
Growth Incentive Route Support Scheme (RSS)

Valid from January 1st 2018

1: Introduction:

The Shannon Airport Authority is committed to encouraging airlines to operate new routes to/from Shannon Airport and to promote the continued development of Shannon Airport's route network. It is Shannon Airport's intention to sustain and expand the range of routes available for customers and we recognise that a priority for customers choosing to travel to and from Shannon is efficient and convenient access to global air services. As a commercial company, we wish to encourage the development of services which meet our customers' requirements, and in this regard we will support the commencement of new routes and the expansion and growth of existing services at the West of Ireland gateway.

The Growth Incentive scheme aims to assist the participating airline operator to grow its volume of traffic over a five year period on routes that the airline operated during the previous calendar year. In accordance with the Scheme, Shannon Airport provides support in the form of discounted airport charges on the routes which fall within the scope of the Scheme. The discount is applied as a per passenger charge for the limited duration of five years with the base traffic set at the previous year's volumes for each individual route that was operated by the specific carrier.

2: Scheme Outline

An airline that initiates growth, in accordance with the scheme criteria, may benefit from a zero charge per passenger for growth achieved in passenger throughput on qualifying routes.

This zero charge does not include additional charges which may be introduced by Shannon 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 Shannon Airport, for example; Passengers with Reduced Mobility, Self Service Kiosk Charge, Check-in Desk Rental Charges, Customs and Border Protection or any environmental-related charge.

The incentive is based on a zero per passenger charge for the five year duration after which all airport charges will be charged at the standard rates current at the time of operation, as published by Shannon Airport.

The components of this scheme are set out below.

3: Level of Route Support

In lieu of the standard passenger service and airport security charges, approved routes will be offered the following per passenger all-inclusive airport charge at Shannon Airport over a five year period:

Year	All - inclusive charge per growth passenger
1	€0
2	€0
3	€0
4	€0
5	€0

A rebate in relation to aircraft movement charges will be available based on the increase in tonnage over the previous year's level, thus for any applicable year of the scheme, for a route with additional tonnage above the level in the preceding year, the total available runway movement discount in each year would be 100%.

4: Growth Incentive Criteria:

Subject to approval, a route may qualify for Growth under this scheme if it meets the following criteria:

- The service operated by the applicant airline is a non-stop service out of Shannon.
- The route is currently not in receipt of any Route support under an existing Shannon Airport Route Support Scheme.
- The individual route was operated as a commercial flight by an incumbent airline operator in the preceding year.
- The incentive only applies to the airline that operated the service/route at Shannon Airport in the previous year.
- Carriers will be eligible for support where passenger traffic on a route exceeds the level achieved in the preceding year. Thus the volume achieved in the preceding calendar year is deemed the fixed base year for the duration of the scheme.
- A rebate on passenger service and airport security charges as outlined in the previous table will be available for each additional passenger over the base year route total.
- A rebate in relation to aircraft movement charges will be available on the increase in tonnage resulting from a change in MTOW of the aircraft type.
- In addition to this growth mechanism, an airline that increases its overall passenger throughput volume at Shannon Airport by 10% or more on the preceding year, will receive a rebate of 3% on its net invoiced airport charges.
- To qualify for this rebate the airline must exceed a base passenger volume of 600,000 passengers per annum and the growth must be achieved on either new or existing routes operated by that carrier only. Passenger growth achieved by entering routes/services operated by other carriers will not be included.
- Where Growth on a Route is generated by reducing capacity on other routes with no obvious net economic benefit to the airport, approval will not be granted under the Scheme. This means that any services which involve switching capacity from one service to another will not qualify for support under the Scheme.

5: Application & Operation of the Scheme

Application Procedure

- a) Airlines must lodge written proposals in the Shannon Airport standard format (attached as Appendix 1).
- b) An airline whose proposal has been accepted by Shannon Airport under the terms of this scheme will receive a Route Growth Support Approval letter from the Managing Director to this effect. This letter constitutes an acceptance by Shannon Airport of the route proposal, subject to the airline operating in full accordance with its route proposal to Shannon Airport. No operator may be considered to be approved for support under the Scheme until it has received such an Approval Letter.
- c) Once the Approval Letter has been issued in respect of a particular route, no other airline will be eligible to receive support under the terms of the Scheme for the route concerned as long as the approved airline is compliant with the terms and conditions of the Scheme.
- d) If an airline, which has received an Approval Letter, fails to commence operations on the Start Date as set out in the Approval Letter, such approval shall automatically expire and be invalid unless Shannon Airport otherwise consents in writing.

Payment of Discount

- e) Where approval has been granted, support under this scheme will be provided retrospectively by Shannon Airport at the end of each calendar year by means of credit note or whatever means Shannon Airport deems appropriate.
- f) Airlines qualifying for support under the terms of this scheme must pay all airport charges in full in accordance with Shannon Airport's published Terms and Conditions.
- g) Payments due to Shannon Airport shall be made in full without deductions and the airline operator shall not be entitled to off-set or make any deduction from the charges invoiced.
- h) Should traffic levels on a route fall below the base year levels in any subsequent year, support under the scheme will be terminated.

6: Specific Conditions

- The Scheme will apply or continue to apply only as long as an airline is fully compliant with the published Shannon Airport Terms and Conditions (available on the airport charges page at shannonairport.ie), and specifically with respect to:
 - The payment of invoices for all airport charges and any other fees and services provided by the company to the airline, including adhering to credit terms in respect of all Shannon Airport invoices, unless the company, in its absolute discretion, shall otherwise determine.
 - The provision of information, whereby the airline is required to provide Shannon Airport with passenger, cargo and aircraft related information as outlined in the published Shannon Airport terms and conditions, sections 4.16 to 4.34 inclusive.
 - Shannon Airport reserves the right to withdraw or amend the terms and conditions of the Scheme at any time including the criteria for eligibility to participate in the Scheme. If Shannon Airport makes an amendment, it shall publish the amended scheme on its website located at www.Shannonairport.ie. It is the airline operator's responsibility to keep informed of such updates

Appendix 1:

Application for Growth Incentive Scheme

Growth Incentive Scheme		
Operator Name		
Billing Address		
Route Name		
Destination Airport Code	ICAO Designator	IATA Designator
Frequency of Operation Flights per week	2018	2017
Aircraft Details	Aircraft Type	Aircraft Capacity
Start Date		
Scheduled Timings*	Scheduled Time(s) of Arrival at Shannon	Scheduled Time(s) of Departure from Shannon
Monday		
Tuesday		
Wednesday		
Thursday		
Friday		
Saturday		
Sunday		
Contact name		
Email Address		
Date		

***Any changes of times to be notified to Shannon Airport**

All applications for route and marketing support can be submitted to ABD@shannonairport.ie