

# New Destination Incentive Charter 2018/2019

Sundsvall Timrå Airport (SDL) has a strategic goal of developing more traffic to/from the airport and the region and therefore has a support program for new charter destinations.

A new charter destination is per definition a destination which has not been served from SDL during the past two flight schedule periods or for at least 12 months by a direct flight (non-stop or via intermediate points) by any airline.

The new destination airport may not lie within 60mins driving time of an existing destination airport from SDL in order to be seen as eligible for support.

This support program is carried out on commercial conditions and SDL will provide support to tour operators provided that a commercial basis for the granting of a support exists. The support is conditional upon SDL and the Tour Operator agreeing in advance on a marketing plan for the new destination.

This support program is applied on a non discriminatory basis and hence if more than one tour operator starts on a route where the support has already been granted to another tour operator(s) and assuming that the support has not expired then the incoming tour operator(s) may also receive the same current level of support as the incumbent tour operator. SDL may refuse to grant support to tour operators with a poor payment history.

# NDI 2018/2019

In order to receive the full support as shown below the tour operator must operate no less than 5 departures during either the winter or summer IATA traffic program. The departure must be a 100% dedicated flight for SDL.

In cases where there are less than 5 departures during a traffic season or alternatively the aircraft used is allocated to more than one airport for the routing then SDL will assess the route based on a commercial basis and thereafter decide on an appropriate level of support. The support must be agreed upon before the start of the first flight.

This support program is available only for charter traffic. It is available for domestic, European and non-European destinations and for a period of 2 years.

Support Year	Support per departing pax
Year 1	100SEK
Year 2	50SEK

# NDI 2018/2019

Tour operators are themselves responsible for writing and sending an application for the support program before the route starts. A written agreement shall thereafter confirm the support program.

SDL shall reassess the support granted and carry out the adjustments in the event that changes in the operation of a route compared to the original circumstances occur during the support period.

Discounts will not be paid out if the airline/tour operator has not fulfilled its obligations to SDL.

This version of this program is valid until 31 Dec 2019. Any changes to the program will be made public on the SDL website.