

New Business Opportunities Closer Than Expected

RIX Incentive Schemes

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New Destination Incentive

Applicable to:

- Passenger Service Charge
- Take-Off / Landing Charge

Passenger Growth Incentive

Applicable to
Passenger Service Charge

New Destination Incentive / Overview

Incentive

Applicable to direct services to new destinations above 3000 km from RIX (Great Circle distance)

Recipient

Any carrier operating scheduled flights

Contribution

Launch of flights to an unserved destination

Criteria

Within 6 months after the start of flight operations, the minimum threshold of direct passengers as set by RIX is reached

Main Conditions & Rules:

- Only scheduled traffic qualify for incentive
- Only scheduled carriers that have not operated scheduled flights on the respective route for at least 2 years prior to start of operations, qualify for the incentive
- **Minimum threshold to qualify for the incentive is set at 3500 departing direct passengers during first 6 months of operation on the new route.** Only new services fulfilling minimum threshold criteria qualify for the incentive scheme
- Incentive will be applied to for a period of 3 years after the start of operations on the new route (for details, please see next slide)
- New services to destinations above 3000 km are entitled to receive discount from the passenger service charge, additionally new services to destinations above 6000 km from RIX will also receive discount from the take-off / landing charge (for details, please see next slide)

Incentive will be applied as follows:

- Carrier will pay for the services in full for the first 6 months from the moment of commencement of flights on the new route
- After 6 months, RIX Riga Airport will recalculate fees and will refund the incentive amount if the conditions for granting the incentives are satisfied
- During the subsequent flight period the air carrier will be charged a reduced fee in accordance with the conditions of the incentive scheme for all traffic carried on the new route

New Destination Incentive

TOP unserved destinations from RIX

3000-6000 km from Riga

Faro
Delhi
Bishkek
Sevilla
Cairo
Almaty
Mumbai
Astana

above 6000 km from Riga

New York
Bangkok
Toronto
Chicago
Boston
Washington
Singapore
Los Angeles



Selected destinations shown for reference only. This is not a priority list, any new scheduled services to an unserved destination above 3000 km from RIX will qualify for incentive providing that carrier complies with other minimum criteria (see previous page).

New Destination Incentive

Incentive Amount	Year 1	Year 2	Year 3
For all flights to new destinations above 3000km			
Discount amount from the Passenger Service Charge + first 3h of aircraft parking free of charge	100% 3.39 EUR	70% 2.37 EUR	50% 1.69 EUR
Applicable Passenger Service Charge	0 EUR	1.02 EUR	1.70 EUR
Additional incentive for all flights to new destinations above 6000km			
Discount amount from Take-Off / landing Charge	100% 3.39 EUR	70% 2.37 EUR	50% 1.69 EUR
Applicable Take-Off / Landing Charge	0 EUR	1.02 EUR	1.70 EUR

Passenger Growth Incentive / Overview

Incentive

For the increase in direct passengers above the reference period traffic

Recipient

Any carrier operating scheduled flights

Contribution

- Launch of flights to a serviced destination
- Increased flight frequency
- Increased seat capacity
- Increased load factor

Criteria

The volume of direct departing passengers carried exceeds the traffic volume threshold in the reference period

Main Conditions & Rules:

- Only scheduled traffic qualify for incentive, all airlines operating scheduled traffic at RIX Riga Airport qualify for the incentive
- Incentive will be granted for a scheduled direct passenger traffic increase above the traffic volume threshold in the reference period as set by RIX Riga Airport (for details, please see next slide)
- Traffic already covered by new destination incentive will be excluded from the calculation of passenger growth incentive

Incentive will be applied as follows:

- Carrier will pay for the services in full for the current year
- After a full year is concluded, RIX Riga Airport will calculate the respective incentive amounts for each carrier and compensate the carrier accordingly

Passenger Growth Incentive

Reference Period	Traffic Volume Threshold	Traffic Growth Interval (direct dep. passengers)	Discount Amount from Passenger Service Change	Applicable Passenger Service Charge
2024 Q2-Q4	2019 Q2-Q4 traffic	Every passenger above threshold	100% 3.39 EUR	0 EUR
2025 Q1	2019 Q1 traffic	Every passenger above threshold	100% 3.39 EUR	0 EUR
2025 Q2-Q4	2024 Q2-Q4 traffic	0-22 500 passengers above threshold	50% 1.69 EUR	1.70 EUR
		>22 500 passengers above threshold	100% 3.39 EUR	0 EUR
2026	2025 traffic	0-30 000 passengers above threshold	50% 1.69 EUR	1.70 EUR
		> 30 000 passengers above threshold	100% 3.39 EUR	0 EUR

2024 Q2-Q4: 100% discount applied for direct passenger growth above 2019 Q2-Q4 traffic

2025 Q1: 100% discount applied for direct passenger growth above 2019 Q1 traffic

2025 Q2-Q4: progressive discount for direct passenger volume above 2024 levels – 50% discount for first 22 500 passengers, 100% for each additional passenger

2026: progressive discount for direct passenger volume above previous year’s level – 50% discount for first 30 000 passengers, 100% for each additional passenger

Passenger Growth Incentive / Example

Example A: Carrier ABC with historic direct departing traffic at RIX

2019	Traffic
Q1	10 000
Q2	10 000
Q3	10 000
Q4	10 000

	2024 Q2-Q4	2025 Q1	2025 Q2-Q3	2026
Traffic Volume Threshold	2019 Q2-Q4 traffic volume	2019 Q1 traffic volume	2024 Q2-Q3 traffic volume	2025 traffic volume
Calculation Threshold (historic traffic)	30 000	10 000	50 000	115 000
Actual Traffic (direct dep. PAX)	50 000	15 000	100 000	150 000
Passengers applicable for reduced charges	20 000	5 000	50 000	35 000
of which receiving 50% passenger service charge discount	-	-	22 500	30 000
of which receiving 100% passenger service charge discount	20 000	5 000	27 500	5 000

Passenger Growth Incentive / Example

Example B: Carrier XYZ with no historic direct departing passenger traffic at RIX
(new entrant post-pandemic)

2019	Traffic
Q1	0
Q2	0
Q3	0
Q4	0

	2024 Q2-Q4	2025 Q1	2025 Q2-Q3	2026
Traffic Volume Threshold	2019 Q2-Q4 traffic volume	2019 Q1 traffic volume	2024 Q2-Q3 traffic volume	2025 traffic volume
Calculation Threshold (historic traffic)	0	0	50 000	115 000
Actual Traffic (direct dep. PAX)	50 000	15 000	100 000	135 000
Passengers applicable for reduced charges	50 000	15 000	50 000	20 000
of which receiving 50% passenger service charge discount	-	-	22 500	20 000
of which receiving 100% passenger service charge discount	50 000	15 000	27 500	-

Let's grow together!

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RIX