



Shoulder Months' Incentive Programme

Fraport Regional Airports of Greece A S.A., aiming at supporting the extension of the current tourist season outside the “traditional” summer peak months, **proceeds to the launch of a two-period “Shoulder Months’ Incentive” programme available at all Cluster A airports** (PVK, CHQ, CFU, KVA, EFL, SKG & ZTH) as of October 2023, thereby contributing to the operating risk of the airline partners that decide to introduce and/or to extend international services during the “shoulder months”.

The incentive programme will be granted to the carriers for their incremental international passengers that fall under the scope described herein;

Airports: All Cluster A Airports	Tier A	Tier B		Tier C
Period 1	OCT'23	NOV'23	MAR'24	APR'24
Period 2	OCT'24	NOV'24	MAR'25	APR'25
Discount (in EUR) per incremental departing international passenger	6 €	12 €	12 €	8 €
Minimum threshold to be exceeded compared to *Base month	> 5%	> 0%	> 0%	> 5%

***Base Month:** is considered the same month of the immediately previous corresponding year

For eg, the base month for the period 1 of OCT'23 would be OCT'22, whereas the base month for the period 2 of OCT'24 shall be OCT'23 etc.

Terms and Conditions

1. The incentive applies to all commercial international operations per airport per carrier.
2. The eligible carrier who delivers additional (incremental) international departing passengers in excess of the threshold per Tier at a specific airport any given shoulder month when compared with the respective Base month shall receive the respective Tier's discount for each additional departing international passenger. The relevant discount shall be applicable on a monthly basis.
3. The program is valid for 2 periods, namely for October 23-April 24 & October 24-April 25. However, Fraport Regional Airports of Greece A S.A. reserves the right to revoke the program or amend its terms during the second period, namely from October 24-April 25.
4. The "Shoulder Month's Incentive" will be offered on a monthly basis, conditional to the carriers' prompt fulfilment of their financial obligations to Fraport Regional Airports of Greece A S.A.



5. The incentive shall also apply to airlines that had no departing passengers in the airport during the respective Base month.
It is clarified that routes (city pairs) that remain served by other airline(s) that used to serve them during the Base month shall not be eligible for the period that such routes continue to be served by the other airline(s). Moreover, in cases where such routes do not continue to be served by the other airline(s) that used to serve them during the Base month, eligibility shall be limited to the incremental departing passengers (compared to the departing passengers of that route in the Base month).
6. In cases of airlines with different IATA airline codes but operating as a single commercial entity (i.e. for airlines with multiple AOCs) as well as in the event of route changes/ sharing between airline groups, FG reserves the right to treat those airlines as a single airline for the purposes of this specific commercial incentive.
7. Incremental departing passengers during November & March deriving from a route eligible for the "Winter Incentive" shall be excluded from the calculation of the Shoulder Months' Incentive for the overlapping months.

For further information, kindly contact h.filos@fraport-greece.com