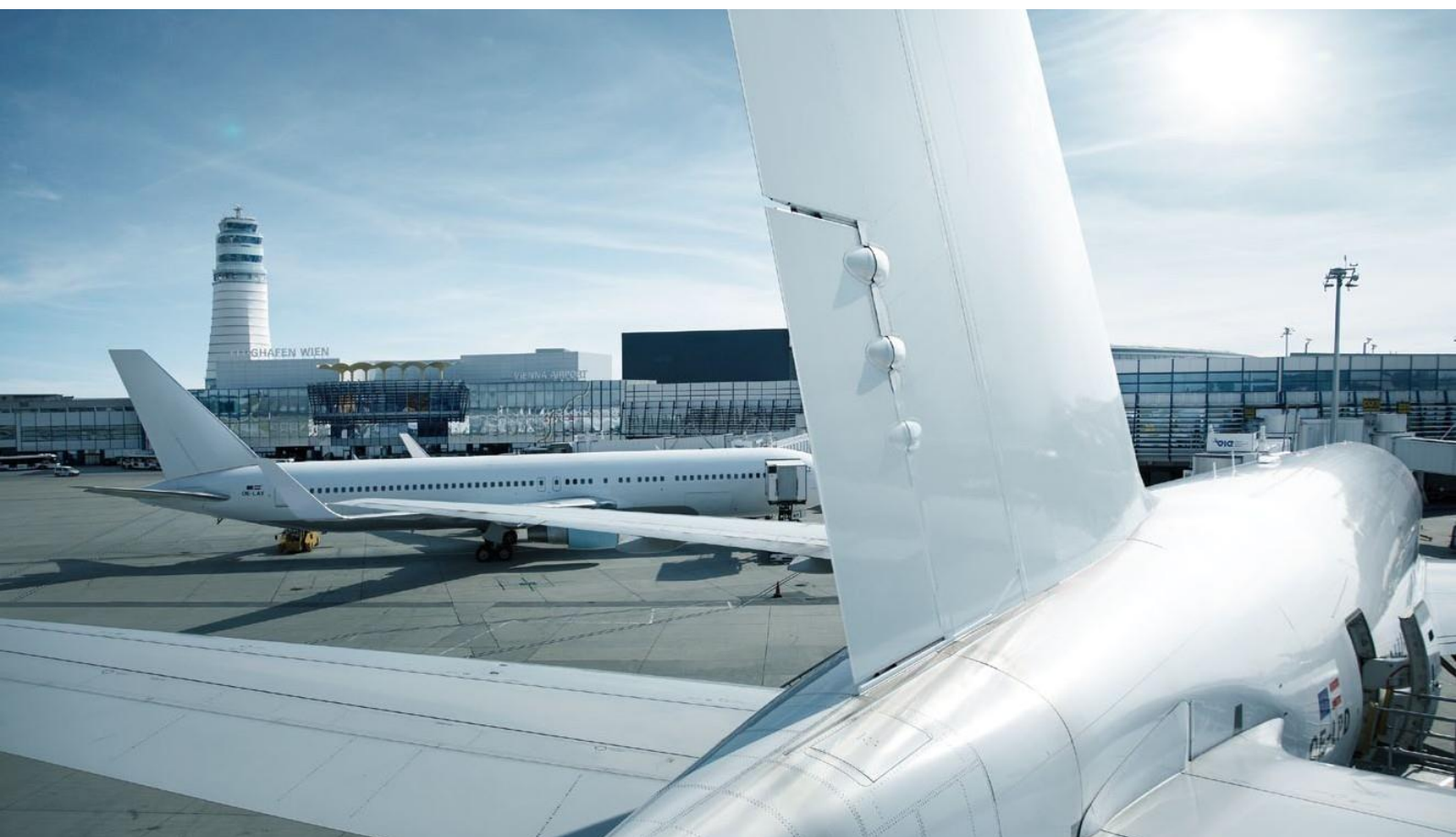


INCENTIVE PROGRAMMES OF VIENNA AIRPORT

2022



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TRANSLATION ONLY, THE GERMAN TEXT SHALL PREVAIL

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(hereinafter referred to as "FWAG")

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1 Introduction

1.1 Objectives and Types of Incentives

FWAG informs herewith all airlines about a fair, transparent and non-discriminatory incentive programme designed to increase the number of scheduled frequencies or routes and to strengthen the hub function of Vienna Airport by airlines - also in the wake of crisis and the ensuing consequences for the aviation industry.

There are following types of incentives:

- the **Transfer-Security Incentive** for transfer passengers and
- the **Volume Incentive** for generated passenger volume for based airlines at Vienna Airport.

Above mentioned incentives are designed to promote the portfolio of offered routes as well as to develop the number of connections and to sustain generated passenger volume.

1.2 Agreement

- In order to benefit from a certain incentive, an airline fulfilling the criteria of a certain incentive can conclude an agreement with FWAG. In this agreement the conditions for the refund of a certain incentive are defined.
- The final settlement shall be made according to an agreement with the airline.
- With regard to code-sharing flights, only the operating carrier is eligible. The decisive factor therefore will be the flight number (no marketing carrier).
- FWAG reserves the right to apply changes at any time and without justification this Incentive Programme or parts thereof.
- Furthermore FWAG reserves the right to revoke this Incentive Programme or parts thereof forthwith for important reasons. In particular an important reason applies:
 - a) a significant decrease in traffic (passengers and/or movements) of more than 20% over a period of at least 3 months or if the circumstances indicate that such a decrease in traffic will undoubtedly continue for more than 3 months;
 - b) a material change of the level of charges of FWAG as a result of a change of the statutory bases for regulating charges (in particular regarding price cap, escape clause, etc.) as defined in the Annex to the Austrian Airport Charges Act (Flughafenentgeltgesetz/FEG);
 - c) others than those stated in a) and b) which were caused by statutory, official, judicial or similar requirements render it objectively unreasonable for FWAG to continue the Incentive programme

2 Transfer-Security Incentive

2.1 Conditions of Eligibility for the Transfer-Security Incentive

- The Transfer-Security Incentive promotes the development of transfer traffic.
- When calculating the Transfer-Security Incentive only the departing transfer passengers are counted, for which an airline has paid the passenger service charge according to the currently valid Airport Charges Regulations of FWAG.
- A transfer passenger is a traveller who, travelling in a logical direction on board of scheduled flights, changes at Vienna Airport
 - from one aircraft to another aircraft of the same airline with a different flight number or
 - from one aircraft of an airline to another aircraft of a different airline.
- The transfer must take place within a period ranging from the Minimum Connecting Time to a maximum of 24 hours after the scheduled arrival of the inbound flight. Return Check-Ins are excluded from the Incentive.

2.2 Amount of the Transfer-Security Incentive

- Application according to threshold of minimum 2 million departing transfer passengers (without transit) per airline
- Scaling and classification of the incentive amount according to generated departing transfer passenger volume of the actual year
- refund per 100 departing transfer passengers (without transit)

Refund on actually paid security charge:

departing transfer passengers per airline/year	amount per 100 departing transfer passengers
as of 2,000,000 - 2,249,999	€ 160
as of 2,250,000 - 2,499,999	€ 320
as of 2,500,000	€ 480

3 Volume Incentive

3.1 Conditions of Eligibility for the Volume Incentive

- Objective is the promotion of generated passenger volume of airlines based at Vienna Airport, to sustain this volume in the long term.
- Precondition is a base at Vienna Airport or the confirmation in writing to base aircraft at Vienna Airport in the near future.
- “Base” means at least 3 aircraft based at Vienna Airport.
- Compensation traffic shall be basically excluded from this incentive. Compensation traffic refers to any traffic of an existing route and/or capacity that is transferred partly or in total from one airline to another airline, even within a corporate group or alliance. For the avoidance of doubt: Vienna Airport basically incentivises only the net passenger volume.

3.2 Amount of the Volume Incentive

- Application according to threshold of minimum 0,75 million departing passengers.
- Scaling and classification of the incentive amount according to generated departing passenger volume of the actual year.
- refund per 100 local departing passengers (without transfer and transit)

Pax departing/year	Amount per 100 Pax local departing
0	€ 0
750,000	€ 540
1,000,000	€ 620
1,250,000	€ 700
1,500,000	€ 780
1,750,000	€ 860