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## Dublin Airport Significant Additional Capacity on Existing Routes Scheme ("SACERS") (the "Scheme")

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### 1. Scheme Outline

The scheme is intended to stimulate passenger growth at Dublin Airport by incentivising up-gauging of aircraft and increases in route frequency, providing more choice for consumers.

An airline with an existing scheduled route from Dublin Airport (or a new entrant on an existing route) that adds significant additional capacity but does not qualify for the short-haul or long-haul new route incentives scheme in accordance with the Scheme criteria, may benefit from a discount on qualifying airport charges on that route (the "Additional Capacity 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 these charges are set out in the document entitled "Dublin Airport Charges, including Terms and Conditions<sup>1</sup>".

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, (iii) relating to additional services provided by Dublin Airport, including but not limited to, the persons with reduced mobility charge ("PRM Charge"), (iv) charges set out in the Miscellaneous Charges Booklet<sup>2</sup> or (v) any environmental-related charge.

Growth which does not meet the scheme criteria may still be eligible for an incentive under the existing GROWTH incentive scheme which considers overall airport growth rather than individual airlines / route growth. Dublin Airport will monitor the performance of this new scheme against the GROWTH scheme.

### 2. Level of Route Support

daa reserves the right to award the following levels of discount to operators that increase capacity by increasing frequency or seat capacity substantially on approved Additional Capacity Routes operating on a year-round or seasonal basis for Year 1 to Year 2 of the Scheme:

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

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

Year	Discount on Qualifying Charges for approved short-haul year-round or seasonal routes	Discount on Qualifying Charges for approved long-haul year-round or seasonal routes
1	25% for the first 12 months	50% for the first 12 months
2	25% for the final 12 months	50% for the final 12 months

daa reserves the right to apply this incentive to any operator that introduces Additional Capacity. The route must not be in receipt of long-haul or short-haul new route support to be considered for eligibility.

Where more than one operator increases frequency/capacity substantially on the same route, daa reserves the right to award Additional Capacity support to more than one operator concurrently. The decision to award Additional Capacity support to more than one operator will be entirely at daa's discretion and will be applied only where the company deems there to be a significant commercial benefit to doing so.

The Additional Capacity introduced on a route must generate a net benefit for daa i.e. switching of capacity will not be considered as eligible Additional Capacity. daa may require information from an operator to confirm that Additional Capacity is incremental to Dublin Airport.

To continue to be eligible for the incentive and continue receiving support, approved Additional Capacity on a route must be maintained or increased during the 2 -year duration of the incentive.

### 3. Route Approval

#### a) Qualifying Criteria:

Subject to daa's approval, a route may qualify under the Scheme if it meets the following criteria:

- i. The Route is an existing short-haul or long-haul route which operates from Dublin airport.
- ii. The scheme will apply to airlines with incremental network capacity (i.e. increased seats on the prior year) not currently in receipt of other RSS schemes of 50k for long-haul and 150k for short-haul as compared with the base year.

- iii. The qualifying route threshold is a minimum of 20k additional seats per route (short-haul or long-haul) of the overall network increase. For example, if an airline operates two long-haul routes to/from Dublin Airport and total capacity is increased by 60k across both routes (45k for route 1 and 15k for route 2) only route 1 would qualify for the scheme.
- iv. The Additional Capacity 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 Additional Capacity Route shall not provide any significant commercial benefit, daa reserves the right to reject a New Route under the Scheme. daa's decision is final.

**b) Other Conditions:**

- i. Where traffic on an Additional Capacity 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 support under the Scheme.
- ii. The schedule timings of the 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.
- iii. The operator is in possession of the requisite traffic rights to fly the 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 1. Once complete, the applicant should send on the full Scheme document.

- ii. All applications should be received by daa one calendar month prior to the increase of capacity on the Existing Route. Where an application is submitted beyond this deadline and the increased capacity has commenced, daa reserves the right to approve and initiate this support only from the date on which the application has been received.

#### **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 an approved Additional Capacity Route is offset against the customer's account. In this regard, the operator is levied at the discounted rate.
- ii. The approved Additional Capacity 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 document entitled “Dublin Airport Charges, including Terms and Conditions<sup>3</sup>”.

- 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 3 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 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.
- b) Qualifying seasonal operations will not receive support under the Scheme for the period during which services are not provided.
- c) 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.

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<sup>3</sup> <https://www.dublinairport.com/regulation-and-planning/airport-charges/charges-2017>

## 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 Additional Capacity 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 two years only if daa has deemed it 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.
- e) Where the daa decides to withdraw or amend this scheme or 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 applicable to invoices payable by the operator.

- f) Airlines are responsible at all times for making their own decisions on the matters referred to in this document and the daa bears no responsibility for individual decisions by airlines to commence, alter or cancel services or operations.

**Appendix 1: Application Form for Significant Additional Capacity on Existing Routes Scheme (SACERS) to/from qualifying short-haul and long-haul destinations**

<b>Dublin Airport</b>		
<b><i>Application Form for SACERS for qualifying destinations</i></b>		
<b>Operator Name</b>		
<b>Contact Name</b>		
<b>Contact Email</b>		
<b>Billing Address</b>		
<b>Route Name</b>		
<b>Origin &amp; Destination ICAO airport code</b>		←DUB→
<b>Flight returns through DUB?</b>		
<b>Details of Operation (Departing)</b>	<b>Additional Monthly Capacity for year 1 (as compared with the base year)</b>	<b>Additional Monthly Capacity for year 2 (as compared with the base year)</b>
<b>January</b>		
<b>February</b>		
<b>March</b>		
<b>April</b>		
<b>May</b>		
<b>June</b>		
<b>July</b>		
<b>August</b>		
<b>September</b>		
<b>October</b>		

<b>November</b>		
<b>December</b>		
<b>Aircraft Capacity</b>	<b>Summer</b>	<b>Winter</b>
<b>New Capacity Start Date</b>		
<b>Scheduled Timings*</b>	<b>Scheduled Time(s) of Arrival</b>	<b>Scheduled Time(s) of Departure</b>
<b>Monday</b>		
<b>Tuesday</b>		
<b>Wednesday</b>		
<b>Thursday</b>		
<b>Friday</b>		
<b>Saturday</b>		
<b>Sunday</b>		

\*Any changes of times to be notified to daa.

All applications for route support can be submitted to [rssapps@daa.ie](mailto:rssapps@daa.ie)