



Cork Airport Route Support Scheme for Qualifying Long-Haul Destinations 2009

Introduction:

Cork Airport continues to assist in the development of new routes which has supported and encouraged the passenger traffic growth at Cork Airport over the last 15 years, especially in the formative years of route start-up. In addition, significant sums will be provided in the form of Marketing Support to help operators establish their presence in the new emerging market.

Scheme Outline:

The route support will be offered as discounts on qualifying airport charges at Cork Airport. Airport charges do not include additional charges which may be introduced by Cork Airport to comply with new or amended national or European Legislation, charges introduced by the Commission for Aviation Regulation, or charges relating to separate services offered by Cork Airport, for example: Passengers with Reduced Mobility Charge, Self Service Kiosk Charge, Check-in Desk Rental Charges or any environmental related charge.

Level of Route Support:

Year	Discount on Airport Charges for qualifying long-haul routes
1	100% for the 12 months following start-up
2	90% for the subsequent 12 months
3	75% for the subsequent 12 months
4	50% for the subsequent 12 months
5	25% for the subsequent 12 months

After the five-year period, all airport charges will be charged at the standard rates current at the time of operation, as published by Cork Airport.

Route Criteria:



A route will qualify as a new route under this scheme if it meets the following criteria:

- The proposed route commences operations between January 1st 2009 and December 31st 2009.
- The proposed route is promoted and sold as a destination that is not already served from Cork.
- The proposed route is a non-stop service. ¹
- The operator has traffic rights to fly the proposed route/schedule.
- The minimum frequency requirement is return services on 2 days per week per season. The proposed route can be based on either a seasonal or a yearly operation as long as the minimum frequency requirements are maintained in the seasons operated.
- The route has not been served within the previous 12 months at a frequency higher than 2 services per week on a year-round basis. A route that has been served within the previous 12 months at a frequency greater than 2 services per week on a year-round basis may be considered as a new route if the operator can reach agreement with Cork Airport that it is an appropriate commercial decision in the interests of the operator, Cork Airport and passengers.
- The proposed route is one that will increase the network coverage and traffic base at Cork 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 Cork Airport.
- The schedule timings proposed and operated have been reviewed and approved by Cork Airport's slot coordinator, and any slot change requests issued by the slot coordinator have been fully complied with. Operators who are deemed to be operating off slot by the coordinator will not qualify for the Route Support Scheme.

Period of Application:

Support under the terms of the Route Support Scheme for Long haul routes 2009 will apply only for operations commencing between the 1st January 2009 and the 31st December 2009.

Other conditions:

¹ Services operating with a commercial transit stop at an airport already served from Cork Airport may in certain circumstances be awarded a discount on certain airport charges under the scheme



- Operators must lodge written proposals in Cork Airport standard format (attached as Appendix 2 below) no earlier than 6 months in advance of the date of commencement and at least 1 month prior to start-up.
- Continuing support under this scheme is contingent on the operator cooperating fully with Cork Airport's slot coordinator to assist in increasing operational efficiency at the airport.
- Continuing support under this scheme is contingent on the operator and/or its handling agent complying with operational service standards as set by Cork Airport from time to time, specifically, but not exclusively the key standards established for check-in, passenger handling and baggage delivery in the terminal.
- Cork Airport reserves the right to refuse to apply this scheme if the route proposal does not meet the criteria listed above. Cork Airport's decision on these matters is final.
- Cork Airport reserves the right to amend this scheme at any time including in relation to the criteria for eligibility to participate in the scheme. If Cork Airport makes any amendment, it shall publish the amended scheme on its website located at www.corkairport.com
- If due to unforeseen and extraordinary circumstances an operator receiving support under this scheme fails to comply with the terms and conditions of this scheme, Cork Airport may, if it considers that the route on which such support is being provided is of significant economic or strategic importance to Cork Airport, defer the route support for such a time as it considers at its sole discretion necessary to ensure the continued viability of such route. The maximum period of deferral of support shall be 6 months. During the period of deferral the operator will be obliged to pay full airport charges.

Notes:

- Discounts applicable for any flight sector will be based on the level of airport charges applicable when the sector is operated.
- The definition of a long-haul route for the purposes of this scheme is one that is greater than 2,500 Nautical Miles from Cork Airport and/or is a transatlantic route.
- For the purposes of this scheme, discounted airport parking charges and discounted air bridge charges will mean a discount on parking and air bridge related to the departure movement on the qualifying route for a maximum period of 3 hours.
- Note that where aircraft parking period occurs fully or partly during the charge-free period defined as "night-time" in the Airport Charges at Cork Airport Terms and Conditions, no further discounts on aircraft parking or air bridge will be given.
- If an operator alters its ticketed and/or operated scheduled timings Cork Airport 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.
- New services, which involve switching capacity from one service to another, or from one airport controlled or managed, by DAA to another, will not generally qualify for support under this scheme. 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.
- Cork Airport will respond to an application made under the terms of this scheme no earlier than 6 months prior to start-up for a qualifying route.
- Operator applications sent in advance of the 6-month horizon outlined above will be considered only as expressions of interest in a route, and will not confer any qualifying rights on the operator.
- If two operators make an application within the same time frame in relation to the same route, approval will be given to the operator with the earliest starting date,



where the route proposals are similar in terms of capacity and frequency proposed. Only one operator's application will qualify in relation to a specific route proposal.

- If more than one operator makes an application within the same time frame in relation to the same route with the same starting date, approval will be given to the operator whose application was received first where the route proposals are similar in terms of capacity and frequency proposed.
- An operator whose proposal has been accepted by Cork Airport under the terms of this scheme will receive a Route Support Approval letter from the Director-Cork Airport to this effect. This letter will constitute acceptance by Cork Airport of the route proposal, subject to the operator's operating in full accordance with its route proposal to Cork Airport. No operator may be considered to be approved for support under this scheme until it has received such a letter
- Once an approval letter has been issued in respect of a particular route, no other operator will be eligible to receive support under the terms of this scheme for the route concerned as long as the approved operator is compliant with the terms and conditions of the scheme.
- If an operator that has received a route support approval letter from Cork Airport 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 Cork Airport otherwise consents in writing. If an operator reduces its operating profile on the route below the minimum requirement of return services on 2 days per week per season, approval under this scheme will be withdrawn immediately.
- Any additional charges which may be introduced to comply with new or amended European or national legislation, charges introduced by the Commission for Aviation Regulation, or charges relating to separate services offered by Cork Airport, for example: Passengers with Reduced Mobility Charge, Self Service Kiosk Charge, Check-in Desk Rental Charges or any environmental related charge will not fall within qualifying airport charges under this scheme.
- Qualifying seasonal operations forfeit any entitlement to support for the months/seasons during which services are not operated.
- The new route support scheme will apply or continue to apply only as long as an operator is fully compliant with the published Cork Airport Terms and Conditions (available on the airport charges page located at www.corkairport.com), and specifically with respect to:
 - The payment of invoices for all airport charges and any other fees and services provided by Cork Airport to the operator, including adhering to credit terms in respect of all Cork Airport invoices, unless Cork Airport, in its absolute discretion, shall otherwise determine.
 - The provision of information whereby the operator is required to provide Cork Airport with passenger, cargo and aircraft related information as outlined in the published Airport Charges at Cork Airport Terms and Conditions, sections 4.14 to 4.32 inclusive.



Cork Airport Route Support Scheme for Qualifying Long-Haul Destinations 2009

Introduction:

This Cork Airport Marketing Support Scheme for qualifying long-haul routes will assist operators to establish their presence in the new market.

Scheme Outline:

Cork Airport will offer marketing support for the introduction of new direct services to qualifying new long-haul routes where the services proposed are consistent with Cork Airport's Route Development Strategy.

Levels of Support:

The route proposal is reviewed under the headings outlined in the Marketing Support Review Matrix (attached as Appendix 1 at the end of this document). The criteria in this marketing matrix are used by the Cork Airport to assess the potential marketing support for qualifying long-haul proposals. Based on the outcome of such a review, three levels of support are possible as outlined in the following table:

Bands	Year 1	Year 2
Band 1	€150,000 - €199,999	Up to €49,999
Band 2	€200,000 - €299,999	€50,000 - €149,999
Band 3	€300,000 & Over	€150,000 & Over

Note that all applications for marketing support will be reviewed in the context of the total available Cork Airport marketing support budget for 2009 and 2010.

Period of Application:

Support under the terms of the Marketing Support Scheme 2009 for long haul routes will apply only for operations commencing between the 1st January 2009 and the 31st December 2009.

Other conditions:

- Operators must lodge a written proposal to Cork Airport before any application for marketing support can be considered. Applications for marketing support will also be accepted if the proposal is set out on the standard application form (attached as Appendix 2 below) at least 1 month before start-up, and no earlier than 6 months in advance of the commencement date.
- Continuing support under this scheme is contingent on the operator cooperating fully with Cork Airport's slot coordinator to assist in increasing operational efficiency at the airport.
- Cork Airport reserves the right to refuse to apply this scheme if the route proposal does not meet the criteria listed above. Cork Airport reserves the right to revise these criteria. Cork Airport's decision on these matters is final.



Notes:

- Marketing support may be paid by way of reimbursement or set off against the customer's account, by reference to a schedule and terms specifically set by the Cork Airport. It cannot be netted by the operator against amounts owed to Cork Airport.
- One-stop routes may, in some cases, qualify for some marketing support. Cork Airport will determine the amount and duration of any such support on a case-by-case basis.
- Cork Airport may provide marketing support for route development promotional activities. Cork Airport will determine the amount and duration of any such support on a case-by-case basis.



Appendix 1: Marketing Support Review Matrix for new Long-Haul routes:

The decisions as to whether or not to offer marketing support on qualifying long-haul routes, and what level of support to offer will be based on the following market development criteria of the proposed long haul service:

Cork Airport		
Marketing Support Review Matrix for Long-Haul routes		
1	Network Development Potential	New Market
		Key Developing Market
		Existing Market
2	Country Served or Not Served	New Country 1st applicant
		New Country 2nd applicant
		Country already served
3	New Route or Existing Route	New Route 1st applicant
		New Route 2nd applicant
		Existing route
4	Direct or Indirect Routing	Direct routing
		Indirect routing
5	Operator Commitment to Cork	Single route
		Group of routes
		Aircraft base at Cork
		Predatory route entry
6	Commercial Potential	High
		Medium
7	Aircraft Capacity	>250 seats
		<250 seats
8	Capacity Origin	Capacity redeployment from another DAA route
		New capacity
		Traffic switching from another operator
9	Seasonality	Year Round
		Seasonal
10	Tourism Potential	High (Over 60% foreign originating)
		Medium (Between 36% & 59%)
		Low (35% & under foreign originating)



Appendix 2: Application Form for Route and Marketing Support for Long-Haul routes

Cork Airport		
<i>Application Form for Route and Marketing Support for new Long-Haul routes</i>		
Operator Name		
Billing Address		
Route Name		
Destination ICAO airport code		
Frequency of Operation (per week)		
Year-round (Y) or Seasonal (S)		
Aircraft Capacity		
Number of stops en-route		
Start-up date		
Aircraft Type	ICAO type designator	IATA type designator
Scheduled Timings*	Scheduled time(s) of Arrival at Cork	Scheduled time(s) of Departure from Cork
Monday		
Tuesday		
Wednesday		
Thursday		
Friday		
Saturday		
Sunday		

*Any changes of times to be notified to Cork Airport

NB: An excel version of this table can be downloaded from the Cork Airport website