

Blue Ocean Winter Connectivity Bonus

Incentive programme to stabilize flight services during volatile winter seasons
(available for W22 and W23 season)

1 Background

The traditionally volatile and weak demand in the five-month winter scheduling season will be further burdened by the existing uncertainties in the market. This is an enormous economic challenge for airlines in terms of their ability to plan and operate stable flight services. In order to stabilize flight services at Nuremberg Airport during the winter scheduling season and to reduce the risk of a lack of cost depression (in the event of a below-average load factor during the winter scheduling season), Flughafen Nürnberg GmbH (FNG) has decided to launch a temporary incentive programme.

2 Incentive programme objective and time limitation

The aim is to support unit cost risk (fixed charges based on load factor) for airlines that operate regular services to Nuremberg in order to stabilize flight services during the winter scheduling season.

3 Discount model and conditions

Flughafen Nürnberg GmbH shall grant a 25% discount on the fixed take-off charge in accordance with the List of Service Charges to all airlines operating regular passenger services to/from Nuremberg Airport (Flight Service Type 11 [Scheduled traffic] and Flight Service Type 21 [Leisure traffic]). The granting of the incentive requires a permanent, regular service by the respective airline on the route concerned. This requirement shall be deemed met if the route offered by the airline covers $\geq 70\%$ during the IATA W22 or W23 scheduling season. The basis for this calculation shall be the service pattern (number of departures actually realized) in calendar week 47.

However, the airline must offer the respective route at least twice a week during this reference week. Furthermore, the incentive shall only be granted if the load factor (based on departures) for the respective route is $\leq 80\%$ on average during the IATA W22 or W23 scheduling season. The sole basis for these calculations is FNG's official traffic figures, based on departures.

4 Time limitation and application

This funding programme is subject to a time limitation. It will enter into force at the start of the IATA winter scheduling season and will automatically end at the end of the season as following:

IATA schedule season	Start of season	End of season
W22 season	30 October 2022	25 March 2023
W23 season	29 October 2023	30 March 2024

Airlines do not need to apply. Settlement will be made automatically in accordance with the stated conditions no later than 6 weeks after the end of the IATA winter season scheduling season providing the conditions are met.

5 Combination with the Blue Ocean Bonus Programme (*new routes*)

It is fundamentally possible to combine the Blue Ocean Lifeline Incentive with Nuremberg Airport's new route incentive, the Blue Ocean Bonus Programme. In such cases the discounts shall be applied in two stages. The Blue Ocean Bonus discount must be applied for and shall be granted upon presentation of invoice. Applying the BOB discount results in a reduced take-off charge, which is then used as the basis to calculate the Blue Ocean Winter Connectivity Bonus – Special Winter Incentive discount.