

Airlines operating in Finland

FINAVIA'S INCENTIVE FOR ESTABLISHING NEW ROUTES

Finavia works actively to support airlines in opening new routes in Finland and thus stimulate air traffic. One way of contributing to that goal is to share risk with our customers when they are establishing a new route and grant discounts for these new routes.

Finavia's Board has decided on 19 June 2008 to modify Finavia's promotion policy toward new routes quite substantially. **Starting from 25th of October 2008 the new incentive policy is following:**

To promote new connections Finavia grants discounts for limited period on landing and passengers charges for new routes. Regarding discounts on passenger charges, lower service level terminals at Turku and Tampere-Pirkkala airports are exceptions. Charges and discounts of these terminals are published at www.airpro.fi.

A new route means a regular flight connection between two airports which does not have a regular flight connection at a time period in question. Air traffic is considered as regular traffic when there are at least two return flights per week or charter flight series continues at least five flights. In addition, a selling of these flights has to be done through a public distribution system. If some other operator starts operating the same route in the time the discount is granted it will also be entitled to the same discount.

Time period for discount is three years.

Discounts at Helsinki-Vantaa airport:

	Landing charges	Passenger charge
Year 1	90 % discount	70 % discount
Year 2	70 % discount	-
Year 3	50 % discount	-

Discounts at other Finavia's airports:

	Landing charges	Passenger charge
Year 1	90 % discount	70 % discount
Year 2	70 % discount	50 % discount
Year 3	50 % discount	-

However, discounts shall not be granted:

- during the night time (23:00 – 06:00 LMT),
- at Helsinki-Vantaa airport during the peak hours 14:30 – 17:00 LMT,
- outside the airports' operational hours.

Exceptions are SLOT-critical hours (14:30 – 17:00 LMT) at Helsinki-Vantaa airport when only discount on landing charge is granted: 50 % for the first year. The aim is to direct new traffic outside current peak hours and also to minimize flight noise during a night time.

Discount on passenger charge will be implemented in practise as a credit note afterwards.

New incentive policy applies to all new routes which start as from 25th of October 2008 at the earliest.

Finavia's Marketing Unit responsible for air services development and airline relations coordinates the requested discounts:

Finavia
Marketing Director Kimmo Ruotsalainen
LA-MJ
P.O. Box 50
01531 Vantaa, Finland
or kimmo.ruotsalainen@finavia.fi.

FINAVIA

Samuli Haapasalo
CEO