

## Swedavia Volume Discount<sup>1</sup>

The volume discount is an addition to the existing incentive programs for growth, i.e. the Passenger Increase Bonus and New Destination Discount. The aim of the volume discount is to create long-term stable growth and reduce Swedavia's business risk by allowing for better planning for future capacity needs.

The volume discount is based on the total number of yearly invoiced departing passengers (1 January-31 December) for an airline or airline group at all Swedavia's airports.

Airlines or airline groups with more than ~~2550~~0.000 departing passengers receive a discount on their average passenger charge. More passengers entitle to a higher discount, as shown in the table below.

Departing non-incentivized Passengers (Total at Swedavia's Airports)	Discount on Average Passenger Charge
1 - 250 000	0.0 %
250 001 - 500 000	2.5 %
500 001 – 750 000	5.0 %
750 001 – 1 000 000	7.5 %
1 000 001 -	10.0 %

The volume discount is incremental which means that only passengers within the respective interval receive the corresponding level of discount.

For example, if an airline or airline group has 600 000 departing (non-incentivized) passengers in a year, the first 250 000 passengers receive no discount, for passenger 250 001 to 500 000 a discount of 2.5 % is granted, and for passenger 500 001 to 600 000 a discount of 5 % is granted.

## Rules and Regulations

The discount is paid out after the year is completed and is based on the average passenger charge paid for the applicable year per airline or airline group at all ten Swedavia airports (including reduced passenger charge for transfer passengers).

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<sup>1</sup> Valid from January 1<sup>st</sup>, 2025.

An ownership threshold of 51 per cent is applied to determine whether a particular airline belongs to a group or not. Please note that any transfer of past departing passengers from one airline to another as a direct consequence of mergers, acquisitions or other similar transactions will not be included in the volume discount.

Volume discount is not granted for passengers qualified for New Destination Discount or Passenger Increase Bonus. Passengers eligible for these incentives are subtracted from the amount used to determine the level of volume discount per airline or group.

Volume Discount is offered for non-incentivized scheduled services at Swedavia's 10 airports. Services are not included in this incentive program if a tour operator has bought 70 per cent or more of the available seat capacity on a scheduled flight.

The program is open for all airlines and applies at all Swedavia's 10 airports.

Any dispute arising in connection with the volume discount shall be settled in a Swedish court under Swedish law. Contact your Key Account Manager for more information or send an email to [aviationbusiness@swedavia.se](mailto:aviationbusiness@swedavia.se).

Ändrad fältkod