



## Renewal of Winter Incentive Programme for New International Routes

Taking into account the market characteristics of Cluster A airports operated by Fraport Greece A (FG A) and in order to further assist airlines introducing new international services during the winter months, FG A proceeds to the renewal of the two-year winter incentive programme available at all Cluster A airports (PVK, CHQ, CFU, KVA, EFL, SKG & ZTH) initially introduced in 2018.

The present incentive is renewed for two years and will be granted to the airlines for all eligible routes that fall under the scope described herein; such incentive shall be equal to **seven Euro (EUR 7.00)** per departing passenger (applicable in winter months only) pursuant to the following conditions:

### Terms and Conditions

1. All new international routes to each relevant airport of Cluster A that will be introduced in the winter period of 2023-2024 or in the winter period of 2024-2025;
2. The Incentive Period starts from Winter 2023-24 and ends at the end of Summer 2024. All eligible new international routes must be operated throughout at least one year of the Incentive Period (Year 1: Winter 2023-2024 to and including Summer 2024 and Year 2: Winter 2024-2025 to and including Summer 2025);
3. Winter period shall mean the IATA Winter Season i.e. from the last Sunday of October to the last Saturday of March; Summer period shall mean the IATA Summer Season i.e. from the last Sunday of March to the last Saturday of October;
4. The incentive applies only to new international routes and only to scheduled operations;
5. New international routes in Winter 2023-24 shall mean all international routes not operated during the Winter 2022-23 season; Accordingly in Winter 2024-25, all international routes not operated during the Winter 2023-24. New international routes that were introduced in Year 1 and continue in Year 2 of the Incentive Period, will be eligible under the present programme for Year 2 as well; if a new international route introduced in Year 1 is discontinued by the carrier that introduced it, it can be eligible for the Year 2 if introduced again by another carrier in Year 2;
6. "New international routes" are defined by the city code and not by airport code;
7. The new international route must be operated on a minimum of one weekly frequency;
8. The weekly frequencies of the eligible new international route in Year 2 must be at least equal to the ones in Year 1.

The airlines shall be reimbursed for the eligible routes at the end of each Incentive Year (i.e. at the end of S24 and end of S25) of the Incentive Period.

For further information, kindly contact [aviationmarketing@fraport-greece.com](mailto:aviationmarketing@fraport-greece.com)