

# New Destination Incentive Program (NDI) 2018/2019

Sundsvall-Timrå Airport has a strategic goal of developing more traffic to/from the airport and the region and therefore has a new destination incentive program (NDI). A new destination is per definition a city which has not been served from Sundsvall-Timrå Airport for 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. For clarification: In case a destination is discontinued by an airline, the Destination Incentive can be requested by any airline no earlier than after a 12 month period. If an airline ceases to operate a route as a result of bankruptcy, Sundsvall-Timrå Airport may offer in order to maintain the route to a new airline the NDI assuming that the new airline has in no form any relationship to the bankrupted airline. This will be a commercially based decision.

The new destination airport may not lie within 60km of an existing destination airport from Sundsvall-Timrå Airport in order to be seen as eligible for the NDI.

The NDIP is carried out on commercial conditions and Sundsvall-Timrå Airport will provide a discount provided that a commercial basis for the granting of a discount exists.

# NDI 2018/2019

The NDI is applied on a non discriminatory basis and hence if more than one airline starts on a route where the discount has already been granted for another airline(s) and assuming that the discount has not expired then the incoming airline(s) may also receive the same discount as the incumbent airline that originally established the route. Restrictions of benefit may apply to airlines that have received new destination incentive for a route which has consequently been closed down. Sundsvall-Timrå Airport may refuse to grant discounts to airlines with a poor payment history, manipulation of the NDI and/or lack of required bank guarantees.

In order to receive the full discount as shown on the following page the airline/tour operator must operate no less than 10 departures during either the winter or summer IATA traffic program. The departure must be a 100% dedicated flight for Sundsvall-Timrå Airport.

In cases where there are less than 10 departures during a traffic season or alternatively the aircraft used is allocated to more than one airport for the routing then Sundsvall-Timrå Airport will assess the route based on a commercial basis and thereafter decide on an appropriate level of discount. The discount must be agreed upon before the start of the first flight.

The NDI is offered only for scheduled services. The NDI is available for domestic, European and non-European destinations.

# NDI 2018/2019

Discount year	Take-off charge discount	Passenger charge discount
Year 1	100%	80%
Year 2	100%	80%
Year 3	80%	60%

Airlines are themselves responsible for writing and sending an application for new destination incentive program discount before the route starts. A written agreement shall thereafter confirm the NDI.

Sundsvall-Timrå Airport shall reassess the discounts 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 discount period.

Discounts will not be paid out if the Airline has not fulfilled its obligations to Sundsvall-Timrå Airport.

This version of the NDI is valid until 31 Dec 2019. Any changes to the NDI will be made public on the Sundsvall-Timrå Airport website.

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