa no less than one calendar month prior to the Commencement Date of the New Route.

³ <http://www.iata.org/Pages/default.aspx>

- iii. Applications will not be accepted before 6 calendar months prior to the Commencement Date of the New Route. Applications sent in advance of the 6 calendar months will be considered only as expressions of interest, and will not confer any qualifying rights on the operator.
- iv. Where two or more operators are due to commence operations on the same New Route, within the same season, daa reserves the right to award route support to more than one operator concurrently. In such an instance, daa will assess the relative commercial benefits of each operator's route support application and, based on this assessment, will determine the level of support to be awarded to each. Depending on the relative value of each application to Dublin Airport, awards may include full route support for all/some applicants, reduced route support for all/some applicants, or support for all/some applicants is rejected.
- v. The decision to award support to more than one operator will be entirely at daa's discretion, and will be approved only where (i) applications comply with all terms and conditions of the Scheme and (ii) daa deems there to be a significant commercial benefit to doing so.

b) Approval Letter

- i. An operator whose proposal has been accepted under the terms of the Scheme will receive a Route Support Approval letter from the Managing Director of Dublin Airport (business unit of daa) to this effect (the "Approval Letter"). This letter constitutes an acceptance by daa of the route proposal, subject to the operator operating in full accordance with its route proposal. No operator is considered approved for support under the Scheme until it has received such an Approval Letter.
- ii. If an operator which has received an Approval Letter fails to commence operations on such route on the Commencement Date as set out in the Approval Letter, such approval shall automatically expire and be invalid unless daa otherwise consents in writing.

c) Payment of Discount

- i. The discount on Qualifying Charges for the approved New Route is offset against the customer's account. In this regard, the operator is levied at the discounted rate.
- ii. The approved New Route will be afforded discounted charges for the duration of its participation in the Scheme.

d) Application of Discount

- i. Airbridge charges will be applied for all airbridge-compatible aircraft occupying an airbridge-served stand whether or not the airbridge is used. The billed period for airbridge charging purposes will be the same as that used for aircraft parking charges - see Terms and Conditions.
- ii. For the purposes of the Scheme, discounted airport parking charges and discounted airbridge charges will mean a discount on parking and airbridge related to the departure movement on the qualifying route for a maximum period of 1.5 hours.
- iii. Where an aircraft parking period occurs fully or partly during the charge-free period defined as "night-time" in the Terms and Conditions, no further discounts on aircraft parking or airbridge will be given.
- iv. For qualifying services, operation to/from a contact stand will be at the discretion of daa, and therefore availability of a contact stand cannot be assumed.
- v. If an operator alters its ticketed and/or operated scheduled timings, daa must be notified. Approval may be withdrawn if the operator does not operate to the scheduled timings as approved by the slot coordinator and as notified by the operator in its original route support request.

5. Amendment or Termination of the Scheme

- a) Where an approved New Route which was being operated on a seasonal basis is extended to operate on an annual basis the level of support shall be altered accordingly whereby discounts will be afforded annually. Where an annual New Route is reduced to operate on a seasonal basis, daa reserves the right to offer the discount on the basis of a seasonal route in accordance with the terms of the Scheme. It is the responsibility of the operator to inform daa of any such change.

- b) Where an operator fails to provide services on a seasonal route for a particular season its participation in the Scheme shall be deemed to have come to an end. Benefits under the Scheme will not apply to services provided on that route in future seasons.

- c) Qualifying seasonal operations will not receive support under the Scheme for the period during which services are not provided.

- d) daa reserves the right to terminate and/or amend the terms of the Scheme at any time including the criteria for eligibility to participate in the Scheme.

6. Deferral of Scheme Benefits

- a) If due to unforeseen and extraordinary circumstances an operator receiving support under the Scheme is unable to comply with the terms and conditions of the Scheme, daa may, if it considers that the approved New Route is of significant economic or strategic importance to Dublin Airport, allow the operator to continue to participate in the Scheme but defer the route support for such a time as it considers, at its sole discretion, necessary to ensure the continued viability of such route. During the period of deferral, the operator will be obliged to pay full airport charges. If the route support is reinstated an operator will receive the level of support that would have applied had it not been suspended.

- b) daa may approve transferring the remaining portion of the Scheme from one route to another during the duration of the three years only if daa has deemed it is an appropriate commercial decision in the interests of the route network at Dublin Airport.

- c) If an operator reduces its operations on the route below the minimum requirement specified), approval under this scheme will be withdrawn.
- d) The Scheme will apply or continue to apply only as long as:
- i. the qualifying criteria for the Scheme are met;
 - ii. an operator is fully compliant with the Dublin Airport Charges, including the Terms and Conditions;
 - iii. invoices for all airport charges and any other fees or costs incurred by daa in respect of any services provided by daa to the operator are duly paid (including adhering to credit terms in respect of all daa invoices, unless daa, in its absolute discretion, shall otherwise determine);
 - iv. any amounts determined as due to daa as part of the outcome of any legal process are paid; and
 - v. all other contractual agreements in existence between an operator and the daa are adhered to in full and all applicable licence agreements and other commercial arrangements are completed, signed off and are being adhered to in full.

Where an operator is found to be in breach of the above requirements, daa reserves the right to proportionately reduce the level of discount otherwise due under the Scheme.

**Marketing Support
Short-Haul Operations
Valid from 1st January 2011**

1. Introduction

The daa Marketing Support Scheme (the “Marketing Support”) for short haul routes aims to assist operators in establishing their presence in new markets. The objective of the Marketing Support is to assist operators with marketing and promotional activities aimed at promoting new destinations and capacity.

2. Scheme Outline

daa may make available marketing support for the introduction of new direct services and additional new capacity from Dublin Airport. Such routes must meet certain criteria, as set out in this document, namely that the route which the operator is seeking support for (the “New Route/Capacity”): (i) has not been serviced within the past 12 months by any operator; (ii) is consistent with daa’s Route Development Strategy and (iii) meets certain criteria required under the Marketing Scheme.

The New Route/Capacity may be assessed for approval in accordance with the Marketing Support Review Matrix (attached as Appendix 3 to this document) to determine the potential level of marketing support. Based on this review, one of three levels of support may be available to the operator. The thresholds are outlined in the following table:

Band	Marketing Support
1	Up to €34,999
2	Up to €59,999
3	€100,000 and over

Note that all applications for marketing support will be reviewed in the context of daa’s total Dublin Airport marketing support budget.

3. Other conditions

a) Operators must submit their application for marketing support to abd@dublinairport.com. The application should detail the proposed new route/capacity expansion details and clearly identify frequency/aircraft type/proposed scheduling and service commencement date. The application must be made no less than 1 calendar month before the Commencement Date (which is the

commencement of operations on the New Route). Where the expiry of one month following the Commencement Date falls on a non-working day, the closing date will be the next working day.

b) Applications will not be accepted before 6 calendar months prior to the Commencement Date of the New Route/Capacity. Operator applications sent in advance of the 6 months will be considered only as expressions of interest in a route, and will not confer any qualifying rights on the operator.

c) Continuing support under the Marketing Scheme is contingent on the operator cooperating fully with Dublin Airport's slot coordinator.

d) Where an operator's route proposal does not meet the criteria listed in the marketing matrix (Appendix 3) daa reserves the right to refuse to approve the route under the Marketing Scheme. daa's decision on these matters is final.

e) daa reserves the right to amend the terms of the Marketing Scheme at any time including in relation to the criteria for eligibility to participate in the Scheme. If daa makes any amendment, it shall publish the amended scheme on its website located at www.dublinairport.com.

4. Notes

a) Marketing support cannot be netted by the operator against amounts owed to daa.

b) One-stop routes may, in certain circumstances, qualify for marketing support. Daa will determine the amount and duration of any such support on a case-by-case basis.

c) daa may provide marketing support for route development and other promotional activities. daa will determine the amount and duration of any such support on a case-by-case basis.

Appendix 1: High Commercial Value New Routes

Where a New Route, operating on a year-round or seasonal basis, provides a significant and relatively greater commercial opportunity to Dublin Airport than would be provided by a typical new short-haul route, daa reserves the right to consider the New Route to be a 'High Commercial Value New Route'. In such circumstances, daa can, at its discretion, approve an extended period of support to the route in question.

A New Route may qualify as a High Commercial Value New Route where it:

1. Presents a significant commercial opportunity to Dublin Airport e.g. non-EU routes with potential to provide a greater commercial return;
2. Supports the development of the route network from Dublin Airport by virtue of operating from a less developed market; and
3. Complies with all relevant terms and conditions for qualification under the Dublin Airport Short Haul Route Support Scheme.

daa reserves the right to apply the following level of discount to High Commercial Value New Routes, for a four-year period, under the Scheme:

Year	Discount on Qualifying Charges for Approved 'High Commercial Value' Short-haul Routes
1	100% for the first 12 months
2	75% for the subsequent 12 months
3	50% for the subsequent 12 months
4	25% for the subsequent 12 months

Where a High Commercial Value Route is already in operation and capacity is increased on the High Commercial Value Route, Additional Capacity Support may be given as outlined in Appendix 2 of the Long-Haul Route Support Scheme.

Appendix 2: Application Form for Route for routes to/from qualifying Short-Haul destinations

Dublin Airport			
<i>Application Form for Short Haul New Route Support for qualifying destinations</i>			
Operator Name			
Contact Name			
Contact Email			
Billing Address			
Route Name			
Origin & Destination IATA airport code			
Details of Operation (Departing)	Weekly Frequency		
January			
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			
Aircraft Capacity	Summer		Winter
Start Date			
Scheduled Timings*	Scheduled Time(s) of Arrival	Scheduled Time(s) of Departure	
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
Saturday			
Sunday			

*Any changes of times to be notified to daa

All applications for route support can be submitted to rssapps@daa.ie

In order to apply for the Route Support Scheme, applicants must download the full Scheme Terms and Conditions document applicable at that time, and fill in the above Application Form contained (Appendix 2). Once complete, the applicant should send on the full Scheme document to rssapps@daa.ie.

Appendix 3: Marketing Support Review Matrix for qualifying short-haul routes

The below matrix will be applied by daa to determine whether the New Route/Capacity falls within the scope of the Marketing Scheme and if so, what band of marketing is available to the operator.

daa		
Marketing Support Review Matrix for qualifying short-haul destinations		
Weighting	Criteria	Detail
1	Network Development Potential	New Market
		Key Developing Market
		Existing Market
2	Route Detail	EU Route
		Non-EU Route
3	Capacity Origin	New capacity
		Capacity redeployment from another daa route
4	Country Served or Not Served	Country not already served
		Country already Served
	Commercial Potential (eg. Duty-paid, duty free, DAA lounges used, Shop and Collect etc)*	High
		Medium
	Aircraft Capacity	>170 seats
		101-169
		50-100
		0-49
	Tourism Potential (eg. Proportion of foreign originating passengers, strong tourism links etc)*	High
		Medium
Low		
Availability of New Route	Annual	
	Seasonal	
5	New or Existing Route	New Route
		Existing Route
6	Operator Commitment to Dublin Airport (eg. Staff employed in Dublin, aircraft base, office space at Dublin etc)*	High
		Medium
		Low
		Predatory Route Entry

* This list is simply indicative and therefore is not exhaustive