
**Route Support
Cork Route Support Scheme (“RSS”)
Short-Haul Operations
Valid from 1st January 2011**

1. Introduction

Cork Airport is committed to encouraging airlines to operate new routes to/from Cork Airport and to promote the continued development of Cork Airport’s route network. This scheme (the “Scheme”) aims to assist the participating operator to commence and establish a new and sustainable route which is not already operated by any other airline from Cork Airport. In accordance with the Scheme, Cork Airport provides support in the form of discounted airport charges for certain services on the routes which fall within the scope of the Scheme. The discount is applied as a percentage reduction on relevant charges for the limited duration of three years. The Scheme relates to short haul flights which are defined as routes which are less than or equal to 2,500 nautical miles from Cork Airport. The components of the Scheme are set out below.

2. Scheme Outline

An airline that initiates a new route from Cork Airport (the “New Route”), in accordance with the Scheme criteria, may benefit from a discount on qualifying airport charges services provided by Cork Airport on that route. The discount may only applied to the following charges (i) passenger service charge; (ii) aircraft parking, charge; (iii) airbridge use charge; and (iv) runway movement charge (together the “Qualifying Charges”). Details of these charges are set out in the document entitled “Terms & Conditions” available from www.corkairport.com.

For the avoidance of doubt Qualifying Charges do not include charges: (i) introduced by Cork Airport in compliance with National or European legislation; (ii) introduced by the Commission for Aviation Regulation,; or (iii) relating to additional services provided by Cork Airport, including but not limited to, the persons with reduced mobility charge (“PRM Charge”), self service kiosk charge (“SSK Charge”), security charge, check-in desk rental charge, customs and border protection charge or any environmental-related charge.

3. Level of Route Support

a) Discounts on Annual Routes

Approved routes operating on a year round basis, are afforded the following discounts: for Year 1 to Year 3 of the Scheme:

Year	Discount on Qualifying Charges for approved short-haul year-round routes
1	100% for the first 12 months
2	75% for the subsequent 12 months
3	50% for the subsequent 12 months

b) Discounts on Seasonal Routes

Approved routes operating on a seasonal basis are afforded the following discounts for Year 1 to Year 3 of the Scheme. The start and end date of the respective summer and winter seasons are determined in accordance with the International Air Transport Association (“IATA”) scheduling systems.

Year	Discount on Qualifying Charges for approved short-haul year-seasonal routes
1	60% for the first 12 months
2	40% for the subsequent 12 months
3	20% for the subsequent 12 months

The Scheme shall operate for the duration of three years, commencing on the date of the airline’s first flight on the New Route (the “Commencement Date”) and ending on the expiry of three years from the Commencement Date (the “Termination Date”). Following the Termination Date, Qualifying Charges will be charged at the standard rate as published by Cork Airport on the Termination Date.

4. Route Approval

Subject to Cork Airport’s approval, a New Route may qualify as a route under the Scheme if it meets the following criteria:

New Route

a) The New route is a short-haul route which operates from Cork airport i.e. it originates or terminates at an airport which is less than or equal to 2,500 nautical miles from Cork Airport.

b) The new route commences on or after 1st January 2011.

c) The minimum frequency requirement is two return services on 2 separate days per week per year or per season as the case may be.

d) The proposed route is one that increases the network coverage and traffic bases at Cork Airport. This means that the route must give access to a market not adequately served directly, is expected to increase the overall number of passengers using the airport and is a route that has a commercial benefit to Cork Airport.

e) Subject to exception (as set out in section 4(f)), the New Route has not been served by any airline within the 12 months prior to the Commencement date at a greater frequency than 2 return services per week on a year-round or seasonal basis.

f) Where a route has been served within the 12 months prior to the Commencement Date at a frequency greater than 2 return services per week on a year-round or seasonal basis this route may be considered for approval under the Scheme if Cork Airport considers that the New Route provides a significant commercial benefit to Cork Airport.

g) Where section 4(f) applies Cork Airport reserves the right to decrease the discount levels afforded under the Scheme. The level of discount will be determined by Cork Airport and will be assessed on the incremental value of the New Route to the overall route network at Cork Airport. The evaluation criteria are outlined in Appendix 1 of this document "Appendix 1: Abandoned Route Evaluation Matrix - Short-Haul." However, in cases where an operator re-enters a route previously abandoned by the same operator within the previous 12 months for reasons contrary to the objectives of the Scheme, the route will not be considered a New Route for the purposes of the Scheme.

h) The proposed route is promoted by the relevant airline as a new destination i.e. a route which has not previously been served from Cork Airport by any airline.

i) The proposed route is a non-stop service from Cork Airport. Services operating with a commercial transit stop at an airport already served from Cork Airport may in certain circumstances be awarded a discount on Qualifying Charges under the Scheme.

j) Seasonal routes must operate for the full IATA season (details of which are available from the IATA website). However, Cork Airport reserves the right to approve a route that operates for a substantial element of an IATA season. Such routes may be considered and approved where Cork Airport considers that the relevant route provides a significant commercial benefit to Cork Airport which is not being provided by any other service.

k) Where traffic on a New Route is generated by reducing capacity on other routes with no obvious net economic benefit to the airport/airports, approval will not be granted under the Scheme. This means that any new services which involve switching capacity from one service to another, or from one airport controlled by Cork Airport to another, will not generally qualify for support under the Scheme.

l) The schedule timings of the proposed route have been approved by Cork Airport's slot coordinator, and any slot change request issued by the slot coordinator has been fully complied with. Operators which are deemed to be operating off slot by the coordinator will not qualify for the Scheme. In such instances, Cork Airport slot coordinator shall notify the operator of its non compliance.

m) The operator is in possession of the requisite traffic rights to fly the proposed route.

n) Where Cork Airport believes that in light of all relevant criteria the New Route shall not provide any significant commercial benefit to Cork Airport, Cork Airport reserves the right to refuse to approve a New Route under the Scheme. Cork Airport's decision on these matters is final.

5. Application and Operation of the Scheme

Application Procedure

a) Applications for entry into the Scheme must be in the format of the Application Form contained in Appendix 2 of this document “Appendix 2: “Application Form for Route and Marketing Support for Routes to/from Qualifying Haul Destinations”.

b) Applications must be received by Cork Airport one calendar month prior to the Commencement Date of the New Route. Where the expiry of one month following the Commencement Date falls on a non-working day, the closing date will be the next working day.

c) Applications will not be accepted before 6 calendar months prior to the Commencement Date of the New Route. Applications sent in advance of the 6 calendar months will be considered only as expressions of interest, and will not confer any qualifying rights on the operator.

d) If two or more operators make an application within the same time frame in relation to the same route, approval will be given to the operator with the earliest Commencement Date, where the route proposals are similar in terms of capacity and frequency proposed.

e) If two or more operators makes an application within the same time frame in relation to the same route with the same Commencement Date, approval will be given to the operator whose application was received first where the route proposals are similar in terms of capacity and frequency proposed.

Approval Letter

f) An operator whose proposal has been accepted by Cork Airport under the terms of the Scheme will receive a Route Support Approval letter from the Director-Strategy, Regulation and B2B to this effect (the “Approval Letter”). This letter constitutes an acceptance by Cork Airport of the route proposal, subject to the operator operating in full accordance with its route proposal to Cork Airport. No operator may be considered to be approved for support under the Scheme until it has received such an Approval Letter.

g) Once the Approval Letter has been issued in respect of a particular route, no other operator will be eligible to receive support under the terms of the Scheme for the route concerned as long as the approved operator is compliant with the terms and conditions of the Scheme.

h) If an operator which has received an Approval Letter fails to commence operations on such route on the Commencement Date as set out in the Approval Letter, such approval shall automatically expire and be invalid unless Cork Airport otherwise consents in writing.

Payment of Discount

- i)** The discount on Qualifying Charges for the Approved New Route is set off against the customers account. In this regard the operator is levied at the discounted rate.

- j)** The approved New Route will be afforded discounted charges for the duration of its participation in the Scheme.

Application of Discount

k) Airbridge charges will be applied for all airbridge-compatible aircraft occupying an airbridge-served stand whether or not the airbridge is used. The billed period for airbridge charging purposes will be the same as that used for aircraft parking charges i.e. it applies from the Actual Time of Arrival (landed time) to the Actual Time of Departure (airborne time) minus 30 minutes as recorded in the Cork Airport Operations System databases.

l) For the purposes of the Scheme, discounted airport parking charges and discounted airbridge charges will mean a discount on parking and airbridge related to the departure movement on the qualifying route for a maximum period of 1.5 hours.

m) Where aircraft parking period occurs fully or partly during the charge-free period defined as “night-time” in the Terms & Conditions, no further discounts on aircraft parking or airbridge will be given.

n) For qualifying services, operation to/from a contact stand will be at the discretion of Cork Airport, and therefore availability of a contact stand cannot be assumed.

o) If an operator alters its ticketed and/or operated scheduled timings, Cork Airport must be notified. Approval may be withdrawn if the operator does not operate to the scheduled timings as approved by the slot coordinator and as notified by the operator in its original route support request.

6. Amendment or Termination of the Scheme

a) Cork Airport considers that an operator providing a New Route annually is more likely to contribute to the route network at Cork Airport than a New Route operating seasonally. It is on this basis that where a year-round operation (similar in terms of capacity and frequency) is commenced by another carrier, during the ‘off-season’ of a seasonal route receiving route support, the year-round operation will be eligible for support. In turn, the seasonal operation will not receive support when it returns during the next operational season. Please note that only one carrier will receive support on each route.

b) Where an approved New Route which was being operated on a seasonal basis is extended to operate on an annual basis the level of support shall be altered accordingly whereby discounts will be afforded annually. Where an annual route is reduced to operate on a seasonal basis, Cork Airport reserves the right to offer the discount on the basis of a seasonal route in accordance with the terms of the Scheme. It is the responsibility of the operator to inform Cork Airport of any such change.

c) Where an operator fails to provide services on a seasonal route for a particular season its participation in the Scheme shall be deemed to have come to an end. Benefits under the Scheme will not apply to services provided on that route in future seasons.

d) Qualifying seasonal operations will not receive support under the Scheme for the period during which services are not provided.

7. Deferral of Scheme Benefits

a) If due to unforeseen and extraordinary circumstances an operator receiving support under the Scheme is unable to comply with the terms and conditions of the Scheme, Cork Airport may, if it considers that the approved New Route is of significant economic or strategic importance to Cork Airport, allow the operator to continue to participate in the Scheme but defer the route support for such a time as it considers, at its sole discretion, necessary to ensure the continued viability of such route. The maximum period of deferral of support shall be 6 months from the last date of that the operator complied with the terms and conditions of the scheme. During the period of deferral the operator will be obliged to pay full airport charges. If the route support is reinstated an operator will receive the level of support that would have applied had it not been suspended.

b) Cork Airport may approve transferring the remaining portion of the Scheme from one route to another on one occasion during the duration of the three years and only if the Cork Airport decides that it is an appropriate commercial decision in the interests of the route network at Cork Airport.

c) If an operator reduces its operations on the route below the minimum requirement specified in 4 (c), approval under this scheme will be withdrawn immediately.

d) The Scheme will apply or continue to apply only as long as an operator is fully compliant with the published Cork Airport Terms and Conditions (available on the airport charges page located at www.corkairport.com), and specifically with respect to:

- The payment of invoices for all airport charges and any other fees and services provided by Cork Airport to the operator, including adhering to credit terms in respect of all Cork Airport invoices, unless Cork Airport, in its absolute discretion, shall otherwise determine.
- The provision of information whereby the operator is required to provide Cork Airport with passenger, cargo and aircraft related information as outlined in the published

Airport Charges at Cork Airport Terms and Conditions, sections 4.14 to 4.32 inclusive.

e) Cork Airport reserves the right to amend the terms of the Scheme at any time including the criteria for eligibility to participate in the Scheme. If Cork Airport makes an amendment, it shall publish the amended scheme on its website located at www.corkairport.com. It is the operator's responsibility to keep informed of such updates. All changes to the document will be detailed in Appendix 3 "Register of Revisions."

**Marketing Support
Short-Haul Operations
Valid from 1st January 2011**

1. Introduction

The Cork Airport Marketing Support Scheme (the “Marketing Support”) for short haul routes aims to assist operators in establishing their presence in new markets. The objective of the Marketing Support is to assist operators with marketing and promotional activities aimed at promoting new destinations and capacity.

2. Scheme Outline

Cork Airport may make available marketing support for the introduction of new direct services and additional new capacity from Cork Airport. Such routes must meet certain criteria, as set out in this document, namely that the route which the operator is seeking support for (the “New Route/Capacity”): (i) has not been serviced within the past 12 months by any operator; (ii) is consistent with Cork Airport’s Route Development Strategy and (iii) meets certain criteria required under the Marketing Scheme.

The New Route/Capacity may be assessed for approval in accordance with the Marketing Support Review Matrix (attached as Appendix 4 to this document) to determine the potential level of marketing support. Based on this review, one of three levels of support may be available to the operator. The thresholds are outlined in the following table:

Band	Marketing Support
1	Up to €34,999
2	Up to €59,999
3	Up to €100,000

Note that all applications for marketing support will be reviewed in the context of Cork Airport’s total marketing support budget.

3. Other conditions

a) Applications for marketing support will only be accepted if the proposal is set out on the standard application form (attached as Appendix 2 below “Application Form for Route and Marketing Support for Routes to/from Qualifying Short-Haul Destinations”) 1 calendar month before the Commencement Date (which is the commencement of operations on the New Route/Capacity). Where the expiry of one month following the Commencement Date falls on a non-working day, the closing date will be the next working day.

b) Applications will not be accepted before 6 calendar months prior to the Commencement Date of the New Route/Capacity. Operator applications sent in advance of the 6 months will be considered only as expressions of interest in a route, and will not confer any qualifying rights on the operator.

c) Continuing support under the Marketing Scheme is contingent on the operator cooperating fully with Cork Airport's slot coordinator.

d) Where an operator's route proposal does not meet the criteria listed in the marketing matrix (Appendix 4). Cork Airport reserves the right to refuse to approve the route under the Marketing Scheme. Cork Airport's decision on these matters is final.

e) Cork Airport reserves the right to amend the terms of the Marketing Scheme at any time including in relation to the criteria for eligibility to participate in the Scheme. If Cork Airport makes any amendment, it shall publish the amended scheme on its website located at www.corkairport.com.

4. Notes

a) Marketing support cannot be netted by the operator against amounts owed to Cork Airport.

c) One-stop routes may, in certain circumstances, qualify for marketing support. Cork Airport will determine the amount and duration of any such support on a case-by-case basis.

d) Cork Airport may provide marketing support for route development and other promotional activities. Cork Airport will determine the amount and duration of any such support on a case-by-case basis.

Appendix 1: Abandoned Route Evaluation Matrix - Short-Haul

Where a route has been served within the 12 months prior to the Commencement Date at a frequency greater than 2 return services per week on a year-round or seasonal basis this route may be considered for approval under the Scheme if Cork Airport considers that the New Route provides a significant commercial benefit to Cork Airport. The level of discount will be determined by Cork Airport and will be assessed on the incremental value of the New Route to the overall route network at Cork Airport. The evaluation criteria are outlined below:

Route Support Scheme Short Haul - Abandoned Route Evaluation Criteria Matrix		
Weighting	Criteria	Detail
1	Key Business Route	Yes
		No
	Frequency of service proposed	>= 7 times a week
		>3 and <7 times a week
		<= 3 times per week
	When route was abandoned	>10 months previously
		7-9 months previously
4-6 months previously		
1-3 months previously		
2	Applicant Airline	Yes, airline is new to the proposed route
		No, airline was on the proposed route within last 12-month period*
	Route Detail	EU
		Non-EU
	Commercial Potential (eg. Duty-paid, duty free, DAA lounges used, Shop and Collect etc)**	High
		Medium
		Low
	Aircraft Seating Capacity	>200 seats
101-199		
50-100		
0-49		
3	Tourism Potential (eg. Proportion of foreign originating passengers, strong tourism links to destination etc)**	High
		Medium
		Low
4	Capacity Origin	Redeployed from another DAA route
		New capacity
		Traffic switching from another airline

* In cases where an airline re-enters a route previously abandoned by the same airline within the previous 12 months (to the date of application), the route will not be considered a new route and will not receive approval for any discount award level.

** This list is simply indicative and therefore is not exhaustive

Based on the outcome of such a review, four levels of support are possible as outlined in the table below:

Band	Route Support for an Abandoned Route
1	80%, 60%, 40% over 3 successive years
2	60%, 40%, 20% over 3 successive years
3	40%, 20% over 2 successive years
4	20% for one year

Appendix 2: Application Form for Route and Marketing Support for routes to/from qualifying short-haul destinations

Cork Airport <i>Application Form for Route and Marketing Support for new qualifying short-haul destinations</i>		
Operator Name		
Billing Address		
Route Name		
Destination ICAO airport code		
Frequency of Year-round Operation (per week)		
Aircraft Capacity		
Number of stops en-route		
Start-up date		
Aircraft Type	ICAO type designator	IATA type designator
Scheduled Timings*	Scheduled time(s) of Arrival at Cork	Scheduled time(s) of Departure from Cork
Monday		
Tuesday		
Wednesday		
Thursday		
Friday		
Saturday		
Sunday		

*Any changes of times to be notified to Cork Airport

All applications for route and marketing support can be submitted to apcadmin@daa.ie

Appendix 4: Marketing Support Review Matrix for qualifying short-haul routes:

The below matrix will be applied by Cork Airport to determine whether the New Route/Capacity falls within the scope of the Marketing Scheme and if so, what band of marketing is available to the operator.

Cork Airport Marketing Support Review Matrix for qualifying short-haul destinations		
Weighting	Criteria	Detail
1	Network Development Potential	New Market
		Key Developing Market
		Existing Market
2	Route Detail	EU Route
		Non-EU Route
3	Capacity Origin	New capacity
		Capacity redeployment from another DAA route
4	Country Served or Not Served	Country not already served
		Country already Served
	Commercial Potential (eg. Duty-paid, duty free, DAA lounges used, Shop and Collect etc)*	High
		Medium
	Aircraft Capacity	>250 seats
		151-250
		101-150
		50-100
		0-49
	Tourism Potential (eg. Proportion of foreign originating passengers, strong tourism links etc)*	High
Medium		
Low		
Availability of New Route	Annual	
	Seasonal	
5	New or Existing Route	New Route
		Existing Route
6	Operator Commitment to Cork Airport (eg. Staff employed in Cork, aircraft base, office space at Cork etc)*	High
		Medium
		Low
		Predatory Route Entry

* This list is simply indicative and therefore is not exhaustive