

## HUB INCENTIVE SCHEME

Copenhagen Airports A/S (CPH) offers Hub Incentive Discounts to airlines providing high frequency operations and thus contributing to strengthening CPH's hub connectivity.

A route is eligible for Hub Incentive Discount if the following criteria are met:

- 1) The route has a minimum of 2.00 departures from CPH per weekday<sup>1</sup> in average during a calendar quarter calculated per airline per route.
- 2) The route is operated full year (summer and winter program) as scheduled passenger flights (IATA flight type "J") made available to the public against payment.
- 3) The destination airport of the route to and from CPH (determined by IATA Airport Code) has a maximum of 4 weekly intercontinental departures with any carrier on average during a calendar quarter.<sup>2</sup> An intercontinental route with less than 16 departures during a traffic season is disregarded.
- 4) The airline does not receive Route Incentive Discounts from CPH for the specific route.

Hub Incentive Discounts are:

- Granted for a period from 1 January 2024 to 31 December 2027 or a part of this period if the route is not eligible for Hub Incentive Discounts in all quarters of the period;
- Calculated and granted quarterly;
- Applied to all the charges payable to CPH, cf. the Charges Regulations applying to Copenhagen Airport with exception of emission charges and night surcharge. Discounts are not provided for PRM charges.

The discount amounts to 40%:

- Applicable to all operations on the specific route during the full week.

*Procedure:* An airline wishing to obtain Hub Incentive Discounts must enter into an agreement with CPH prior to initiation of the service.

- 1) The airline must contact CPH<sup>3</sup> and forward the following information to CPH:
  - Name and address of the airline.
  - Contact information for the relevant contact person with the airline.
  - IATA Airport Code for the destination airport.
  - Number of weekday departures per week.
  - Number of intercontinental routes from the destination airport.
- 2) If the criteria for granting Hub Incentive Discounts are met, CPH will as soon as possible – and no later than 10 business days after receiving all relevant information – forward an offer for Hub Incentive Discounts regarding the relevant route to the airline.
- 3) If the criteria are met in a quarter, then CPH will pay out the Hub Incentive Discounts to the airline via credit note at the latest at the end of the month following the relevant quarter.

This Hub Incentive Scheme is applicable as of 1 January 2024 and expires no later than 31 December 2027. CPH reserves the right to amend or cancel this incentive prior to the expected expiration date.

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<sup>1</sup> Weekdays are Monday to Friday, excluding official Danish national holidays. Only completed flights are counted in.

<sup>2</sup> A route is defined as intercontinental if the route connects an airport in Europe with an airport outside of Europe (Europe defined as geographic Europe with the addition of all of Turkey and the Canary Islands).

<sup>3</sup> Please contact your Key Account Manager from CPH's Airline Sales Team ([Contact CPH Aviation](#)) for more details.